

SANLORENZO COMPLETES THE ACQUISITION OF EQUINOXE, A LEADING CHARTER COMPANY, ENRICHING ITS PROPOSAL OF SERVICES DEDICATED TO CUSTOMERS

Ameglia (La Spezia), 20 December 2022 – Sanlorenzo S.p.A. (“Sanlorenzo”) announces the closing of the acquisition of 100% of Equinoxe S.r.l. (“Equinoxe”) for a consideration of €2.1 million, of which about 10% will be paid over the next three years subject to meeting certain conditions.

Founded in 1986, Equinoxe has become a point of reference for chartering services. Thanks to the professionalism and the quality of the service provided in over 30 years of activity and the strong network of relationships, the company enjoys a high reputation and an undisputed reliability on the market.

The transaction is part of the strategy related to the proposal of a package of services dedicated to customers, in line with the philosophy of pursuing the highest excellence and with the made-to-measure positioning of the brand. Among these, **chartering** has experienced a strong expansion especially in times of shrinking demand for new yachts and keeps a high potential to be expressed. This offer is of particular interest to customers, who may take advantage of a significant recovery of the operating costs of their boat by including it in a programme on which they can rely on as managed by Sanlorenzo.

Massimo Perotti, Chairman and Chief Executive Officer of Sanlorenzo, commented:

«We are glad to welcome Equinoxe into Sanlorenzo family. In Equinoxe we found not only standards of quality and excellence in line with our positioning, but also the in-depth expertise required to develop Sanlorenzo Charter Fleet, the world's first mono-brand charter programme.

This acquisition adds an important piece to the execution of our strategy which identifies services, alongside sustainability & technology and supply chain, as three further key drivers of growth strengthening our business model on the road to 2030».

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Sanlorenzo S.p.A.

Sanlorenzo is a leading global brand in the luxury yachting which builds “made-to-measure” yachts and superyachts customized for each client, characterized by a distinctive and timeless design.

Founded in 1958 in Limite Sull'Arno (FI), the cradle of Italian shipbuilding, Sanlorenzo has excelled in carving out a clear identity and a high-end brand positioning over time. In 1974, Giovanni Jannetti acquired the company and created Sanlorenzo legend, producing every year a limited number of yachts characterized by a unique, highly recognizable style, comfort, safety and focusing on a sophisticated customer base. In 2005, Massimo Perotti, Executive Chairman, acquired the majority of Sanlorenzo, guiding its growth and development on international markets, while preserving the heritage of the brand. Today, manufacturing activities are carried out in four shipyards in La Spezia, Ameglia (SP), Viareggio (LU) and Massa, synergistically and strategically located within a 50 kilometres radius, in the heart of the nautical district.

The production is articulated into three business units: Yacht Division (composite 24-38 metres yachts); Superyacht Division (40-72 metres aluminium and steel superyachts); Bluegame Division (13-23 metres sports utility yachts in composite). Through the High-End Services Division, Sanlorenzo offers an exclusive range of services dedicated to its clients.

The Group employs over 700 people and cooperates with a network of thousands of qualified artisan companies. In addition, the Group leverages on an international distribution network, a widespread service network for customers worldwide, close collaborations with world-renowned architects and designers and a strong liaison with art and culture.

In 2021, the Group generated net revenues from the sale of new yachts of €586 million, adjusted EBITDA of €96 million and a Group net profit of €51 million.

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