The 879 Companies In The Balearic Nautical Sector Generate €1.106 Billion In Revenue & Create 5,145 Jobs

The Balearic Marine Cluster presents a report with the main figures of the sector at the opening of the first Balearic Superyacht Forum. The nautical sector encompasses 879 companies generating €1.106 billion in revenue and creating 5,145 jobs, with an annual growth rate of 4.26 percent. This is according to the report presented by the Balearic Marine Cluster during the first Superyacht Forum held on the 25th and 26th April 2024 with the attendance of 300 professionals at the Palma Auditorium.



The First Exhaustive Sector Overview

This is the first time that a complete and exhaustive overview of the sector has been unveiled, highlighting the consolidation of the Balearic Islands as a hub of nautical activity in the Mediterranean. Toni Salom, **President of the Balearic Marine Cluster**, stated in his opening speech,

"The nautical industry in the Balearic Islands, **representing 3.1 percent of the Balearic Islands' GDP**, is not only an integral part of our local economy but also a symbol of our identity and culture."

Salom added:

"This leadership position confers upon us great responsibility and even greater opportunity, as we aim to become the most sustainable, intelligent, high-quality, and service-oriented yachting hub in the Mediterranean,"

The current state of the nautical industry, focusing on crucial issues such as environmental sustainability, new technologies in construction, maintenance, and yacht operations, as well as the necessary collaboration between the private sector and local authorities to ensure environmentally friendly growth, were the focal points of discussion at the Balearic Superyacht Forum.

Alejandro Sáenz de San Pedro, **Counselor for Business**, **Employment**, and **Energy of the Balearic Government**, noted in his opening remarks that this first superyacht forum, coinciding with the Palma International Boat Show, "positions the Balearic Islands as a hub of nautical activity in the Mediterranean."

Jaime Martínez, Mayor of Palma, highlighted the sector's strength with 210 vessels registered in the Balearic Islands during the first quarter of the year and emphasized the dynamism of nautical companies due to their diversity, professionalism, and quality of services offered. Clara del Moral, Insular Director of Tourism for the Council of Mallorca, stated that events like the Balearic Superyacht Forum represent a committed effort to innovation and sustainability, contributing to harmony between residents and tourists.



Data Speaks For Itself

Based on 2022 data, this study by the Balearic Marine Cluster reveals that:

- industrial activities (repair and maintenance, shipyards, and dry docks) account for over 30 percent of companies (282), over 40 percent of revenue (€459.38 million), and employ 2,475 workers.
- Recreational nautical services represent nearly 40 percent of companies (337) but less than a quarter of revenue (€261.61 million) and sector jobs (1,234).
- The average size of companies is relatively small, with 40 percent generating less than €300,000 in revenue, and 60 percent having fewer than five employees.

However, it is also noteworthy that:

- over 40 percent of revenue and 30 percent of total employment are concentrated in just over 20 companies, indicating significant polarization between larger and smaller enterprises.
- Another notable finding in this report by the Balearic Marine Cluster is that the average salary in the nautical sector (€32,000 per year) is significantly higher than in other industries such as tourism, food, and furniture.
- Additionally, the refurbishment, maintenance, and new construction segment is the most highly compensated activity, with wages 10 percent higher than the sector average.
- In terms of distribution, 76 percent of nautical companies are located in Mallorca (45 percent in Palma), particularly in the maintenance and refurbishment segment, while Ibiza holds a strong position in nautical tourism and recreational boating.

The First Debate

The first panel discussion, moderated by Martin Redmayne (Chairman of the Superyacht Group), was composed of the CEO of Astilleros de Mallorca, Diego Colón; Toni Forteza, CEO of Ocibar; Mar Vera, Head of Expansion and Sustainability at Alcudiamar; Belén Martín, Partner at Evolution Yacht Agents, and Legalley+'s lawyer, Miguel Angel Serra.

They all highlighted the strengths of the nautical industry, supported by the data presented earlier in the morning, and emphasized the international recognition of the Balearic Islands for their boat repair and maintenance services, their undeniable appeal as a nautical tourist destination, and their robust nautical business ecosystem, distinguished by high quality, efficiency, safety, and flexibility in naval repair and maintenance services. However, the speakers also noted a lack of space both in ports and shipyards, emphasizing the need for investments in infrastructure to cater to specific segments, such as the maintenance of vessels over 70 meters, given the growth experienced in this superyacht market.

Improving infrastructure, enhancing productivity efficiency, and fostering innovation are the three main future challenges of the nautical sector, as concluded by Diego Colón, CEO of Astilleros de Mallorca. Toni Forteza, CEO of Ocibar, pointed out the enormous growth potential of this industry during the summer season, while Mar Vera, Expansion Manager at Alcudiamar, considered the needs of professionals coming to work on the Islands.

Not losing sight of safety and reaching a consensus on navigation traffic regulation were the improvement aspects pointed out by Belén Martín, Managing Partner of Evolution Yacht Agents. Lawyer Miguel Angel Serra highlighted the importance of improving the fiscal framework in Spain compared to other competing countries such as France or Italy. Pedro Suasi, Manager of the Balearic Marine Cluster, advocated for motivating the new generations to continue the sustainable growth of the sector and improve its social positioning.



The Second Debate

The second panel of this forum included the **President of the Spanish Golf Course Association**, Luis Nigorra; the **Operations Director of Evolution Yacht Agents**, Xisco Notario; the **Director of Engel & Volkers Mallorca**, Hans Lenz; **Michelinstarred chef Marc Fosh**, the **CEO of the Auditorium**, Marcos Ferragut, and **Superyacht captain** Carsten Franik, under the guidance of Martin Redmayne.

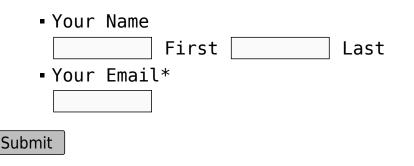
The panelists shared their experiences in the Balearic Islands, expressing their passion for the archipelago's nature, culture, and society, highlighting its geographical positioning, tourist infrastructure, healthcare services, and security forces. The lack of housing for both locals and nautical professionals, the need to extend the tourist season with direct connections to Nordic countries and France during the winter, the focus on industries that add value such as nautical, and improving public perception of tourism were some of the aspects addressed during the debate.

The audience has been very active and participated in the discussions by asking numerous questions. The Balearic Superyacht Forum continued in the afternoon with a conference on the challenges of artificial intelligence in nautical affairs, presented by María Jesús Casado of **Omniaccess**, and Fabrizio Ottini of **Yachtmind**. The first day of this forum will conclude with an interactive workshop to address the challenges of the nautical industry.

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Reaching Out To Fellow Crew: 'Me Too' Makes All The Difference

Sometimes it can get hard working on a superyacht. Sometimes jobs pile up and you think you're alone in your feelings. The team from <u>Seas The Mind</u> knows all about these feelings, being ex-crew. In their monthly blog, they are here to explain the importance of reaching out to fellow crew, and to talk about two little words that can make all the difference.



Two Little Words...

One of my favourite feelings in the world is when I share a thought or sentiment, especially one that has been bothering me, and I get an animated 'me too!' It amazes me how those two little words can instantly make me feel less alone, lightened somehow, and sometimes relieved of a very dark cloud.

I hope that over the next few months as I touch on some of my inner life in yachting and some of the many shared experiences of crew who have taken my courses it will help you too to know you are not alone.

There are endless pieces of advice online on how to de-stress, cope better and breath through it, but sometimes what we need is to feel understood. The advice helps, but mostly when it comes from a tried and tested place of common, in our case crew-specific, struggle.

Expressing Feelings To Kindred Spirits

Throughout most of my career I managed to find at least one or two kindred spirits on each crew, who saw the world in a similar way to me.

On tough days those friends were life-savers and we could laugh, cry and hug our way through it. But sometimes I worked on a smaller crew, or no-one else was where I was in lifeterms. Many times I noticed that the male crew on board didn't express their feelings so readily, even when I could see they were struggling. Sometimes we simply and quite sensibly may not want to convey all our feelings to our colleagues.

We may find someone's behaviour distressing but we are junior

on board and desperate to get that first season's reference under our belt. We may be a Head of Department and utterly dreading the season ahead, but want to keep our team motivated and happy. We may be the Captain and know that no-one else on board feels the unique pressures of life at the top of a very stressful pile.

Whatever the very valid reasons for keeping our feelings to ourselves, it is also true that this can lead to feelings of isolation. Even amidst a massive crew and whilst never physically alone, if our psychological state remains unshared, loneliness can be profound.

It amazes me how those two little words can instantly make me feel less alone, lightened somehow, and sometimes relieved of a very dark cloud.

The Importance Of Mental Health First-Aid Training

Seas the Mind, in its Mental Health First-Aid training, teaches crew how to keep each other and their guests safe in the event of mental health crisis. But there is a world of experience and many steps in between 'totally fine' and 'total crisis'. Most of us, for most of the time, live in this liminal space. If we are lucky, the negative emotional states amidst our many yachting blessings will never escalate to crisis level but they can be uncomfortable nonetheless.

I will touch on depression and anxiety, maladaptive coping mechanisms, burn-out, grief, relationship break-ups and the

pressures of rank among other things in these columns. I'd love to hear from you: what you would like to read about, your feedback and your experiences too.

Your comment could be just the feeling of connection someone needs that day. When we step on board we don't cease to be human, but the pressure to keep the smile on and the pace up is high. At this time of year I remember looking ahead at rushed yard periods, packed charter schedules and having to stop and take some very deep breaths.

You Are Not Alone

In the absence of talking with friends, simply reading that another has felt the same way is beneficial.

I hope I can make even one crew member feel that connection as a fellow yachtie and pass on some of the insights and helpful tips I have learned, both in and out of Seas the Mind. So, if you are the Stewardess in tears with your back to the cabin door or the Deckie terrified about your sick relative at home, the Captain trying to cope with a secret panic attack, a Chef slumped overwhelmed over a provisioning list or an Engineer hyperventilating in a tech space, I hope I can provide some help here in the coming months, and if nothing else, the solace of a 'me too'.

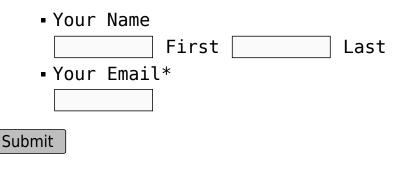
For more information about **Seas The Mind**, go to the website here: <u>https://www.seasthemind.co.uk/</u>



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The Palma International Boat Show Celebrates Its 40th Anniversary By Looking To The

Future

The Palma show, which has 295 exhibitors for the first time, is starting on the road to becoming certified as a sustainable event and will measure its economic impact.

The Palma International Boat Show celebrates its 40th anniversary with its sights set on the future with two projects that will mark the coming editions: the economic impact study and certification as a sustainable event. The fair, organised by the Regional Ministry of Enterprise, Employment and Energy, through the Balearic Islands Institute for Business Innovation (IDI), and the Balearic Yacht Brokers Association (BYBA), will open its doors from the 25th to 28th of April in Palma's Moll Vell.

Read on to find out more.



Sustainability & Impact

The measurement of the economic impact of the fair, which will be carried out thanks to the collaboration of the Directorate General of Economics and Statistics of the Ministry of Economy, Finance and Innovation, aims to confirm the position of the nautical event as an economic engine for the city and even for all the islands. To do this, it will measure the direct and indirect expenditure generated by exhibitors and visitors during the fair, and the days before and after.

On the other hand, the organisation, aware of the importance of sustainability in the current context and its impact on the marine environment and the local community, has initiated certification as a sustainable event, which is one that is committed to minimising the carbon footprint, promoting inclusion and equality, and raising awareness of the importance of responsible practices. Thus, this year, among other initiatives, the carbon footprint will be measured and a reduction plan will be developed.

Record Number Of Participants

A record 295 exhibitors will be taking part in this year's event, an increase of 24 companies compared to the previous edition. Although the venue has the same surface area, 86,000 square metres, it has been possible to increase the number of participants by limiting the contracting space with the aim of having a wider range of quality and attractive nautical products for the thousands of professionals and enthusiasts who visit the fair. As for the number of boats at sea, the figure is similar and stands at 260 compared to 252 last year,

as the lengths remain the same.

For years now, international companies and shipyards have been using the Palma event as a stage for presenting new models of boats worldwide, and this year the fair will feature several of them. Once again, the exhibition of superyachts will be one of the most complete in Europe.



Palma Superyacht Village

The Palma International Boat Show includes the Palma Superyacht Village, a section specially designed for acquiring or buying boats over 24 metres in length, both sailing and motorboats, organised by BYBA. One of the new features of the Palma Superyacht Village is the Superyacht Square area, an evolution of the Innovation Corner that was launched last year. In addition to the Yachting Ventures start-ups, the area will include a zone dedicated to sustainability.

In addition, they have organised the Mallorca Yachting Summit, a meeting for the nautical sector open to the entire industry, which will give visibility to the exhibitors of the boat show who will be able to share and present their products. The Summit will take place on the 26th of April in the auditorium of the Port Center Building.

The Balearic Superyacht Forum

The activities dedicated to the celebration of the 40th anniversary will also characterise this edition of the fair. The most outstanding event that positions Palma as an international nautical hotspot is The Balearic Superyacht Forum, organised by the Balearic Marine Cluster with the sponsorship of the IDI and the collaboration of The Superyacht Group.

This is the first international superyacht forum in the Balearic Islands, to be held on the 24th and 25th of April, coinciding with the Palma International Boat Show. For two days, Palma will bring together around 300 superyacht professionals, experts and enthusiasts in an event where the main aspects that will determine the future of the sector will be discussed.

The Balearic Superyacht Forum has a full programme consisting of a wide variety of sessions, presentations and interactive activities focusing on aspects such as innovation, sustainability, the evolution of Palma's nautical maintenance and repair industry, as well as the opportunities and challenges facing the Balearic Islands as an international nautical tourism destination. Attendees will conclude the forum activities with a visit to the nautical fair.

40th Anniversary Activities

The fair organisers want the 40th anniversary celebration to be a tribute and thanks to the companies that have been part of this project over the years and have consolidated it as one of the most important on the international calendar.

This event began as a Floating Boat Show in Alcudia in 1983 with local companies and gradually functioned as a gateway for international firms that decided to establish themselves on the island and, conversely, allowed Balearic companies to internationalise. Public-private collaboration has been one of the pillars of the growth in quality and quantity of the Palma International Boat Show.

With this purpose, organisers will award the Marcial Sánchez Barcaiztegui Prize to the company Comercial Morey, which has participated in all the editions of the show. In addition, tribute will be paid to Alcudiamar and the Alcudia Town Hall, which hosted the first edition of the event.

Finally, on the 26th of April, the fairgrounds will host a series of activities to celebrate the 40th anniversary with visitors and exhibitors. From 6 p.m. to 8 p.m., the public at the fair will be able to enjoy music and entertainment groups. From 8 p.m. onwards, the exhibitors will be the stars of the celebration, which will end with a drone show visible from different parts of the city.

Nautical Sector Figures

The marine industry is considered strategic for the economy of the Balearic Islands. According to data from the Balearic Marine Cluster, the Balearic marine sector currently has 879 companies dedicated exclusively to recreational boating, which generate a turnover of 1,106M.

In addition, the sector is responsible for 5,145 jobs.

Important Dates, Times & Sectors

DATES: 25th TO 28th April, 2024

OPENING HOURS: from 10:00 to 20:00 hours

EXHIBITION SITE: Moll Vell de Palma

EXHIBITION SITE SURFACE AREA: 86,000 square metres

NUMBER OF DIRECT EXHIBITORS: 295

NUMBER OF BOATS AT SEA: 260

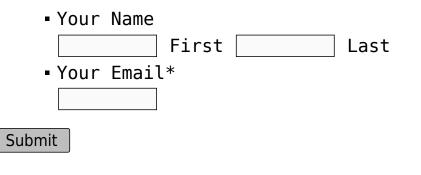
SECTORS REPRESENTED:

- Nautical tourism
- Nautical equipment
- Marine engines and generators
- Nautical sports
- Boats
- Marinas and infrastructures
- Boat building and maintenance
- Electronics, navigation and communication systems
- Jet skis and quads
- Superyachts and brokers
- Official bodies

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Know Your Ship! How To Fire A Rocket Parachute Flare, Safely

In our **Know Your Ship** blog with <u>Sentini Marine</u>, we cover a range of topics about keeping yourself and others safe onboard. Topics range from fire fighting to dealing with medical emergencies. In this article, it's all about **firing a rocket parachute flare**.

Scenarios where firing a rocket flare is necessary on a superyacht seems so implausible: sinking, a major fire, danger to life. But it is this misguided feeling of, 'it's never going to happen', that reduces the safety culture onboard and makes a major incident even more likely to happen.

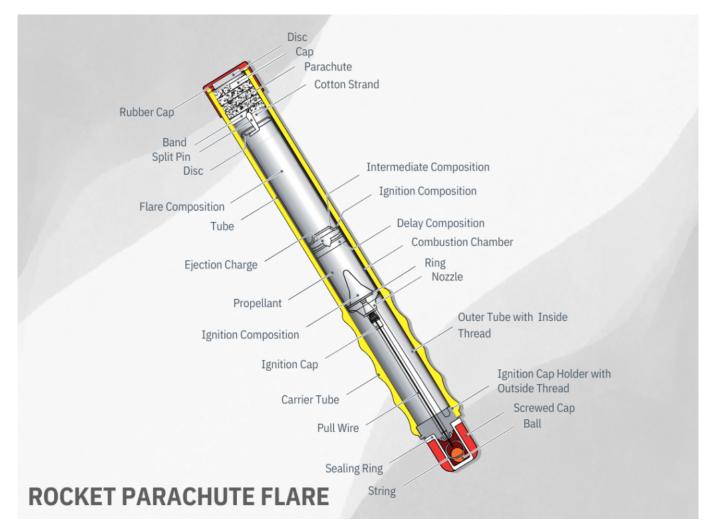
*Please note that in this article, we are using the model: Pains Wessex, Red Parachute Signal Rocket, MK8A. Other manufacturer/models may vary. Always consult the operating instructions printed on the flare itself before operating.

What's A Rocket Flare Used For?

Rocket parachute flares are used to indicate a vessel is in distress, they may not show the exact location of the vessel, but they are used to attract attention.

This is why they should only be used if another vessel, or inhabited land, is nearby, and they should ideally be fired in pairs to ensure that the need for help is understood.

Operating A Rocket Parachute Flare



WARNING: Never point the flare at another person or look into the end of it if it doesn't fire. And never fire in the vicinity of rescue helicopters.

Step 1: Take a parachute flare from its storage location and move outside onto the leeward side of the vessel/survival craft.

Step 2: Hold the flare firmly by the ribbed handle with the yellow arrows pointing upwards.

Step 3: Unscrew the red bottom cap.

Step 4: Hold the rocket vertically above your head and point away from your body ensuring your hands remain clear of the top.

Step 5: To fire the rocket, pull sharply down on the red ball (ignition line).

For a closer look on procedure, check out this video:

Things To Consider

- Do you know where the rocket flares are stored on the boat you work on?
- Would you feel confident to fire one?
- Do you know the difference between a rocket flare and a red hand-held flare?
- Do you know where to find detailed operating instructions for the brand of flares used on the boat you work on?

Attracting attention is essential to staying alive, especially if you are in a life raft! Rough seas and driving rain aren't the ideal conditions for reading the small print on the side of a flare. Familiarity with the vessel you work on and its life saving equipment, is essential, don't be passive about it. Your safety, and the safety of your crew mates, is your responsibility.

Sentini Marine supply bespoke Technical Operating Manuals and training to both the commercial shipping world and private yachts.

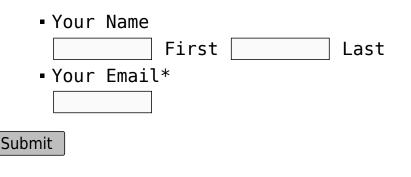
Find them on their website here: <u>https://www.sentinimarine.com/</u>



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The Yacht Experience 2024. An Exclusive Event For Motor Yacht Enthusiasts

Serious motor yacht enthusiasts and experts, this is the exclusive event for you. **The Yacht Experience** promises to be a fantastic weekend. Read on for more.



De Valk Loosdrecht

Important Information

Dates: Saturday, April 20 & Sunday, April 21

Times: Between 11am and 6pm

Location: De Valk Loosdrecht

Parking: Nieuweweg 28, 3625 AZ Brekeleveen

How to register

Head to the website here: <u>The Yacht Experience – De Valk</u> <u>Loosdrecht</u>

After you register, you should receive an email confirmation which is your admission ticket.

What's Happening?

During this exclusive two-day event, you'll be able to admire a wide range of motor yachts and connect with various specialists from the watersports industry and fellow motor yacht enthusiasts.

<u>Supervacht Tenders</u> is also pleased to report that Qnautic tenders & yachts will be there, showcasing their fantastic tender – <u>the Q39</u>. It's a unique opportunity to have a closer look, so send any <u>enquiries here</u>.

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Adriatic Allure: How Adriatic Destinations Are Enticing Superyachts

Whether you appreciate beaches, culture, diverse scenery, history, or great food the Adriatic has something to suit everyone. Here is Superyacht Content's guide to the Adriatic, which explores why it should be on your must-visit list!

Art, Dance, Music & Theatre

If you're seeking top-notch music, art, and entertainment, the Adriatic has a vibrant cultural scene filled with galleries, museums, concerts and festivals. Francavilla al Mare in Abruzzo is the star location for the Adriatic Film Festival, an independent festival located by the sea.

Electronic and techno fans will have Croatia on their radar. Get into the groove and head to Sonus Festival or Hideout at Pag Island, throw some shapes at Ultra Europe in Split or immerse yourself in an ancient setting at the Gates of Agartha festival held in a cave near Pula.

The medieval walled city of Dubrovnik hosts one of the oldest European festivals – Dubrovnik Summer Festival – offering concerts, dance and theatre performed at fortresses, historical squares, palaces and throughout the streets of the Old Town.

Herceg Novi in Montenegro hosts numerous events including folklore song and dance festivals throughout summer and the Festival of Choir and Orchestra if you prefer more classical genres.



Dubrovnik Summer Festival

Cuisine & Wine

The easiest way to appreciate a culture is through its food. Each country boasts its own unique gastronomic influences; a mix of Dalmatian and Mediterranean flavours. From freshly caught seafood served in waterfront konobas (tavernas), homecured pršut (smoked ham) to truffle-infused cuisine or the slow-cooked Peka dishes roasted under an iron bell, gastronomes will delight in tasty dishes.

"Ston is a great anchorage in southern Dalmatia and a great place from which to visit the Peljesac peninsula — some of the most stunning countryside I have ever seen around here. It's a fascinating walled old town famous for oysters and salt production and at the heart of Croatia's wine production and olive oil!" Alexander Coles, Senior Charter Broker and CEO at Bespoke Yacht Charter.

Unique terrors and microclimates give texture to local wines that are not merely to be sipped at sophisticated dinner soirées; they require hearty regional food, and the Adriatic countries certainly deliver on that. Seek out the crisp white wines of Slovenia, renowned Croatian wines such as white Malvasija Istarska and red Teran, or sample the Montenegrin wine varieties of the Zeta plain and Crmnica Valley.

Be warned, a visit to the Adriatic is sure to feature the locally-distilled rakija!

Historic Sites

History buffs won't be short of places to fill their Adriatic itineraries centred around UNESCO World Heritage sites. Discover the 5th and 6th century AD monuments and mosaics in Ravenna, step back in time imagining the gladiator matches at the amphitheatre in Pula in Croatia, or learn more about the origins of the Stećci limestone tombstones located at Radimlja – the necropolis is one of the most valuable monuments of the medieval period in <u>Bosnia and Herzegovina</u>.

Elsewhere, other interesting places to visit include the Bosnian Pyramids of Visoko and the Ostrog Monastery near Niksic in Montenegro, an important Balkan pilgrimage site.



Bosnian Pyramids of Visoko

Outdoors & Nature Experiences

Located north of Puglia's Gargano peninsula lies one of the best kept secrets of the Italian Adriatic – the Tremiti Islands. Go there in the shoulder season to explore the Aleppo pine forests, island grottoes and dive in the Marine Reserve of the Tremiti Archipelago.

Slovenia will unlock your energy for experiencing the great outdoors. Cycle in the Šoca Valley, visit Bled for hiking and swimming, or immerse yourself in the natural wonder of the UNESCO listed karst caverns Škocjan Caves and the Primeval Beech Forests of the Carpathians.

Selma Čmelik, Founder of <u>čarter.hr</u>, says charter guests have plenty of choice with more than a thousand Croatian islands, each with its own unique charm.

"Croatia's natural beauty can be found on islands such as

Silba, Olib, Zlarin, Šolta, and other small but preserved nature havens. Begin your planning with digital charter itineraries, based on your preferences, including the duration of your trip, your interests, and the level of activity you desire."

Wildlife lovers will enjoy the surroundings at Lake Skadar National Park, split on the border between Albania and Montenegro. A birdwatcher's paradise, with more than 260 different species including the endangered Dalmatian Pelican and Pygmy Cormorant, the scenery is Instagrammable with karst mountains, water lilies and traditional fishing villages.

Aside from the beaches of its famed Riviera, Albania has stunning places to explore and unwind. Go hiking in the Llogara National Park, dive shipwrecks in the Karaburun-Sazan Marine Park or head to Permet on the edge of the Vjosa Wild River National Park for rafting or cycling. If you want to peek at coastal ruins, kayak from Gjiri I Lalzat to Kepi Rodonit before exploring the remains of the 15th-century Rodoni Castle.

Luxurious Experiences

Though it doesn't have the refined glamour of Monaco or the ongoing appeal of Portofino, the Adriatic's luxury tourism sector has blossomed. Whether you prefer a private yacht charter exploring secluded coves and islands, or stepping ashore for a mini break at exclusive boutique hotels nestled in historic cites, the Adriatic's zest for attracting upscale travellers is undergoing a transformation.

Shipyards, Refit Facilities & Marinas

Numerous shipyards across the Adriatic cater for build, maintenance and refit, providing excellent services and facilities. Make notes for key spots at Ravenna, Ancona, Pescara, Rijeka, Šibenik or Tivat.

"With plenty of marinas (57 official marinas, to be specific) in Croatia, it's still advisable to book a berth in advance, especially in popular destinations. Be prepared for mooring in various conditions, from stern-to docking in busy marinas to anchoring in secluded bays."

– Selma Čmelik, čarter.hr Founder.

Strategically located at the Strait of Otranto, Marina Vlora will play a central role in the development of Albanian tourism. The marina will provide upward of 400 marina berths, including infrastructure to accommodate the ever-growing fleet of vessels in the city which visit nearby marine protected areas (MPA's) such as Sazan Island and the Karaburun peninsula.



Marina Vlora design

Italy

Stretching over 750 kilometres from Trieste to the heel of Puglia, the Italian Adriatic coast has marinas in Trieste, Bari and Brindisi, world-class shipyards along the coast and enough historic monuments and natural attractions to compete with the best charter destinations.

Slovenia

Slovenia is renowned for its stunning landscapes, from mountain lakes to the Adriatic Sea. Visitors can indulge in outdoor activities such as hiking, canyoning, and cycling in picturesque settings. The country's diverse terrain also offers opportunities for relaxation in thermal spas and wellness retreats. Historic towns such as Ljubljana, Koper and Piran give opportunities for sightseeing ashore.

Croatia

Key ports are found in Dubrovnik, Jezera, Rovinj, Pula, Split, Trogir and Zadar. Notably, ACI Marinas has marinas strategically spread from Umag in the Istria region in the far north to Dubrovnik in its far south. Walled, gated and a cornerstone for tourism, Dubrovnik, a UNESCO World Heritage site is hugely popular, partly due to its profile from HBO show Game of Thrones.

Island-hopping is a prerequisite.

"Korčula is my absolute favourite of the Croatian islands and somewhere my wife and I have been going for 20+ years,"

enthuses Alexander Coles, Senior Charter Broker at Bespoke Yacht Charter.

"The Old Town is beautiful, but it's the north of the island that I really love. The lovely town of Vela Luka is a super place, very authentic. Amazing anchorages around there with crystal clear water and very quiet. It's a superb place for paddle boarding and other water sports."

People tend to talk about Croatia as if it's just one place – however it has wide diversity in landscapes and experiences.

"Croatia really surprises charter guests when they visit for the first time; it's a well-rounded destination whether you want nightlife or equally a quiet anchorage away from the crowds,"

says Tristan Mortlock, Director at Mortlock Yachts and Guest Speaker at the Superyacht Summit Adria.

"My recommendations would include Mljet, and also Skradin where you cruise inland and charter guests can stop off for fresh mussels or oysters with local wine. On arrival, guests can take private guided tours with park rangers to discover Krka National Park and the Skradinski Buk waterfall."

The Adriatic meets all yachting needs and is being touted as the 'New Med'. Selma Čmelik, čarter.hr Founder explains:

"Having worked in the yacht charter industry for almost 20 years here in Croatia, I've personally witnessed it transform into a sailing paradise that thrills people from all over the world. Croatia's charm isn't just in its size or the postcard-perfect views—it's in the soul-stirring experiences that await at every cove and marina. I like to say that going on a boat trip along the coast of Croatia is like reading a lively book. From the sun-kissed coasts of Istria in the north to the historic walls of Dubrovnik in the south, every island, islet, and bay is a story with clear waters, charming towns, and lush vegetation that tells tales of the past. It's not just the scenery that makes Croatia a sailor's dream; our way of life has been an interaction between traditions and nature for hundreds of years."



Zadar

Bosnia & Herzegovina

Dotted with Ottoman-era mosques and medieval fortresses, Austro-Hungarian buildings and UNESCO World Heritage sites, Bosnia and Herzegovina boasts a rich tapestry shaped by centuries of history and cultural influences.

Neum is Bosnia and Herzegovina's only coastal town — set on just 22-kilometres of coastline — it offers plenty of water sports options and charming waterfront restaurants serving seafood dishes and local specialties. Yacht charter clients can step ashore to explore historic cities such as Sarajevo and Mostar where they can discover ancient architecture, vibrant markets, and museums. The Sutjeska National Park is the place to go to experience outdoor adventure with rolling meadows, the 75m-high Skakavac Waterfall and one of the last remaining primeval forests in Europe, Perućica.

Montenegro

Most visiting superyachts will cruise the dramatic Bay of Kotor, a UNESCO World Heritage site renowned for its fjordlike scenery. Be sure to hike up the steep hill to see Kotor's impressive fortress with panoramic views across the bay. Other places of interest include Njegoš Mausoleum on top of Mount Lovćen, Budva — where the Old Town blends with nightlife — and the island of Katič opposite Petrovac for diving.

"Porto Montenegro is absolutely beautiful and a great place to see some of the most impressive superyachts in the world. Very well run with excellent facilities. A great place for shopping for top brands duty free. Some really lovely restaurants including One and Murano at the Regent Porto Montenegro,"

says Alexander Coles from Bespoke Yacht Charter.

"There are also lots of great local restaurants in Tivat which is a short walk away. I also highly recommend Buddha Bar beach with its amazing pool and great food. A superb place for a sundowner."



Montenegro

Albania

Situated on the Balkan Peninsula, Albania has 450-kilometres of western coastline that stretches from the northern borders with Montenegro to the Ionian coast. From the stunning beaches of Ksamil to the remote beauty of the Ionian Islands, yachting clientele to Albania can enjoy a more authentic and off-the-beaten-path experience, with fewer crowds than Western Mediterranean hotspots. Additionally, its proximity to Corfu gives more options for day trips.

Maritime activity focuses on Durres, Vlorë and Saranda, a busy port town in the south. The Albanian Riviera is undoubtedly a highlight of any charter trip to Albania, drawing visitors with its allure and beauty. Beaches vary from tucked away pebbled coves to sandy stretches with beach restaurants. Gjipe Beach between Drymades and Himare is only accessible by boat or a steep hike down from the carpark — it's worth the day trip — or make a beeline for Spile Beach or Jale Beach with clear water that's ideal for snorkelling and swimming.

Don't miss discovering Albania's heritage and culture: Explore the Butrint National Park, a UNESCO listed archaeological site from the Greek and Roman era, or dive into the traditional cuisine and history in Tirana, Berat or Krujë.

"Many seasoned charterers have done all the West Med destinations multiple times and are looking for something new. You can always find a stunning anchorage where you are the only yacht there, unlike in Capri or the south of France where you are joined by 200 other yachts,"

says Alexander Coles.

"Two other things I hear all the time about the Adriatic are the friendliness of the people, and the VAT! There is a big difference between 13% and 20-22% when chartering yachts costing €100k plus and clients mention this all the time. As one said yesterday, what he saves on VAT chartering in Croatia versus Italy goes a very long way towards paying the crew gratuity."

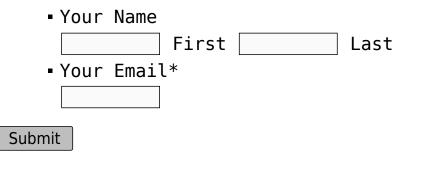
The Adriatic can feel nostalgic — there are towns which feel distinctly Balkan or Italian or Turkish, yet they are like nowhere else. It's a region where you'll see stylish yacht guests saunter along the quays to boutiques, or wander past people sitting on their doorsteps gossiping at dusk. Go there for the sea, for the scenery, for the food, but most of all, go there for the hospitality of the people.

Superyacht Content is participating as a Media Partner at the Superyacht Summit Adria taking place on April 18th at the Radisson Blu in Split, Croatia. Get your tickets at www.superyachtsummitadria.com

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Why You Should Try Meditation For Ultimate Mindfulness Onboard

Mindfulness is a practice that offers a valuable way to embrace the present moment, encouraging awareness into your daily life. It has many benefits, including reducing stress levels. Given the demanding nature of seafaring work, the benefits of mindfulness can go a long way. In this article, we cover why and how to kickstart your mindfulness journey onboard.



How Mindfulness Works

Mindfulness involves being fully present and engaged in your current activity, free from distractions and judgments. The key is to be aware of your thoughts and feelings without dwelling on them. This practice not only transforms mindset and perspective – it's great for rewiring your brain!

Why Mindfulness Is Good For You

Engaging in meditation allows you to transition from highfrequency brain waves to lower frequencies. This potentially helps you to reduce emotions like fear, stress, and anxiety. As well as this, meditation can establish new neural pathways in the brain associated with qualities such as focus and decision-making. Perfect for your fast-paced crew work!

Mindfulness helps with:

- emotional regulation
- planning
- problem-solving
- enhancing learning and memory
- diminishing the size of the amygdala which governs stress, fear, and anxiety

These findings underscore the tangible benefits of mindfulness meditation. Individuals who make it a habit often report heightened levels of happiness, patience, acceptance, and compassion. Conversely, stress, frustration, and sadness tend to decrease.

8 Ways To Deepen Mindfulness:

- Body Scan: Methodically explore your body from head to toe during meditation, making note of any discomfort, sensations, or aches.
- 2. Noting: Take a mental note of specific thoughts or feelings when/if distractions arise during meditation.
- 3. **Reflection:** Ask a question, like "What are you most thankful for?" and observe emerging feelings rather than thoughts during meditation.
- Loving Kindness: Shift focus from the breath to directing well-wishes and goodwill to yourself and others, visualising different individuals.
- 5. **Skillful Compassion:** Concentrate on someone you know or love, paying attention to sensations from the heart.
- 6. Focused Attention: Focus on your breath, returning to it

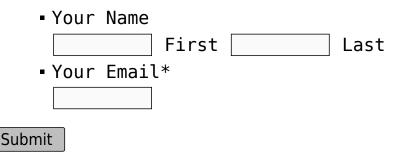
when distractions arise or your mind starts to wander.

- 7. **Visualisation:** Sustain a relaxed focus by visualising a person or abstract concept during meditation.
- Resting: Let the mind rest, acknowledging thoughts without allowing them to divert attention from the present moment.

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PIBS Exclusive Networking Event 'SUNSET SOCIAL' By Superyacht Content & Oceanform

<u>Superyacht Content</u> & <u>Oceanform</u> are proud and thrilled to be hosting **Sunset Social** at the <u>Palma International Boat Show</u> on

the 26th April 2024!

Read on to find out what it's all about, where it's happening and when, and how you can register.



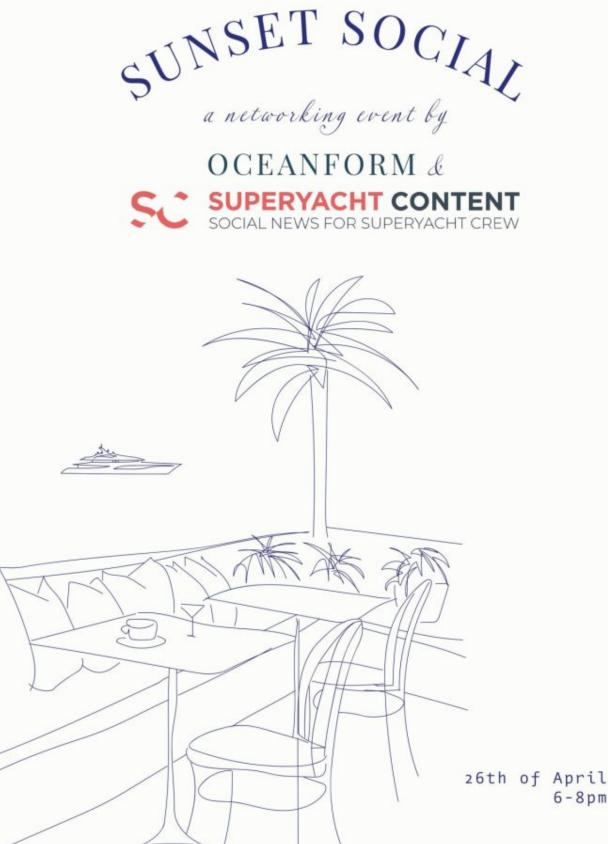
Image sourced from: Sanlorenzo Yachts UK

What Is Sunset Social About?

Hosted from 6pm — 8pm on Friday 26th April, **Sunset Social** will be an exclusive networking event for an array of guests, from captains and chiefs to agency, provisioner and management professionals alike.

While you're there, enjoy the sunset with a glass of Fizz and some canapes, the perfect wind down from a busy day at PIBS. Mark your calendars and prepare for an evening you won't want to miss!

Palma International Boat Show 2024



Key Information

What's the date? Friday 26th April.

Where is the event taking place? A very cool (and secret) location adjacent to the boat show... If you fill out the form at the bottom of this article, we'll get back to you with all the details, including the venue!

How long will it last? The event starts at 18:00 and will start to wind down at 20:00.

Who can register? Crew or company members are very welcome.

A Few Words From The Organisers!

Julie Joergensen & William Nicholson, from Oceanform:

"We're really looking forward to the exclusive networking event, seeing it as the perfect opportunity to unwind and connect with both new and familiar faces after a day at the show. Plus, we can't wait for everyone to experience the quality of our uniforms firsthand, all while enjoying a glass of fizz against the backdrop of the sunset.

As this is our first event, we are truly honoured to share this evening with the Superyacht Content team."

Nisrine Roustomi & Darren Andrew, from Superyacht Content:

"We're thrilled to be co-hosting this exclusive networking event with Oceanform creating an unforgettable experience. The Sunset Social is an ideal opportunity to unwind and forge connections with industry peers, in a relaxed setting, surrounded by the beauty of Palma and the venue's vibrant atmosphere.

We can't wait for you to join us in an evening of conversation, enjoying the spectacular sunset views together with the finest refreshments."

Where To Sign Up

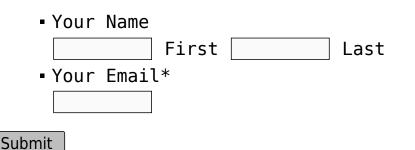
Interested?

You can register for the event on this form here: <u>https://docs.google.com/forms/d/e/1FAIpQLSfnYoQTC50C_PmVcs9obo</u> <u>0zREi99LtTdWUcr00q03y6WHsBSg/viewform?usp=sf_link</u>

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An Inside Look At The 2024 Superyacht Chef Competition

On Thursday 4th April, the Principality of Monaco was the setting for the 2024 Superyacht Chef Competition and Superyacht Content was there to follow the action. Organised as part of the collective approach 'Monaco, Capital of Advanced Yachting', this prestigious yearly event showcases the talents of yacht chefs aboard some of the world's most notable vessels.

Bluewater's Director of Training, John Wyborn, expressed his enthusiasm for the annual competition. "This event is a thrilling experience for everyone involved, with Michelin-star judges overseeing the competition among talented yacht chefs. Bluewater has been in the industry for 33 years, and this competition highlights the great strides the industry has made since then, with exceptionally high standards expected from all crew members onboard. Bluewater takes pride in collaborating with the Monaco Yacht Club and La Belle Classe Academy to organise the 5th Superyacht Chef Competition."



Celebrating Excellence In Superyacht Gastronomy

The Superyacht Chef Competition is more than just a cooking contest; it's a spotlight for the creativity, innovation, skill, and the artistry of haute cuisine in the yachting world. Working under pressure in front of an audience of notable judges, crew, media and Monaco Yacht Club members, nine yacht chefs battled it out in an open kitchen with superb MC'ing by gastronomic journalist and presenter, Vincent Ferniot.

With over 30 years' experience in the yachting industry, Mark Cox, Director and Trainer at OceanWave Monaco who were a Sponsor, said the event is a testament to the growing recognition of superyacht chefs as gastronomic artists committed to excellence. "OceanWave Monaco is thrilled to return as a Sponsor. We have our accomplished Trainer and Chef Duncan Biggs who has worked on board and shoreside for 25 years overseeing the produce being used and discarded as the 'anti-waste' judge. It's brilliant to see some of the Chefs who have taken our Ships Cook Certificate Assessment have the confidence and skills to compete at this exceptional level."

A Prestigious Jury

Supervised by Chef Joël Garault, President of Gouts et Saveurs, the highly esteemed judges panel of professional chefs included three-star Chef Glenn Viel from Oustau de Baumanière and member of the Top Chef jury who acted as President of the Jury. Joining him was double Michelin star Chef Julien Roucheteau, Chef Fred Ramos, Chef Victoria Vallenilla and the 2023 Superyacht Chef Competition winner Chef Marco Tognon from M/Y Planet Nine.

Chef Danny Davies, host of 'Behind the Line with Chef Danny Davies' with over 30 years of experience on land and sea shared his insight from the judge's table. "It's an absolute honour to be invited here as a judge. It was a special experience to be a guest at a dinner the night prior to the competition with all the Jury and HSH Prince Albert II of Monaco. The standard of competition has been outstanding, all Chefs have really delivered with excellent technical knowledge and flavour." In the future, Chef Danny will be setting sail as a guest Chef on board two Atlas Ocean Voyages cruises in the Caribbean and from London to Norway, and he is organising yacht chef competitions to be hosted during Fort Lauderdale International Boat Show and Palm Beach.



A Culinary Triumph

The intensity of the competition partly comes down to the mystery boxes of ingredients that are revealed — the audience is given one minute to choose an extra ingredient to supplement the boxes via QR code vote, adding to the surprise.

The fast-paced environment means that Chefs don't have the opportunity to research recipes or fall back on their signature dishes. Although there's a lot of behind-the-scenes planning to set up a pop-up kitchen, there's one thing the Superyacht Chef Competition doesn't compromise —the 40-minute time constraint for each round (50-minutes for the grand

final). After three rounds with three Chefs, and a lunch break, three finalists put their culinary skills to the test in an intense final.

Each contestant received an event medal and for the 'Audience Vote for Best Plates' the prizes went to Chef Margot Laurent from 43m M/Y Leonardo III and Chef Paulo Ucha Longhin from 50m M/Y Hercules.



And The Winner Was…

Chef Paulo Ucha Longhin emerged victorious as the overall champion, displaying a perfect balance of creativity, flavours and technique. His winning dishes were proof of his skilful approach: Glazed lobster, hazelnut butter and bisque, a lemon tartare and caviar, followed by a dessert of mascarpone cream with cocoa and strawberry tartare with basil and lemon cream.

It was a touching moment to see him claim his winner's trophy with his young family by his side.

Second place on the day went to Ava Faulkner from 60m M/Y Light Holic – Ava grabbed attention from her first plate of the day crafted from the mystery box of black truffle, Côte de Bouef, Szechuan pepper and white truffle honey. Her rousing acceptance speech highlighted the importance of female Chefs in the superyacht industry, following with the bronze trophy being awarded to Mateusz Mitka from 63m M/Y Lady Britt.

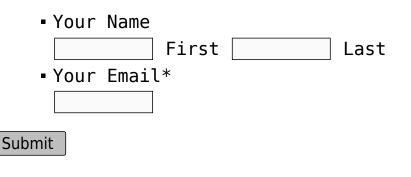
Every year, the event evolves as an epicentre where new ideas and cooking skills are unveiled and celebrated. As yacht chefs explore new culinary innovation and methods, one thing is clear: amazing food will always be a core part of yachting life.



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Navigating Nutrition: Healthy Eating For The High Seas

Ahoy, mateys! Life on the open seas offers incredible experiences, but navigating the culinary world can sometimes feel like steering through uncharted waters. With the constant temptation of abundant buffets, overflowing crewmess cupboards stocked with sweet treats, and alluring afternoon tea breaks, maintaining a healthy diet at sea can be a challenge. This **Truth Wellness** guide serves as your compass for healthy, delicious, and energy-boosting eats, ensuring you tackle every adventure with gusto.



Dive Into The Oceanic Pantry: Stock Up For Smooth Sailing

Before setting sail, explore the local markets and provision your galley with an arsenal of nutritional bounty. Think seasonal fruits and vegetables, bursting with vitamins and minerals, and lean protein sources like fish (rich in omega-3s), chicken, and lentils. Don't forget shelf-stable staples like whole grains, nuts, and dried fruit for easy, onthe-go snacks. Did You Know? Marine superfoods like seaweed and algae are not just trendy, they're packed with essential nutrients, offering a taste of the ocean's wellness bounty!

Taming the Naughty Cupboard

Let's be honest, the crewmess can be a siren song for those seeking a sugar rush. While indulging in occasional treats is perfectly fine, remember that moderation is key. Opt for healthier alternatives stocked in the crewmess, like yogurt with berries and granola, or a handful of fresh fruit.

When Fatigue Strikes

We all know the feeling: long shifts, challenging weather, and the ever-present ocean can leave you craving comfort food. Instead of reaching for sugary snacks or chips, pack prepared, healthy snacks like:

- Carrot sticks with hummus: This classic combination is a great source of fiber and protein, keeping you feeling full and energized.
- **Trail mix:** Make your own mix with nuts, seeds, and dried fruit for a customizable and portable snack.
- Hard-boiled eggs: A convenient source of protein and healthy fats, perfect for on the-go energy.

Fun Fact: Coconut water isn't just a tropical trend, it's a natural hydrating elixir rich in electrolytes, perfect for replenishing after a sun-soaked day.



Navigating the Food Cycle

Life on a yacht often revolves around a set schedule of meal and snack breaks. While convenient, this structured routine can sometimes lead to unintentional overeating. Be mindful of your body's hunger cues and avoid mindlessly snacking just because it's "tea time."

- Hydrate regularly: Sometimes, thirst can be mistaken for hunger. Carry a reusable water bottle and sip throughout the day.
- Plan your meals and snacks: Having a plan in place can help you avoid impulsive snacking and unhealthy choices.

Limited Control, Limitless Possibilities

While you may not control the menu entirely, you can still make healthy choices. Communicate with the chef about your dietary preferences and explore alternatives within the available options. Ask about cooking methods, choose smaller portions, and focus on nutrient-rich ingredients and fill your plate with fruits, vegetables, and whole grains to feel fuller for longer.



Embrace Mindful Munching

Transform mealtimes into sensory experiences by incorporating mindfulness. Savor the breathtaking ocean view, appreciate the

aroma and flavors of your meal, and chew thoughtfully. This practice fosters a healthy relationship with food, both at sea and on land.

Fasting on the High Seas

The structured meal schedule aboard might spark curiosity about intermittent fasting with your crewmates. While not for everyone, research suggests possible benefits like improved blood sugar control and increased energy levels. However, consulting your doctor or a registered dietitian is crucial before embarking on this journey together.

Crew Fasting Challenge:

If you're all open to the idea, consider collaboratively trying intermittent fasting as a team. This can create a sense of accountability and support, making the process more enjoyable and potentially more successful. Here are some key considerations for a crew fasting challenge:

- Start small: Begin with a manageable window like skipping breakfast and eating from lunch to dinner. Gradually adjust the duration as the crew adjusts.
- Communicate and respect: Openly discuss your goals with your crewmates and respect individual preferences. Not everyone may be interested or able to participate.
- Support, not pressure: Encourage and support crewmates, but avoid pressuring anyone who feels uncomfortable or experiences negative effects.
- Listen to your bodies: Pay close attention to your body's signals. If you experience fatigue, dizziness, or any other negative symptoms, break the fast and consult a doctor.

Remember, intermittent fasting is not a competition. Everyone's body reacts differently. Focus on creating a supportive environment where crewmates can explore their own wellness journey, fostering healthy habits and a sense of community on the open seas.

Nourishing Your Seafaring Soul

Life at sea invites adventure and exploration. Embrace a wellbalanced and flavourful approach to food, and let healthy eating be your compass in navigating the vast ocean. Remember, you are what you fuel, so ensure you nourish your body and adventurous spirit with every delicious bite. Bon appétit, yachties!

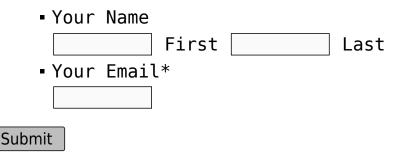
Article written by:



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The True Meaning Of Wellness And How To Nurture It

The term "wellness" often gets used without much thought. But what does it truly entail? For many, it's misunderstood as simply hitting the gym or eating right. However, the essence of wellness is far more nuanced, it's a journey encompassing four key dimensions: physical, mental, emotional, and spiritual. Read on for <u>Supervacht Fitness</u>' insight for how you can nurture wellness in all aspects of your life.



Physical Wellness

This dimension revolves around keeping your body in top shape. Whether it's hitting the gym, practising yoga, or going for a swim, finding ways to stay active onboard is crucial. Even taking a brisk walk can contribute to your physical wellbeing.

Mental Wellness

Maintaining a positive mindset is essential for mental wellness. Take time to connect with others onboard, whether it's chatting with a friend or participating in team-building activities. Fostering open communication about your feelings and emotions can help alleviate stress and improve mental resilience.



Emotional Wellness

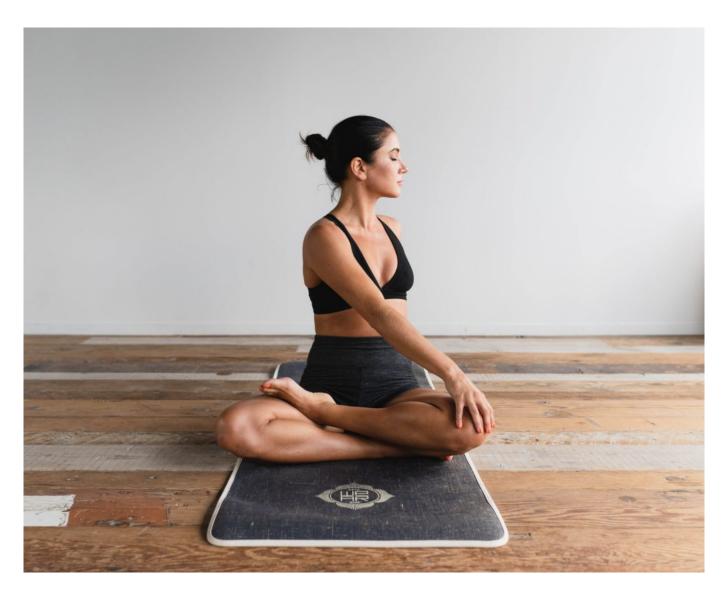
Embracing your emotions and expressing them authentically is key to emotional wellbeing. Don't shy away from discussing your feelings with trusted colleagues or seeking support when needed. Remember, it's okay to ask for help and take time for self-care.

Spiritual Wellness

Finding moments of peace and introspection can nurture your spiritual wellbeing. Whether it's through meditation, quiet reflection, or connecting with nature, prioritise activities that feed your soul and provide a sense of inner calm.

To maintain your holistic wellness, it's essential to regularly review and evaluate each of these dimensions. Try creating a wellness chart where you rate your physical, mental, emotional, and spiritual wellbeing on a monthly basis. Reflect on areas where you are thriving and areas that may need more attention. Create a list of activities you can try for each area, not every month will be the same so it's great to mix things up and try something new. Most importantly, focus on activities that bring you joy and fulfilment, rather than adhering to trends or expectations.

By prioritising your wellness onboard, you not only enhance your own health and happiness but also contribute to a thriving and supportive crew community.



Upcoming Webinar: April 2024

JJoin the webinar to hear an engaging discussion from two experts in the field of wellness, <u>Robbie Leung</u>, <u>Founder of the</u> <u>Vigour Group</u>, and <u>Georgie Spurling</u>, <u>Founder of ARVRA</u>. Our guest experts will talk about creating the right environment onboard, wellness tools and tech, including the new Superyacht Fitness app.

Monday 22 April 2024 14.00 BST

Registration link:

> Find Superyacht Fitness on their website at: https://www.superyachtfitness.com/

Instagram: https://www.instagram.com/superyacht_fitness/

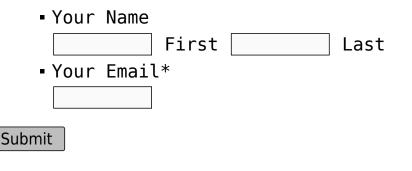
LinkedIn: <u>https://www.linkedin.com/company/superyacht-fitness/</u>



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Countdown Begins For The Balearic Superyacht Forum 2024!

Balearic Marine Cluster & The Superyacht Group are hosting the first superyacht event in the Balearics Islands: The Balearic Superyacht Forum in Palma de Mallorca on the 24th and 25th of April 2024.

The 24th and 25th of April are now dates to be marked on the calendars of industry professionals and yachting owners alike, as <u>The Balearic Superyacht Forum</u> (TBSF) lands in Palma.

Over the span of two days, the main island of the Balearics is poised to emerge as the focal point of the Nautical industry.

Attracting an array of attendees that includes influential representatives from Management Companies, Brokerage Companies, Yacht Services, Refit Companies, Shipyards and Building Companies, Captains, as well as Decision Makers and Stakeholders in the sector, this event promises to be a dynamic gathering of key players.



Where Is It?

The event, as is only fitting, will take place at a venue with a seaside presence: **The Auditorium of Palma**.

Nestled in the heart of the Port of Palma, the venue offers a central and convenient location, **just a 10-minute journey from the Palma International Boat Show**, which is celebrating its 40th edition during the same week. This arrangement offers attendees a unique opportunity to seamlessly engage in both events, offering a comprehensive experience.

Moreover, the Auditorium is strategically positioned within a **short walking distance from the city centre** and the primary points of interest.

The Attendees

The Balearic Superyacht Forum welcomes industry professionals keen to contribute to shaping the future landscape of the Balearic Islands within the global superyacht community. Attendees will include representatives from major companies, yacht owners, and key decision-makers, ensuring diverse perspectives in the forum.

With a limited availability of 300 tickets, including a set aside for VIP Guests, this exclusive event promises to be a dynamic gathering of key players.

<u>Secure your spot now</u> for an unparalleled opportunity to influence and engage in the future of the industry!

The Programme

The Balearic Superyacht Forum comprises an extensive programme that encompasses diverse sessions and panels addressing key aspects of superyacht operations. Across this high-profile event, prominent speakers, pivotal figures in the industry, will participate in insightful debates, sharing perspectives on the challenges and opportunities ahead.

The Forum revolves around **two main themes: the Balearic Islands and Superyachts,** each lending its name to a day of the event.

Day 1: The Balearic Islands Day

On the 24th of April, The Balearics Day will mark the grand opening of the Balearic Superyacht Forum.

The event begins with a deep dive into the **Balearic Nautical** sector, featuring a keynote address illuminating its current state. Through insightful comparisons to the global landscape and input from local and international stakeholders, attendees will gain a comprehensive view to navigate competitive challenges posed by other destinations.

Keeping the Balearic Islands as central stage, a captivating keynote presentation titled "Understanding the Real Balearics: Four Incredible Islands" will analyse each island's unique attributes, emphasizing their collective appeal as a comprehensive yacht destination.

After a refreshing break, the digital aspect takes the main stage in the forum with the Technical Workshop: "Exploring the Dual Edges: The Bright Future and Hidden Challenges of AI in yachting", where the horizons of artificial intelligence (AI) and cybersecurity blend into a sea of opportunities and threats.

Networking is a must at this event, and attendees will participate in an **interactive team-building activity**, focused on the "Biomimicry process," which aims to find disruptive solutions for global issues, drawing inspiration from processes and solutions found in nature.

The day is not finished as attendees will have the opportunity to share their thoughts about this exciting first day and relax while enjoying one of the most breathtaking views of the bay of Palma at restaurant Varadero, where a **cocktail** will be held to end this great first day.

Day 2: The Superyacht Day

The second day, the 25th of April will be held under the name The Superyacht Day.

The first topic to be addressed will be "The future of the Refit industry". Sector leaders will assess the upcoming opportunities and future challenges that Palma must face to attract major refit projects, keep its position in the international refit environment, and save its ever-evolving industry.

The Sustainability and Environmental issues also find its place in the forum. "An industry roadmap to the SDGS", will be analysed in this keynote, where the main Sustainable Development Goals will be discussed along with the different actions and commitments that the nautical sector is carrying out to achieve them.

The last speech of the day will be reserved for the new emerging companies, key in the development of a more competitive industry. In the "Blue startup pitching competition", five meticulously chosen startups will present their projects and strategic plans to a panel of industry experts.

As The Balearic Superyacht Forum ends, the Palma International Boat show kicks off.

All the Forum Attendees will enjoy a VIP experience at the boat Show, so despite the end of the forum, the Balearic experience will go on for three days more.

Who Is Behind TBSF?

The Balearic Superyacht Forum is an initiative from Balearic Marine Cluster and The Superyacht Group, who jointly bring together this think tank experience to the center of the Mediterranean: Palma.

This event counts with the support of several first-class companies: Astilleros de Mallorca, Baltic Yachts, Bwa, Evolution, Hill Robinson, Nautipaints, Ocibar, Pinmar, and STP Shipyard, as well as the support of various local institutions: Institut d'Innovació de les Illes Balears, organizers of the Palma International Boat Show, Consell de Mallorca, DG de Recerca, Innovació y Transformació Digital, Fundación Turismo Palma 365, Autoritat Portuària de Balears and Palma Superyacht Village without which this event will not be possible.

<u>Secure your spot now. Do not miss this key event in the</u> <u>Balearic Islands!</u>

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