

Palma Superyacht Show

Grown in size with the display of the largest and most impressive sailing yachts

Superyacht Cup 2016

20th Anniversary

2 case stories

The best possible solution offered by the Astilleros de Mallorca team

A close look into our new hydraulic workshop

Diagnosis, analysis,
design and solutions

Monaco Yacht Show 2016 Edition

We welcome you to visit us in our new stand



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WE ARE PLEASED TO ANNOUNCE THAT CARLOS MORALES HAS JOINED THE ASTILLEROS DE MALLORCA TEAM AS OUR DEPUTY GENERAL MANAGER.



Carlos has grown into his role over the past 23 years and he brings a wealth of experience and a well-rounded record in the Superyacht Industry.

In his previous positions he has gathered an extensive scope of skills that makes him a valuable asset to Astilleros de Mallorca. After many years in different roles at various yacht shipyards, i.e. Oceanco, the production and management side of our business is a perfect match to his abilities including Owner Representation and Yacht Management.

Carlos is an accomplished leader, with a track record of working with high end companies and brings a great mix of leadership, inspiration, operational and technical experience, plus a passion for customer care. He will be supporting Diego Colon during the venture of driving Astilleros de Mallorca to the next level, building on the solid foundation and rich heritage achieved in past years.

Once this critical formation phase is completed, Carlos will be taking the helm as General Manager

We would like to thank you for your continued support as we charge ahead to go on building a business focused on offering the best refit and repair service in the Mediterranean.



THE EVENT

The Palma Superyacht Show, the only public brokerage and charter show organised by the superyacht industry, has not only established itself as a major event on the yachting calendar but has also developed into a show of great standing. This 4th edition of the show took place from the 28th of April until the 2nd of May and has proved to be the biggest and most successful to date.

This year's edition has grown in size with the display of the largest and most impressive sailing yachts. Industry connected visitors were enthusiastic about the networking opportunity offered in a relaxed atmosphere. Many yachting related companies have shown their support and added attraction to this year's event by hosting a great number of parties which took place in the show area itself or in nearby locations.



PALMA

SUPERYACHT SHOW

A FUN NIGHT AT ASTILLEROS DE MALLORCA

The 1920's themed BEYOND THE SWING party was held on the Saturday night after the Palma Boat Show closed.

Along with our new associates BWA Yachting we organised this fiesta as a BIG Thank You to all our clients and contractors.

Undercover Solutions S.L cleverly transformed the Astilleros metalwork shop into a retro urban 20's Prohibition Dance Hall with fantastic Lindy Hop/ Swing dancers from the Tandem Club.



Photo courtesy: GW Yacht Photography



22 JUNE ▶ 25 JUNE ▶ 2016

20TH ANNIVERSARY

The Palma edition of the Superyacht Cup is the longest running Superyacht regatta in Europe and the Mediterranean. The event has become a favourite with yacht owners, friends and captains around the world who visit Palma de Mallorca annually. The Bay of Palma is famed for its central location and reliable wind conditions.

The Superyacht Cup provides an ideal combination of professionally managed racing with a relaxed and fun atmosphere ashore.

The superyachts taking part in the event were all moored together in the SYC Regatta Village located at Muelle Viejo with the iconic Palma Cathedral and Paseo Marítimo providing a spectacular setting.



A five minute walk from the Regatta Village one can find Boutique City Hotels, first class restaurants, the best in international shopping as well as famous architecture, art galleries and historical museums. Palma has something to offer everyone visiting this international yachting event in a vibrant and cosmopolitan City.

This extra special 20th Superyacht Cup came to a truly spectacular close, with a jubilant crowd cheering on the grinning sailors of the nine winning teams who took it in turns to storm the Superyacht Cup stage.



Jesús Renedo has been sailing since he was a kid, first with his parents 25 foot sailing boat in the Spanish North Coast and later on as crew, mate and captain in many different boats. Always with a camera in his hands, he is also a scuba diving instructor and underwater photographer. In 2006 he decided to focus only on photography and since then he has been taking photos in many of the big regattas, with some of the best teams and boats of the regatta circuit. He lives in Mallorca, Spain.



Custom made prize for Team Ganesh.





OVER 580 EXHIBITING COMPANIES AND PARTNERS PARTICIPATE IN THE MYS

Set in the iconic Port Hercules of the Principality of Monaco since 1991, the MYS is the only place to admire, visit and purchase around 120 extraordinary one-off superyachts built by the world's most respectful shipyards. 40 new launches are unveiled in this world premiere at every edition.

Over 580 exhibiting companies and partners participate in the MYS, among the world leading luxury yachting companies: the trendiest superyacht

builders, yacht designers, luxury manufacturers and the most important brokerage houses.

The Monaco Yacht Show is the one and only occasion in the year - and in the world - to discover the greatest of superyachting in the glamorous setting of Monaco. The show has the privilege of benefiting from the recognition and the support of His Serene Highness Prince Albert II of Monaco.



We welcome you to visit us in our newly designed stand at the Monaco Yacht Show



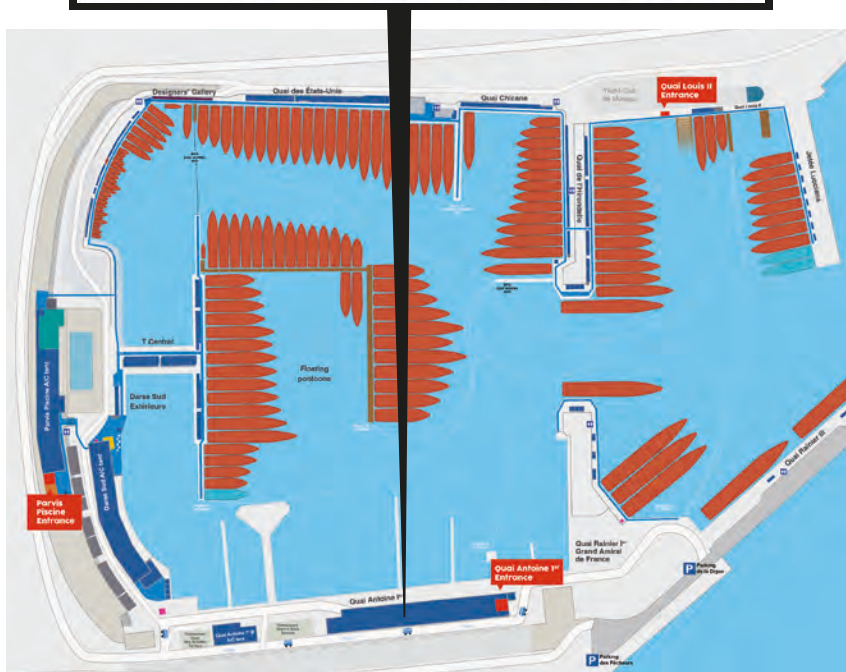
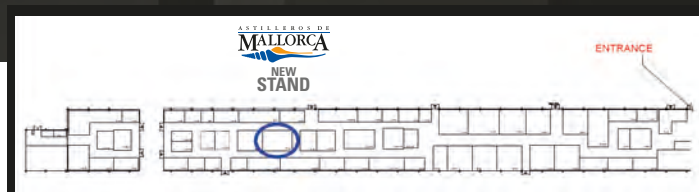
The historical exhibition area of the Darse Nord will moved to Quai Antoine 1er.

CONTACT US

If you are interested in arranging a meeting during the Monaco Yacht Show or receiving your one day pass, please get in contact with our office via:

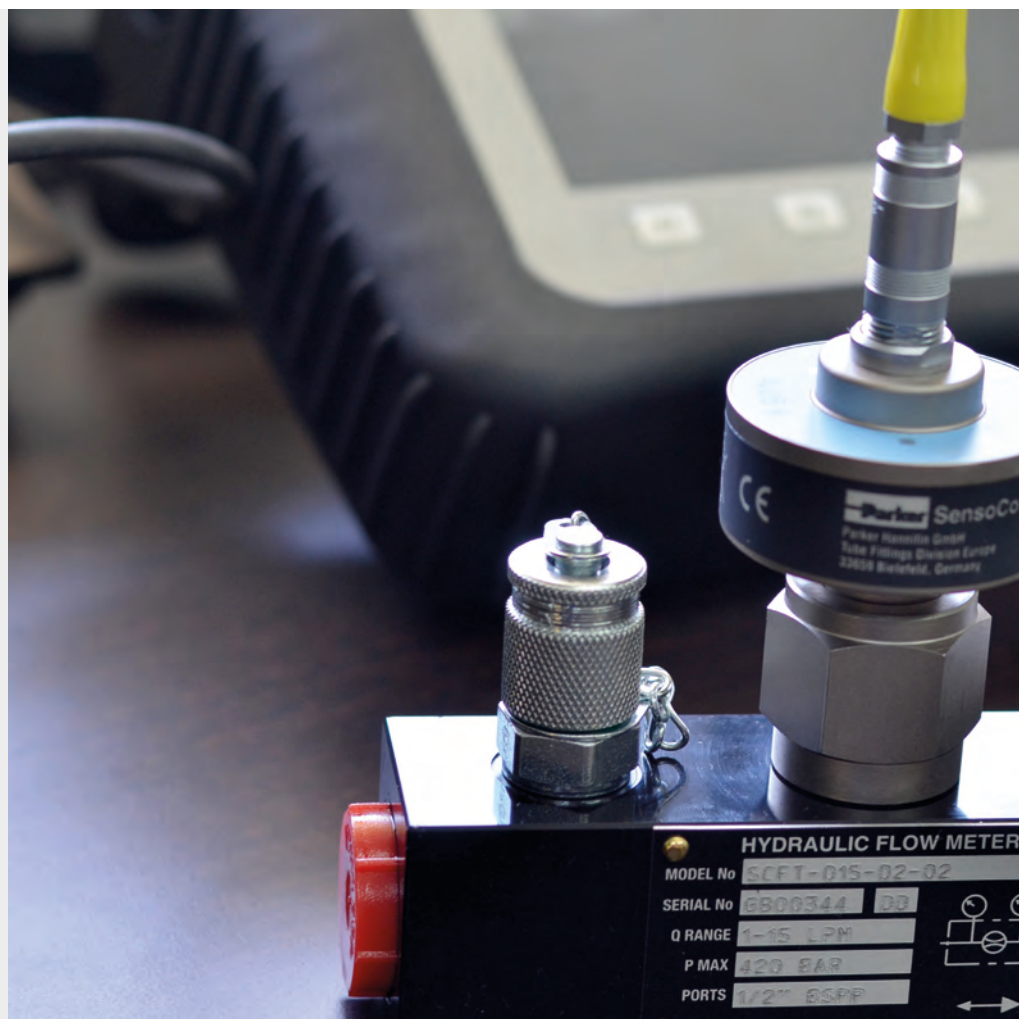
✉ info@astillerosdemallorca.com

☎ 0034 971 710 645



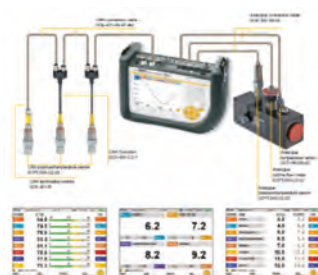
A CLOSE LOOK INTO OUR NEW HYDRAULIC WORKSHOP

Hydraulic components are critical for a wide range of equipment on board, and may be a headache for engineers who regularly deal with low performance stabilising, gangways not extending properly or cranes that ruin a jet ski ride.



Diagnosis

When it comes to malfunctions, like noisy operation, unstable speeds, pulsating flow, overheating or vibrations; diagnosis becomes of maximum importance to achieve satisfactory results on time and on price. Good diagnosis equipment makes the difference between a guess and a certainty. Our diagnosis unit, monitors temperature, flow and pressure and displays comprehensive data and graphics representing the behaviour of any circuit.



Oil Analysis

Condition monitoring of hydraulic fluids is a fast process using our particle counter and water in oil detector, that performs a 2 minute test giving a multi-standard ISO and NAS cleanliness reporting.





Our unit has been carefully designed to suit all circuit sizes requirements.



Design

Our experts know how to deal with hydraulic components, how to repair and when to replace. Oil sampling, filtration schedules, cleanliness during repairs are in our DNA. With that background we have made a step ahead into mastering our hydraulic design and diagnosis capabilities.

We have recently welcomed a new Head of Hydraulic Workshop with wide experience in the design and repair of complex marine installations, who will lead our team into higher challenges.

Malfunction does not always come from wear and tear or damaged components, sometimes the original design was not as good as it should have been. For example: thrusters driven by a power pack which draws out a complete gen-set output, hydraulic winches that can only be operated one by one and components impossible to be serviced and completely inaccessible.

Solutions

Please let us help you in the:

- Design of new circuits.
- Selection of new components.
- Prevention of premature failures and maximization of the service life
- Design of oil sampling, oil and filter change schedule and oil selection.
- Recommend solutions for common problems: Noise, lack of power, vibrations



Installation & Flushing

Good performance requires extreme cleanliness, and we work to achieve it, using good work practices and flushing each new installation. Our unit has been carefully designed to suit all circuit sizes requirements. It includes two pumps with flows up to 135 lpm and 24 lpm, and pressures of 100 and 250 bar, enough to assure a turbulent flow on the pipes that will withdraw any dirt from the circuit.



2 REAL CASE STORIES.

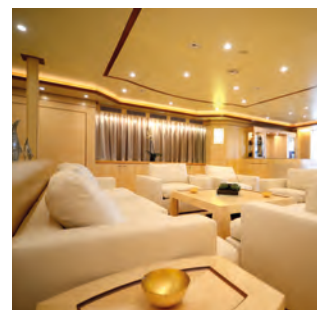
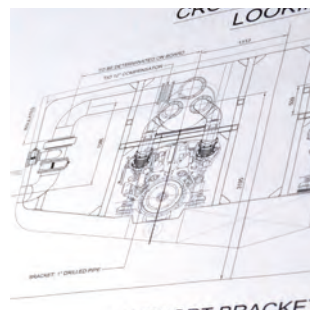
The best possible solution offered by the Astilleros de Mallorca team.

01

THE WORLD'S TALLEST ALUMINIUM MAST

02

BACK TO ITS FORMER BEAUTY



Our collection of case stories will highlight 2 different projects with particular problems and the best possible solution offered by the Astilleros de Mallorca team.

These case stories show the use of project management in practice. Studying real life situations will help find out which is the ideal solution to a particular problem by moving a project successfully through different interacting packages.

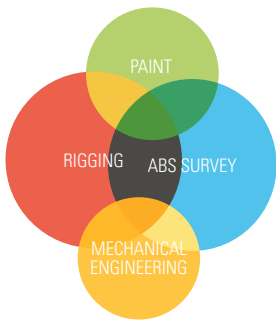
CASE STORY

01 THE WORLD'S TALLEST ALUMINIUM MAST

SPECS

- SAILING YACHT
- Year of Construction: 2008
- Length overall: 56 m
- Classification Society: ABS
- Hull material: Aluminium
- Mast: Aluminium

PROJECT'S OVERVIEW



Awesome coverage showing the pulling of S/Y Bayesian's mast in Palma de Mallorca.

For the third time, the Perini Navi 56m has chosen Astilleros de Mallorca to perform and coordinate its refit and class survey work. Riccardo Peirano managed the project which involved general overhauls, maintenance and paint works. "It's an intensive job with a lot of contractors involved that need to be coordinated"



Another crucial phase in the project was the un-stepping of her mast, prepped and completed by RSB Solutions, who once again did an excellent job.

In 4 months, the world's tallest aluminium mast is planned to be back in its rightful place ready for the Autumn Season.

"Having the project under the management of one shipyard like Astilleros de Mallorca, does make life easier"

To watch the video:
<https://youtu.be/OqAS-eCM9B0>



"We had to plan it much quicker than perhaps we normally would, but the project management team of Astilleros and all the contractors involved made it possible"



CASE STORY

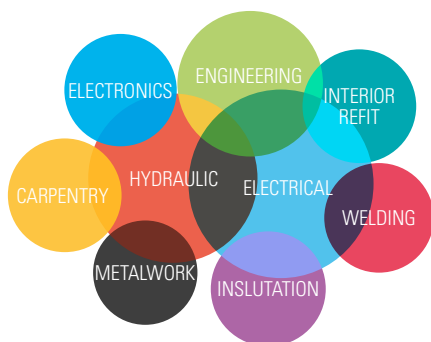
02

BACK TO ITS FORMER BEAUTY

SPECS

- **MOTOR YACHT**
- Year of Construction: 2004
- Length overall: 43 m
- Hull material: GRP
- Superstructure: GRP

PROJECT'S OVERVIEW



Project overview

While berthed in Palma, Motor Yacht Blue Vision was in a planning process to overhaul the port engine with our team in STP. The engine had suffered damage after it had been flooded with sea water and required the extraction of the engine through the saloon. The project was thoroughly studied and whilst the Astilleros team were preparing quotes and scheduling the telephone rang! On the afternoon of the 18 August 2015, an electrical short circuit caused a fire onboard. The police and fire fighters were called to put out the blaze and prevent it from spreading to other vessels in the vicinity.

Fortunately there were no injuries reported, thanks to the quick thinking of the crew, who prevented the fire spreading any further than the bridge using an effective boundary cooling technique.

Local authorities began the investigation into the cause of the accident and in November we were finally able to roll up our sleeves and start the immense task of bringing this popular charter yacht back to its former beauty.

Despite the fire in the bridge, it was the smoke and the saltwater that was used to extinguish the fire that caused the majority of damage to the interior. From electrical circuits and

BEFORE



insulation to carpentry and upholstery, the bridge needed to be almost 100% dismantled for repair.

The second round of a very tight refit schedule could begin. When asked, what was the most demanding part of this venture our Project Manager Paul Grunig answered "One might think that time pressure is a headache or the impressive logistics required to coordinate a team of 50 craftsmen at a time is a challenge. But for me the reverse engineering was extremely challenging, there were no drawings, assembly, electrical plans or anything close."

Another important objective included in the refit project was to take this opportunity to change the yacht's initial ABS MCA regulations from LY1 to LY3.

The interior of the yacht required extensive refitting and her remarkable modernized look met with all the expectations.

A great number of renowned companies that shared with us the goal of providing the best service have done an amazing job. Working side by side and combining expertise we were able to deliver in just a short 9 month period, a yacht that the owner is able to enjoy for many years to come.

A great number of renowned companies that shared with us the goal of providing the best service have done an amazing job.

AFTER



CUSTOMER SERVICE



BWA YACHTING IS A WORLDWIDE YACHTING SERVICES AGENCY

BWA exists to help owners, captains and crews with the increasing demands of managing a modern superyacht.

After its foundation in 2004, BWA expanded throughout the Mediterranean, Caribbean, and the Americas, and established offices in the following yachting destinations:

WEST MEDITERRANEAN: Spain, France, Corsica, Monaco, Malta, Italy

EAST MEDITERRANEAN: Croatia, Montenegro, Albania, Turkey, Italy

THE AMERICAS: New England, Florida & Bahamas, St. Maarten, Antigua

Today, BWA is London based with HQ in Lugano, Switzerland, and has over 140 employees spread across corporate offices in 15 countries.





BWA Yachting core business it to deliver smarter solutions to its clients through a broad range of services:

- ▶ Fresh provisions & supplies
- ▶ Exclusive excursions
- ▶ Banking transactions
- ▶ Travel & transportation
- ▶ On-board entertainment
- ▶ Yacht clearances & formalities
- ▶ Bunkering
- ▶ Cruising, customs, & immigration procedures
- ▶ Helicopter & jet rental
- ▶ Tourism arrangements
- ▶ Berth reservations
- ▶ VIP concierge services
- ▶ Freight handling
- ▶ Hotel & restaurant reservations
- ▶ Technical services & support
- ▶ Itinerary planning
- ▶ Courier service



Thanks to our various service levels, our clients are able to choose our level of involvement based on their desired yachting experience. Through our service levels we provide a simpler, smarter superyacht experience:

- ▶ **BWA LOCAL:** innovative and cohesive services that simplify lives on board yachts. Our global offices provide local knowledge, worldwide insight and advice.
- ▶ **BWA EXPLORER:** high quality, expert when discovering new cruising grounds, outside of where BWA has active offices.
- ▶ **BWA CENTRAL:** simplified management and coordination of yacht agency services for captains and managers.
- ▶ **BWA HUB:** optimization for year-round yacht operations.

In addition to our active offices, BWA is also able to support clients cruising in other destinations all over the world, through BWA Explorer.

BWA Yachting serves over 370 ports and marinas through BWA owned and operated offices. In 2015 we had 5040 port calls, 1000 global clients, and a total revenue of 40 million EUR. To this day, there are no other global competitors at this level, and the current competition breakdown can be briefly placed into three categories: local agencies, regional networks, associations & affiliations.

BWA Yachting has built the industry's largest client base. Moreover, our groundbreaking integrated ERP system, YourBWA, provides clients with consolidated financial and operational reporting, simplifying and streamlining businesses work flows. Currently, YourBWA is widely used on a

regular basis by more than 300 users to track boats, port calls, services, invoices, statements and payments.

In the recent years, BWA developed very important strategic partnerships with Astilleros de Mallorca, SeaKeepers, America's Cup and Sabrina Montecarlo amongst the latest ones.

www.bwayachting.com



BWA YACHTING SPAIN IN MALLORCA

BWA Yachting currently has two offices in Mallorca. The first office opened in Porto Adriano in 2009 and the second office opened up in February 2016 inside Astilleros de Mallorca main quarter.

Antonella Della Pietra, Managing Partner of BWA Yachting, stated in a PR earlier this year "We are extremely pleased to announce this partnership. Astilleros de Mallorca is a prestigious shipyard with a long trajectory and offers extremely high professional support maintaining a very personal touch."

BWA Yachting provides a broad range of services from fully integrated global packages to handling single port calls and last minute specialist concierge requests. They also provide advanced itinerary

planning and implementation of every aspect of a yacht's trip.

The office inside Astilleros was opened in order for the Spanish team to be able to better assist clients and to coordinate operations while being close to the yachts in high technological facilities.

Some of the most important services offered by the Spanish team based in Mallorca are immigration and visas procedures, cash master procedures, provisions and supplies, bunkering, medical assistance, crew accommodation and much more.

spain@bwayachting.com



BWA exists to help owners, captains and crews with the increasing demands of managing a modern superyacht.



ASTILLEROS DE MALLORCA within STP

Customer Service, the lifeblood of our business

Good customer service is paramount to maintaining our special relationship with our clients - past, present and future. Our many loyal clients will testify that without good service they wouldn't return year after year ...

Working in a country where one doesn't speak the language can be frustrating and time consuming, our multilingual staff are here to help and advise as best they can - and if they can't help you ... they will certainly know someone who can !!



OUR WORKSHOPS IN STP

Piping Works

Piping work forms an integral part of a vessel's systems and much is related to below waterline, thus coming into relation with hauling. As a result, we have set up a specialized piping workshop within the STP area, to cover all the piping requirements regularly encountered; steel, aluminium, copper nickel, stainless steel, duplex, various types of plastic etc.

All piping works are always carried out with the back up of the main yard close by, should the work be of a size or nature that cannot be handled within our on site workshop.

Electrical Engineering

Modern vessels are constantly becoming more dependent on both electrical and electronic needs. This results in a constant demand for repairs, modifications, upgrades and trouble shooting.

Our department covers all of this, specializing in the field of main power panels, power generation and paralleling; all of these to the requirements of the Classification Societies.

Furthermore, we have two load banks available for testing and setting up of major equipment.



Our door is always open... Please feel free to pop by and find out more.

Now having 3 fully manned offices in the Global building, we are able to offer you directly from STP, the following services:

- TPA & tax free invoicing (where possible).
- Technical Office & Design Work.
- Special Survey for Lloyds, ABS, BV and others.
- Dedicated Project Managers.
- Purchasing Department - Special Purchases & Part Sourcing.



Metal Works

Metal has always been one of the basic ingredients in the shipyard's history. Our craftsmen not only have preserved the heritage of old traditions, but have also developed these techniques to forge authentic and unique custom made masterpieces.

Our experience in the construction of commercial vessels, gives us a unique insight into combining new and time honoured techniques and has made huge strides in the efficiency, cost-effectiveness and precision of its methods in the past decade or so.

Typically requested are tank replacements, hull plating (especially in chain lockers and forepeaks), keel modifications and other structural works such as stabilizers, engine beds and superstructure modifications.

Mechanical Engineering

Astilleros de Mallorca stands ready to meet all mechanical repair and conversion requirements of the marine industry.

Our capabilities include a fully qualified engineering department, a machine shop and the equipment and personnel required to carry out field service work on specialist subjects.

General mechanical works including main and auxiliary machinery; shafts, stabilizers, rudders, windlasses, thrusters and any other mechanical needs within the engine room.

All the above, within our regular scope of works.



STP site



Main site

BEST LOCATIONS IN THE MEDITERRANEAN

No matter where your haul out takes place, Astilleros will offer an integrated and efficient service.



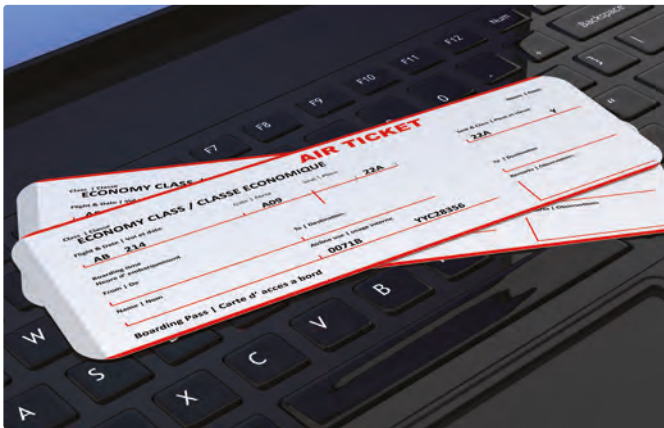
STP site. The opportunity to expand

The professional Astilleros Team at STP offer the same level of expertise and craftsmanship as our main site.

We have invested heavily in this new location by opening Mechanical, Metal, Piping and Electrical workshops and our team at the branch offices will be happy to welcome you.

Main site. A full service shipyard

All workshops are under one roof and a step away. Inside our premises in close reach of each vessel, you find all kinds of workshops for Steel, Stainless Steel, Aluminium, Mechanical Engineering, Painting, Hydraulics, Joinery, Decking, Carpentry, Electrics, Electronics, Air Conditioning, Rigging and Upholstery.



Pre Sales. It's a small world

If you are interested in planning your upcoming stay at Astilleros de Mallorca, our Commercial Manager may be able to assist with an early quote whether you are interested in using the facilities at our main site or with our team at 'STP'.

Our Commercial will be touching base several times a year in Côte d'Azur and the Caribbean Islands. Feel free to contact us to check dates.



Flying Squad and after Sales. Yacht Support in Marinas

We provide a dedicated yacht support service that offers a comprehensive technical and logistical support.

They can supply parts and equipment during an interval of your project or assist you with portable testing equipment.

TOUCHED BY MARINE INSPIRATIONS

The Astilleros de Mallorca team was delighted by the visit of three young South African maritime students and happy to help them gain hands-on work experience and a general view of the daily tasks performed at the shipyard.

The Marine Inspirations mentoring programme is the brainchild of two South African superyacht captains, Phil Wade and Anthony Just whose desire to share their knowledge and experience with less advantaged youngsters was so inspiring to Astilleros de Mallorca, that the company decided to sponsor one of the students flight.

Anyone interested in supporting this inspiring programme should visit:

<http://marineinspirations.org/events/sponsorship/>



BALEARES IN ACTION

Come and feel at home with our climate, art, culture, sport and enjoy the international fashion sites.

Majorca or Mallorca, whichever way you prefer to spell it, and whichever way you wish to pronounce it, is the largest of Balearic Islands, along with its sister islands of Menorca, Formentera and Ibiza. Since the 1960's, Mallorca has without doubt, been one of the most popular holiday destinations for all nationalities, offering a wide range of attractions to suit all tastes.

The first recognizable landmark will be the magnificent 14th Century Gothic cathedral of Palma. The island has become the turntable for those Superyachts that run both Caribbean and Mediterranean seasons. With a wide range of services, Palma is the ideal "pit stop", refit and repair centre in the Mediterranean.

Our main shipyard and STP facilities are adjacent to the famous Real Club Nautico and located within walking distance of Palma's charismatic historical centre.

The International airport Son Sant Joan is the third largest in Spain and has easy connections with most of Europe's capitals and major cities.



B&M EDITION 2016

ASTILLEROS DE
MALLORCA

Quality has been our driving force for more than 30 years

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