4-5 SEPTEMBER 2023

SANLORENZO – EURONEXT SUSTAINABILITY WEEK

SANLORENZO

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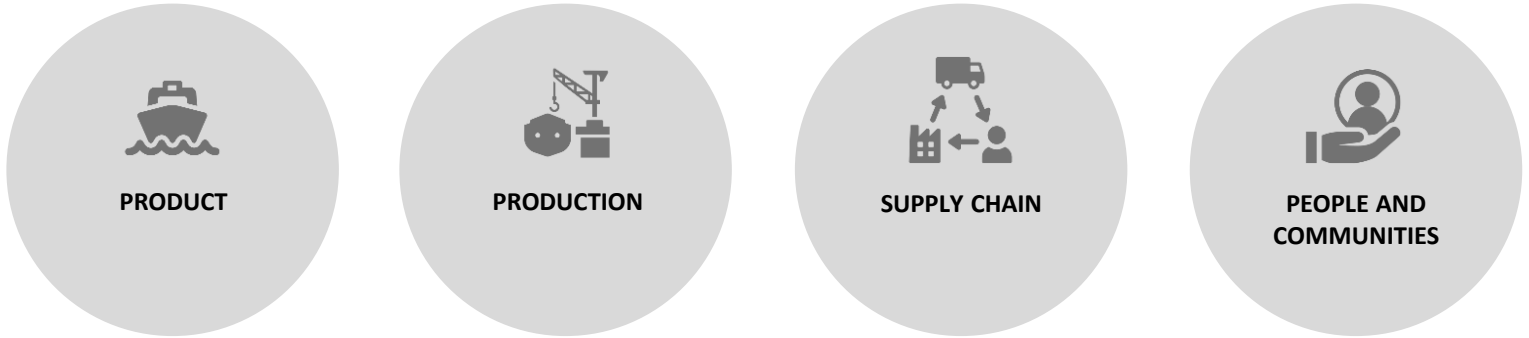
Contents

01

Sustainability: our strategic approach

KEY PILLARS

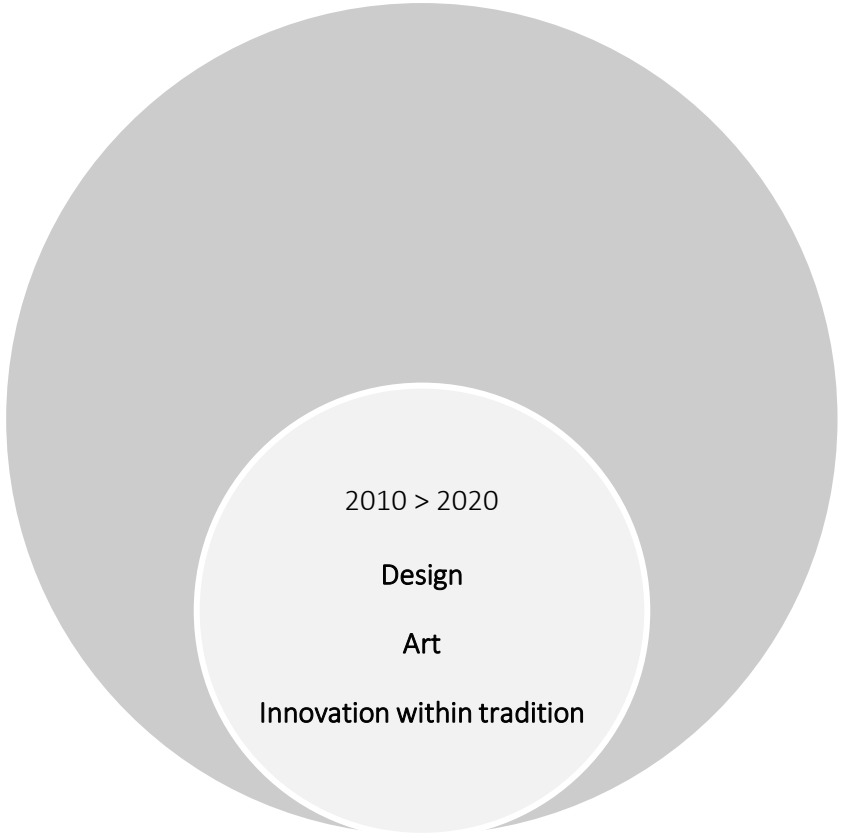


ENABLING PILLARS

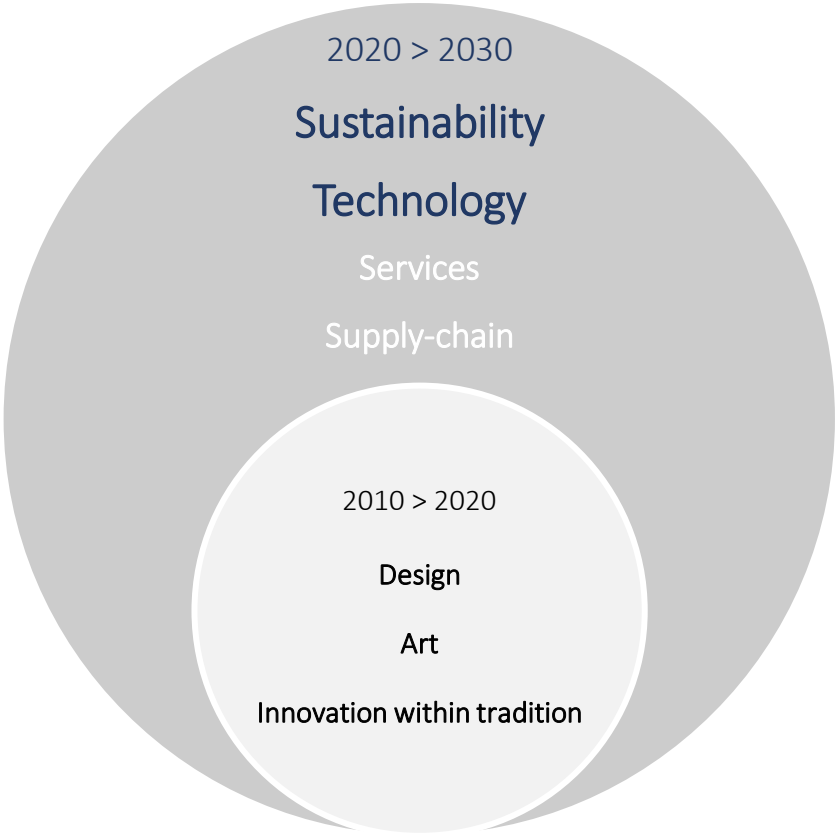
Our Road to 2030

Sustainability through Technology, moving even closer to our Clients and to our key Suppliers

Last 10 years



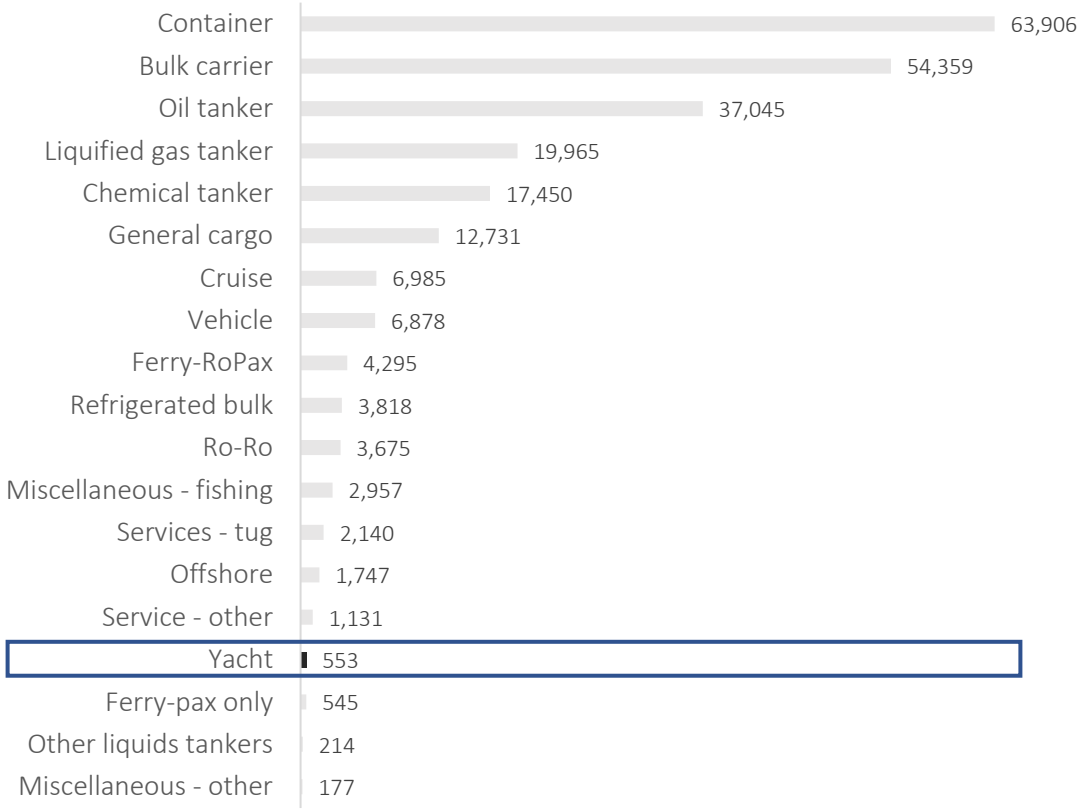
Next 10 years



Marginal impact of yachting…

Shipping represents ~3% of global greenhouse gas (GHG) emissions equivalent to the total CO_2 emissions of Germany[1].
Yachting represents 0.2% of shipping emissions[2]

HFO-equivalent[3] fuel consumption (k/tonnes)
2018[1]



- **Overall incidence of yachting** on global GHG emissions equals approx. **0.006%, but…**

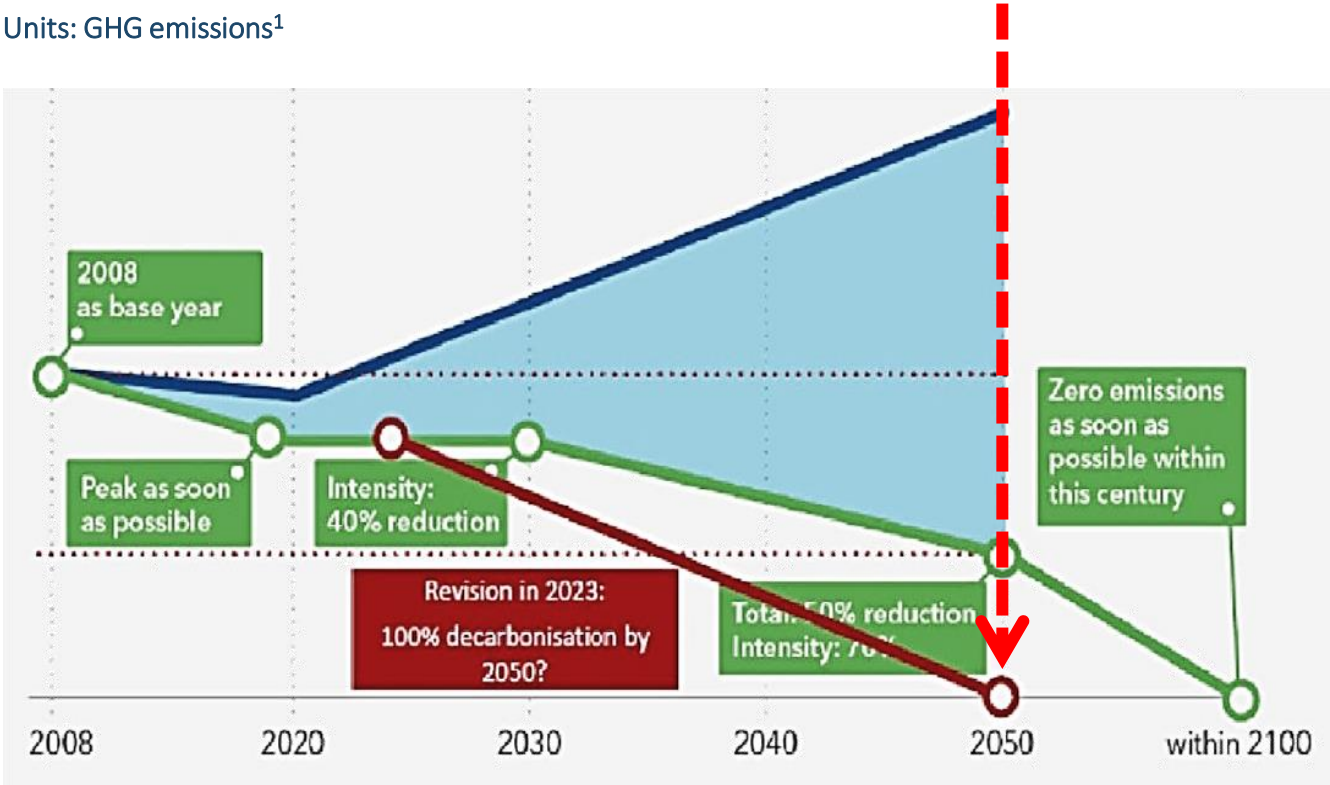
1. Sources: All at sea, methanol and shipping – Longspur Research, January 2022; European Commission https://ec.europa.eu/research-and-innovation/en/horizon-magazine/emissions-free-sailing-full-steam-ahead-ocean-going-shipping
2. Source: Fourth edition greenhouse gas study 2020 - International Maritime Organization (IMO), 2021
3. Note: Heavy Fuel Oil equivalent

…yet the moment to act is now

IMO's strategy on Greenhouse Gas (GHG) emissions reduction:

ZERO EMISSIONS BY 2050 ON A "WELL-TO-WAKE"[1] BASIS

Units: GHG emissions[1]



Emission pathway in line with IMO's GHG strategy

Business as usual emissions

Emission gap

- Dec 2022 agenda: **reduction of the total annual GHG emissions** from international shipping by at least **50% by 2050** compared to 2008
- **Long-term strategy focused on zero-carbon fuels development**

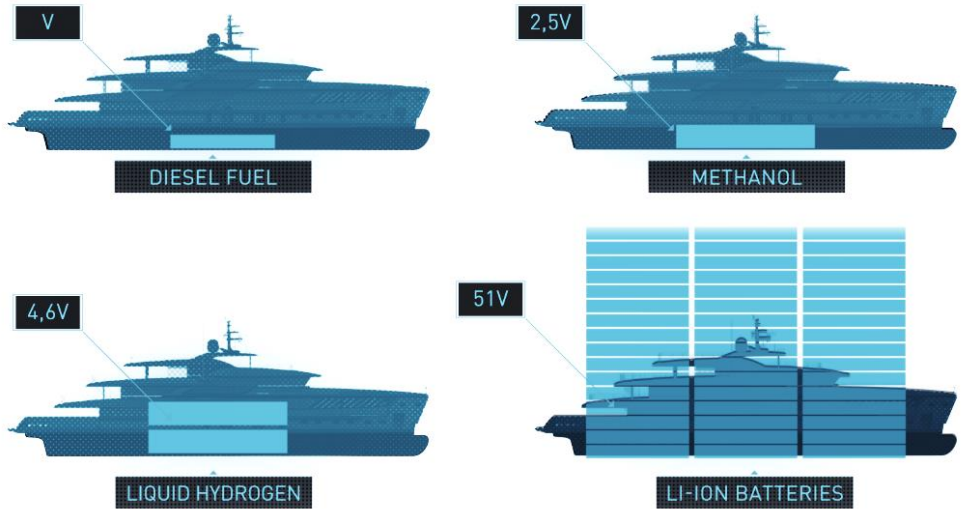
Total: refers to the absolute amount of GHG emissions from international shipping

1. «Well-to-wake» refers to the entire process of fuel production, delivery and use onboard ships, and all emissions produced therein.
2. Source: DNV, 20 December 2022.

Green methanol is the most promising next-gen clean fuel

The implementation of green methanol is expected to play a key role in the decarbonisation of shipping industry

Equivalent volume for energy storage



Why green methanol

- Liquid, bio-degradable and safe to handle
- Existing infrastructure can be adapted, many harbours already handle methanol for trading
- “Low-flashpoint fuel” familiar for classification societies
- Best compromise in volume and energy density compared to other GHG-friendly fuels (2.2-2.5x diesel)
- Production of green methanol based on green hydrogen

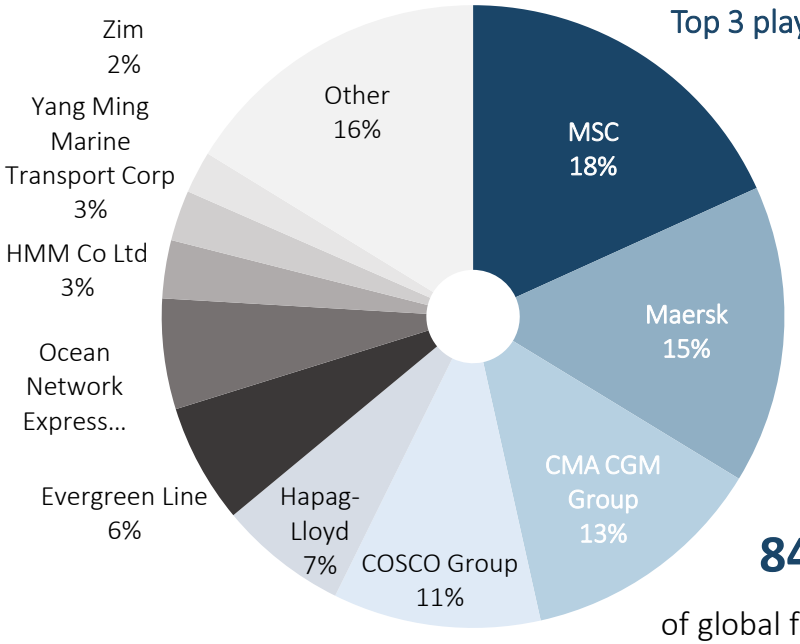
- Hydrogen and methanol stand out as key solutions in a market worth $105bn per annum with **methanol taking an immediate role as commercially and technically viable today**[1]
  - Energy density is the reason battery use is limited for long distances
  - The caustic nature of ammonia is an issue for this fuel
  - Hydrogen requires pressurisation and pressurised storage. increasing costs

Global industrial behemoths are investing in the same direction

Over 150 players within the maritime, energy infrastructure, and finance sectors signing on to the Global Maritime Forum 'getting to zero' coalition; top players investing in e-methanol means faster infrastructure development

Freight ship owner market share

Based on TEU, as of April 26th, 2023[1]



47%

of global freight ship share represented by Top 3 players

84%

of global freight ship share represented by Top 10 players

- MAERSK
  - **8 container ships running on e-methanol** ordered In the **Fall 2021** Maersk. **Increased to 12 in January 2022**
  - **Joins a €10bn project in Nov. 2022**, partially financed with EU recovery fund, **to produce up to 2 million tonnes of e-methanol a year in Spain by 2030**
- STENA (shipping) – PROMAN (world's largest producer of methanol)
  - **3 methanol dual-fuel** tankers launched, **5 to be delivered by 2023**
- MITSUI – WATERFRONT SHIPPING (Methanex Group)
  - Joint effort to advance the commercialisation of renewable methanol as a viable marine fuel. Methanex has 30 vessels in operation
- NORVEGIAN CRUISE LINES plans to adapt its **newbuilds** to **methanol as their primary fuel**

1. **Source:** Alphaliner, https://alphaliner.axsmarine.com/PublicTop100/
2. Source: All at sea, methanol and shipping – Longspur Research, January 2022.

Financial system and customer demands are encouraging

- Over 150 players within the maritime, energy infrastructure, and finance sectors signing on to the Global Maritime Forum 'getting to zero' coalition

- **Bill Gates-led Fund Backs Methanol as Green Shipping Fuel.**
  Methanol could help giant cargo vessels that power world trade cut climate-warning emissions.

- 61% of the container ship orderbook consists of methanol newbuilds (Clarksons Research)

- In November 2021, Maersk successfully placed an inaugural 10- year EU 500m green bond to fund the delivery of the recent placed order for eight large container ships to run on e-methanol
  - The transaction was met with great positivity by investors and was seven times oversubscribed with a final order book value of EU 3.7 billion

Major consumer goods shippers signing
The Cargo Owners Zero Emission Vessel Initiative[1]

1. Source: All at sea, methanol and shipping – Longspur Research, January 2022.

Sustainability at the heart of Sanlorenzo R&D

Sanlorenzo is the first player of the international yachting arena to develop zero emission, carbon neutral solutions – supported by exclusive agreements with major global players

SIEMENS energy

- **Exclusive agreement** signed in August 2021 for the joint development of solutions for the integration of **fuel cells in 24-80 meter yachts**

mtu A Rolls-Royce solution

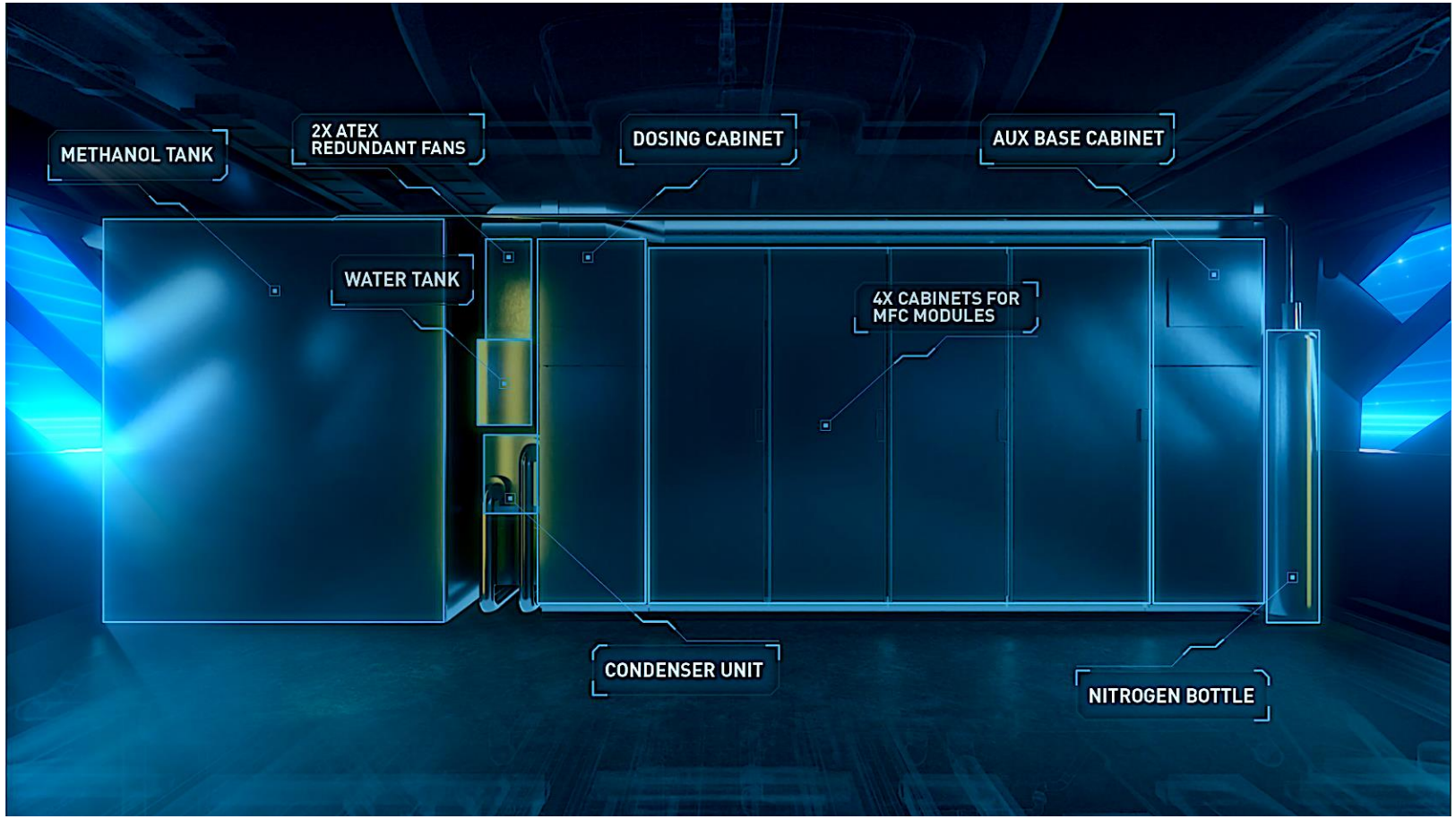
- **Exclusive agreement** signed in August 2022 which will allow the **integration** of a **MTU innovative internal combustion system, powered by methanol,** with Siemens Energy's methanol powered **fuel cells**

2024 **50-metre Superyacht equipped with fuel cells for generating electricity on board** using hydrogen, continuously reformed from methanol. Première at 2024 Monaco Yacht Show

2030 **Duel-engine Superyacht** allowing Atlantic crossing, combining a **MTU innovative internal combustion system,** powered by methanol, **with Siemens Energy's methanol powered fuel cell systems**

Sustainability at the heart of Sanlorenzo R&D

Pioneering the application of avant-garde sustainable technologies, fostering a shift to sustainable yachting



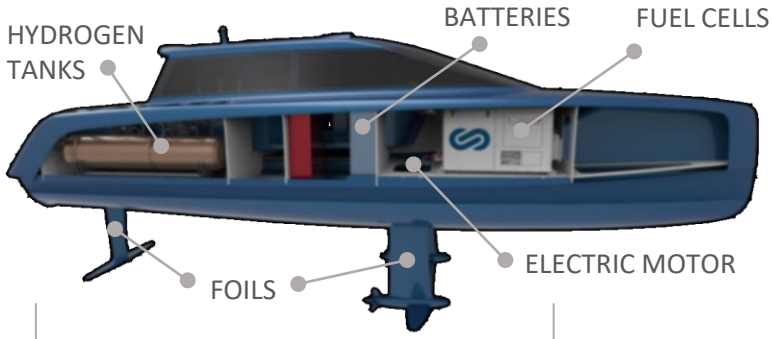
The fuel cell system

- The use of **green methanol**, produced with solar or wind power and CO2 captured from the atmosphere, is **carbon-neutral**
- **The quantity of CO_2 released** in the air during **combustion is equal to the quantity of CO_2 captured** from the atmosphere to produce green methanol

Road to 2030 – trailblazing the green transition of yachting

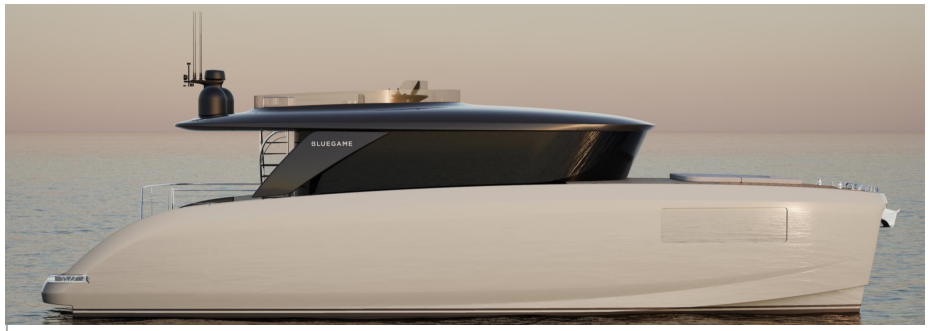
Bluegame – unconstrained by the MAYA principle – as "innovation feeder" to the main Sanlorenzo brand in the Road to 2030

< 24 metres



2023 – BGH
Sea trial
Tender to American Magic (America's Cup)

2024 – BGH
America's Cup



2026 – BGM65HH
1st ever motor-yacht powered by fuel cells + Volvo hybrid engine

- *Zero emission at low speed*
- *High speed in diesel mode*
- *Zero emission at anchor*

> 40 metres

2024 – 50Steel

1st ever superyacht equipped with Siemens fuel cells for *hotellerie* (in use most of time)

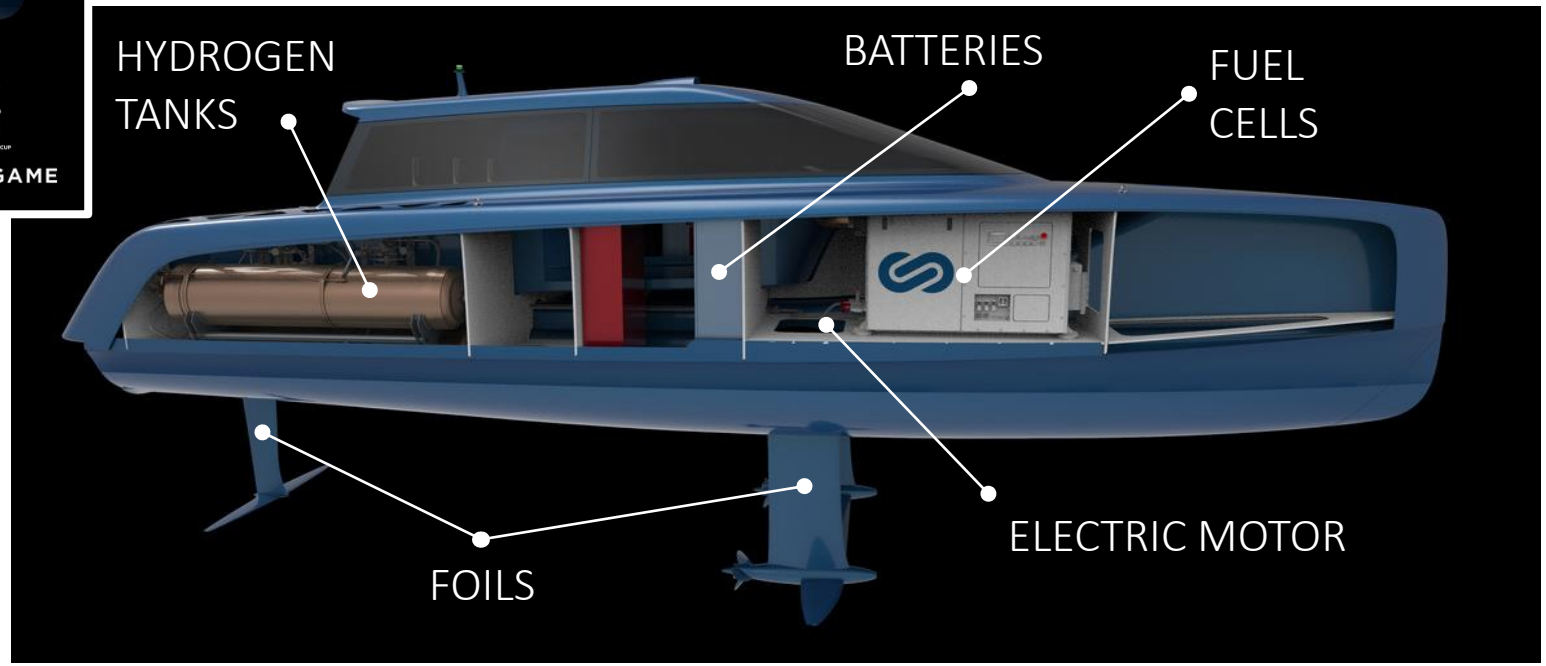
2030 – SY Explorer

1st ever CARBON NEUTRAL superyacht

Road to 2030 – trailblazing the green transition of yachting

Bluegame BGH – The first tangible shift in the yachting paradigm

- Hydrogen to foil at 50 knots and zero emissions, in the wake of Sanlorenzo sustainability leadership
- Debut alongside the legendary American Magic challenger at the 37th edition of America's Cup in 2024
- Co-sponsored by the New York Yacht Club



Bluegame can play an **"innovation feeder"** role to the main Sanlorenzo brand, with the **freedom to dare the most avant-garde experiments, unconstrained by the MAYA principle**

Road to 2030 – trailblazing the green transition of yachting

1. Hybrid cruising mode

ZERO EMISSION AT LOW SPEED
Cruising 10 hours at 8 kn or 4 hours at 10 kn batteries to cover the peaks and achieve 11-12 kn

2. Traditional cruising mode

HIGH SPEED IN DIESEL MODE (max 21 kn)
Main engines ON, generator and fuel cells OFF, E-motors to manage hotel load and/or fast recharge the batteries

3. Zero emission at anchor

ZERO EMISSION AT ANCHOR (up to 50 hrs)-fuel cells to provide the average power for hotel load (10kw), batteries OFF or in recharge mode

Data gathering activities – Product

- Yachts direct emissions: engines and related fuels in different cruising modes.
- Materials emissions: main raw used materials and related emission factors.

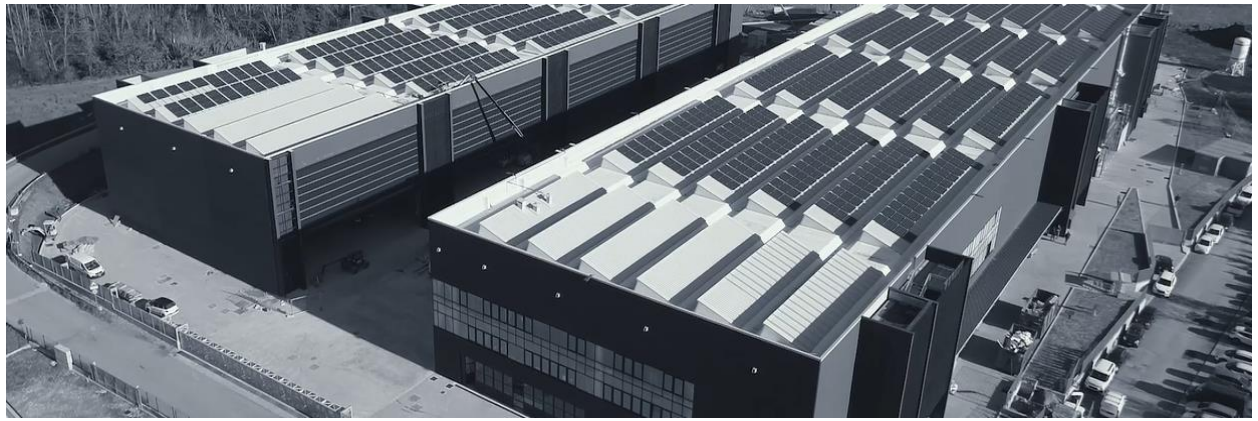
First estimate of Scope 3 emissions from product use and materials.

Data gathering activities – Production plants

Further minimizing manufacturing plant environmental impact

- Monitoring and **introduction of targets** for the main KPIs relating to energy, water and waste.
- Refining **GHG emissions data calculation** (Scope 1 and 2) in order to define a **reduction target by 2024**.

Environmental protection in the manufacturing process



Ameglia D2 shipyard photovoltaic system
No. of panels: 1393
Starting year: May 2020

2023: Investment plan of more than €1.5m to increase the installed power reaching up to 45% of self-produced renewable electricity in the Ameglia plant – currently under completion.

2024: additional significant investment in two manufacturing sites.

DNV

CERTIFICATO DI SISTEMA DI GESTIONE

Certificato n.: 77709-2010-AE-ITA-SINCERT | Data Prima Emissione: 08 aprile 2010 | Validità: 09 aprile 2022 – 08 aprile 2025

Si certifica che il sistema di gestione di
SANLORENZO S.p.A. - Sede Legale ed Operativa
Via Armezzone, 3 - 19031 Ameglia (SP) - Italia
e i siti come elencati nell'Appendix che accompagna questo certificato

È conforme allo Standard:
ISO 14001:2015

ISO 14001 CERTIFICATION

Obtained for all main manufacturing sites.

Supporting our partners

Sanlorenzo's sustainability path is extended to supply chain stakeholders

- Development of technical training programs, aimed at guaranteeing the **preservation of specific skills** in the reference area, thanks to the training offered by the **Sanlorenzo Academy**

- Financial support for the supply chain:
  - Confirming program with three major credit institutions, currently active for around 120 suppliers.
  - Dynamic discounting program with 40 suppliers involved and more than € 17m transacted.

- Supply chain **ESG screening**, extension of the project carried out in 2020 for the sustainability analysis of the Sanlorenzo and Bluegame supply chain.

Ongoing projects

Strengthening sustainability criteria monitoring

- Definition of new **ESG criteria in supply contracts**
- **Selection and screening** of the most significant suppliers (risk based)
- Analysis of **Scope 3 emissions** deriving from the most impactful materials

Our people journey

ONBOARDING

Newcomers
3 departments involved:
HR – ICT – OPERATIONS

Maintaining a strong company culture and identity

LEARNING & DEVELOPMENT

Multi-purpose yachting operator
16 participants
600 hours of training
3-months internship

Leadership G.Y.M.

SANLORENZO ACADEMY

Internal development industry professionals in a context of scarcity

Crew training and craftmanship know-how fertilization to feed the service offering

Strengthened sustainability governance

- Establishment of the **Sustainability Task Force**
- MBO with inclusion of **ESG targets**
- **Induction program** and ongoing dialogue with the members of the Board of Statutory Auditors, the Control, Risk & Sustainability Committee and the BoD members

Transparency and disclosure

- 3 **Non-Financial Statements** published, with over 100 social, environmental and governance KPIs reported.
- Policy on **Diversity & Inclusion** and **Stakeholder Engagement** published

07

Working towards new EU regulations

- Drafting of the DNF 2023 with the aim of simplifying and further application of the **European taxonomy**
- First analysis of the new **EFRAG standards** (ESRS) and assessment
- Expanded disclosure on **climate-related risks,** starting from the Task Force on Climate-Related Financial Disclosures (TCFD)
- **ESG rating** improvement/confirmation of scores in line with stakeholder expectations

Culture that embraces all stakeholders in a common journey

Social Impact

Fondazione Sanlorenzo

- Foster young people's **education**
- Development of **Italian minor islands**
- Promote **Art and Culture**

Venice Sustainability Foundation

Since 2022, co-founder of Venice Sustainability Foundation, aimed at creating an **integrated model of sustainable development for Venice** and its metropolitan area

Close collaboration

- Partnership and active support to **non-profit associations focused on seas and oceans protection** – Water Revolution Foundation and Blue Marine Foundation
- Participation in ICOMIA, SYBASS, NMMA and EUROMOT **working groups**
- Collaborating with platforms and consortia to **guide the industry towards low carbon solutions** (Green Maritime Methanol)

Awards and recognition

Keep improving our ESG ratings

		SCORE	BENCHMARK
S&P Global	↑	26/100 (up from 22)	Industry benchmark (Leisure): 23 out of 110
MSCI	↑	A (up from BBB)	Industry benchmark (Leisure): Top 34%
SUSTAINALYTICS a Morningstar company	=	12 (Low Risk)* *un punteggio basso è indice di basso rischio	Industry benchmark (Consumer Durables): 19 out of 229
ISS ESG	=	C-	Industry benchmark (Leisure): 3 Decile (top 30%)

THANK YOU

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