



REFIT & REPAIR SHIPYARD

ASTILLEROS DE
MALLORCA

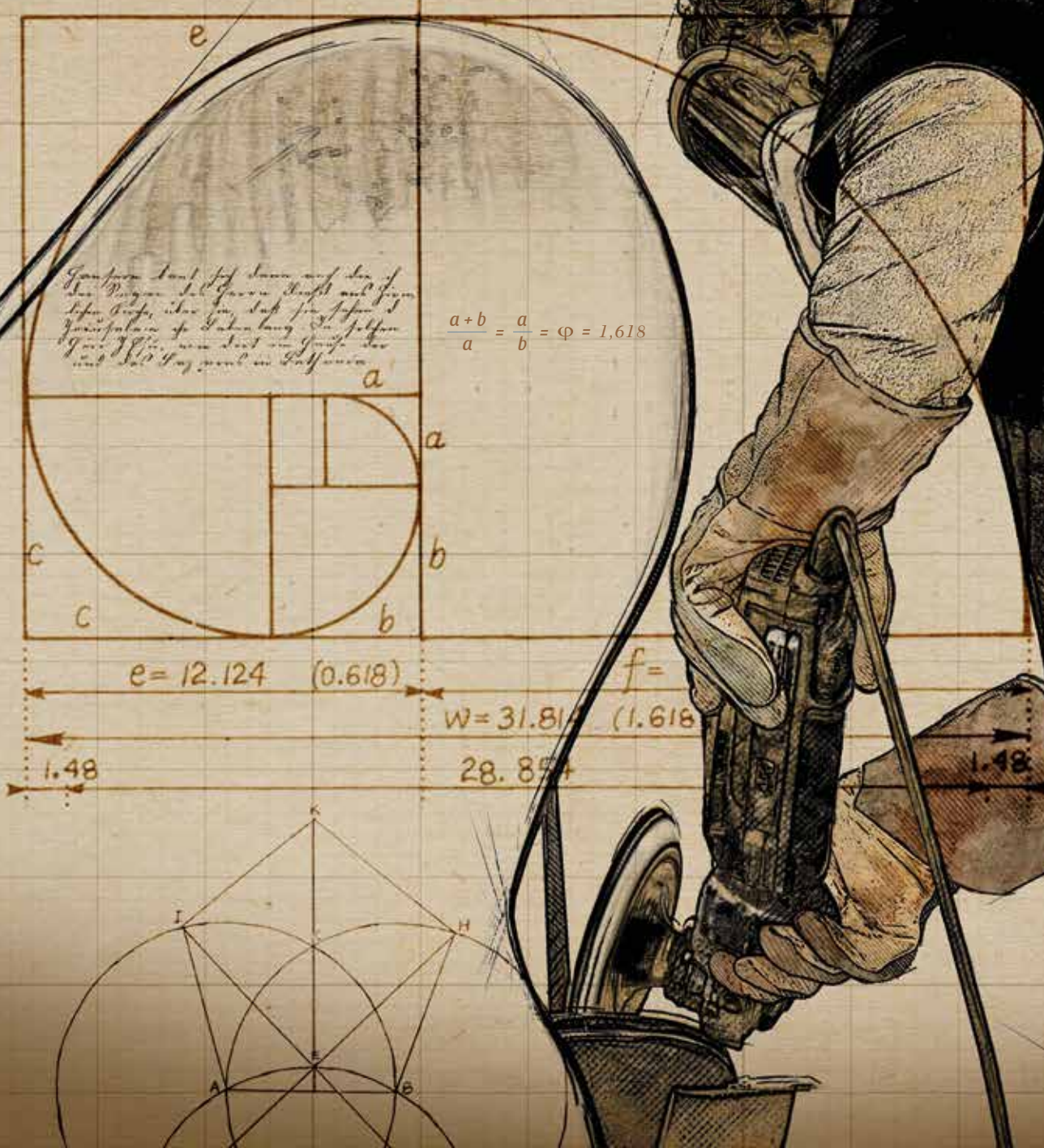




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PHI-LOSOPHY OF CRAFTSMANSHIP





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.

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 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** 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
- **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**
- **55,000 m²** operational area
- **6 Travel lifts** from 30 tn to 1000 tn
- **53 Berths** up to 90 m
- **6 Keel pits**
- **Fuel Dock**
- **1 km away** from Astilleros de Mallorca facilities
- **Security** around the clock 24/7



PORT TARRACO SITE REFIT SERVICE POINT

- **Manned office and specialised workshops**
- **1,550 m²** workshop/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



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** 155 m x 20 m | 120 m x 18 m | 80 m x 14 m
- **1 Gantry crane** 130 tn
- **8 Cranes**
- **Security** around the clock 24/7

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

A team of 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. All part of the package offered.

➤ 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 Lloyds Register, Bureau Veritas, DNV-GL & ABS.

➤ Office 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%.

➤ 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, with more than 20 full repaint projects per year for yachts between 40m 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).

➤ 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.

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 facilities. Since the pivotal decision in 2009 to establish a Service Point in STP, we have successfully inaugurated an office and a 1550m² workshop/warehouse in Port Tarraco, extending our network across various points along the Spanish Mediterranean coast.

Our unique operational model integrates both in-house workshops and subcontractors, complemented by robust project management capabilities that prioritize production efficiency. This approach positions us not only as a shipyard but also as a service-orientated company with a diverse geographical reach. This dual model fosters synergies, allowing for the seamless execution of projects that may originate in one centre and conclude in another.

The strategic deployment of our own team of project managers and the utilization of our skilled workshop personnel for large-scale and intricate projects in shipyards and marinas owned by third parties represent a distinct privilege. This flexibility enables us to assume service roles and ensures the successful execution of projects throughout different locations.

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MAIN CONTRACTOR

Coverage

- ▶ Project Management
- ▶ 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

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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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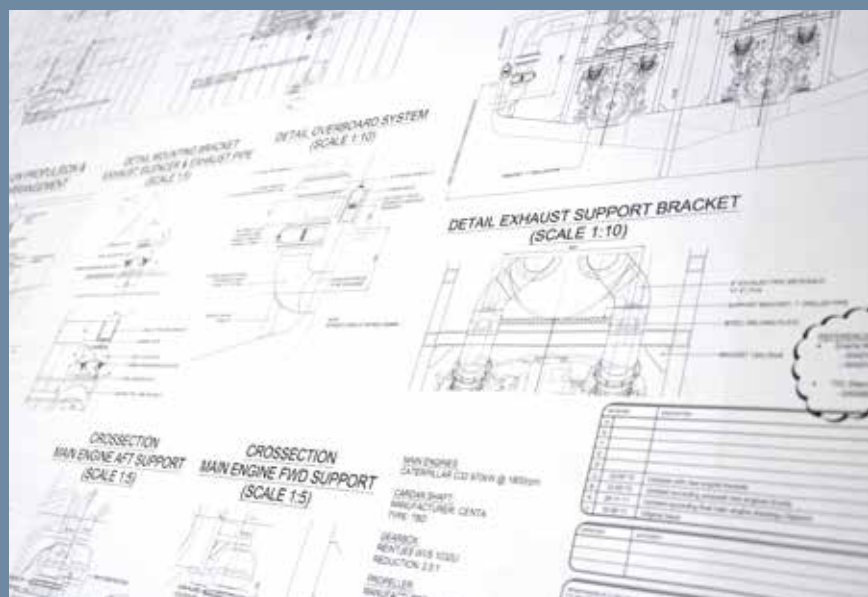
SUBCONTRACTOR

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 on 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 sources; worldwide delivery; traceability and warranty

ONE STOP SUPPLY

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

BONDED WAREHOUSE LOGISTICS & CUSTOMS PROCEDURES AND TPA AGENTS

- On site at the Main Yard
- Import/export procedures
- TPA agent for your refit programme



SAME SERVICE, DIFFERENT SERVICE POINTS



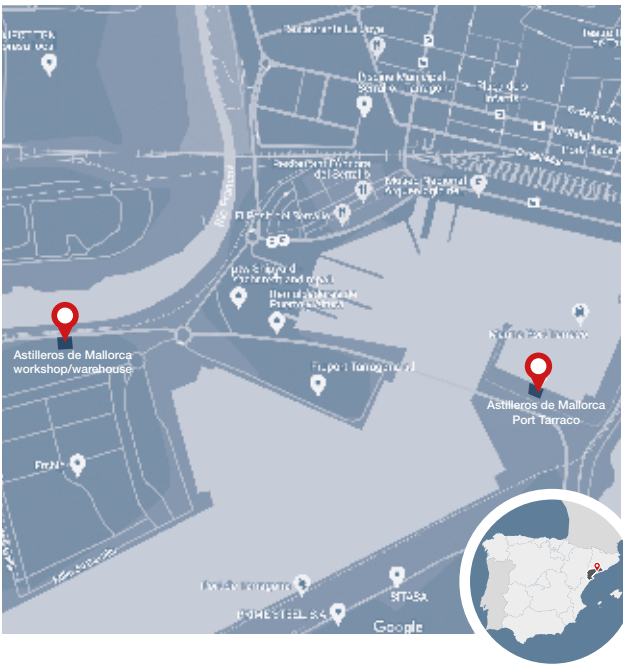
LOCATIONS



ASTILLEROS DE MALLORCA | PALMA MAIN SITE
INTEGRATED REFIT SHIPYARD



ASTILLEROS DE MALLORCA | PALMA STP SITE
REFIT SERVICE POINT



ASTILLEROS DE MALLORCA | PORT TARRACO SITE
REFIT SERVICE POINT



ASTILLEROS DE MALLORCA | VIGO FREIRE SITE
NEW BUILD & REFIT SHIPYARD



REFIT & REPAIR SHIPYARD

MAIN SHIPYARD

- 📍 Contramuelle Mollet, 11
07012 Palma de Mallorca (Spain)
- ☎ Phone nº. +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 nº. +34 971 71 06 45
- 🌐 www.astillerosdemallorca.com

VIGO SITE

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