

SANLORENZO

Sanlorenzo: Shipyards Going Greener Thanks to Partnership with Axpo Energy Solutions Italia

The establishment of three new photovoltaic plants at the sites in Ameglia, La Spezia, and Viareggio will lead to a reduction of over 600 tons of CO2 emissions per year.

Press Release, February 15, 2024 – Sanlorenzo takes a significant step in reducing its carbon footprint: thanks to the **partnership with Axpo Energy Solutions Italia**, the luxury yachting maison aims to cut its emissions by over 600 tons of CO2 annually.

The Ameglia-based company, which has placed **sustainability at the core of its growth strategy**, consistently invests in innovation to minimize the environmental impact in every aspect of its operations, from material selection to propulsion systems and manufacturing processes. In managing the energy transition, Sanlorenzo focuses on **collaborations with leading global players**, as evidenced by the partnership with Axpo Energy Solutions Italia, an ESCo (Energy Service Company) within the Axpo Group, specializing in the development of energy efficiency, renewable projects, and electric mobility.

In practical terms, the agreement between the two companies has led to the establishment of three photovoltaic plants with **a total capacity of 1.5 MW, complementing the existing 500 kW** at Sanlorenzo's facilities. These installations are specifically located in La Spezia, where superyacht production takes place, Ameglia, the Spezzino municipality housing the company's main headquarters, and Viareggio, the historic heart of Italian yachting. The group also plans to further increase the **installed capacity to 3.1 MW by the end of 2024**.

Sanlorenzo, designing and crafting tailor-made motor yachts for over 60 years that blend luxury, design, and contemporary comfort, is committed to reducing emissions. This project represents a strategic investment for the company, as explained by **Ferruccio Rossi – General Manager & President Sanlorenzo Superyacht**: *"The installation of photovoltaic plants in Ameglia, La Spezia, and Viareggio is a significant step forward in our decarbonization journey. The transition to renewable energy underscores our commitment to reducing the environmental impact of production activities. By harnessing solar energy, we contribute to lowering greenhouse gas emissions and promoting sustainable energy supply. For Sanlorenzo, this is a strategic investment aligning with the company's social and environmental responsibility goals, demonstrating a long-term vision oriented towards sustainability."*

This business philosophy and future vision based on sustainable development are fully shared by Axpo and form the basis of the partnership's success. "Excellence and sustainability are principles that can help businesses appropriately address the challenges of the ecological transition," declares **Marco Garbero, General Manager of Axpo Energy Solutions Italia**. *"We believe that the collaboration with Sanlorenzo is a tangible manifestation of this vision, showcasing the potential of the green economy as an opportunity to generate unprecedented synergies between companies*

in different sectors. We are pleased to accompany Sanlorenzo, a Made in Italy brand appreciated worldwide, on its journey towards increasingly integrated sustainability in products and processes, leveraging photovoltaic technology. As AESI, we aim to continue in this direction, promoting the adoption of renewable sources and energy efficiency as drivers for the development of the Country's System”.

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Sanlorenzo

For over 60 years, the Sanlorenzo shipyards have been producing high quality motor yachts, exclusively custom-built, the result of a fusion of craftsmanship, design and the most advanced technology.

The shipyard, the first mono-brand in the world 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 acquired by Giovanni Jannetti, who in 1999 moved its headquarters to Ameglia (SP). In 2005, Massimo Perotti - with twenty years of experience in the sector - picked up the baton by purchasing the company, initiating a new, important phase of development.

Under the direction of Massimo Perotti, President and Chief Executive Officer, Sanlorenzo has gone through extraordinary growth, raising consolidated net revenues from new yachts 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.

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 today across 4 shipyards: La Spezia, Ameglia, Viareggio, Massa.

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 exposure to the world of design and architecture, 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.

The fervent influences of the worlds of interior design and architecture has steadily led the shipyard to explore more extensively the world of art, to which it has been linked through collaboration with leading galleries and cultural institutions. Sanlorenzo, with an exclusive agreement for the yachting sector, is Global Host Partner of Art Basel, the most important modern and contemporary art fair on the international scene for its annual appointments in Hong Kong, Basel, Paris and Miami Beach, where it is present in the Collectors Lounge with its own installations. Motivated by the desire to support, promote and spread the Italian art system, Sanlorenzo became the main sponsor of the Italian Pavilion at the 59th International Art Exhibition - La Biennale di Venezia.

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 will be on sustainability and technology, attention to the supply chain and services dedicated to its clientele. The maximum commitment will be directed towards sustainability. Already a co-founding member of the Venice World Capital Sustainability Foundation (Fondazione Venezia Capitale Mondiale della Sostenibilità), the company has launched a plan for the progressive reduction of its environmental impact, outlining a path towards carbon neutrality, through exclusive strategic agreements with the world's largest players in energy and propulsion production, such as Siemens Energy and Rolls-Royce Solution GmbH - Global Marine (MTU).

In 2021, at the behest of the Perotti family, the Sanlorenzo Foundation was established, whose central objective is to support the smaller Italian islands and the communities living there, financing projects and initiatives that contribute to the socio-cultural, economic and environmental development of these territories.

AXPO

Axpo Italia was founded in 2000 during the transition to the liberalized market and is now one of the major players with a presence throughout the entire energy chain, ranking fourth in Italy in the free market. Axpo Italia brings the international experience of the Axpo Group to local markets, creating value across the entire Italian energy supply chain, recognizing the crucial role played by energy supply in determining a company's competitiveness. One of the fundamental steps in value creation was the establishment of Axpo Energy Solutions Italia, which, by the end of 2017, integrated past experiences of Axpo and, in a few years, became one of the reference players in providing solutions for

the energy efficiency of businesses. Axpo Italia has its headquarters in Genoa, with commercial and representative offices in Milan and Rome.