



FOR IMMEDIATE RELEASE

VILANOVA GRAND MARINA – BARCELONA AND BWA YACHTING BECOME PREFERRED PARTNERS

BWA is VGM's Preferred Provider for yacht services and will open an office within its facilities

BARCELONA, Spain & LUGANO, Switzerland July 12, 2010– Vilanova Grand Marina – Barcelona and BWA Yachting, announce today they have signed a multi-year service and marketing agreement. The collaboration provides the opportunity for captains, crew and guests to experience the exceptional facilities of the Vilanova Grand Marina, designed specifically to accommodate the needs of the super yacht industry, along with a full set of agency and concierge services provided by BWA Yachting.

Thanks to this partnership, BWA becomes the preferred provider for yacht services in Vilanova Grand Marina and will soon open a dedicated office in the marina. This partnership permits BWA to further expand its presence in Spain and strengthens its position within the Spanish market as the country plays an ever more important role as an off-season location.

This new partnership is in recognition of the successful management of the marina, which has rapidly positioned itself within the international super yacht market as a reference point for these types of vessels thanks to its dedication to the industry and strategic location just 40km south of Barcelona. Since its opening in April 2009, Vilanova Grand Marina has registered a 60% occupancy rate, offering both short and long term berthing options.

Ignacio Erroz, General Manager of Vilanova Grand Marina – Barcelona comments, *“The marina is committed to providing the highest quality of facilities and services to our clients. We value excellence and personal treatment to ensure the maximum degree of satisfaction amongst our customers. We are pleased that our partnership with BWA Yachting will enhance the services available to our guests, keeping the highest possible standards by delivering a range of quality-assured yachting services and tailoring those services to the individual needs of the client when necessary.”*

Edward Pegan, Commercial Manager of BWA Yachting comments, *“BWA Yachting has long recognized the strong potential of the super yacht industry in Spain and especially in the Barcelona/Catalonia area. We are very pleased to collaborate with Vilanova Grand Marina as our strategies and business philosophies are very similar. We expect the market to expand in the region, and we are confident that this agreement will bring much benefit to both companies, the region and all visiting customers.”*



BWA Yachting

With Mediterranean headquarters in Lugano, Switzerland and Caribbean headquarters in St. Maarten, BWA Yachting is worldwide leader in concierge and marine agency services to the super yacht industry with offices in Spain, the South of France, Monaco, Corsica, Malta, Croatia, Montenegro, Turkey, Ft. Lauderdale, Florida and the Caribbean. BWA Yachting also provides services in Italy and Greece through its Associate Partners: Luise Associates, JLT Yacht Agency and A1 Yacht Trade Consortium.

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Vilanova Grand Marina – Barcelona

Just over a year after its opening in April 2009, Vilanova Grand Marina – Barcelona has become a reference point for super yachts thanks to its specialization, strategic location and outstanding facilities and services. It has 49 moorings from 25 to 80 metres and offers all necessary services to meet the requirements of captains, owners and crews, both concerning the boat and their own needs on land. It integrates a port infrastructure and a technical area for specialist repair and refitting of large boats. Its location, in the inner basin of Vilanova Port, surrounded by peaceful, clean waters, just 20 minutes drive from Barcelona International Airport, represents an important strategic value for owners and captains.

For further information on Vilanova Grand Marina – Barcelona, please contact:

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