



## Sanlorenzo confirms the success of Nautical Days, the innovative format for emerging talents of the nautical sector

*More than fifty of the best students from leading Italian universities had the opportunity to get to know the Sanlorenzo world up close, thanks to the exclusive events organized by the brand at its shipyards.*

Press Release, 11<sup>th</sup> December 2024 – The autumn edition of **Sanlorenzo's Nautical Days**, which involved **53 of the best students from 16 Italian universities** in two days of intense and fruitful activity at the La Spezia (25 October) and Ameglia (22 November) shipyards, ended with great success. The aim of the event was to provide **a close-up view of the Group's reality of excellence and to select potential future trainees**.

Sanlorenzo, a world-leading company in the nautical sector, grounds the quality of its work and the growth of its business on the **enhancement of its People**, the **promotion of talent**, and **inclusion**. In line with this approach, the Nautical Days represent an evolution of the classic university career days: by inverting their logic and perspective, in fact, the project aims to **create engagement** and **consolidate relationships** through dedicated moments marked by innovation and excellence. These are, in detail, **exclusive events** organized at the sites, to which only particularly deserving students, who have successfully undergone a careful preliminary selection, can gain access. From the **150 applications** received from 23 Italian universities, the 53 candidates with the highest scores in the evaluation phase were chosen for this two-day event.

The Group emphasizes the importance of this project, which aims to provide the best talents from Italian universities with **the opportunity to get to know and immerse themselves in the Sanlorenzo world**: *“Overall, the proposed program offers students a rich and articulated pathway that requires commitment, skills, determination and a desire to get involved, all attributes that we look for among students eager to embark on an educational experience within the company. Sanlorenzo continuously invests in growth initiatives to cultivate new talents and enhance its resources, which are the driving force behind the company's innovation and lasting success.”* - said **Pier Francesco Acquaviva, Group HR Director of Sanlorenzo**.

The October 25th meeting was dedicated to students from university courses outside the nautical field, such as management engineering, mechanical engineering, economics, and marketing; while the November 22nd meeting engaged students enrolled in courses related to the nautical world, such as engineering, architecture, and nautical and naval design. Both days were marked by an intense and challenging program that included, in addition to the study of a business case and a follow-up assessment of the candidates, the **“Racconto dei Mestieri”** with the involvement and direct testimony of the **Sanlorenzo People**, who presented some of the key company roles to the students as an inspiration for their professional future, such as: Project Manager, Project Engineer, Project Architect, Chief Boatman, Controller, Buyer, Planner, Salesman.

The success of the autumn edition is further proof of the uniqueness of the initiative, which from now on will become **the only channel through which Sanlorenzo will choose undergraduates and graduates for apprenticeships**. Accordingly, **4 to 6 editions of the Nautical Days** are scheduled for **2025**, split between the spring and autumn editions: all students who love to get involved and take on the toughest challenges are invited to apply.

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**Sanlorenzo**

For over 60 years, Sanlorenzo has been a *worldwide-recognized Made in Italy icon*, producing *custom-built, top-of-the-line* motoryachts that blend *quality, design* and *craftmanship with the most advanced and sustainable engineering and technological solutions*.

The shipyard, the world's first mono-brand in the production of yachts and superyachts over 24m, was founded in 1958 in Limite sull'Arno, near Florence, by two shipwrights, Gianfranco Cecchi and Giuliano Pecchia. In 1972 it was taken over by Giovanni Jannetti, who moved its headquarters to Ameglia (SP) in 1999. In 2005, **Massimo Perotti** - with twenty years of experience in the sector - picked up the baton by purchasing the company. Under his guidance, Sanlorenzo registered an extraordinary growth: the net revenues from new yachts increase from €40 million in 2004 to €840 million in 2023. In 2019 the company was listed on the Euronext STAR segment of the Italian Stock Exchange.

Today, the production of the Business Yacht Unit (in composite from 24 to 40m) and the Business Unit Superyacht (metal from 44 to 73m) is distributed across 5 shipyards: La Spezia, Ameglia, Viareggio, Massa and Arbatax (Sardinia). In addition to the Yacht and Superyacht Business Units, the production of the Sanlorenzo Group is also articulated into the Bluegame Business Unit (in composite between 13 and 23m); and the Nautor Swan Business Unit (sailing yachts in carbon fibre and composite, and motor yachts in composite, between 13 and 39m).

The strong drive for innovation that has characterised the company's vision has enabled the company to introduce numerous solutions over the years that have profoundly changed the yachting world, such as the *terraces within the hull*, the *asymmetrical layout* or the *open space concept on board*. Fundamental in this path was the close collaboration with the world of design and architecture, developed entrusting the realisation of the interiors of its yachts to authoritative signatures such as Rodolfo Dordoni, Citterio Viel, Piero Lissoni (since 2018 Art Director of the company), Patricia Urquiola and Studio Christian Liaigre.

If design, innovation and art were the drivers of the 2010-2020 decade in Sanlorenzo's vision, for the decade up to 2030 the focus lies on sustainability and technological revolution, attention to the supply chain and services dedicated to its clientele.

The company has set out a clear path toward carbon neutrality, the "**Road to 2030**," which is embodied in exclusive strategic agreements with the world's largest players in the fields of mobility and sustainable energy, such as Siemens Energy and Rolls-Royce Solution GmbH - Global Marine (MTU), for the development of the most innovative and environmentally friendly solutions for Sanlorenzo and subsidiary Bluegame's yachts, such as green methanol and hydrogen, which will revolutionize the boating world in the coming years.

Two important milestones have been achieved in 2024, in terms of both technological and sustainable innovation of Sanlorenzo. The launch and delivery of the **Superyacht 50Steel**, with the first installation of the Fuel Cell system powered by hydrogen reformed directly on board from green methanol, for power generation feeding hotel services - resulting from the exclusive agreement with Siemens Energy and certified by Lloyd's Register -, and the deliveries of the **Bluegame BGH** tender, powered exclusively by hydrogen and zero emissions, which in October competed in the America's Cup as a supporting "chase boat" for both the New York Club American Magic team and the French Orient Express team.

Furthermore, in 2024 Sanlorenzo announced **the acquisition of the Nautor Swan Group**, worldwide iconic brand engaged in the design, construction, sale and refit of top-end sailing yachts with Swan, Maxi Swan, and ClubSwan range, as well as motor yachts under Swan Shadow, Swan OverShadow and Swan Arrow models.

Consistent with its identifying values, Sanlorenzo's commitment to sustainability and the promotion of marine culture is also expressed through two prestigious projects. The **Fondazione Sanlorenzo**, strongly wanted by the Perotti family, which, born in 2022, implements actions aimed at supporting Italy's minor islands and improving the economic and social conditions of their communities, starting with their youngest members. **Sanlorenzo Arts Venice**, the Group's new cultural research center, a founding member of the Venice World Capital of Sustainability Foundation: a hybrid space dedicated to culture and the arts, encapsulating Sanlorenzo's values of sustainability, innovation and design, which aims to contribute to a global movement to foster positive change, for a more sustainable future.