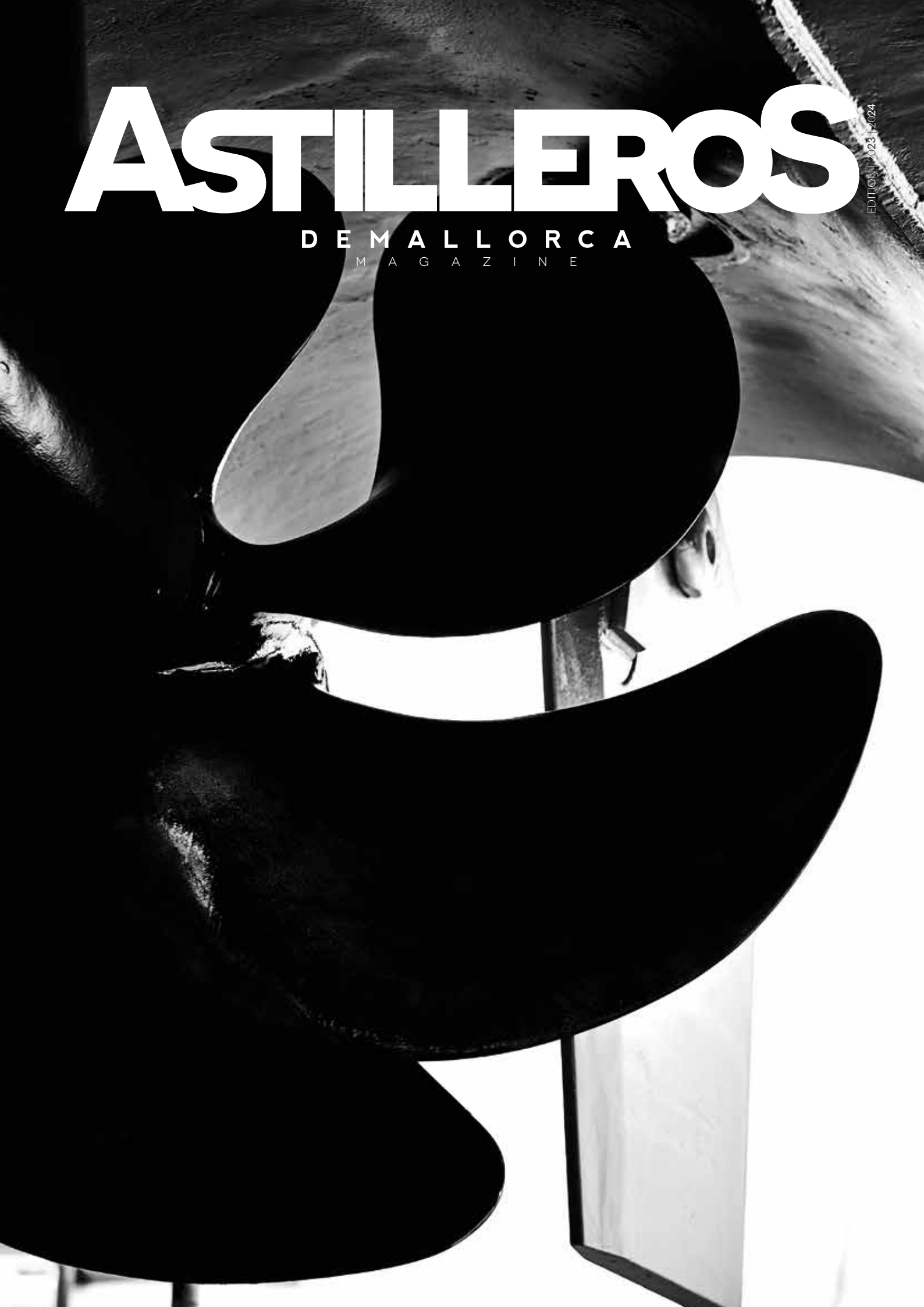


ASTILLEROS

DE MALLORCA
MAGAZINE

EDITION | 2023 | 2024



We craft
our refits
with care



Cover photo:
Francisco Martínez

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CRAFTSMANSHIP IN THE YACHTING INDUSTRY

Why it matters

In today's world, technology plays a crucial role in almost every industry, and yachting is no exception. As the world becomes increasingly reliant on technology and automation, the importance of traditional craftsmanship is often overlooked.

However, in the yachting industry, skilled craftsmen are still integral to the process of building and maintaining luxury yachts. At our shipyard, we understand the importance of incorporating cutting-edge technology whilst not neglecting the age-old skill of craftsmanship. From carpenters to welders to mechanics, each individual brings their own unique set of skills to the table, that no machine is able to replicate. Carpenters, for example, play a vital role in the construction of yachts. They are responsible for the finer





details such as interior furnishings, cabinets and panelling. However, it is not just about knowing how to handle wood - additionally, it is about having a keen eye for design and being able to seamlessly integrate the owner's vision into the yacht.

Welders, on the other hand, are essential for joining the structural components of a yacht. This requires a high level of expertise and precision, as any errors during the welding process can have disastrous consequences whilst out at sea. A skilled welder in the yachting industry must be able to work with a wide range of materials and maintain high levels of quality control.

Mechanics are equally important within the industry, especially when it comes to the maintenance

and repair of yachts. Yachts have complex mechanical systems that require regular attention and upkeep, and a knowledgeable mechanic is critical to ensure that everything runs smoothly.

However, the importance of these individual craftsmen goes beyond their specific skill sets. It is also about preserving the traditional values of craftsmanship and passing them down to future generations. In an era where automation and efficiency are predominant, it is essential that we do not forget the beauty and importance of traditional craftsmanship.

The relationship between technology and craftsmanship in our shipyard is symbiotic. Whilst our state-of-the-art machines and technology increase efficiency and accuracy, they still require the skilled input





ASTILLEROS DE
MALLORCA





At Astilleros de Mallorca, we take pride in our long tradition of building and repairing ships, as well as in our team of master craftsmen. We believe in the importance of preserving their skills and passing them on to upcoming cohorts.

of our craftsmen to create a quality product. Craftsmanship, on the other hand, complements technology by adding the vital human touch of excellence and attention to detail. Furthermore, the combination of technology and craftsmanship is essential for innovation. By using modern tools alongside traditional craftsmanship, our shipyard can explore new concepts and techniques, ultimately leading to many breakthroughs in our working process.

At Astilleros de Mallorca, we take pride in our long tradition of building and repairing ships, as well as in our team of master craftsmen. We believe in the importance of preserving their skills and passing them on to upcoming cohorts.

In 2022, we celebrated the 80th anniversary of our workshops, representing our generational longevity. The latest lineage of shipyard workers, the grandsons of our original craftsmen, inherit

both the mastery and passion that propelled their forefathers to excellence. Today, these family names remain synonymous with the art of superyacht crafting. As a result, we are deeply committed to promoting craftsmanship among young people and actively collaborate with local schools and universities by organizing courses and training within our facilities.

In conclusion, both modern technology and the expert craftsmanship of our team are essential to our shipyard's success. The combination of these two worlds produces a superior product that stands out in the industry. We believe that the technology alongside the art of craftsmanship is key to the success in our industry and therefore, we must continue to value and promote traditional craftsmanship, ensuring that future generations can appreciate and benefit from these skills for years to come.

The Superyacht Group. Interview with Carlos Morales, General Manager of Astilleros de Mallorca



Subcontractors vs Full-time employees

At Astilleros de Mallorca we believe the mixed model of a fixed payroll of permanent employees and outsourcing to preferred specialists or client-approved subcontractors, system that we have in place, combines the best from both worlds.

Our shipyard has a long uninterrupted history, since 1942, during which the activity has ranged from both new builds to repair & refit. Whilst nowadays we concentrate exclusively on Yacht Repair & Refit, we have maintained some of the core specialized workshops that were involved for decades, namely Metal, Mechanical & Machinery, Pipe work, Hydraulics, Stainless Steel, and Electrical. This has guaranteed the preservation

of the skills and the robustness to keep investing in the latest technology and up to date training. This also works in favour of maintaining a faithful workforce, with low rotation levels (mainly related to complementing skills), which we value greatly.

We of course understand the reasons for the tendency of New Build Yards to steer towards outsourcing alone, with a lighter organization and work force and just managing specialized subcontractors. However, we believe that for the Repair & Refit sector, having core specialities of our own also gives us the agility and flexibility needed within a sector where adaptability to the unforeseen and to changes is

essential. This is easier to guarantee when you control the workforce. We also guarantee consistency of service from year to year, which is highly appreciated by our repeat clients. They end up getting to know our workforce very well, which creates an invaluable affinity when working together.

Another advantage we find with this style of work is that our Project Managers end up developing more technical skills. At Astilleros de Mallorca all of them are Naval Architects and Marine Engineers, but the fact that we have workshops at the yard means that they do not only have to manage subcontractors, but also the production side, which gives them a very good technical armour

plus an in-depth knowledge of the project they are involved in. Again, this is highly appreciated by our clients, who are complaining more and more about the industry's tendency to have yard project managers who do not really know their stuff.

Having said that, as mentioned earlier, we believe in the mixed model we have. We also work closely with a myriad of subcontractors with specialties that require specific skills which would not be possible to acquire with just the experience of working in only the one yard, with insufficient cycles of that type of work. These companies gain this type of experience and up to date knowledge and are able to invest in a world that is more and more specialized.

Subsequently, the right balance between inhouse and subcontractors has worked very successfully for us, in the very specific Repair & Refit industry.

The mixed model also gives the possibility to offer the client power of choice. Although we have preferred subcontractors, with whom we have worked very well together for many years, we are open to other options, should the client prefer it that way. At the end of the day, the most important thing is to be able to offer the client the best combination for his or her project.

When it comes to industry qualifications of project managers, different backgrounds contribute in different ways, and owner's teams are organized with very different formats and roles. It is important to have experienced, organized, pro-

active professionals, that are able to work with others, something that is commonplace for every position within every industry.

Our industry needs more and more highly skilled craftsmen as the number of new builds increases and the refit demand is in constant growth.

Our history is naturally and closely related with the preservation of the skills and knowledge involved in craftsmanship. We are one of the few shipyards to still have proprietary in-house workshops where craftsmanship is transmitted through generations. Since its establishment in 1942, and being the oldest manufacturer on the island, the shipyard has naturally become the guardian of this intangible heritage throughout the years.

Additionally, we are involved in many educational projects and collaborate closely with professional schools, such as the "Escuela Nautico Pesquera" (Nautical School) with the aim of bringing the current needs of the nautical industry closer to the training centres. Students from the Nautical School, the designated centre in Mallorca for education and training in Machinery & Navigation, attend our premises for apprenticeships, whilst we constantly update the teachers on the needs of our industry. Some teachers update their knowledge by doing internships with us, so that they can then transmit this knowledge to their students. In this way, we ensure students who will be joining our sector have the most up-to-date knowledge at their disposal.

We went even further and gave impulse to an educational project which became reality in 2018. For

the fourth consecutive year, the University of Balears (UIB) offers nautical courses focused on refit & repair and general knowledge of the yachting industry. These modules are designed to embed specific learning through academic study and practical exercise. We form an active part not only in the design and selection of the modules but also in lecturing. Highly skilled professionals from our yard, such as project managers or technical managers, deliver some of the modules and for others we engage in finding the best specialist within that area.

For example, since 2021, the UIB offers a master in "Nautical Industry: Repair & Planification", which focuses on the multiple technologies and common procedures in refit & repair; from the different materials used; their pathology and treatment; the power generation systems and navigational equipment. Another available module is "Project Management, based on PMBOK" which studies the different areas of project management and teaches the use of specific tools and techniques that help carry out a more efficient management of resources, compliance with deadlines and cost control.

With all these actions we trust we can reverse the trend and ensure that our industry will have highly skilled profiles among the young people.

The fact that the Balearic Government has considered the Yachting industry as a Strategic Sector of the Balearics, is helping in supporting this, and in developing new future projects in this field. The recent creation of the Balearic Marine Cluster is also an important step in the right direction.

Astilleros de Mallorca has been working on sustainability since 2004 and continues to make progress towards long-term goals.



SUSTAINABILITY COMMITMENT

One notable achievement has been the collaboration with the Balearic Oceanographic Centre (COB) and the Port Authority of Palma de Mallorca on a project focused on using mussels as bioremediation agents to regenerate the waters of the port.

The mussels were placed in three positions inside the port (two of them around the yard) and a fourth one outside the port as a control point. We fabricated the anchoring system and the protective structures, and our divers placed the units in the selected locations. Different analysis has proven the capacity of accumulation of various elements by the mussels, such as zinc or copper, that is always present wherever a boat is moored. This successful proof of concept has led to a second

phase in a local marina and may have potential for application in other Mediterranean ports. After this second experience the system may be ready to be applied to other Mediterranean ports with characteristics similar to the Balearic Islands. Efforts to reduce the impact of painting processes have also been successful. The filtration system installed in protective hoods has proven highly effective, with emissions of COV and particulate matter significantly below legal limits; respectively 70% and 60%

below the legal limit. The next step is to change the cleaning process of spray guns to ensure it is always carried out in confined spaces with filtration media. We have also taken steps to reduce our carbon footprint, disclosing our results through the Spanish Database of Carbon Footprint emissions (MITECO) and outlining annual reduction goals. Additionally, the shipyard has made a commitment to buying green energy and aims to increase the percentage generated locally in Mallorca in

the coming years. The installation of 226 solar panels on roofs is expected to contribute to this goal by generating 170 M wh.

The company has also focused on improvements to recycle waste, re-use and reduce, including a research project with the Balearic Marine Cluster and a research centre to reuse sand from sandblasting processes. Also, wood and industrial plastics now have permanent containers and textiles are collected separately as per project necessities. We are also studying the installation of additional containers in order to collect the organic waste from the yachts (we already collect our canteen's organic waste). This residue will be used to fabricate compost. Efforts have also been made to reduce plastic waste through the use of new tents constructed using re-usable panels, with plans to further improve their environmental conditions and security. We have supported and encouraged the company that manufactures the scaffolding for our yard in this project. The first tent using this new concept has been erected here, and we are pleased to report that the idea has been successful. Tents are now being implemented in other repair centres on the Island. The idea is evolving into a smart tent that can generate energy, provide better environmental conditions in terms of temperature and humidity, and enhance fire response security. In addition to these initiatives, Astilleros de Mallorca has also

cooperated in the training of an AI system to detect spillages on the sea surface, aiding in the prompt location and cleaning of such incidents. The company that developed the system needed a location to install cameras to monitor the sea surface for the final training of the AI. After being installed in our docks for several months, the cameras have been successfully trained to differentiate between a variety of elements that cause changes to the sea surface, such as the shade of a boat, sun reflections, debris, and wind patterns. As a result, the camera is now better equipped to detect oil spills and distinguish them from other anomalies. This will enable us to quickly locate and clean up any spills and identify areas where waste accumulates so that we can install cleaning systems such as our SEABIN. In cooperation with another 4 companies we have presented a project for decarbonization of the sector, which has received funding from the prestigious MISIONES of CDTI (Part of the Ministry of Science and Innovation) and includes the development of a green NH₃ production line, among other initiatives.

Finally, the company has partnered with other shipyards in Spain and a research centre to explore the feasibility of installing fuel cell technology in the yard, aligning with the Balearic Islands' Green Hysland project promoting the use of green H₂ on the island. Overall, our continued

efforts towards sustainability demonstrate our commitment to environmental responsibility and future-oriented innovation.





INNOVATIVE SME



Behind this hallmark is an integral group work involving the entire company that may go unnoticed even by the first performers. This is because when we think of innovation or R&D, disruptive inventions or well-known patents come to mind.

The certification scheme, of course, gives value to these new products or services, but it also brings to light (and values) the daily contribution to business innovation of the purchasing, sales, technical offices and production teams.

Our purchasing and production teams follow systematic supplier relationship procedures to detect new processes and products on the market, thus increasing our innovative capacity. In addition to their meetings with suppliers at our facilities, they attend fairs such as METS, NAVALIA, MYS, MEET THE BUYER and PBS to find out more and to evaluate the latest news within the sector.

The commercial team, the management and the production manager collect

feedback from customers, information on processes that are applied in other shipyards, or innovative systems that they carry on board, as well as suggestions for improvements for ourselves. They also attend other fairs and events such as the Monaco Yacht Show, The Superyacht Forum, Yare, Miami and Fort Lauderdale.

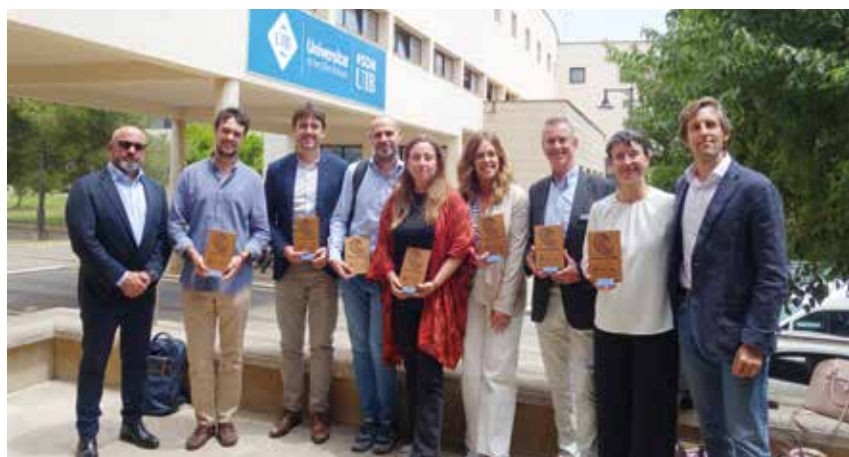
The technical office introduces improvements in its work system to apply the latest technologies, such as the acquisition of 3D data to draw up plans, with an ever-increasing method of 3D design work, as opposed to 2D design. They are constantly studying new equipment and the best way to adapt it to the vessels that we repair, achieving more efficient and sustainable yachts. They carry out new work

procedures and collaborate with the productive team in the application of these new technologies.

The productive team applies new machines that increase the quality of our repairs and makes them more efficient and effective. They keep up to date with news through their own contacts with suppliers and visits to fairs such as the 'Machine Tool Biennial'. They use new inspection techniques such as thermography, introduce computerized propeller pitch measurements, new welding processes with new gases and machinery, and we are now working on shaft line alignment using state of the art laser equipment. Although the innovative process is continuous and transversal, it is not reflected in the sale of a new product or in the

provision of a new service. For over 50 years the shipyard has been able to repair any equipment that a yacht has on board, and we continue to do so. However, we are now dedicated to introducing the latest technology available helping us to work quickly and with better clarity than we were used to using before.

Regarding management systems, we have recently implemented a new ERP that represents a technological leap compared to our previous system. Many of its capabilities are still untapped (IoT, B2B connections, RFid data acquisition) but we are already using API connections for integration with other systems. Additionally, an APP of our own design to report the hours of our workers plus we have made the leap to work in the cloud and we have the first examples of the application of Business Intelligence. Our processes are increasingly digitized, thanks to Smartsheet, Pinpoint or Therefore. The Facility team is generating new ways to manage the access to and from the shipyard, time and attendance control, etc., without forgetting the improvements that have been made to the facilities themselves, such as the recent installation of solar panels. This active search for improvements has



led us to make collaborative agreements with technology centres such as the Oceanographic Centre COB and SOERMAR, with universities such as the UIB, with institutions such as the Balearic Islands Port Authority or the Balearic Marine Cluster or with companies such as the group GARAU. Our participation in or supporting multiple projects, such as; the autonomous boat and ROV of the UIB; the bioremediation with mussels carried out with the APB and the COB; the Hydrogen Cell and HIDRAM projects on ammonia as a possible fuel in the future and its use in dual Hydrogen cells with SOERMAR and other Spanish shipyards or Spill control with the Garau group. It also puts us in contact with other innovative projects such as MARI4YARD, SEABAT

or AENEAS, innovative proposals at a European level in which we collaborate with assessments or transmission of business needs.

The human and economic dedication over the years is undeniable, and the AENOR certification system measures and values it as innovative. It has also been valued by the marketing team that has highlighted our innovative work in social networks, newsletters or the local press.

In its study "Breakthrough innovation and growth", the consultancy PwC has analysed the growth of a sample of companies, reaching the conclusion that 20% of the most innovative companies have grown 16% more than the least innovative companies. Likewise, the most innovative companies expect a growth of 62.5% in the next five years, while the least innovative expect growth of 20.7%. We don't know the exact percentage of our growth due to innovation, but we do know that without it we lose market share - "You snooze, you lose". With this nod to a popular idiom, I resume by thanking our team for their invaluable contribution that helps to keep us in a good position within the market.



Inside ASTILLEROS

Astilleros de Mallorca is pleased to present a summary of the full range of services we offer, in addition to our core business of refits.



Welcome to the Astilleros Technical Agent, a wide range of services all year round

Our experience in construction, maintenance and repair of yachts allows us to have a wide knowledge of the needs of the owner, manager, captain and crew. We make sure we are up to date with the latest regulations and legislations, which may affect the equipment and installations on board.

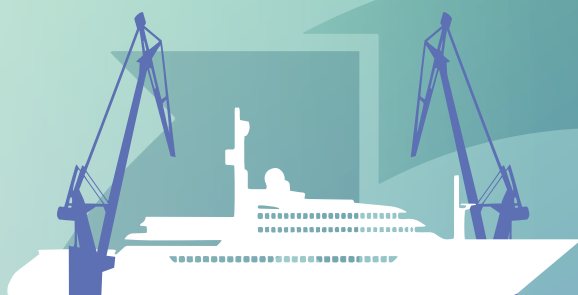
Our objective is to offer a service for the daily maintenance of the technical areas of the yachts. At Astilleros de Mallorca, we are reinforcing our customer service.

The 'Astilleros Technical Agent' offers those services required by the yachts outside the refit. Purchasing from our represented brands to cover all deck and engineering needs, logistics and storage of EU and non-EU materials in addition to the booking of moorings in marinas and other technical facilities.

As well as the services of the pilot for the entry into the dock and important representation in front of customs.

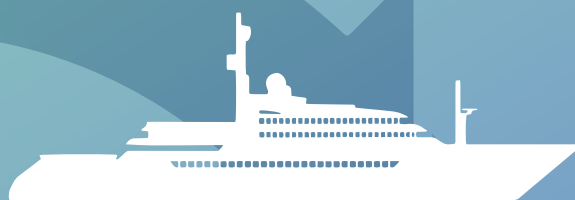
Novelties such as the Astilleros Supply, and the reinforcement in the Logistics and Customs Department that allows us to additionally act as TPA agents; plus the commercial team, that are ready to quote for your future refit plans.

FULL YACHT SUPPORT



SERVICES AT THE YARD

- ✓ MAINTENANCE, REPAIR AND REFIT
- ✓ TPA/AEO
- ✓ TEMPORARY ADMISSION
- ✓ CLEARANCES AND TRANSITS
- ✓ BONDED AND STORAGE EU PARCELS
- ✓ BUNKERING AND LAB ANALYSIS
- ✓ TANK CLEANING
- ✓ CLASS SPECIAL SURVEYS
- ✓ TENDER TECHNICAL SERVICE
- ✓ JET SKI TECHNICAL SERVICE
- ✓ CREW SERVICES



SERVICES AWAY FROM THE YARD

- ✓ FREIGHT SERVICES
- ✓ DECK AND ENGINEERING SPARES
- ✓ TECHNICAL ASSISTANCE
- ✓ MARINAS AND BERTHS
- ✓ PILOTS > 500GT / TOWING
- ✓ BLACK & GREY WATER PUMP SERVICES
- ✓ SHIPYARD RESERVATIONS
- ✓ LEGAL DOCUMENT CERTIFICATION
- ✓ SPARES AND ONBOARD DELIVERIES

SY ASCHANTI IV



**Captain
Kalle Ebner**

While I was interviewing Capt. Kalle, I was fascinated to hear memories of his first trips to Palma in 1978. It's not often you meet someone who has been captaining a 70-year-old yacht for more than 20 years, which is truly impressive! He was also one of the pioneers in chartering, being an owner himself for many years. I was amazed to hear that chartering was already popular in the 1970's. With excitement in

As a part of this years edition of our magazine, we would like to take you on a trip with the Captain of the mythical sailing yacht, Aschanti IV and our actual project number 5000. A special yacht and a special number for us!

his eyes, Capt. Kalle shared stories about the purchase of his first sailing boat and the difficult, but also funny side, of convincing the bank to finance his charter yacht project. I can only imagine what it was like to charter a boat before the creation of the EU! I won't be wrong if I say that he has been sailing as many seas as Aschanti. Built in 1954 by the shipyard Burmester in Bremen, this beautiful custom classic boat of 34.8m has won quite a few regattas and is still challenging some of the fastest vessels in her class.

ADM: Over the years Aschanti has returned to Palma for a refit almost every time she has spent the winter

in the Med. As we discussed Kalle's remarkable journey, I couldn't resist asking why Palma is his favourite location.

K.E: First, the location is better due to the weather than the mainland, with no freezing temperatures, which is important for the work. Palma is drier than other Spanish ports, which is of paramount importance when painting, for example. Additionally, it's crucial for the crew to have outdoor activities on the weekends. Everything needed for the boat can be found immediately or within a few days. It's incredible how things have changed since I started coming here in the early 1980's. At that

time, aside from Astilleros, there were no other refit facilities. Club de Mar was under construction, and there were not even 15 boats alongside the whole Paseo. There was no automatic water supply, and port authority personnel came every day to provide us with some. We had our Volkswagen Beetle and enjoyed driving along the newly built Paseo Marítimo.

ADM: What are the key factors you take into consideration when choosing a shipyard?

K.E: For me, as a captain of a classic wooden boat, the most important factor is finding skilled craftsmen. Palma is one of the few places in the world offering a high quality of artisanship. Astilleros, for example, has excellent welding and mechanical workshops. The fact that everything is made in workshops located close to the boat allows for better observation of the process and improved schedule control.

ADM: How does the STP market work for you using AdM as the main contractor?

K.E: I prefer to have my boat on the flat ground via a Travellift, so STP, together with Astilleros as the main contractor, is a great combination for me. I can rely on the carpenter who has worked on Aschanti for years. Working side by side with your project manager in the coordination and execution of the works allows for full control and respect for the schedule. This avoids one working while another one is not, thus ensuring the smoothness of the refit process.



ADM: What is the most difficult part in the refit, and what are your tips for a successful refit?

K.E: The most challenging aspect of a refit is dealing with the unknowns that come with working on a 70-year-old boat. There are always surprises around every corner, which can lead to increased costs and delays. When it comes to refitting boats, experience and knowledge are invaluable. My tips for a successful refit are to never underestimate the amount of work required; choose a shipyard with excellent quality, as the cheapest option can be expensive in the end; keep the crew entertained during a shipyard season, as losing your crew can be costly. Finally, telling the owner a higher expected cost than what you anticipate, so they are not shocked later on.

ADM: What does the name mean? I am sure everybody wants to know where the name comes from.

K.E: Ashanti are the native people of modern Ghana. They were known for strongly resisting the British attempts for colonisation. The owner of Aschanti was quite an imposing guy, tall and strong and his friends gave him the nick name of these warrior people of Aschanti. All of his boats are named Aschanti. Meeting Captain Kalle was an honour, and his journey, dedication, and expertise in sailing and refitting boats is truly remarkable. His life story could be an inspiration for many who wish to pursue their dreams in sailing. As I left his office, I couldn't help but admire his drive and passion for sailing. It was a privilege to meet him and learn from his experience.

Knowing our PARTNERS

A metalwork company making waves
in the yachting industry in Palma



Synergy Nox has become one of our preferred subcontractors since 2020. The company takes pride in their craftsmen's extensive experience in custom metal fabrication, which includes the creation of unique, one-of-a-kind metal designs like railings, ladders, and other yacht-specific hardware. In addition to the highly trained professionals, the latest techniques and equipment are used to ensure the highest quality results. Specialized in MIG, TIG, and arc welding, they can perform both manual and automated welding

In 2010, a metalwork company was born, and it has since gained an impeccable reputation for its workmanship and dedication to client satisfaction.



processes. Service treatments, such as galvanizing, chroming, anodizing, and powder coating, which are crucial in withstanding the harsh marine environment, are also part of their core speciality. Aside from metalwork services, the company also offers boat storage services, which is crucial for yacht owners who need secure storage solutions for their boats, tenders and toys. Their state-of-the-art storage facility guarantees protection against



environmental hazards, vandalism, and theft. Another important point is their commitment to environmental sustainability. Synergy Nox uses eco-friendly materials and processes whenever and wherever possible. In fact, they are continually researching and developing new methods to reduce their impact on the environment.

For these reasons, we have chosen Synergy Nox as one of our preferred subcontractors. Their commitment, dedication, and excellence in service is evident in everything they do. Their vision for environmental sustainability aligns with our company policy and working together means not only excellent quality work but also knowing that we are collaborating with a company that shares our values.



Service treatments, such as galvanizing, chroming, anodizing, and powder coating, which are crucial in withstanding the harsh marine environment, are also part of their core speciality.

Knowing our PARTNERS

The success of Oliver Design can be attributed to the extensive experience of Jaime Oliver, who has been serving the shipbuilding industry since the 1970's, as a naval architect and yacht builder.

A JOURNEY OF INNOVATIVE AND PERSONALIZED DESIGN PROJECTS



OLIVER

Founded in 1990,
Oliver Design has become a
leading name in the field of
yacht design and construction.

With over 500 projects under their belt, the company's work is characterized by a wide range of designs, including private yachts, luxury cruises, passenger ferries, fishing vessels, and oceanographic ships that showcase their focus on innovation and creative designs. The success of Oliver Design can be attributed to the extensive experience of Jaime Oliver, who has been serving the shipbuilding industry since the 1970's, as a naval architect and yacht builder. The company's personalized dedication to each project and their exceptional quality of work have earned them a great reputation in the market. Oliver Design's three-generation legacy, led by Iñigo Oliver is a testament to its continued commitment to excellence, innovation, and customer satisfaction.

Oliver Design has a large and professional team, comprised of naval engineers, architects, interior designers, draftsmen, project managers, and specialized naval carpenters for outfitting. They have collaborated with renowned companies in the industry to provide personalized and comprehensive services covering the entire process of interior and exterior renovations.

Their business relationship with Astilleros de Mallorca goes back to the 1990's, when they collaborated on the design of our last new built yacht 'Aldonza'. Over the years, they have successfully carried out various renovation and interior refit works on yachts





DESIGN

such as 'Salem', 'Bakshish', and the Turkish Schooner, 'Dirham'. Their focus shifted to designing and building ferries and cruises until 2021, when they made a comeback to yacht renovation and collaborated with us onboard a 57-metre masterpiece. As a result, Oliver Design has become one of our "Preferred Subcontractors" and since then, the projects have been pouring in. The company has fulfilled 10 projects with Astilleros de Mallorca this season to date, from complete interior refits to various interior renovations,

and their list of projects keeps on increasing. Oliver Design's commitment to innovation and creativity is evident in their exceptional work and has made them the go to choice for yacht design and construction.

- M/Y 48m Complete renovation of the Chief Engineer's cabin
- M/Y 64m Renovation of the kitchen
- S/Y 56m Complete renovation of guest cabin; Various renovations in the owner's cabin; Various renovations in the main lounge; New furniture for outside deck; Refurbishment of teak deck
- M/Y 38m Complete renovation of the kitchen
- M/Y 40m Renovation of crew toilets; New wine cellar; Captain's cabin renovation; Guest cabin renovation
- M/Y 57m Complete renovation of crew cabins and hallways; Complete renovation of crew dining areas; Various interior renovations; Installation of synthetic resin in kitchen; Installation of synthetic resin imitation teak in garage
- M/Y 43m Exterior ceilings; New resin flooring in the kitchen
- S/Y 36m Conversion of owner's office into a new guest cabin with ensuite; Renovation of kitchen countertops; Various renovations in main lounge
- M/Y 61m New teak decks; New kitchen countertops; Various interior renovations
- M/Y 56m Various interior renovations





ASTILLEROS DE MALLORCA
OFFICIAL PARTNER OF THE SUPERYACHT CUP SINCE 1997

The Superyacht Cup Palma 2023 delivered another instalment of the excellent race conditions that the Bay of Palma is famed for, with 10 to 12 knots of wind and bright sunshine.



THE SUPERYACHT CUP

PALMA 2023



With two wins in Class B already on account, 'Rose' began the final day in pole position and was able to claim a third race victory — but only by five seconds on corrected time in front of the well sailed 'Swan 100 Onyx', who finished second in class.

Meanwhile, in a similarly closely contested Class A, the venerable and elegant J Class classic 'Velsheda', claimed victory with two race wins, finishing a point ahead of her J class rival 'Svea', who posted a 2-2-2 scoreline. Both were clear of the modern 33m 'Ribelle' — who won day 2 — and her Malcolm McKeon-designed Vitters Yard stablemate 'Pattoo'.

The Astilleros de Mallorca prize this year went to 'Rose'. The 24m Farr-designed 'Rose' became the first Wally Yacht to win Europe's longest-running superyacht regatta, in Class B.

CLASS A

Pos	Team	Pantaenius Day1	New Zealand Day2	St. Regis Day 3	Total
1	Velsheda	1	3	1	5
2	Svea	2	2	2	6
3	Ribelle	4	1	4	9
4	Pattoo	3	5	3	11

CLASS B

Pos	Team	Pantaenius Day1	New Zealand Day2	St. Regis Day 3	Total
1	Rose	1	1	1	3
2	Onyx	2	2	2	6
3	Umiko	3	3	4	10
4	Miss Silver	4	5	3	12
5	Lady M	5	4	5	14

The 39th Palma International Boat Show and the Palma Superyacht Village 2023 attracted a record number of vessels, remarkable consumer trends, industry insights, and sustainability initiatives during this year's celebration of maritime excellence in Mallorca.

From 27th April - 1st May, 59 superyachts of 24m and above with an average LOA of 33.3m and 12 superyacht tenders were on show.

In total, 32,000 people came to explore a diverse range of boats, from tenders and toys to luxurious superyachts, along with the latest nautical technologies and accessories.

This year the show had 271 participating companies and more than 600 yachts were on display, with more than 250 at sea in an exhibition area of more than 81,000 square metres.

It was an edition characterised by the presentation of new models of yachts and products from all over the world, and by the

NEW RECORDS





large presence of sailing boats, the most sustainable option for sailing. Boats and environmentally friendly nautical equipment were also the protagonists, as well as innovation in the nautical sector thanks to the Yachting Ventures Innovation Corner.

The Palma International Boat Show once again hosted the Palma

Superyacht Village, a section specially designed for purchasing or buying boats over 24 metres in length, both sailing and motor boats. The Palma Superyacht Village featured an area specialising in boat repair and maintenance, known as refit&repair, with the participation of more than 20 leading companies in the nautical industry, as well as service companies located in other areas of the Village.

It should also be remembered that the Marcial Sánchez Barcáiztegui award went to the Marilles Foundation, which has been recognised for the work it carries out in preservation of the sea. A special focus on its efforts to minimise the environmental impact of human activity in the sea, highlighting the value of small-scale fishing as the fishing sub-sector that generates the most jobs and is the



most respectful of the environment. As with previous years, our stand received a large number of visitors who were able to appreciate our new informative mural stand design.

We look forward to seeing you again next year in Palma!





mys

MONACO
YACHT SHOW

27 – 30
September
2023

SINCE 1991, THE MONACO YACHT SHOW
HAS BEEN COMMITTED TO PROMOTING
CREATIVE EXCELLENCE IN THE WORLD
OF SUPERYACHTING



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TO SEEING YOU THERE!

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