



REFIT & REPAIR SHIPYARD

ASTILLEROS DE
MALLORCA







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PHILOSOPHY OF CRAFTSMANSHIP





OUR WORK IS FOCUSED ON YOUR NEEDS

The passion we feel about yachts is what drives us, and this feeling, together with our technical knowledge, is what we ensure we transmit through the generations.

Astilleros de Mallorca is an integrated, boutique shipyard that provides a wide range of services to yachts. From repair & refit to technical expertise & advice, spares & equipment procurement, and planned maintenance management.

Established in 1942, we combine the technical heritage and craftsmanship, gathered during all these years of uninterrupted history, with a continuous development in new technologies.

Our approach is a mix of highly skilled craftsmen and proprietary in-house workshops covering key

specialities, with an array of preferred subcontractors of international recognition.

We also adapt to our client's preferences and on occasions assume different roles in different projects and locations.

The passion we feel about yachts is what drives us, and this feeling, together with our technical knowledge, is what we ensure we transmit through the generations. The highest quality and client satisfaction are the natural result of this, although client orientation, transparency, and work ethics are a key part of it.

A stylized, handwritten signature in black ink, consisting of a large, fluid 'C' followed by a series of loops and a long horizontal stroke.

Carlos Morales
General Manager

QUALITY, OUR DRIVING FORCE

More than 200 yachts per year choose our know-how, no matter where the refit takes place - at our Main Shipyard in Palma, at our STP site, VMG Sagunto, Port Tarraco Service Points and IGY Malaga Marina site.



PALMA MAIN SITE
INTEGRATED REFIT SHIPYARD

- **Proprietary in-house specialised workshops**
- **23,000 m²** operational area
- **4 Slipways** max haul-out capacity of 1700 tn
- **120 m** outfitting quays for vessels up to 120 m
- **3 Cranes** - 25 tn, 10 tn and 3 tn
- **Bonded warehouse**
- **Storage** containers for personal and yacht-related items
- **Office space** at yachts' disposal
- **Security** around the clock **24/7**



PALMA STP SITE
REFIT SERVICE POINT

- **Manned office and specialised workshops**
- **130,000 m²** operational area
- **6 Travel lifts** from 30 tn to 1000 tn
- **53 Berths** up to 120 m
- **7 Keel Pits**
- **Fuel Dock**
- **1 km away** from Astilleros de Mallorca's main facilities
- **Security** around the clock **24/7**



PORT TARRACO SITE REFIT SERVICE POINT

- **Manned office and specialised workshops**
- **1,550 m²** workshop/bonded warehouse
- **80 km** from Barcelona airport
- **120 NM** from Palma
- **33 Berths** from 45 m to 160 m
- **150,000 m²** total basin
- **Waiting Dock** 140 m in length
- **+9 m** average draft
- **Security** around the clock **24/7**



IGY MALAGA MARINA SITE REFIT SERVICE POINT

- **Manned Office and Project Management**
- **10.8 Km** from Malaga airport
- **400 NM** from Palma
- **33 Berths** from 20 to 180 metres
- **112 m** outfitting dock
- **9 m** maximum draft
- **Security** around the clock **24/7**



VMG REFIT & REPAIR SAGUNTO REFIT SERVICE POINT

- **Manned office and specialised workshops**
- **76,800 m²** operational area
- **1 shiplift** 5,000 t
- **Travel lifts** of 50 t and 300 t
- **Gantry cranes** 10 t and 1 x 2 t

OUR DNA

➤ Facilities

Sheltered, with berths for up to 120m yachts and well communicated (15 minutes from Palma International Airport, daily ferries to the mainland).

➤ ICOMIA

Members of the group, ensuring the quality and transparency of the projects we perform. An ICOMIA Contract in place constitutes a unique Code of Practice that brings certainty to the Refit and to the Client.

➤ Project Management

A team of over twenty in-house full-time Project Managers composed of a cross-section of technical backgrounds: from Naval Architects to Marine Engineers, managing around 200 projects per year.

➤ Workshops

Dedicated metal, mechanical, machinery, piping, electrical, electronics, stainless steel & hydraulic workshops at all of our facilities, integrated by our own staff and proudly certified in quality and safety by Lloyd's Register, Bureau Veritas, DNV-GL & ABS.

➤ Office support

Purchasing, technical, invoicing and administrative departments at all of our facilities.

➤ Trusted Subcontractors

➤ Flexibility

We are open to work with any other subcontractor proposed by the Client with a handling fee never exceeding 10%.

➤ AEOC

Authorised economic operators for customs simplification.

➤ Bonded Warehouse

Storage of yachting equipment without obligation to pay import duties (if applicable).

➤ TPA

TPA management (Inward processing for VAT exemption).

➤ Yacht Services & Logistics

Customer service, yard access, customs formalities, logistics and post-refit assistance.

➤ AdM Supply

Even when not related to the refit, we provide our clients with almost unlimited service of supply onboard.

➤ Transparency

No hidden fees. The client always has access to the quotations/invoices from the subcontractors as a gesture of transparency.

➤ Warranty

Scheme of warranties coverage for every job performed on board by AdM staff or any subcontractor when AdM is Main Contractor, at no extra cost.

➤ Insurance coverage

Standard Civil Liability Insurance, plus Ship Repairers Liability Insurance with coverage of up to 30,000,000 € in respect of any event. Extension to policy coverage/limit, if requested by the Client. Cost of 1.5% of the total invoice.

➤ Exterior Paint Expertise

Palma is a hub for exterior paint jobs, especially afloat. Internationally recognised paint inspection companies are based in Palma.

➤ Excellence

Large experience with the highest standard yachts from the best-known new build shipyards in the industry (Oceanco, Feadship, Lürssen, Amels, Royal Huisman, etc).

➤ Sustainability

Aligned with UN sustainability goals. Certified ISO 14001:2015 Environmental Management System by Lloyd's Register since 2004.

➤ Service Supplier

Acknowledged by LR, ABS, DNV and BV as Service Supplier.

➤ Authorised technical service for leading, highly reputable brands

SERVICE ROLES OUTSIDE OF OUR INTEGRATED SHIPYARD

In line with our commitment to maintaining our bespoke shipyard concept and accommodating customer needs beyond our core facilities, we have consistently expanded our operational presence beyond the physical confines of our shipyard. Since the pivotal decision in 2009 to establish a Service Point in STP, we have continued to expand our network along the Spanish Mediterranean coast, opening an office and a 1,550 m² workshop and warehouse in Port Tarraco, establishing a presence at IGY Málaga Marina and, more recently, extending our refit and repair capabilities to VMG Sagunto, near Valencia.

Our unique operational model integrates our in-house workshops and specialist subcontractors, supported by robust project management capabilities focused on production efficiency. This approach positions us not only as a shipyard but also as a service-oriented company with a broad geographical reach. This dual model creates valuable synergies, enabling the seamless execution of projects that may begin at one location and be completed at another.

The strategic deployment of our own team of project managers, together with the expertise of our skilled workshop personnel, enables us to undertake large-scale and complex projects at third-party shipyards and marinas. This flexibility allows us to operate in a service role beyond our own facilities and ensures the successful delivery of projects across our different locations in Palma, STP, Port Tarraco, IGY Málaga and VMG Sagunto.

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MAIN CONTRACTOR

Coverage

- ▶ Technical Support
- ▶ TPA Management
- ▶ Haul out and mooring assistance at STP
- ▶ Full responsibility and warranty of all works performed on board
- ▶ Ship Repairers' liability insurance (coverage up to 30,000,000 €), standard and legal civil liability insurance
- ▶ Responsibility and coordination of the Health, Safety, and Environmental matters, according to Spanish law, Tax & Legal advice

Costs associated

- ▶ 1.5% insurance cost
- ▶ Works performed by AdM will not include any handling fee
- ▶ For the rest of the subcontractors, maximum 10% handling fee will be added to all invoices
- ▶ Project Management

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TPA AGENT

Coverage

- ▶ AdM assumes the role of TPA Agent for the Client, who in this case will act as "MAIN CONTRACTOR"

Costs associated

- ▶ 3% fee on top of every job, except for those carried out by AdM

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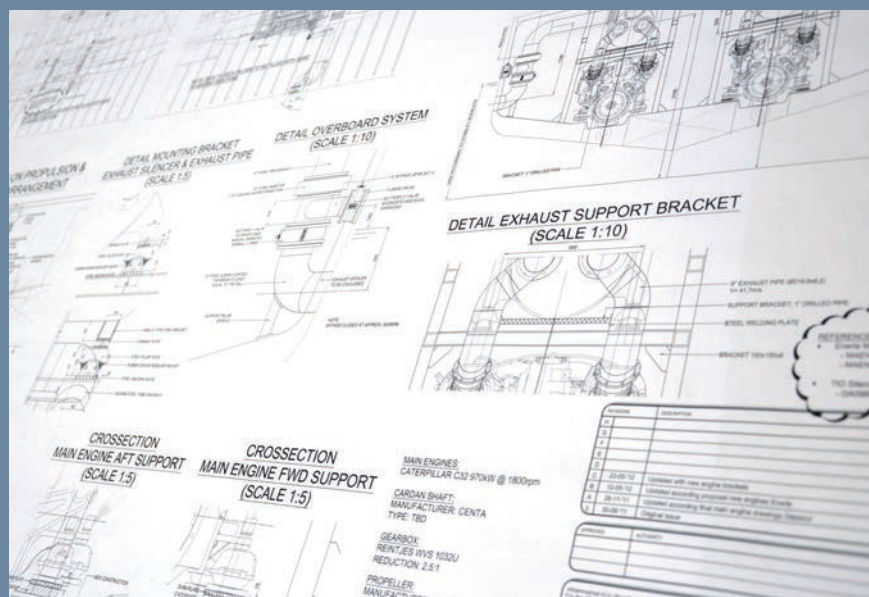
SUBCONTRACTOR

Coverage

- ▶ AdM assumes the role of subcontractor for the Client, who in this case will act as "MAIN CONTRACTOR"

Costs associated

- ▶ Hourly invoicing at shipyard's current rate or previously provided quotation



ALL THE SERVICES THAT YOUR YACHT REQUIRES



PURCHASING

- **Specialised purchasing.** Our purchasing agents have a wide experience with technical supplies (engineering, electricity and electronics, hydraulics, deck equipment, classification-society related supplies...)

ADM SUPPLY

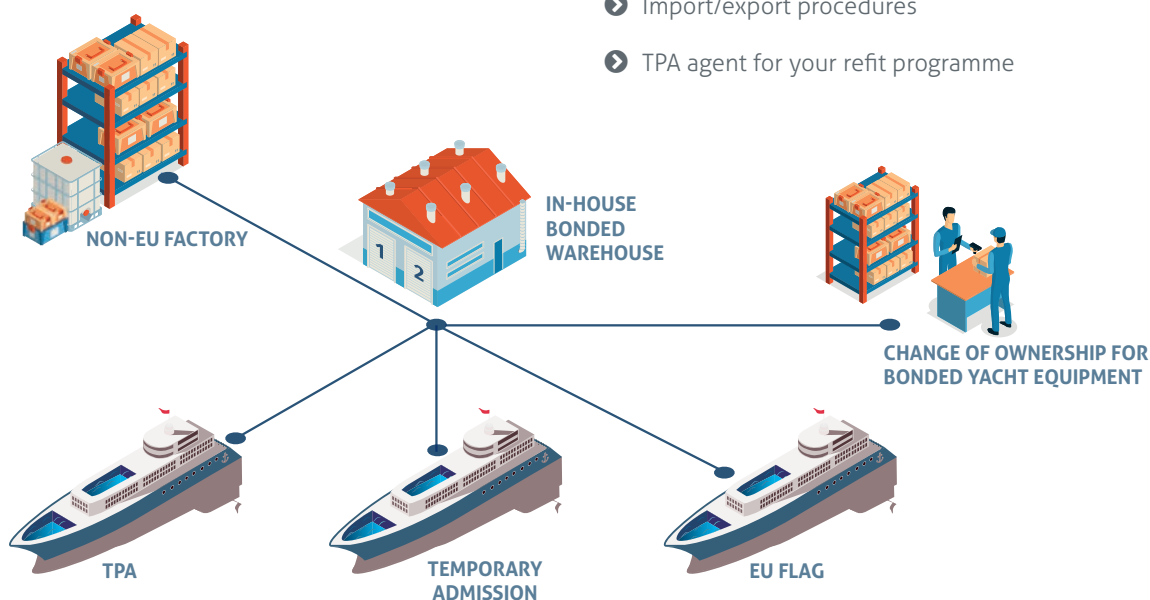
- Know-how and experience to ensure that any goods are efficiently sourced; worldwide delivery; traceability and warranty

IN-HOUSE SHOP

- Stock material at commercial rates
- Product catalogue available: Fasteners, Tools, Consumables, Machinery, Piping, Deck, Electrical and much more!
- Local supplies and daily transport service on board if required
- Our strengths: negotiated industrial discounts, accuracy, immediacy & commitment

BONDED WAREHOUSE LOGISTICS & CUSTOMS PROCEDURES AND TPA AGENTS

- On site at the Main Yard, Tarragona & VMG Sagunto
- Import/export procedures
- TPA agent for your refit programme



SAME SERVICE, DIFFERENT SERVICE POINTS

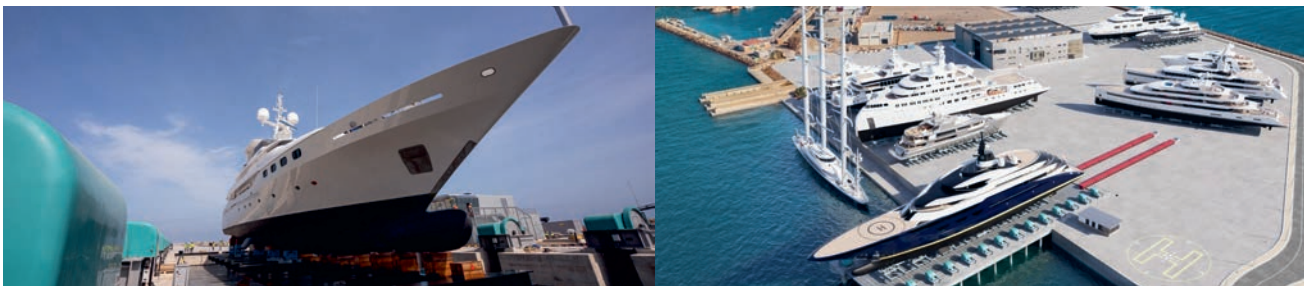
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► PALMA MAIN SITE



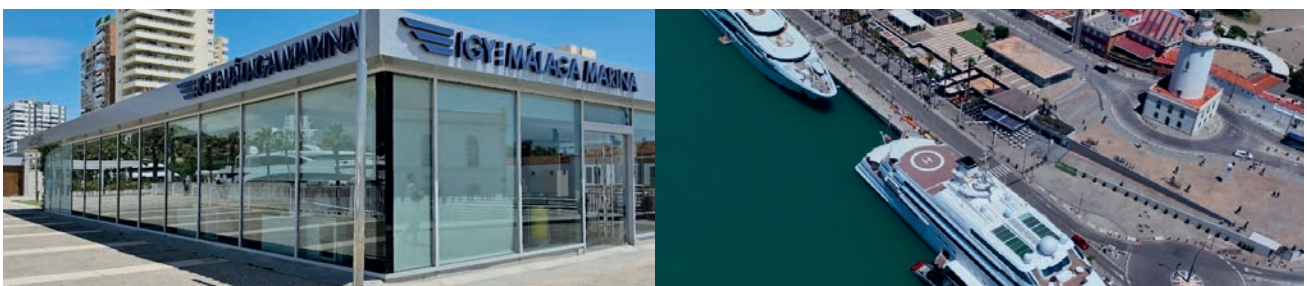
► PALMA STP SITE



► VMG REFIT & REPAIR SAGUNTO



► PORT TARRACO SITE



► IGY MALAGA MARINA SITE



REFIT & REPAIR SHIPYARD

MAIN SHIPYARD

📍 Contramuelle Mollet, 11
07012 Palma de Mallorca (Spain)
☎ +34 971 71 06 45
✉ info@astillerosdemallorca.com
🌐 www.astillerosdemallorca.com

STP SITE

📍 Muelle Viejo "R.S. Global Building"
Offices 17-18
07012 Palma de Mallorca (Spain)

VMG SAGUNTO SITE

📍 Prolongación Muelle Norte s/n
Pto. Cial. de Sagunto
46520 Sagunto, Valencia (Spain)

MALAGA SITE

📍 IGY Malaga Marina
Puerto de la Farola, s/n, Distrito Centro
29016 Málaga (Spain)

PORT TARRACO SITE

📍 Moll de Lleida, Bloque 2
Locales 11-12-13
43004 Tarragona (Spain)

