



YOUR INTEGRATED REFIT & REPAIR SHIPYARD

ASTILLEROS DE
MALLORCA



CONTENTS

- 3 About us
- 4 Quality, our driving force
- 5 Our DNA
- 6 Drive your refit
- 8 Same service, different facilities
- 10 Some of our proudly serviced clients

PREMIER SHIPYARD

Centrally located in the Port of Palma and only a short walk from the city centre, Astilleros de Mallorca is one of the first facilities of its kind to provide a full 'one stop' Superyacht Service Centre in Mediterranean.





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.

OUR WORK IS FOCUSED ON YOUR NEEDS

Astilleros de Mallorca is an integrated 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.

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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.

Carlos Morales
General Manager

QUALITY, OUR DRIVING FORCE



PALMA STP SITE REFIT SERVICE POINT

- **Manned Office and specialised workshops**
- **55,000 m²** operationa area
- **6 Travel lifts** from 30t. to 1000t.
- **53 Berths** up to 90 m
- **6 Keel pits**
- **Fuel Dock**
- **1 km away** from Astilleros de Mallorca facilities
- **24 / 7 Security**



VIGO FREIRE SITE NEW BUILD & REFIT SHIPYARD

- **Specialised in highly complex vessels**
- **42,000 m²** Dry area
- **300 m** Berthage Line
- **155 m** building length
- **3 Slipways** 155m x 20m | 120m x 18m | 80m x 14m
- **1 Gantry Crane** of 130t.
- **8 Cranes**
- **24 / 7 Security**

More than 200 yachts per year choose our know how no matter where the refit takes place - in our Main Shipyard in Palma, in our STP and Port Tarraco Service Points or Freire's New Build Facilities in Vigo.



PALMA MAIN SITE INTEGRATED REFIT SHIPYARD

- **Proprietary in-house specialised workshops**
- **23,000 m²** operationa area
- **4 Slipways** max haulout capacity of 1700 t.
- **120 m** outfitting quays for vessels up to 120m
- **3 cranes** for 25, 10 and 3 tons
- **Storage** containers for personal and yacht-related items
- **Office space** at yachts' disposal
- **24 / 7 Security**



PORT TARRACO SITE REFIT SERVICE POINT

- **Manned Office and specialised workshops**
- **80km** from Barcelona airport
- **120NM** from Palma
- **33 Berths** from 45 to 160m
- **150,000m²** total basin
- **140 m** in length Waiting Dock
- **+9 m** average draft
- **24 / 7 Security**



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 and twice a week to the South of France).

➤ 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

Team of ten 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, all part of the package offered.

➤ Workshops

Dedicated metal, mechanical, piping, electrical, stainless steel & hydraulic workshops in all our facilities integrated by our own staff and proudly certified in quality and safety by Lloyds Register, Bureau Veritas, DNV-GL & ABS, Electronics.

➤ Offices support

Purchasing, technical, invoicing and administration departments in all our facilities.

➤ Preferred Subcontractors

A list of 'Preferred Subcontractors' of the highest standard and reliability in local and international industries. There is no additional fee added to the work performed by these companies, and the client still remains covered by our Main Contractor coverage (Project Management, Insurance, Warranty & TPA) at no extra cost.

➤ Flexibility

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

➤ Bonded Warehouse

Storage of yachting equipment without obligation to pay import duties.

➤ TPA

TPA management (Inward processing for VAT exemption).

➤ AEOC

Authorised economic operators for customs simplification.

➤ 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's 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, with more than 20 full repaint projects per year for yachts between 40 and 100m. Internationally recognized 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, Lurssen, Amels, Royal Huisman, etc).

➤ Environment care

ISO 14001:2015 Environmental Management System Standard certified by Lloyd's Register.

DRIVE YOUR REFIT



CONCEPTS



STERNS



INTERIOR REFITS



COMPOSITES



ENGINE ROOM REBUILDS



RIG OVERHAULS



JACUZZIS



MASTS



SUPERSTRUCTURES



PERFORMANCE ENHANCEMENTS



CLASSIC YACHT RESTORATIONS



EXTENSIVE REBUILDS

SERVICE ROLES FOR OUR CLIENTS, THE BIGGEST DEDICATED WORKSHOPS AT STP

Astilleros de Mallorca (AdM) counts with a dedicated office in STP with multilingual staff, covering Customer service, Project Management, Technical & Design Office, Administration and Purchasing departments. Astilleros de Mallorca also has the biggest dedicated workshops at STP for mechanical, piping, hydraulic, metal, stainless steel and electrical works. Our office and workshops at STP are backed up and reinforced by our main shipyard, which is located 1 km away from STP. This gives us an unrivalled flexibility with regards to the human and technical resources we can provide to the projects. Our flexibility is also present in the range of service roles we can offer to our Clients. Five different options are possible:

1 MAIN CONTRACTOR

Coverage

- ▶ Project Management
- ▶ Technical Support.
- ▶ TPA Management.
- ▶ Haul out and mooring assistance on 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
- ▶ Those works done by AdM or by any of our preferred subcontractors will not include any handling fee.
- ▶ For the rest of the subcontractors, maximum 10% handling fee will be added to all invoices.

2 PROJECT MANAGER

Coverage

- ▶ Project Managing and coordinating all works to be done on board by AdM and the remaining subcontractors are chosen by the Client, who in this case will act as "MAIN CONTRACTOR".

Costs associated

- ▶ Project Managers hourly rate.

3 SUBCONTRACTOR

Coverage

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

Costs associated

- ▶ Current year Astilleros de Mallorca's Labour Rates.

4 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 work.

5 TPA AGENT & PROJECT CONSULTANT

Coverage

- ▶ AdM assumes the role of TPA Agent for the Client, who in this case will act as "MAIN CONTRACTOR".
- ▶ AdM dedicates a Project Manager working as Project Consultant on the following aspects:

- 1 Haul out and mooring assistance in STP.
- 2 Subcontractor's guidance.
- 3 Planning advice.
- 4 Technical advice.
- 5 Tax & Legal advice.
- 6 Financial coverage for suppliers up to 50.000 € & 1 week delay.

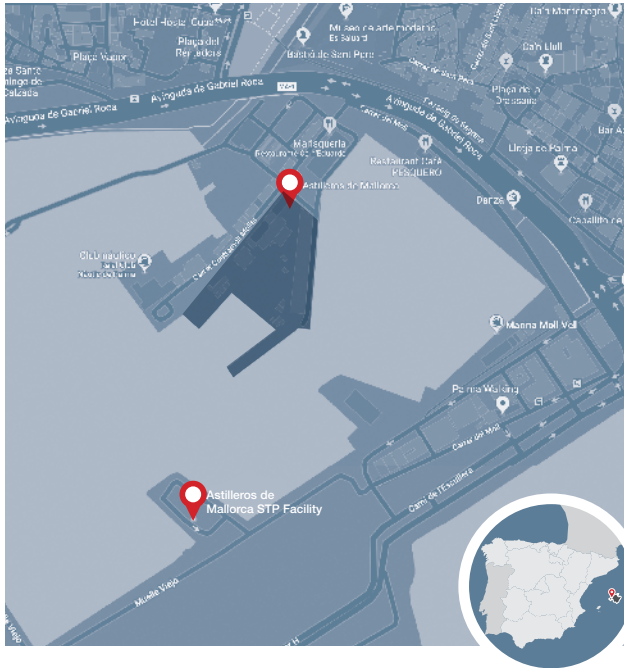
Costs associated

- ▶ No fees on works carried out by Astilleros de Mallorca or our preferred subcontractors.
- ▶ For the rest of the subcontractors, a 5% handling fee will be added to all invoices.

SAME SERVICE, DIFFERENT SERVICE POINTS



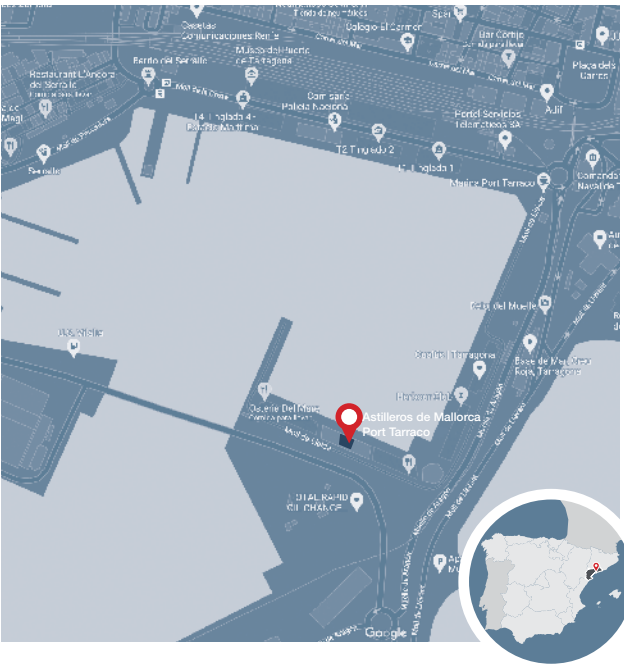
LOCATIONS



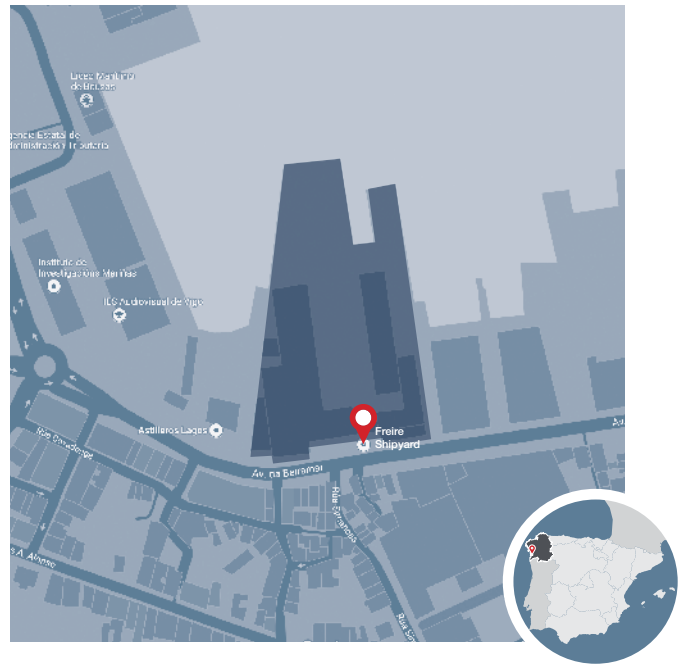
PALMA MAIN SITE
INTEGRATED REFIT SHIPYARD



PALMA STP SITE
REFIT SERVICE POINT



PORT TARRACO SITE
REFIT SERVICE POINT



VIGO FREIRE SITE
NEW BUILD & REFIT SHIPYARD

ALL THE SERVICES THAT YOUR YACHT REQUIRES



PURCHASING

- **Specialised purchasing.** Our purchasing agents have a wide experience on technical supplies (engineering, electricity and electronics, hydraulics, deck equipment, classification society related supplies...)
- **Wide range of supplies.** For more than 30 years, we have supplied almost anything you can imagine to hundreds of superyachts. We have a huge database of trustworthy suppliers to ensure quality, price and delivery time.

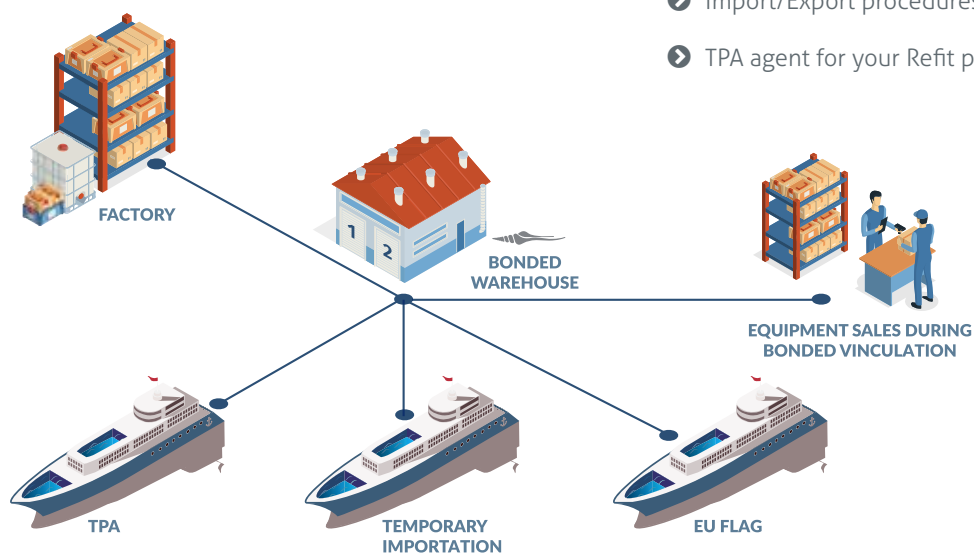


ONE STOP SUPPLY

- Stock material at commercial rates.
- Product Catalogue available. Fasteners, Tools, Consumables, Machinery, Piping, Deck, Electricity and much more!
- Local supplies and daily transport service onboard if required.
- Our Strengths Industrial Discounts, Accuracy, Immediacy & Commitment, Worldwide delivery, Traceability and Warranty.

BONDED WAREHOUSE LOGISTICS & CUSTOMS PROCEDURES AND TPA AGENTS

- On Site at the Main Yard.
- Import/Export procedures.
- TPA agent for your Refit programme.



SOME OF OUR PROUDLY SERVICED CLIENTS





YOUR INTEGRATED REFIT & REPAIR SHIPYARD

MAIN SHIPYARD

📍 Contramuelle Mollet, 11
07012 Palma de Mallorca (Spain)
☎ Phone n°. +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)

PORT TARRACO SITE

📍 Moll de Lleida, Bloque 2
Locales 11-12-13
43004 Tarragona (Spain)
☎ Phone n°. +34 971 71 06 45
🌐 www.astillerosdemallorca.com

VIGO SITE

📍 Beiramar, 18. 36208 Vigo (Spain)
🌐 www.freishipyard.com