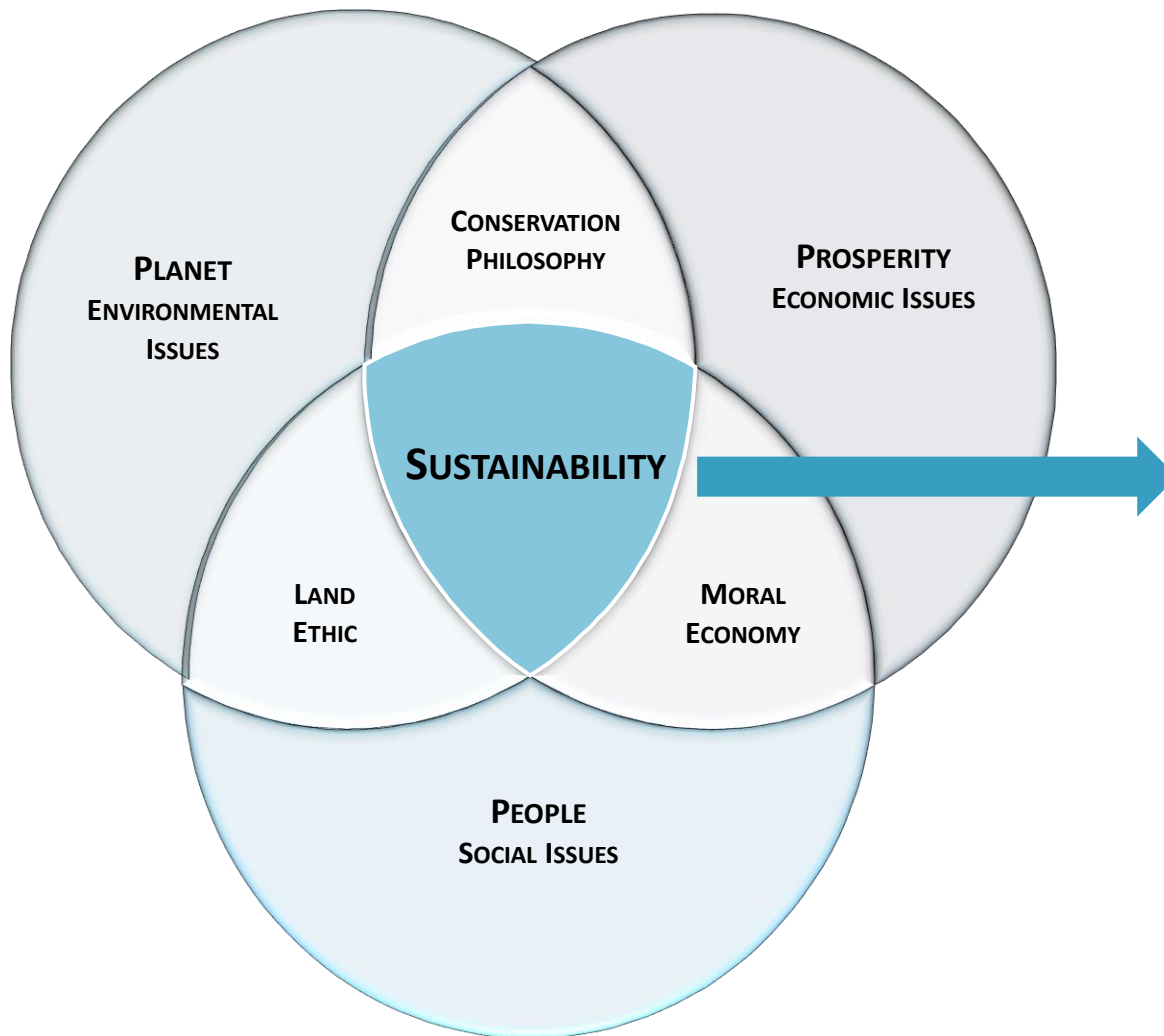


DIGITAL ITALIAN SUSTAINABILITY WEEK 2020



SANLORENZO

SUSTAINABILITY: A FUNDAMENTAL VALUE FOR TODAY'S LIFE



WHAT DOES SUSTAINABILITY MEAN?

SATISFYING TODAY PEOPLE'S NEEDS
WITHOUT COMPROMISING THE
ABILITY OF FUTURE GENERATIONS
TO MEET THEIR OWN NEEDS

COEXISTANCE BETWEEN PLANET
AND HUMAN CIVILIZATION

SUSTAINABILITY: A FUNDAMENTAL PILLAR OF GROWTH STRATEGY



DESIGN

QUALITY

SUSTAINABILITY

COMFORT

EXCLUSIVITY



SUSTAINABLE GROWTH STRATEGY: SANLORENZO VISION

OUR SUSTAINABLE GROWTH STRATEGY CONSISTS OF A COORDINATED ACTION PLAN, WITH ACTIVITIES DEFINED AS INTERSECTION BETWEEN KEY AREAS AND DIRECTIONS OF DEVELOPMENT INSIDE AND OUTSIDE THE COMPANY

KEY AREAS OF COMMITMENT

- PRODUCT
- PROCESS
- SUPPLY CHAIN AND LOCAL INDUSTRIAL DISTRICTS

DIRECTIONS OF DEVELOPMENT

- REDUCTION OF GHG E NOX EMISSION
- APPLICATION OF CIRCULAR ECONOMY PRINCIPLES
- SMART INTRODUCTION OF SUSTAINABLE MATERIALS AND TECHNOLOGIES
- YACHTS BUILT FOR AN EXTENDED ACTIVE LIFE (MATERIALS AND DESIGN)
- PRODUCTION SITES WITH ISO 14001 CERTIFICATION
- PUSCH/SUPPORT TO THE SUPPLY CHAIN FOR GETTING THEIR COMMITMENT ON SUSTAINABILITY
- PROACTIVE/INSPIRING DIALOGUE WITH AGENCIES RESPONSIBLE FOR DEFINITION OF ENVIRONMENTAL REGULATIONS FOR YACHTING AND SHIPPING (EU ENVIRONMENTAL COMMISSION, IMO)

FROM STRATEGY TO ACTIONS: ACTIVITIES MAPPING

DIRECTIONS OF DEVELOPMENT vs. KEY AREAS	PRODUCT	PROCESS	SUPPLY CHAIN
REDUCTION OF GHG E NOX EMISSION	1	2	3
APPLICATION OF CIRCULAR ECONOMY PRINCIPLES	4	5	
SMART INTRODUCTION OF SUSTAINABLE MATERIALS AND TECHNOLOGIES	6	7	
“MADE TO LAST” PRODUCTS WITH TIMELESS DESIGN	8		
PRODUCTION SITES WITH ISO 14001 CERTIFICATION		9	
SUPPORT TO THE SUPPLY CHAIN			10
PROACTIVE/INSPIRING DIALOGUE WITH ENVIRONMENTAL AGENCIES (EU, IMO)	11		

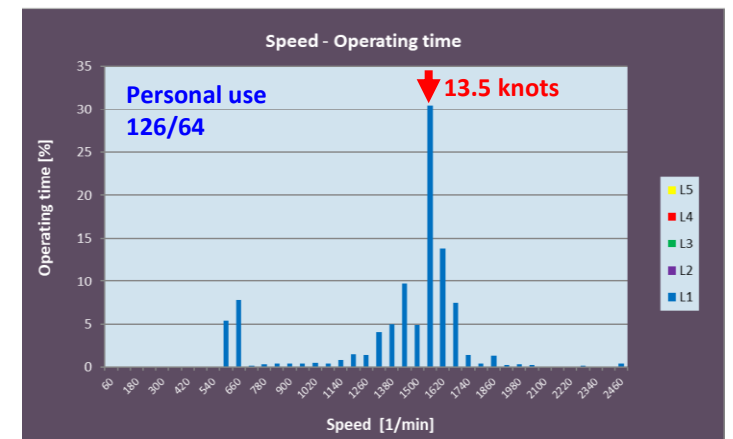
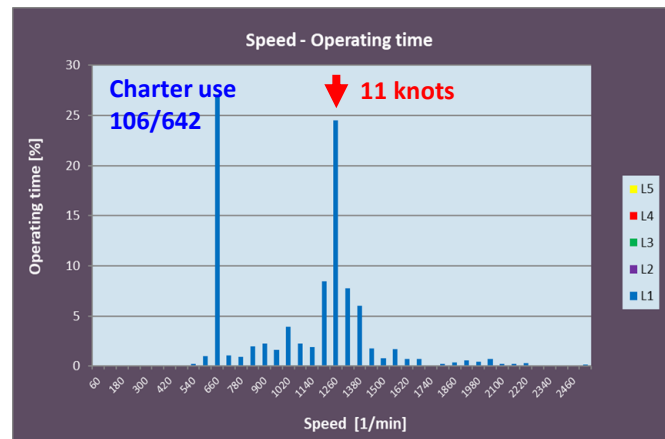
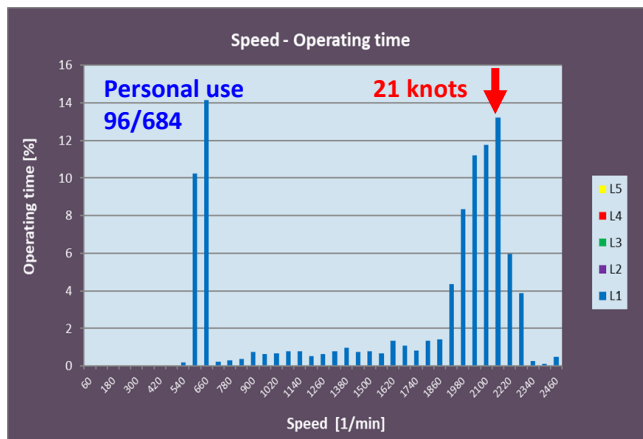
1. REDUCTION OF GHG AND NOX EMISSIONS - PRODUCT

DIRECTIONS

- ACQUISITION OF KNOWLEDGE ON REAL DUTY CYCLE FOR YACHTS
- DEVELOPMENT OF NEW HULL SHAPES WITH IMPROVED EFFICIENCY IN THE REAL CRUISING CONDITION
- AFTER-TREATMENT OF EXHAUST GAS FROM ENGINES AND GENSETS
- USE OF “ZERO EMISSION” SYSTEMS AT ANCHOR, HYBRID PROPULSION AND DIESEL ELECTRIC PROPULSION
- USE OF THERMO/ACUSTIC GLASS TO REDUCE POWER NEEDS FOR AIRCONDITIONING

1. REDUCTION OF GHG AND NOX EMISSIONS – PRODUCT (CONTINUED)

DATA ACQUISITION ON REAL DUTY CYCLE



1. REDUCTION OF GHG AND NOX EMISSIONS – PRODUCT (CONTINUED)

MORE EFFICIENT HULL SHAPES IN REAL CRUISING CONDITIONS

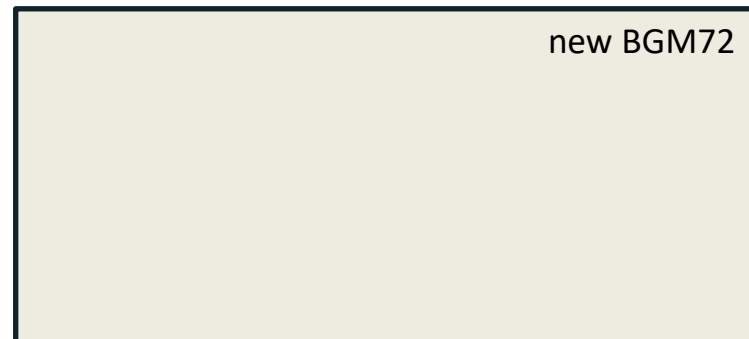
V BOAT SPEED [Knots]	POWER propulsion [kW]	CO ₂ specific emission [g/kWh]	CO ₂ hour emission [kg]
7	120,0	900	108
10	420,0	800	336
13	840,0	680	571
15	1050,0	650	683
19	1420,0	650	923
23	1720,0	650	1118



V BOAT SPEED [Knots]	POWER propulsion [kW]	CO ₂ specific emission [g/kWh]	CO ₂ hour emission [kg]
7	66,0	900	59
10	224,0	800	179
13	590,0	680	401
15	815,0	650	530
19	1122,0	650	729
23	1546,0	650	1005



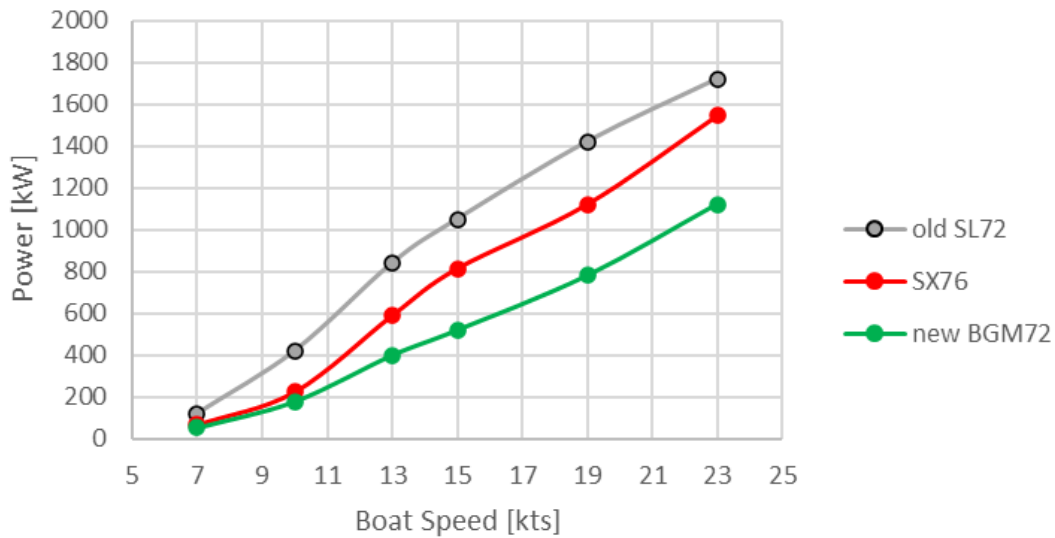
V BOAT SPEED [Knots]	POWER propulsion [kW]	CO ₂ specific emission [g/kWh]	CO ₂ hour emission [kg]
7	54,0	900	49
10	180,0	800	144
13	400,0	680	272
15	520,0	650	338
19	780,0	650	507
23	1120,0	650	728



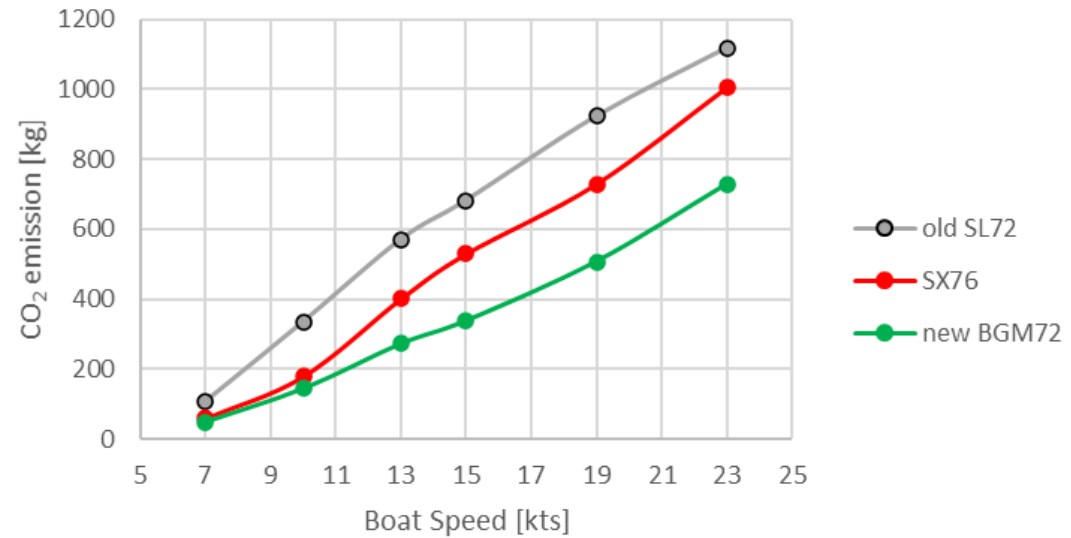
1. REDUCTION OF GHG AND NOX EMISSIONS – PRODUCT (CONTINUED)

REDUCTION OF POWER AND EMISSIONS WITH NEW HULLS

Propulsion Power [kW]



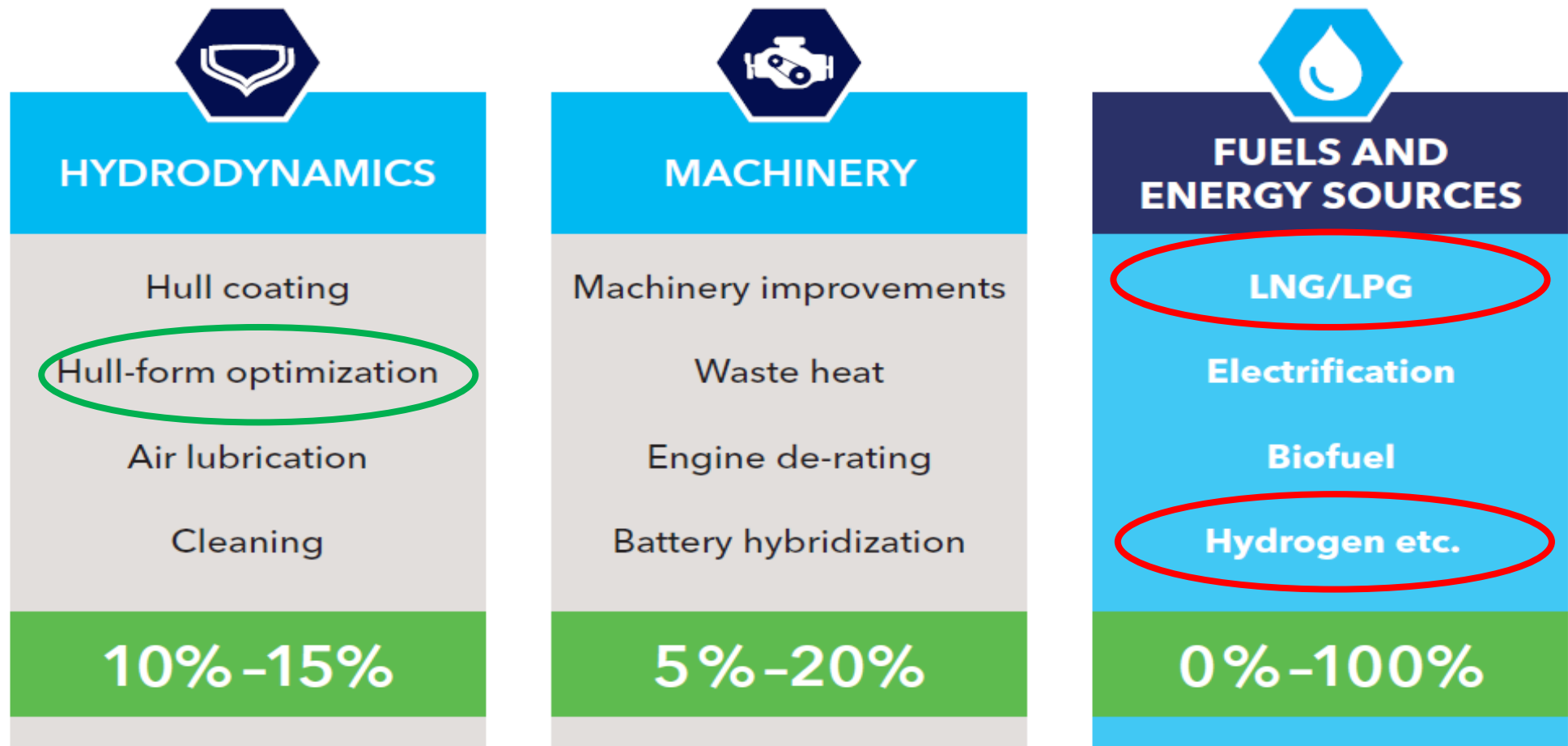
CO₂ hourly emission [kg]



CO₂ ANNUAL EMISSIONS:
SL72: ≈208 [t] (2008)
SX76: ≈158 [t] (2019)
new BGM72: ≈108 [t] (2022)

1. REDUCTION OF GHG AND NOX EMISSIONS – PRODUCT (CONTINUED)

OTHER DIRECTIONS TO REDUCE EMISSIONS



2. REDUCTION OF GHG AND NOX EMISSIONS - PROCESS

DIRECTIONS

- USE OF SOLAR PANELS, STARTING FROM AMEGLIA D2 SITE, TO GENERATE LOCALLY CLEAN ENERGY TO COVER PRODUCTION PROCESS NEEDS
- IMPROVED THERMAL INSULATION OF INDUSTRIAL BUILDING OF NEW SITES

TARGET:

ACHIEVE A PROGRESSIVE REDUCTION OF THE SHARE OF FOSSIL FUELS ENERGY OF OUR FACILITIES AND AT THE SAME TIME INCREASE THEIR ENERGY EFFICIENCY

2. REDUCTION OF GHG AND NOX EMISSIONS – PROCESS (CONTINUED)

SOLAR PANELS IN AMEGLIA D2 PLANT



PLANT GENERAL DATA

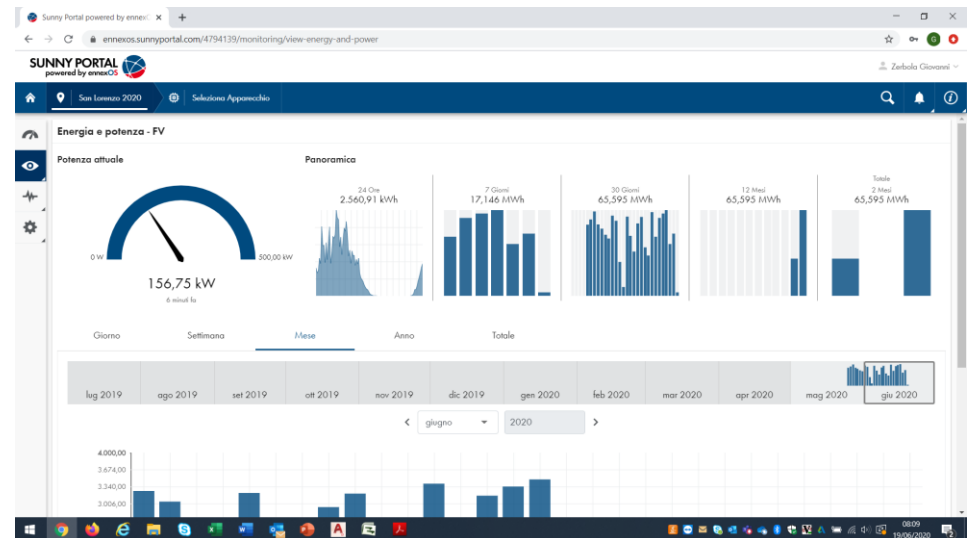
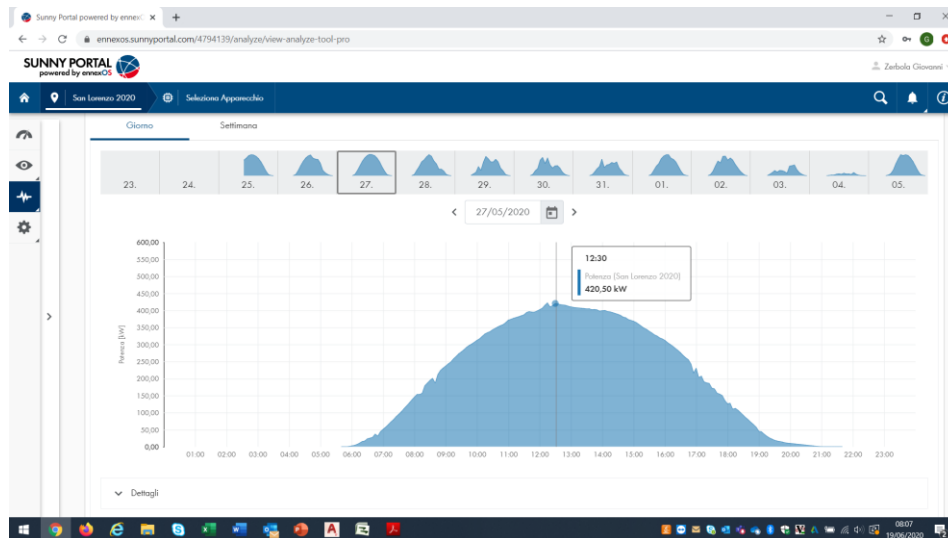
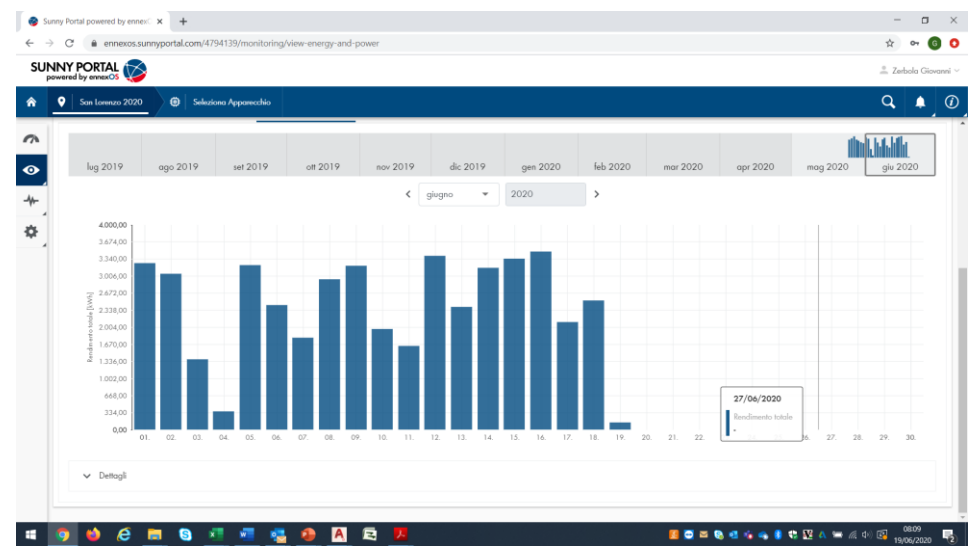
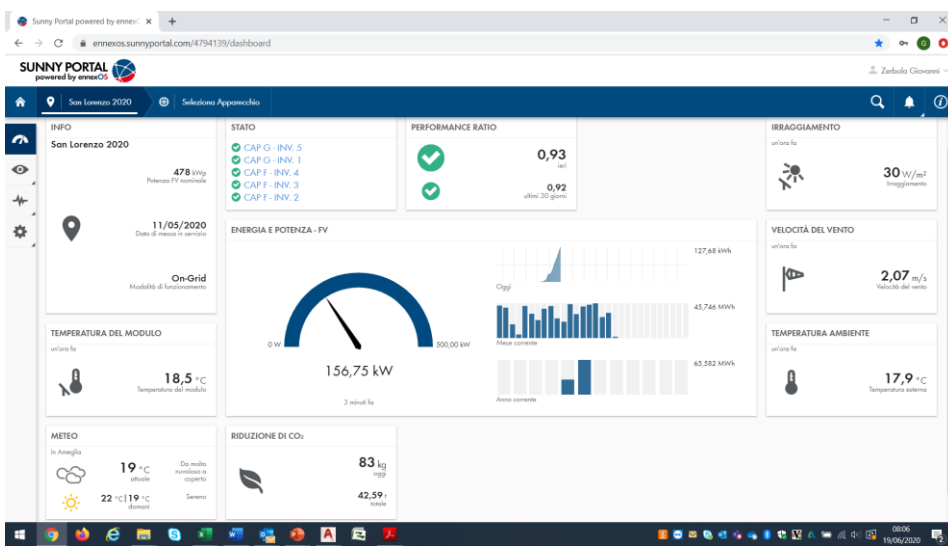
Number of solar panels	1,393
Surface covered	2,400 sqm
Model	LG SOL2
Installed nominal power	478 kWp
Annual producibility	610,000 kWh
Assumed annual consumption	600,000 kWh
Commissioning date	May 2020

PERFORMANCE MAY-JUNE 2020

CO2 reduction	1,070 kg/d
Daily average production	2,200 kWh/d
Average performance ratio	0.92

2. REDUCTION OF GHG AND NOX EMISSIONS – PROCESS (CONTINUED)

SOLAR PANELS IN AMEGLIA D2 PLANT – DAILY MONITORING



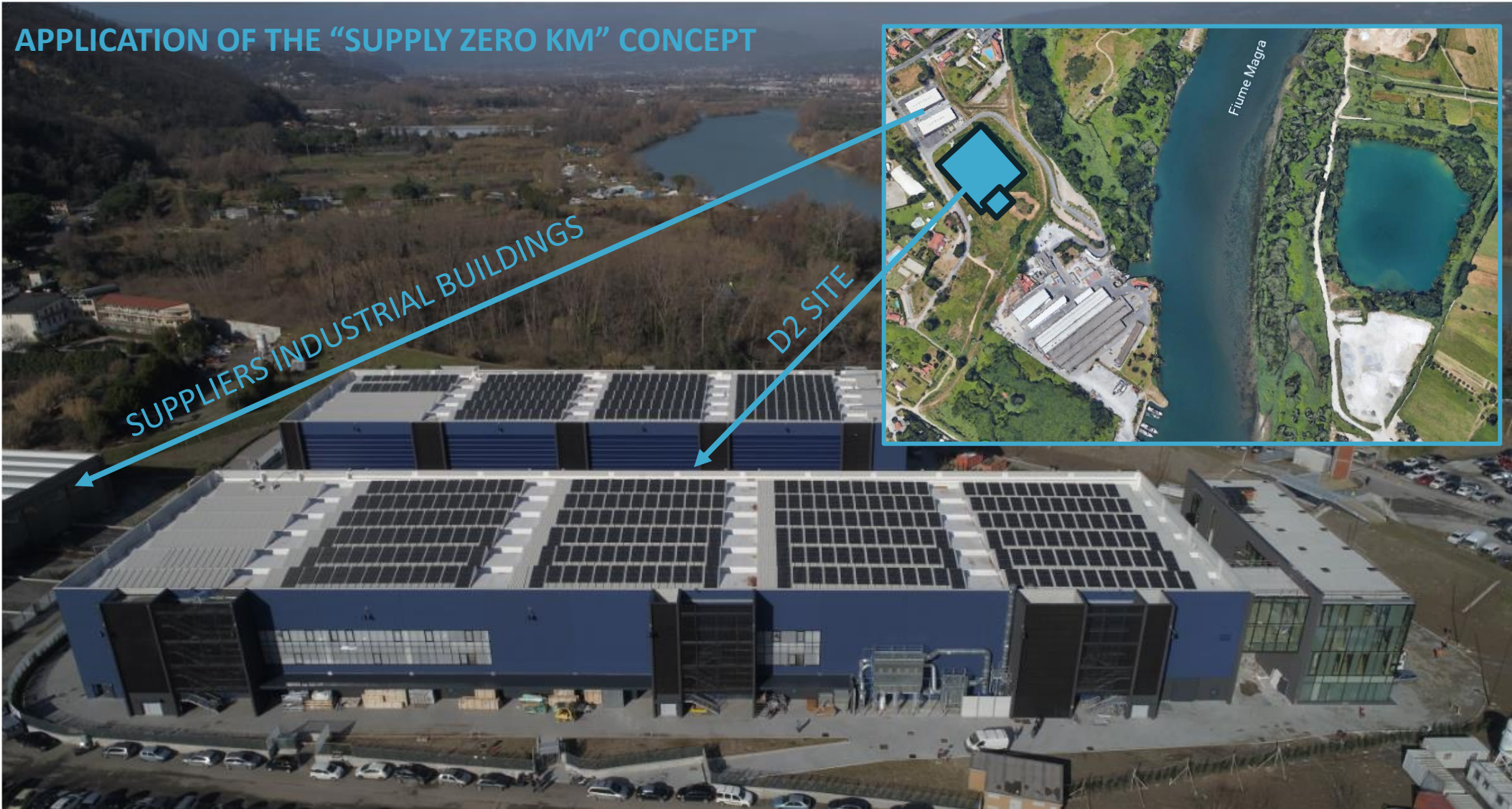
3. REDUCTION OF GHG AND NOX EMISSIONS- SUPPLY CHAIN

DIRECTIONS

- PRIORITY TO LOCAL SUPPLIERS AND CONTRACTORS IN THE ASSIGNMENT OF CONTRACTS
- SUPPORT IN THE CREATION OF LOCAL DISTRICTS OR PRODUCTION CHAINS
- SUPPORT IN THE RE-LOCATION OF SUPPLIERS AND CONTRACTORS NEAR OUR SITES OR EVEN INTERNALLY

3. REDUCTION OF GHG AND NOX EMISSIONS- SUPPLY CHAIN (CONTINUED)

“SUPPLY ZERO KM” CONCEPT IN OUR AMEGLIA D2 SITE



4. APPLICATION OF CIRCULAR ECONOMY PRINCIPLES - PRODUCT

DIRECTIONS

- PILOTE INTRODUCTION OF RECYCLED MATERIALS FOR FURNITURES, FABRICS AND FLOORS
- PRIORITY ,IN THE ASSIGNMENT OF CONTRACTS, TO SUPPLIERS USING ALUMINUM SHEETS WITH HIGH PERCENTAGE OF PURE GRADE RECICLED MATERIAL FOR SUPERSTRUCTURES PRODUCTION

4. APPLICATION OF CIRCULAR ECONOMY PRINCIPLES – PRODUCT (CONTINUED)

USE OF RECYCLED PET BOTTLES TO PRODUCE FABRICS



5. APPLICATION OF CIRCULAR ECONOMY PRINCIPLES - PROCESS

DIRECTIONS

- DEVELOPMENT OF TECHNOLOGIES TO RECYCLE SCRAPS FROM GRP PRODUCTION AND USE THE RECYCLED MATERIAL FOR PRODUCTION OF PLUGS AND MOULDS
- RECYCLING OF RESIDUAL WOOD MATERIAL FROM CARPENTRY SCRAPS (EXTERNAL COMPANY)
- PRESCRIPTION TO SUPPLIERS TO USE, WHEN FEASEABLE, REUSABLE PACKAGING

5. APPLICATION OF CIRCULAR ECONOMY PRINCIPLES – PROCESS (CONTINUED)

USE OF RECYCLED GRP TO PRODUCE PLUGS AND MOULDS



GLEBANITE MATERIAL IS OBTAINED WITH 70% RECYCLED GRP (DEVELOPMENT PROJECT WITH GS4C, RIVIERASCA, POLITECNICO DI MILANO AND MODELLERIA DE ANGELIS)

AT THE END OF USE , PLUGS AND MOULDS CAN BE RECYCLED AGAIN

6. SUSTAINABLE MATERIALS AND TECHNOLOGY - PRODUCT

DIRECTIONS

- DEVELOPMENT AND INTRODUCTION OF NATURAL MATERIALS FROM SUSTAINABLE PLANTATION TO REPLACE TEAK
- PILOTE INTRODUCTION OF LEATHER WITH NATURAL TANNING PROCESS
- INTRODUCTION OF ENVIRONMENT-FRIENDLY ANTIFOULING MATERIALS NO TOXIC FOR MARINE SPECIES

6. SUSTAINABLE MATERIALS AND TECHNOLOGY – PRODUCT (CONTINUED)

ALTERNATIVE NATURAL MATERIALS TO REPLACE TEAK



	LIGNIA Yacht	Burmese Teak	Chemical Synthetics
Elements			
Durability	✓ ✓ ✓	✓ ✓ ✓	✓ ✓ ✓
Wear resistance	✓ ✓ ✓	✓ ✓	✓ ✓
Uniformity of colour	✓ ✓ ✓	✓ ✓	✓ ✓ ✓
Dimensional stability	✓ ✓ ✓	✓ ✓ ✓	✓ ✓ ✓
Weathering	✓ ✓	✓ ✓	✓ ✓ ✓
Low cost of product	✓ ✓ ✓	✓	✓
Sustainability	✓ ✓ ✓	✓	✓
Lower surface temperature	✓ ✓	✓ ✓	✓
Hardness	✓ ✓	✓ ✓	✓ ✓
Slip resistance	✓ ✓	✓ ✓	✓ ✓
Ease of maintenance	✓ ✓ ✓	✓	✓ ✓ ✓

✓ ✓ ✓ = high performance
 ✓ ✓ = medium performance
 ✓ = poor performance

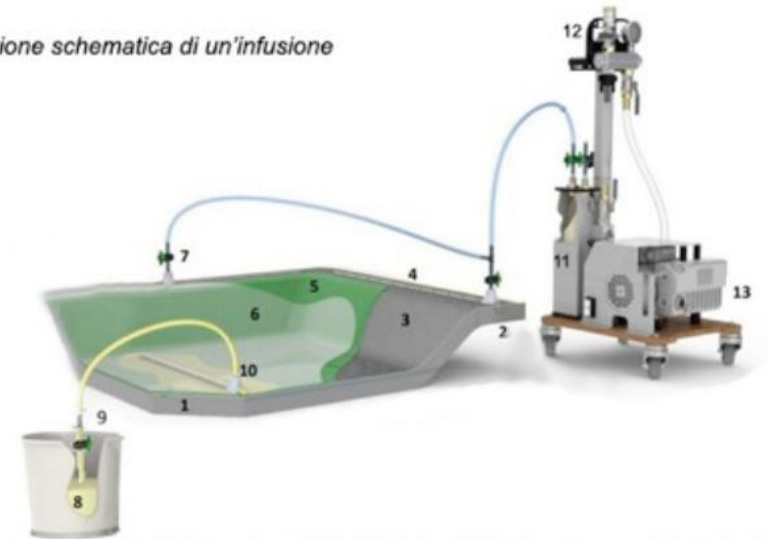
7. SUSTAINABLE MATERIALS AND TECHNOLOGIES - PROCESS

DIRECTIONS

- EXTENDED USE OF VACUM INFUSION PROCESS FOR GRP PRODUCTION AF MAIN LAMINATED COMPONENTS



Rappresenzione schematica di un'infusione



Legenda

1	Stampo	7	Valvola chiusura vuoto
2	Flangia tecnica di larghezza compresa tra 150 mm e 250mm	8	Contenitore resina catalizzata
3	Rinforzi vetrosi posizionati asciutti	9	Valvola chiusura resina
4	Linea di vuoto perimetrale	10	Ingresso resina (inlet)
5	Peel ply e reti di flusso	11	Trappola resina in eccesso
6	Sacco di vuoto	12	Regolatore del vuoto
		13	Pompa del vuoto

8. “MADE TO LAST” PRODUCTS WITH TIMELESS DESIGN

DIRECTIONS

- YACHTS DESIGNED AND BUILT FOR A LONG LIFE (“MADE TO LAST” AND “TIMELESS DESIGN”)
- EASILY REVERSIBLE ASSEMBLY METHOD TO FACILITATE DISASSEMBLY AND RENEWAL OF THE YACHT (“DESIGN FOR DISASSEMBLY” AND “DESIGN FOR RENEWAL” CONCEPTS)
- REFITTING DIVISION OF SANLORENZO TO BRING BACK USED YACHTS TO BRAND NEW CONDITION

8. "MADE TO LAST" PRODUCTS WITH TIMELESS DESIGN (CONTINUED)

STANDARD PRODUCTS: HIGH VOLUMES + SHORT LIFE CYCLE

CONSTRUCTION

SERVICE LIFE

END OF LIFE



PARTIAL REUSE OF MATERIALS

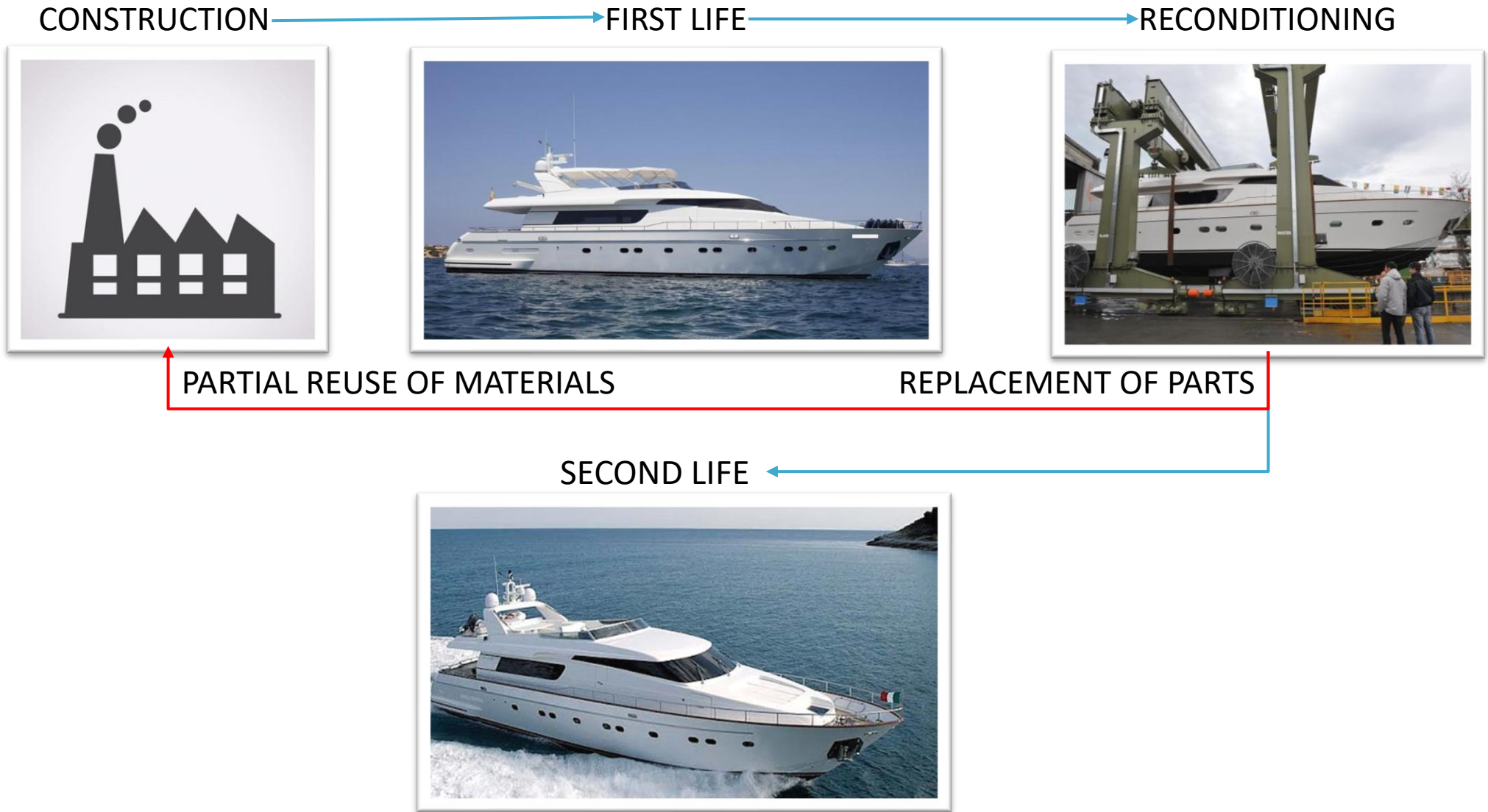
DISMANTLING

EXCEPTIONS FOR LOW VOLUME LUXURY CARS



8. "MADE TO LAST" PRODUCTS WITH TIMELESS DESIGN (CONTINUED)

CUSTOMIZED PRODUCTS: HIGH QUALITY + TIMELESS DESIGN



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9. PRODUCTION SITES WITH ISO 14001 CERTIFICATION

DIRECTIONS

- CONTINUOUS IMPROVEMENTS OF “ENVIRONMENTAL IMPACT INDEX” FOR AMEGLIA SITE ,LOCATED INSIDE MONTEMARCELLO NATURAL PARK (CERTIFICATION ISO 14001 ON 2001)
- CERTIFICATION ISO 14001 FOR MASSA AND VIAREGGIO SITES WITHIN DECEMBER 2020 AND LA SPEZIA SITE WITHIN JUNE 2021

9. PRODUCTION SITES WITH ISO 14001 CERTIFICATION (CONTINUED)

AMEGLIA SITE LOCATED INSIDE MONTEMARCELLO NATURAL PARK



10. SUPPORT TO THE SUPPLY CHAIN

DIRECTIONS

- PRIORITY, IN THE ASSIGNMENT OF CONTRACTS, TO SUPPLIERS AND CONTRACTORS WITH A STRONG COMMITMENT TO SUSTAINABILITY AND INNOVATION IN PRODUCT AND PROCESS
- TRAINING SESSIONS FOR SUPPLIERS AND CONTRACTORS, AT THE SANLORENZO ACADEMY, ON SPECIFIC SUBJECTS RELATED TO SUSTAINABILITY IN THE YACHTING INDUSTRY
- EVALUATION AND RATING OF SUSTAINABILITY FOR SUPPLIERS PRODUCTION SITES (ACTIVITY CARRIED OUT BY ENVIRONMENT CONSULTANCY FIRM GLM)

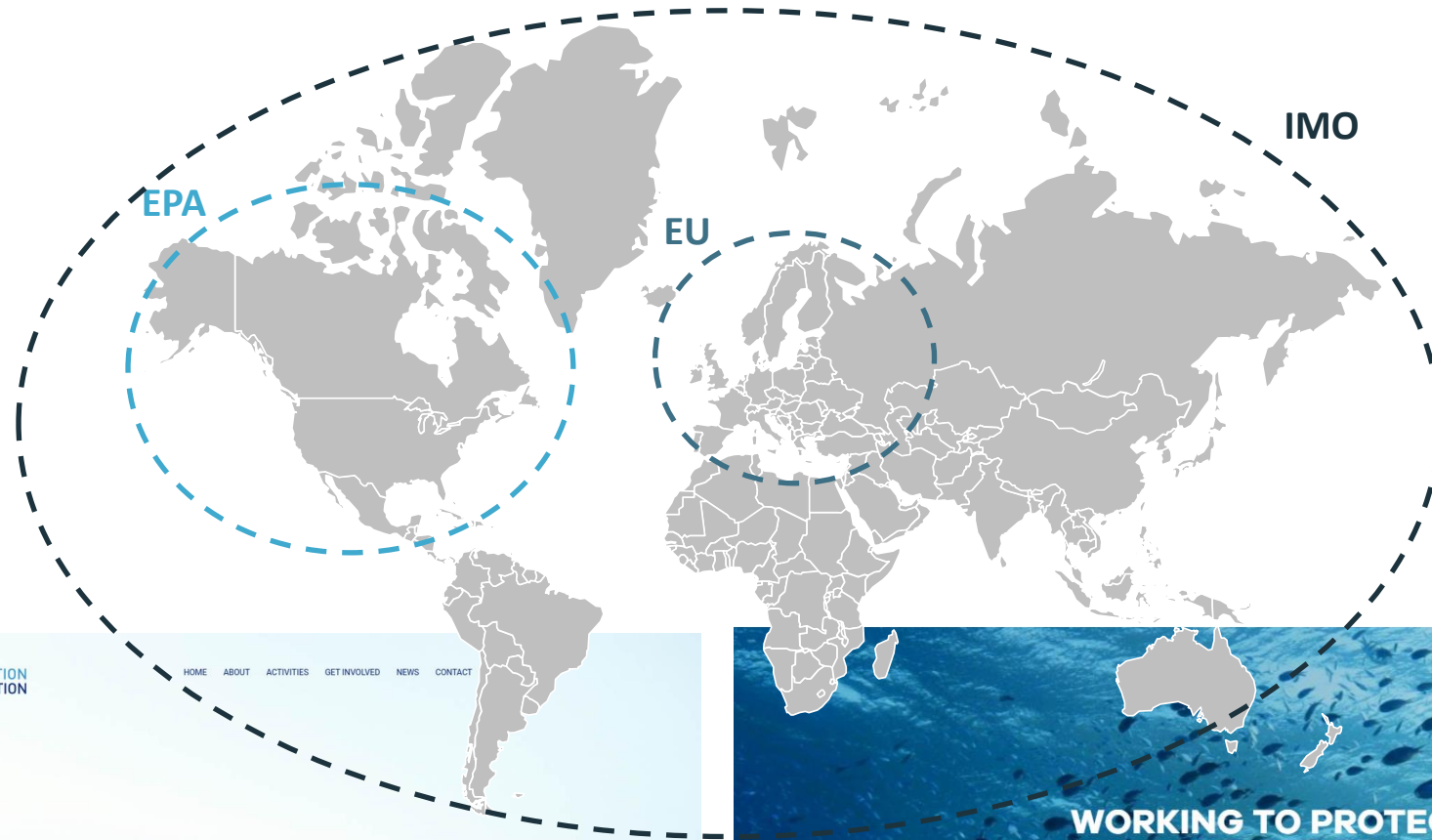
11. DIALOGUE WITH ENVIRONMENTAL AGENCIES (EU, IMO)

DIRECTIONS

- DEVELOPMENT OF INTERNAL COMPETENCES ON ENGINES/GENSET EMISSIONS, RENEWABLE ENERGIES AND NEW FUELS OF POTENTIAL INTEREST FOR THE YACHTING (WITH THE TEAM OF R&D AND “HIGH TECHNOLOGY & SUSTAINABILITY LAB”)
- ACTIVE PARTICIPATION TO WORKING GROUPS OF ICOMIA, SYBASS, NMMA, EUROMOT, WHERE NEW PROPOSALS FOR ENVIRONMENTAL REGULATIONS ARE DEVELOPED
- SUPPORT TO NO PROFIT ASSOCIATIONS ACTIVE IN SEA AND OCEANS CONSERVATION (BLUE MARINE FOUNDATION, WATER REVOLUTION FOUNDATION)

11. DIALOGUE WITH ENVIRONMENTAL AGENCIES (EU, IMO) (CONTINUED)

INTERNATIONAL ORGANIZATIONS INSPIRING AND DEFINING NEW ENVIRONMENTAL REGULATIONS



WATER REVOLUTION FOUNDATION

HOME ABOUT ACTIVITIES GET INVOLVED NEWS CONTACT

DRIVING SUSTAINABILITY IN THE SUPERYACHT INDUSTRY

Our aim is to neutralise the footprint of the yachting industry and preserve the world's precious oceans

[SIGN UP FOR OUR NEWSLETTER](#)

BLUE MARINE FOUNDATION

WORKING TO PROTECT OUR OCEAN

Blue Marine Foundation (BLUE) is a charity dedicated to restoring the ocean to health by addressing overfishing, one of the world's biggest environmental problems. Our vision is a healthy ocean forever, for everyone.

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