

SANLORENZO

SANLORENZO ACHIEVES WORLD-FIRST RINA CERTIFICATION FOR DIGITAL YACHTING

Press Release, 13 September 2024 – Sanlorenzo is proud to announce the issuance of the **world's first "Digital Yachting" certification by RINA**. This certification, awarded to the sixth unit of the SP110 line, marks a new chapter in the company's ongoing commitment to innovation and digital transformation within the yachting industry.

In collaboration with D.gree, a brand of SailADV, and under the supervision of RINA, Sanlorenzo aims to enhance the performance, safety, and user experience of its yachts by utilizing **advanced digitalization technologies**. The company has developed **intuitive monitoring** and supervision solutions for customers, managers, technicians, captains, and crew members alike.

The H-Log monitoring system installed on board collects **more than 800 parameters**, including functional states, onboard data, and alarms, optimizing safety, efficiency, comfort, and overall performance. Supported by the H-System platform, the **yacht's status becomes accessible both locally and remotely** across various devices, offering complete supervision.

Real-time visualization and **remote monitoring** allow for **rapid decision-making and scenario analysis** based on real data, minimizing unexpected events and maximizing performance and safety.

"We are extremely proud to receive the RINA Digital Yachting certification for the H-Log system installed on our units," stated Tommaso Vincenzi, President of the Yacht Business Unit. *"This confirms the high level of digitalization we have achieved through continuous investment in innovation. It certifies our commitment to pushing the boundaries of what is possible for our customers in the yachting world."*

RINA's new Digital Yacht Class Notation aims to certify onboard systems that enable monitoring and control of both essential and non-essential systems, through data management for remote analysis. This requires rigorous design and testing to ensure maximum safety and reliability.

The certification process includes requirements such as:

- **Computer-Based Systems (CBS):** Simplified hardware and software requirements for yachts with a gross tonnage under 500 GT
- **Data Shore Transfer (ADC):** Specifications for secure data transfer between the yacht and shore
- **Cyber Safety:** Standards to protect onboard digital systems from cyber threats for yachts with SL > 500 GT

The SP110 certification is a testament to Sanlorenzo's forward-thinking approach and a significant step toward setting new standards for digital yachting on a global scale.

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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 24-40 metres yachts); Superyacht Division (aluminium and steel 44-73 metres superyachts); Bluegame Division (composite 13-23 metres yachts). Sanlorenzo also offers an exclusive range of services dedicated to its clients, such as a monobrand charter program (Sanlorenzo Charter Fleet), maintenance, refit and restyling services (Sanlorenzo Timeless) and crew training (Sanlorenzo Academy).

The Group employs over 1,200 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 2023, the Group generated net revenues from the sale of new yachts of €840.2 million, EBITDA of €157.5 million, EBIT of €125.9 million and a Group net profit of €92.8 million.

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