

Press Release

SACE SIMEST (CDP Group) collaborates with Sanlorenzo to construct a 62-metre superyacht for the foreign market

BNL-BNP Paribas and Banco BPM stepped in with SACE SIMEST by issuing sureties totaling more than 42 million Euros for the construction of a 62-metre superyacht.

La Spezia, 8 October 2019 – SACE SIMEST, CDP Group's export and internationalization Hub, supports the international outlook of Sanlorenzo, a global leader in high-end luxury yacht construction.

More specifically, SACE SIMEST stepped in, together with lending banks **BNL-BNP Paribas (arranger and fronting bank)** and **BANCO BPM (arranger)**, by issuing sureties totaling 42.24 million Euros for the construction and delivery of a 62-metre superyacht destined for the foreign market.

The transaction was supervised by the Turin office, currently a reference point for companies operating in Liguria, Piedmont and Val D'Aosta. The new CDP Group office in Genoa will open shortly. The SACE SIMEST Hub invested 300 million Euros in Liguria in 2018 and served more than 500 companies.

The yacht is a model that combines the highest comfort with top performance, together with an innovative technological approach. Its broad volumes and spaces, normally found on larger superyachts, catch the eye. These spaces include the 90 m² owner's suite on the upper deck with glass windows at the bow overlooking the private pool, the large lounge that can be opened on three sides and transformed into an al fresco veranda, as well as outdoor areas of more than 480 m².

The first model of this type was proposed as early as 2015. The Sanlorenzo shipyard currently has 18 superyachts under construction, three of which are 62Steel models.

Founded in 1958, Sanlorenzo is the world's leading company in the design, manufacture and distribution of yachts and superyachts measuring more than 30 m. The shipyard manufactures tailor-made yachts and superyachts with a distinctive design that are customized for each owner. This is what makes Sanlorenzo unique among the global players in the luxury yachting sector. Sanlorenzo operates four production sites located in La Spezia (SP), Ameglia (SP), Viareggio (LU) and Massa (MS), employing about 450 people and collaborating with a network of 1,500 qualified artisan businesses. Massimo Perotti purchased the shipyard in 2005 and, since then, Sanlorenzo has

***SACE SIMEST**, CDP Group's export and internationalization Hub, enhances the excellence of Italian businesses - above all small and medium enterprises - throughout the world, offering a wide range of insurance and financial instruments capable of satisfying every requirement connected to activity on foreign markets. In particular, SACE offers businesses export credit, credit insurance, foreign investment protection, financial guarantees, surety bonds, factoring and debt collection services. SIMEST (which is 76% controlled by SACE and 24% controlled by the top Italian banks and business associations) stands side-by-side with businesses in their internationalization journey, through subsidized credit facilities and equity investments. Having backed €114 billion in transactions, the Hub serves more than 21,000 companies, above all SMEs, assisting their growth in 198 countries.*

experienced significant growth through continuous product innovation and investments in assets, know-how, technology and design. This has positioned the brand in the high-end segment of luxury yachting since it only crafts a limited number of custom-made yachts each year. These yachts are distinguished by their unique, highly recognizable style, comfort and safety: features targeted towards a sophisticated client base. Sanlorenzo is currently the only company with a single brand worldwide to compete in a number of segments, including planing, displacement, semi-displacement and fast displacement yachts and superyachts that measure between 24 and 68 meters and are made of composite, steel and aluminum.

The Italian yachting industry, with its broad supply chain involving many Made in Italy businesses, is enjoying a favorable period thanks to its know-how and design that are greatly appreciated throughout the world. The industry has totaled 4.6 billion Euros in exports (+2.7% in 2018) and shown an upward trend since 2016, when it increased by 41.8%. It grew by a further 2.5% in 2017.

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