

SANLORENZO PRESENTS AN EXCLUSIVE PARTNERSHIP WITH SIEMENS ENERGY FOR FUEL CELLS AND LAUNCHES FOUR NEW MODELS AT CANNES YACHTING FESTIVAL

A collaboration focused on developing new solutions to reduce the environmental impact of the yachts.
Two contracts for diesel electric and hybrid systems were also signed.

Cannes, 6 September 2021 – Sanlorenzo (STAR Ticker SL:IM), leading company in the luxury yachting sector, opens the Cannes Yachting Festival announcing the signing with **Siemens Energy** of an **exclusive agreement** for the **joint development of solutions for the integration of fuel cell technology in the 24-80m yachting sector** and **two contracts for the development and the purchase of new generation diesel electric and hybrid systems**. The agreement will enable the creation of new technologies aimed at **significantly reducing the impact of yacht usage on the marine ecosystem**, with significant benefits in terms of **environmental sustainability**.

The collaboration will be implemented in three areas:

- **methanol fuel cell systems for generating electricity on board:** an innovative solution, not yet available in the yachting sector, which allows the vessel to generate electricity when the engines and generators are off, significantly extending the time spent at anchor and manoeuvring without consuming diesel fuel. The project aims to create a "net-zero GHG emission" system compatible with the limited space available on board and with use in a marine environment. The first prototype will be installed on a 50-metre Sanlorenzo hybrid superyacht currently in advanced design, whose delivery is expected in 2024;
- **new generation diesel electric propulsion systems aimed at reducing GHG emissions and fuel consumption, intended for application on yacht models over 50 metres:** the current technology, already used on megayachts, thanks to the collaboration with Siemens Energy will see a significant evolution in terms of energy efficiency and reduction of overall dimensions and will be integrated with the latest generation of lithium batteries and hotel utility management systems; in the future, it will also be possible to integrate electrical generation through fuel cells. The first signed order covers the application on three Sanlorenzo units from 50 to 70 metres;
- **new-generation hybrid propulsion systems designed to reduce GHG emissions and fuel consumption, intended for use on yachts below 50 meters:** the current technology, already used on superyachts, thanks to the collaboration with Siemens Energy, will see significant optimisation in terms of size, costs and ease of use and will be integrated with the latest generation of lithium battery systems and hotel utility management; in the future, it will also be possible to integrate electrical generation via fuel cells. The first signed order is for implementation on the new SD90S model which will see light during 2022.

Massimo Perotti, Chairman and Chief Executive Officer of Sanlorenzo, stated: *«We are very proud to have signed these agreements with Siemens Energy, one of the world's leading energy technology companies; by sharing our experience and resources, we will be able to best meet the challenges of sustainability by pioneering the development of a new generation of technologies that will mark a major shift in the yachting industry».*

Ermanno Delogu, Country Business Unit Head of Siemens Energy, stated: «*Together with our partner Sanlorenzo, we support our customers on their way to a more sustainable future. We have the know-how, and innovative technologies. Together we turn ideas into reality and aim to play a leading role in the yachting sector.*».

NEW MODELS

Signature design, asymmetry as a distinctive element, continuous redefinition of the conventional on-board balances: these are the key features of the **three new models of Sanlorenzo yachts** presented in preview at the Cannes Yachting Festival (one of the SD line and two of the SL "A" line, Asymmetric), the first of the three events in September in which the Company will be present (the others are the Genoa Boat Show and the Monaco Yacht Show):

- **SD118:** the asymmetry represents the core of the innovation of the new model of the semi-displacement line, currently proposed only on the SL line. Extended on the upper deck, this configuration allows a direct view of the sea from both sides and generates a perfect connection between the interior and the exterior. The innovative layout has allowed the realisation of a boat with a tonnage of 290 GT, important volumes for a yacht of this size. A model that was born from the collaboration with Bernardo Zuccon, of Zuccon International Project studio, for the design of the new layout and the external lines that represent a contemporary interpretation of the classic lines of the shuttles;
- **SL90A and SL120A:** after revolutionising nautical design with the launch of the world's first asymmetrical model, Sanlorenzo continues to rewrite conventional on-board balances by introducing two new asymmetrical models to the market: SL90Asymmetric and SL120Asymmetric. The concept of the asymmetrical line is the result of the successful encounter between creatives with very different experiences and perspectives: from an original idea of Chris Bangle, the brilliant car designer, to Bernardo Zuccon, designer of the external lines, up to Sanlorenzo's ability to translate even the most complex proposals into reality. In 2018, Sanlorenzo launched its first asymmetrical model, the SL102A, revolutionising the canonical layout of a yacht and providing additional interior space and a direct contact with the sea. An approach that is interpreted differently in each of the three models, together with new innovations and design details that make every one of the new proposals unique.

World premiere also for the **Bluegame BG72** model, a new 72-foot yacht which evolves the iconic BG range, combining the concepts of the BG and BGX ranges in a successful fusion between open and flybridge. Designed like all Bluegame models by Luca Santella in collaboration with the Zuccon International Project studio, the BG72 maintains the engineering chassis of the BGX models with the highly performing hull made in collaboration with naval architect Lou Codega and the advanced propulsion system Volvo Ips that ensures high performance and low consumption.

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Sanlorenzo S.p.A.

Sanlorenzo is a worldwide leader in terms of number of yachts over 30 metres long. It is the only player in luxury yachting to compete in different segments with a single brand, producing yachts and superyachts tailored to every boat owner, characterised by a distinctive and timeless design.

Sanlorenzo's production is broken down into three divisions:

- Yacht Division - composite yachts between 24 and 38 metres;
- Superyacht Division - superyachts in aluminium and steel between 40 and 70 metres;
- Bluegame Division - sport utility yachts between 13 and 23 metres.

Sanlorenzo's production is articulated over four production sites located in La Spezia, Ameglia (SP), Viareggio (LU) and Massa. The sites are strategically located near to each other, so allowing significant operational efficiencies. The Group employs around 500 people and

cooperates with a network of 1,500 qualified craft enterprises. It can rely on an international distribution network and a widespread service network for customers all over the world. In 2020, the Group generated net revenues from the sale of new yachts of around €458 million, adjusted EBITDA of €71 million and a Group net profit of €35 million.

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