

BOATING

ASIA
PACIFIC

FEATURES

THE FUTURE OF ZERO-EMISSIONS YACHTING | THE SUCCESS OF THE SEYCHELLES | PAUL WATSON AND THE SEA SHEPHERD SOCIETY

YACHTS

OCEANXPLORER | SANLORENZO SX112 | BALTIC YACHTS' CANOVA | FERRETTI YACHTS 500 | OCEAN ALEXANDER 45 DIVERGENCE | SILVER YACHTS' BOLD | ARCADIA YACHTS SHERPA XL

POLLUTION
FREE AND
SCIENCE
FOCUSED:
**THE FUTURE
SHAPE OF
YACHTING?**



Reaching for the top

Massimo Perotti, executive chairman of Sanlorenzo, discusses the yard's success in Asia and whether it is better to be listed as a yachting company



Sanlorenzo, the Italian yacht builder, made waves over the past year with the large percentage of its business done in Asia.

Massimo Perotti acquired Sanlorenzo in 2005 when the yard had annual turnover of about €40 million, according to media reports. In 2020, Sanlorenzo, which listed on the Milan stock exchange in 2019, boasted revenues from new yacht sales at €457 million. Sanlorenzo was listed as the second largest yacht builder measured by total length of yachts under construction in 2020 by *Boat International*.

Since 2015, Sanlorenzo has been represented in Asia by Simpson Marine. In 2020, sales to Asia rose 42% on 2019,

making the region their second most important market after Europe and leading North America.

Asia-Pacific Boating: What are the main reasons for such rapid growth in Asia?

Massimo Perotti: Asia, and in particular Southeast Asia, is an emerging booming market that is showing more and more of its potential. Moreover, this boost comes from a period where yacht owners show a renewed desire of realising their own made to measure personal shelter where they can live a unique experience in total safety, possible thanks to the tailoring service of Sanlorenzo.

APB: How is Sanlorenzo responding to market demand from Asian clients? What are the key developments you have made to address these clients, particularly in the superyacht sector?

MP: Sanlorenzo is known for its ability to shape the spaces of yachts, interpreting different ways of life always offering unique and exclusive solutions.

Last year, Sanlorenzo started a collaboration with the well-known Asian architect, interior and product designer Steve Leung. Among the most prestigious design studios in the Far East with headquarters in Hong Kong and branches throughout China, with a rich portfolio of residential realisations, Steve Leung

Design Group was called by Sanlorenzo Asia to shape “an Asian interpretation of life on board”, reconfirming the cosmopolitan vision and at the same time the deep respect and appreciation of the brand for each culture, with a view to evolving customisation given by the deep knowledge of each market, of his tastes and the values that represent him.

APB: Sanlorenzo has had some luck selling explorer yachts into Asia. Do you see much future for expedition or explorer style yachts from Asia clients?

MP: We hope so! Asian buyers are increasingly looking for models that allow them to explore distant and unspoiled destinations safely, with the greatest comfort and plenty of outdoor activities and water toys.

the materials used. We are already working a lot in this regard.

We aim to serve as an example in the nautical industry and promote a culture of sustainability to be shared not only across our group, but also outside the company, acting to raise the awareness throughout the whole value chain

APB: Sanlorenzo has gone from a net debt to net credit financial position as of end of 2020. Do you think there is an advantage in being a yacht builder that is listed on a stock exchange, vs being a privately held company?

MP: The fact that Sanlorenzo is listed on the stock exchange – STAR segment – and the transparency that follows from making accounting information available to the public every three months, is a

“THE TRANSPARENCY THAT FOLLOWS FROM MAKING ACCOUNTING INFORMATION AVAILABLE TO THE PUBLIC EVERY THREE MONTHS IS A GREAT SECURITY FOR ALL OF OUR SHIPOWNERS”

Furthermore, our ability to satisfy all the requests of our customers certainly plays a fundamental role. The owner of the 500Exp Ocean Dreamwalker, for example, wanted a superyacht that would allow him to travel the world but at the same time, he wanted to be able to participate in important business appointments whenever he wanted.

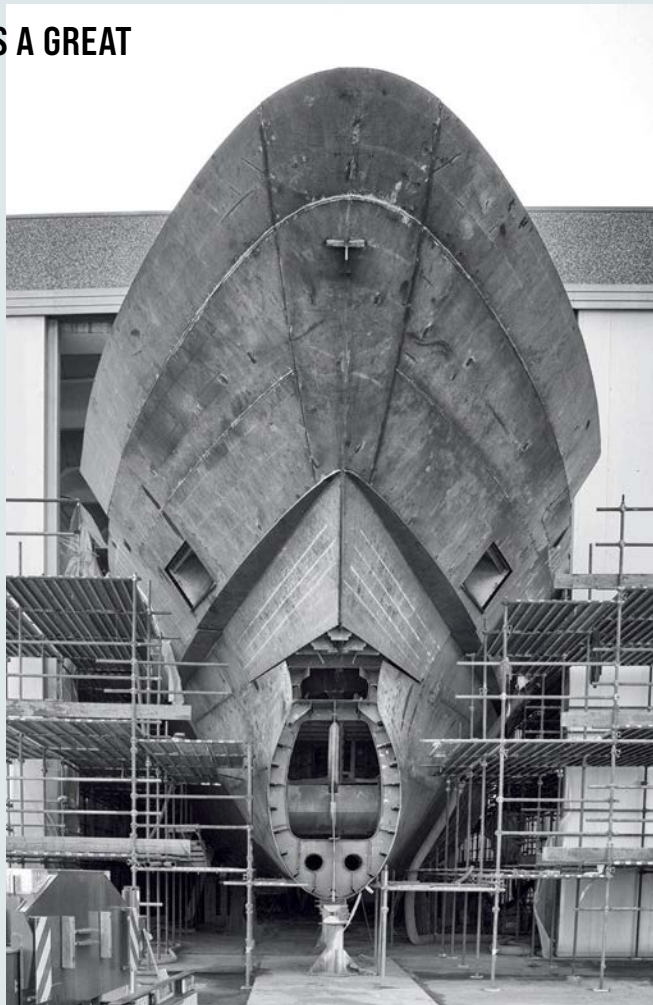
APB: In Sanlorenzo’s financial report for 2020, it says: “The strategy to expand the product ranges, introducing highly sustainable innovations and technologies, has been fully confirmed, with investments of €15.7 million, up by 3.3% compared to 2019”. What sustainable technologies is Sanlorenzo planning to deploy?

MP: In the next 10 years, there will be an increasing focus on reducing consumption, a smarter way to navigate (running and operating the yacht) and the possibility to recycle as much as possible

great security for all our shipowners. The financial soundness of the company is certainly a strength for owners who pay us considerable amounts before the delivery of the yacht, depositing their money within Sanlorenzo, even for two or three years if we are talking about a superyacht.

APB: What can you tell us regarding the acquisition of Perini Navi? Have there been any developments that you can share? How would Sanlorenzo and Ferretti Group “share” Perini Navi and its assets, should your JV be successful?

MP: Through a 50-50 joint venture with Ferretti Group, we have shown interest in formulating a bid that entails the acquisition of Perini Navi’s Italian brands, assets and operations, also through a preliminary business branch lease, to foster a smoother and quicker recovery of production and to maintain employment levels. sanlorenzoyacht.com



Aft Appeal

Sanlorenzo takes its SX crossover line to the next level with the new flagship of the series, the SX112, which offers a huge aft platform for on-water fun and versatility

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STORY BY RYAN SWIFT







Left: Full-height retractable glass doors connect the aft deck with the interior; **Above:** The designers created a 90-square-metre aft deck space



Thanks to fold-down bulwarks that turn into terraces, owners and guests get a spectacular space to play and relax while at anchor

In 2020, Sanlorenzo owner and Executive Chairman Massimo Perotti said that the genesis of the yard's SX line came in the wake of the 2008 Global Financial Crisis, as buyers more concerned with status and prestige than enjoying the ocean left the market rapidly. He said this was the moment the company decided to focus its appeal directly on passionate yacht owners and lovers of the sea.

Sanlorenzo describes the SX line, with its fast displacement hull, as a "synthesis of the classic motor yacht with a flying bridge and explorer type." Luca Santella, founder of the Bluegame series of yachts (later acquired by Sanlorenzo), came up with the SX series concept.

But the real game changer in the SX112, the newly launched flagship of the SX series, is the aft deck area. The engineers and designers at Sanlorenzo ultimately created an enormous, 90-sqm multipurpose aft deck area that works as a complete platform on the sea.

Thanks to fold-down bulwarks that turn into terraces, owners and guests get a spectacular space to play and relax while at anchor.

Between the lower deck and the aft deck are steeply raked sliding glass doors, which, when open, connect the lower deck interior to the aft deck/beach club. A gym is positioned at the border between the interior and exterior at the aft deck.

The aft deck is also large enough to store sizeable tenders and toys.

A key decision in creating the aft deck and the overall layout of the SX112, and the SX range in general, was the choice to use Volvo Penta's IPS pod propeller system. The IPS is normally associated with smaller yachts, but in 2016, Sanlorenzo brought Volvo-Penta onboard for the SX series.

The Volvo IPS engine series was introduced in 2005 and has since become a mainstay in smaller yachts. The SX112 may be the biggest yacht yet to offer the Volvo IPS system and to gain the system's advantages.

Because the propellers in an IPS are angled in line with the hull, as opposed to the downward slope of an in-line shaft and engine, the counter-rotating propellers push the boat more efficiently. The IPS



Above and bottom right: Pierro Lissoni was recruited by Massimo Perotti to do the interior design; **Top right:** Bernardo Zuccon oversaw the fluid exterior design

also doesn't require space for shafts, and the engines can be placed further aft. This decreases the amount of space required for engineering compartments and opens up more room for onboard living.

It also means owners and operators can enjoy joystick control of a superyacht, something that will be appreciated when docking or operating at low speeds in tight spaces. The joystick is linked to the engines and the bow thrusters for difficult manoeuvres. The IPS also allows for a dynamic positioning system.

Because the propellers on the IPS are in line with the hull and the propellers are forward-facing for better

"bite" in the water, the SX112 cruises at 20 knots comfortably. At 10 knots, it consumes about 120 litres of fuel per hour. With an 18,000-litre fuel capacity, that yields a range of about 1,500 nautical miles.

The exterior design of the SX112, the third model in the SX series, was again given to Bernardo Zuccon of Studio Zuccon International Project, who said: "The shapes (on the SX112) are fluid; almost a reminder of the nature of large marine mammals."

Piero Lissoni did the interiors of the first unit. Perotti personally recruited Lissoni, a Milanese



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**The SX112 may be the
 biggest yacht yet to offer the
 Volvo IPS system**



architect and product designer, to work on the SX line.

“We have connected the spaces exactly as in a building through very technological openings that relate the inside to the outside and vice versa. In fact, we have built a villa that floats,” says Lissoni.

“The element that links all three models in the SX line is the vertical connection. Usually on boats, the connections are almost always serviceable or sometimes become incredibly decorative. As an architect, I thought of inserting absolutely astonishing details into the boats, such as the stairs, which are designed specifically for each model,” Lissoni adds.



⬆ **Clockwise from top left:** The VIP cabin; the staircase connecting all three decks; the upper deck lounge

Photos by Thomas Pagani



**TECHNICAL
SPECIFICATIONS:
SANLORENZO SX112**

LOA
34.2M

BEAM
8M

DRAUGHT (HALF LOAD)
1.85M

FUEL CAPACITY
18,000L

WATER CAPACITY
2200L

ENGINES
4 X VOLVO IPS3 1350S -
1000 HP

GENSETS
1 X 55 KW - 1 X 70 KW

MAXIMUM SPEED
23 KTS

CRUISING SPEED
20KTS

ECONOMICAL SPEED
12KTS

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The design of the SX112 is marked by the extensive use of glass, as well as a combination of Japanese and Italian motifs.

The main deck saloon is enclosed by floor-to-ceiling windows, increasing the sense of space and maximising the view of the sea. Combined with the open bulwarks on the aft deck, the main deck offers a fantastic overall vista. The main deck is open from stern to bow, with the bar, lounges and dining area all part of a seamless space.

The wheelhouse has moved to the flybridge, which opens up the main deck even more. The forward area on the flybridge and helm station can be fully closed and air-conditioned by electrically operating windows or opened to let the sea breeze in.

The forward area of the main deck features a lounge area with sun deck that can be converted into a private, shaded dining area.

The stairs are a key element in Lissoni's design. A helical staircase connects all three decks, and at the main deck, it is enclosed in a transparent oval volume, making it appear to be suspended in the air.

There is accommodation in three large cabins on the lower deck: one for the owner and two VIP cabins, plus a lounge area that can be converted into a twin or double cabin. There is also a kitchen connected directly to the crew quarters.

Tatami is used both in the cabins to cover the floors and headboards of the beds and for the ceilings of the interior spaces. The wooden walls that define the main deck and the sleeping area are combined with bronzed mirror walls that amplify the space. The bathrooms are adorned with precious veined marble, while teak characterises the exteriors.

Those spectacular cabins and interiors will be competing for attention with the enormous aft-deck area. All in all, it's not a bad problem to have.



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