

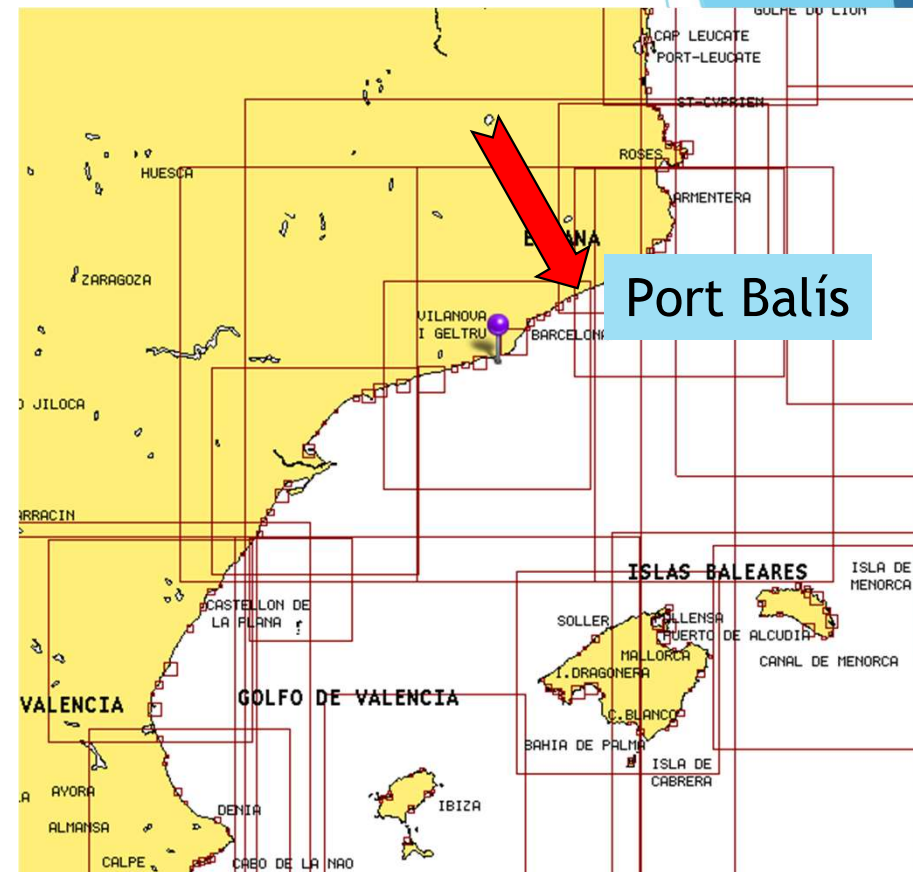
Marina Port Balís

A privileged location in the Mediterranean

Due to its climate, safety, and services, more than half of the world's yachts sail through the Mediterranean each year.

Distances from Port Balís:

- Barcelona: 20 nm
- Palma: 111 nm
- Valencia: 145 nm
- Genoa: 370 nm
- Monte Carlo: 300 nm
- Malta: 700 nm
- Madrid: 1 hour flight



History

- Port Balís was established on May 15, 1973, with a 50-year concession
- 261 moorings are created



Moll de Llevant (E) and first docks



Moll de Garbí construction (SW)

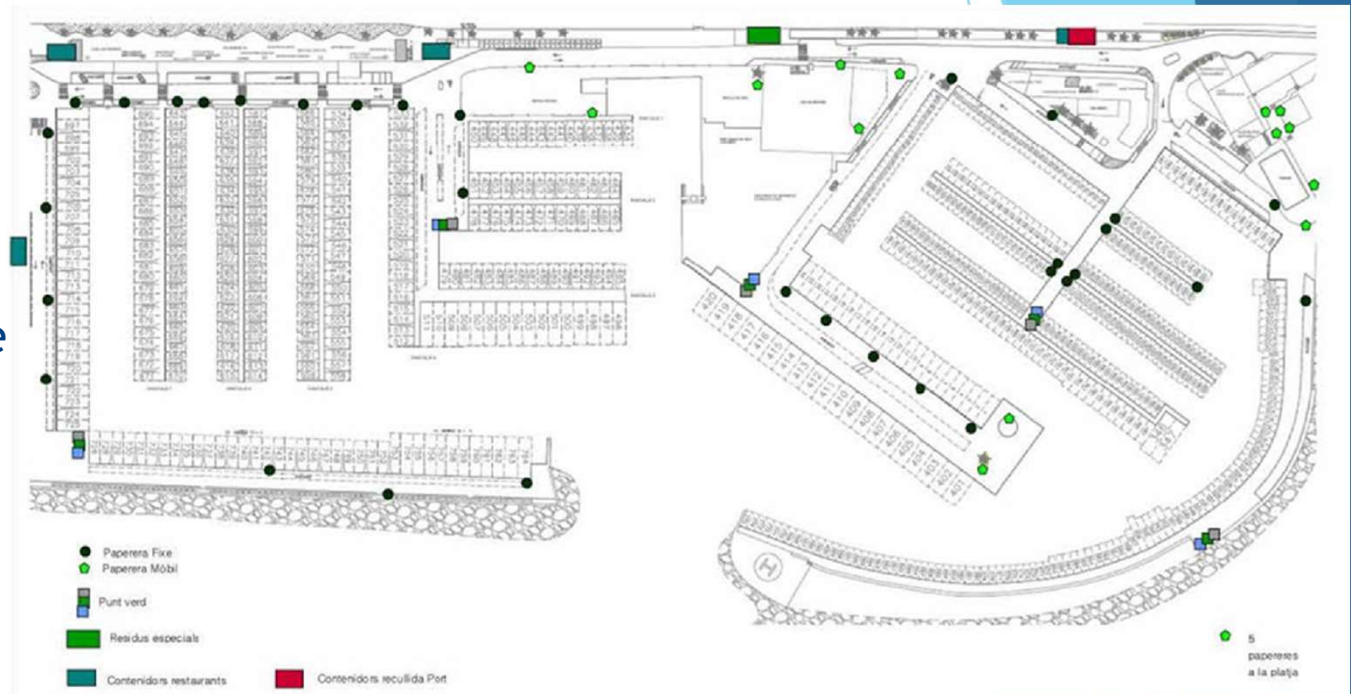
History

- On April 3, 1990, Port Balís underwent expansion with a new concession granted for 30 years.
- 764 moorings for boats up to 30 meters in length.
- Port Balís is established as the main luxury Marina in Catalunya, outstanding over other marinas nearby and attracting a niche of high net-worth individuals.



Current status

- Port Balis is under consideration for a concession starting from June 2026, for a period of 25/30 years based on investment and negotiation; Open to give up to 40 years based on investment volume
- 745 moorings of up to 25 meters
- Entrance width of 80 meters, entrance depth of 4.5 meters, and mooring depth between 2 and 3 meters.



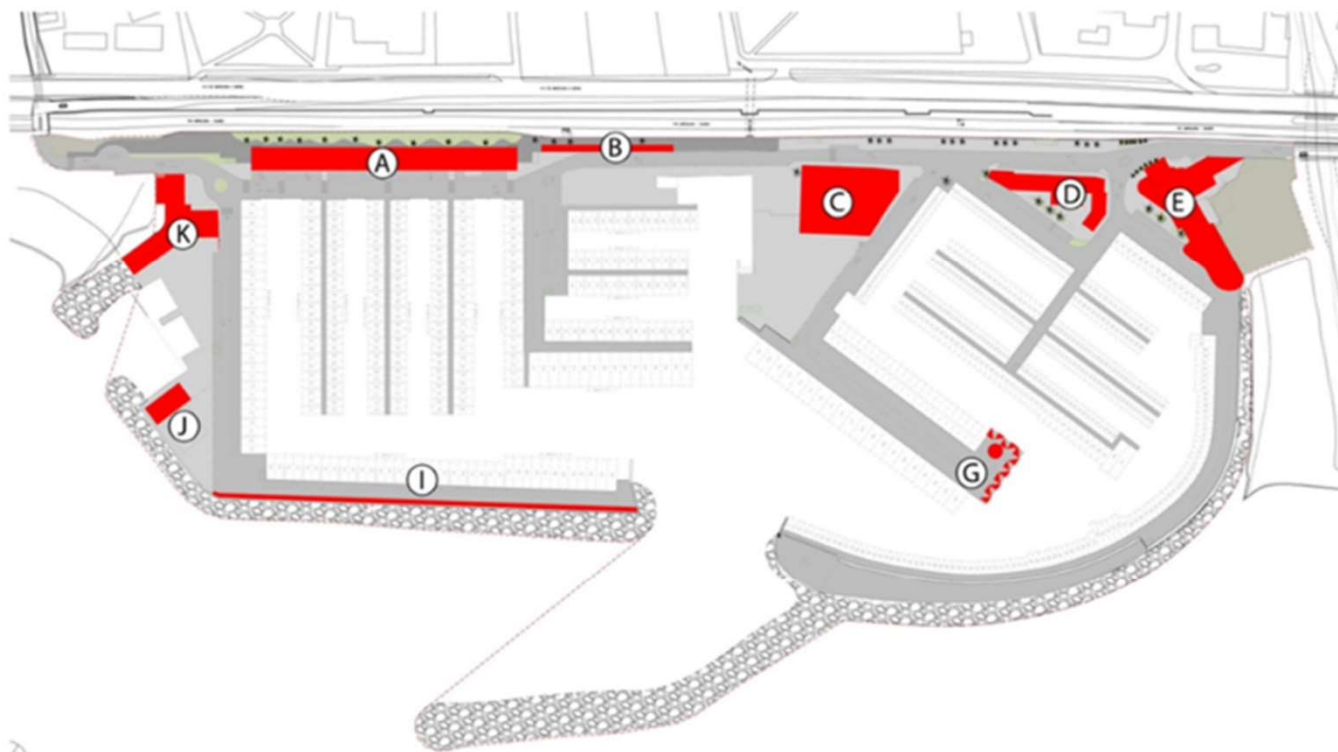
Current layout of port Balis

Current status



Feb 24

Marina Port Balís



EDIFICACIONS EXISTENTS

Edificació	Ocupació (m ²)	Sup const. (m ²)	Plantes	Usos
A Sota passeig -1	2.061	2.061	PB	Restauració, comercial, serveis
B Sota passeig-2	410	410	PB	Magatzem, serveis
C Escola de vela i escar	2.098	3.986	PB+2	Serveis, drassanes, taller, magatzem, educatiu, comercial
D Edifici comercial	969	969	PB	Restauració, recreatiu
E Edifici Seu social	1.980	2.887 +terrasses	PB+2	Administratiu, esportiu, recreatiu, restauració, magatzem, serveis
G Benzinera	-	-	PB	Benzinera, serveis
I Panyols contradic	500	500	PB	Magatzem
J Magatzem	302	302	PB	Taller
K Edifici platja de les barques	1270	1270	PB	Restauració, serveis, comercial
TOTAL	9.730	12.385		



Padel courts and miscellaneous

Restaurant area

Garbí Breakwater

Dry docks & Sports area

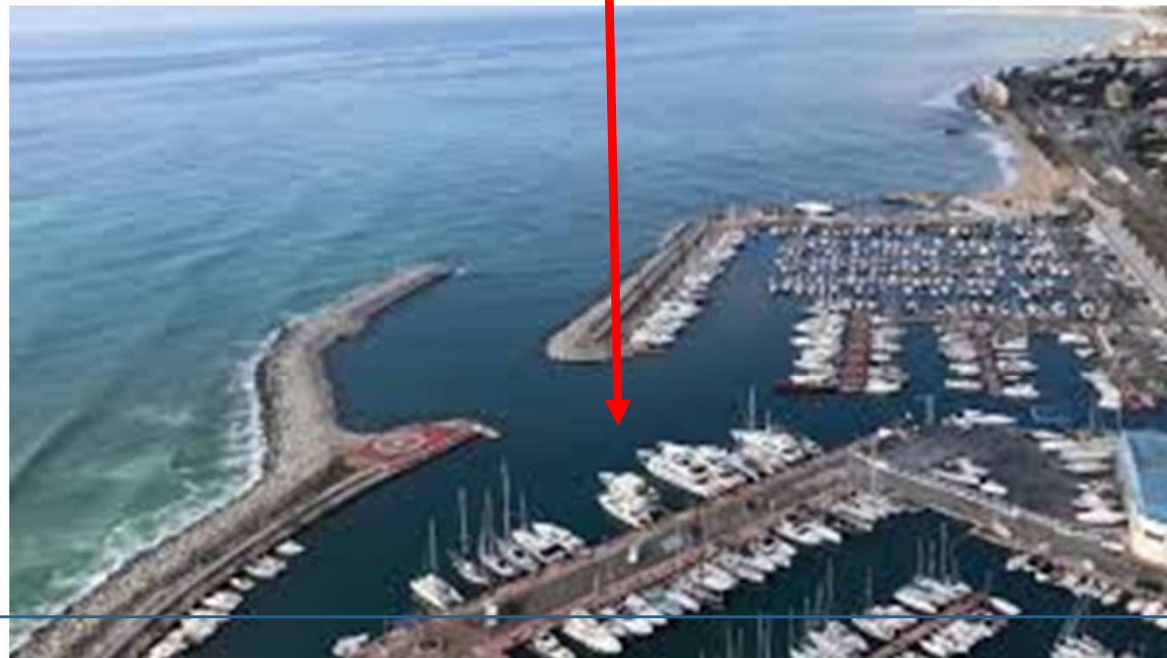
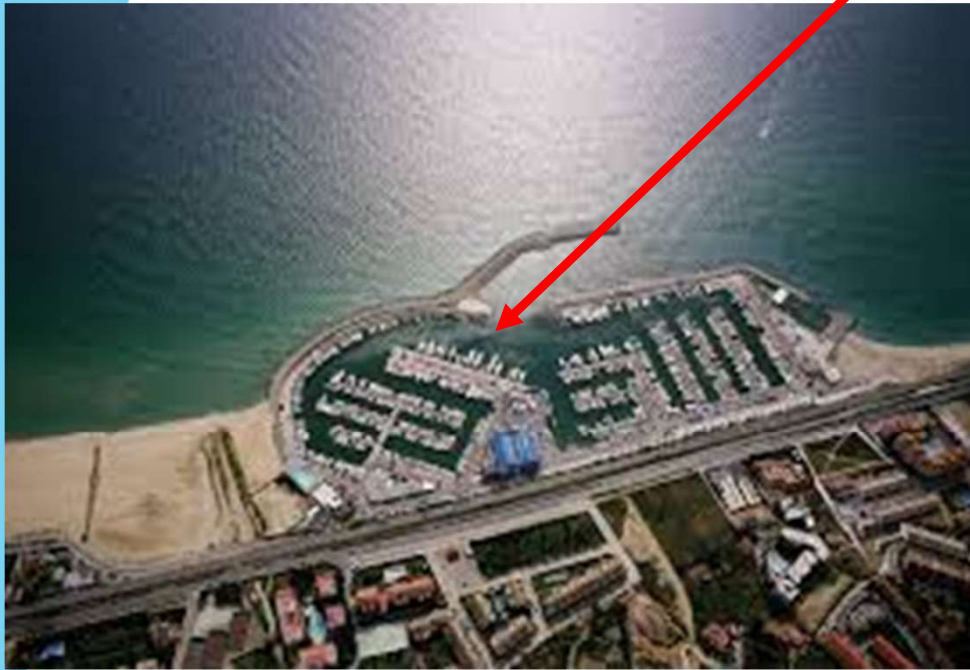
Large moorings

Restaurant area

Llevant Breakwater (preeminent swell)

Yacht Club

Current large moorings area



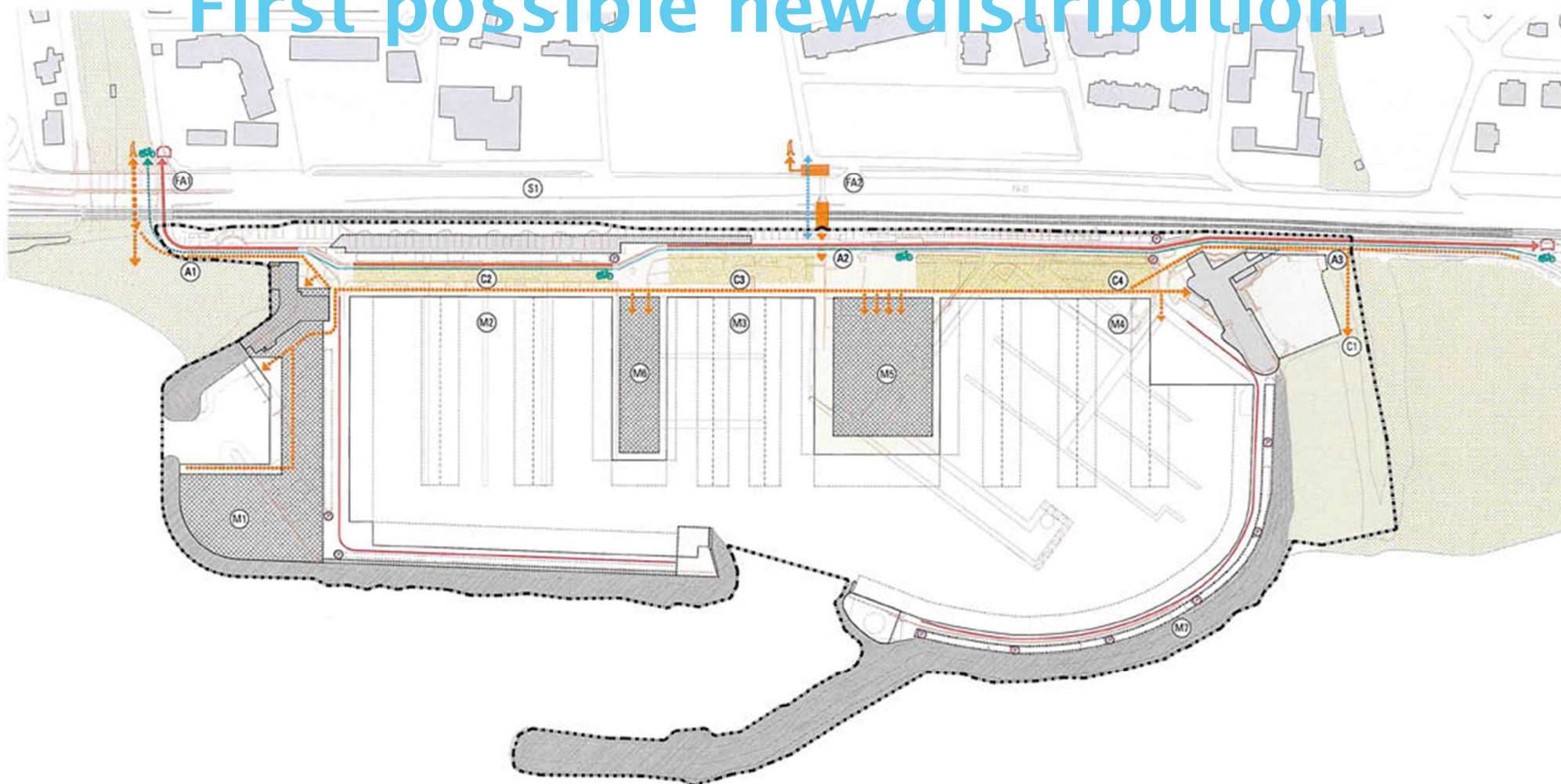
Current moorings arrangement

Length	beam	#
eslora	manega	núm.
8	2,90	148
8	3,00	38
8	3,40	36
10	2,50	1
10	3,40	32
10	3,50	49
10	4,00	43
10	4,50	131
12	3,90	14
12	4,00	9
12	4,50	2
12	4,60	13
12	5,00	117
15	4,65	30
15	5,00	66
15	5,40	1
17	4,95	1
20	5,79	1
20	6,00	41
23	5,79	1
25	7,00	1



Total surface	203,776 m2
Water	103,204 m2
Land	100,572 m2

First possible new distribution



VIARI I ESPAIS LLIURES

- (A1) Ampliació dels carrils d'entrada i sortida, millora del control d'accessos i millora de l'accessibilitat de vianants al port.
- (A2) Millora de l'accessibilitat al port des del pas inferior central
- (A3) Ampliació de la secció de l'accés des del Passeig del Marquès de Casa Riera
- (C1) Millora de l'accés públic i renaturalització de la platja
- (C2) Ampliació i remodelació de la secció del passeig litoral per a vehicles, vianants i bicicletes (Tram 1)
- (C3) Ampliació i remodelació de la secció del passeig litoral per a vehicles, vianants i bicicletes (Tram 2)
- (C4) Ampliació i remodelació de la secció del passeig litoral per a vehicles, vianants i bicicletes (Tram 3)

ESPAI AIGUA

- (M1) Prolongació de la defensa marítima i ampliació de la superfície de terra per a activitats nàutiques
- (M2) Reestructuració i nova directriu de la línia de molls (Tram 1)
- (M3) Regularització del moll per tal d'ampliar l'espai transitable del passeig litoral (Tram 2)
- (M4) Regularització del moll per tal d'ampliar l'espai transitable del passeig litoral (Tram 3)
- (M5) Creació de nou dic/nova plataforma
- (M6) Ampliació del moll existent
- (M7) Rehabilitació dels molls de llevant i prolongació del contradic

SENYALITZACIÓ I INFORMACIÓ

- (S1) Senyalització itinerari vehicles especials N II
- (S2) Campanyes informatives a favor de la utilització del transport públic
- (S3) Programa de Vigilància Ambiental

ACTUACIONS FORA D'ÀMBIT

- (FA1) Millora del gàlib de l'accés de vehicles des del Passeig de la Riera de Llanerers
- (FA2) Condicionament del pas inferior actual i nova canalització independent de la riera

Generalitat de Catalunya requirements

- Optimize water spaces for more and larger moorings.
- Create a dry marina for vessels under 8 meters in length.
- Optimize commercial and dining spaces.
- Implement more sustainable energy systems.
- Optimize parking areas and enhance management.
- Incorporate sensors with service digitalization.
- Enhance repair services through dry dock management.
- Explore potential port expansions.
- Explore potential service expansions.



**Generalitat
de Catalunya**

Generalitat de Catalunya requirements

- Attractive Port Improvement Project
- Technical Team
- Institutional Relations
- Integration of Nautical Activities into the Local Environment
- Environmental Sustainability
- Financial Capacity



**Generalitat
de Catalunya**

Available spaces

PROPOSAL FOR PORT SYSTEM PLANNING (P)

Subsystems	Area (m2)
Maritime Defense	21,150
Roads & Open spaces	34,696
Maritime-Beach	8,600
Activities & equipments	30,399

PROPOSAL FOR PLANNING ACTIVITIES AND FACILITIES SUBSYSTEM

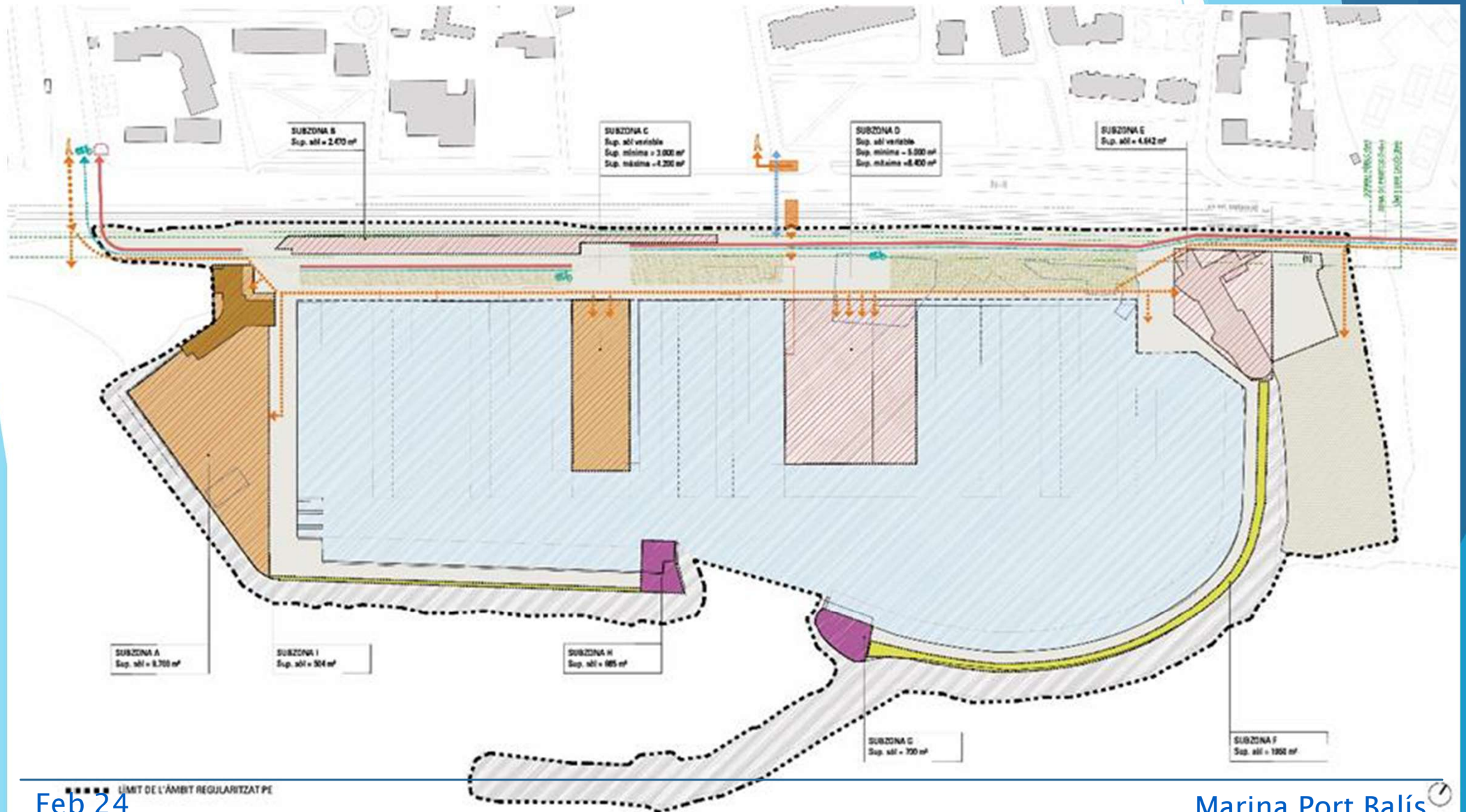
Subsystems	Area (m2)
Tertiary zone 1	14,220
Tertiary zone 2	12,340
Storage & Services area	2,454
Control center and technical services area	1,385

Buildings: estimating a ceiling of around 20,000 m2 as defined in the Sant Andreu de Llavaneres POUM."

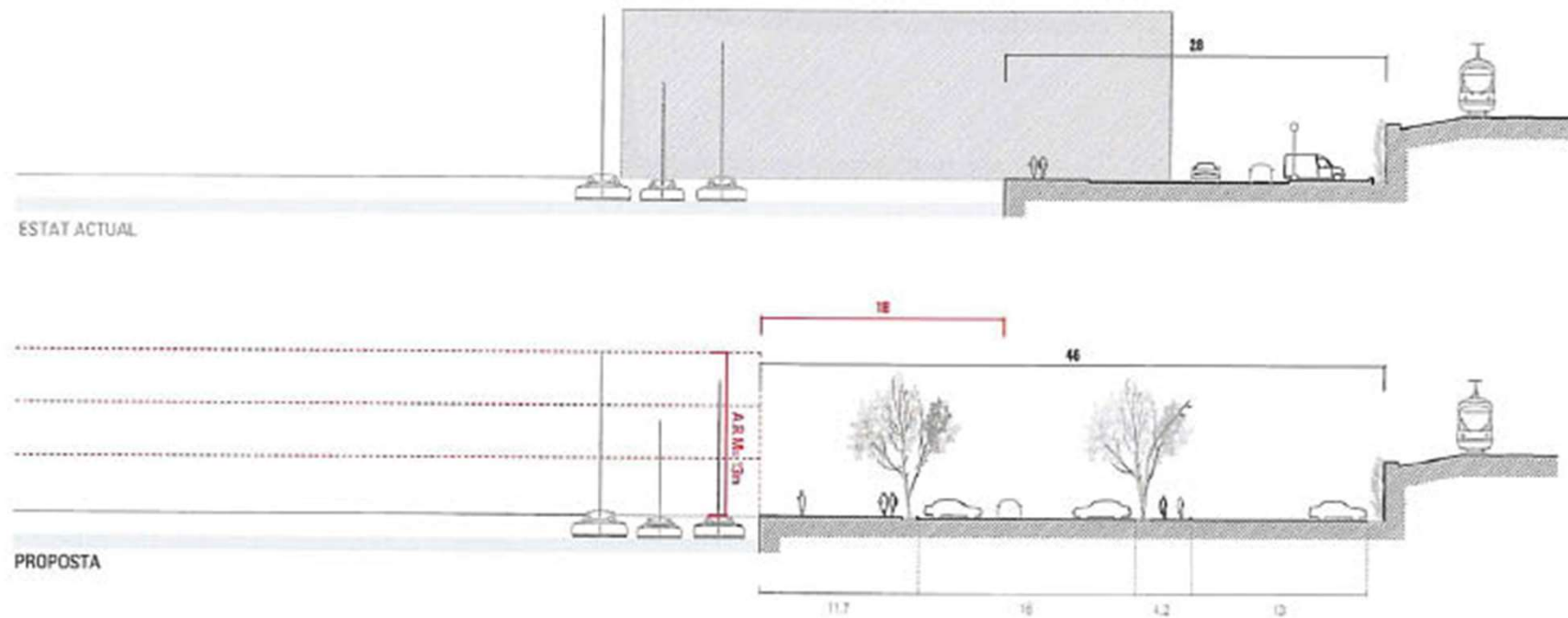
Our proposal. Highlights

- Expansion of North, South, and Central Access
- Construction of a central land space with Dry Marina, Dinghy Sailing, and services:
 - Construction of a 5 or 6-level dry marina for 350 boats up to 12 meters, expandable
 - Establish a space for dinghy sailing close to the entrance
 - 1 level of underground parking (similar to Puerto de Premià)
- Increase the average mooring dimensions. Focus the offer on lengths above 12 meters with a maximum length of 35 meters
- Allocate the technical area to the Southern esplanade, with 9,000 m² of surface and a 250-ton travel lift. Construction of technical buildings
- Location of the gas station on the western dock
- Installation of solar panels and a desalination plant to provide the port with its own resources

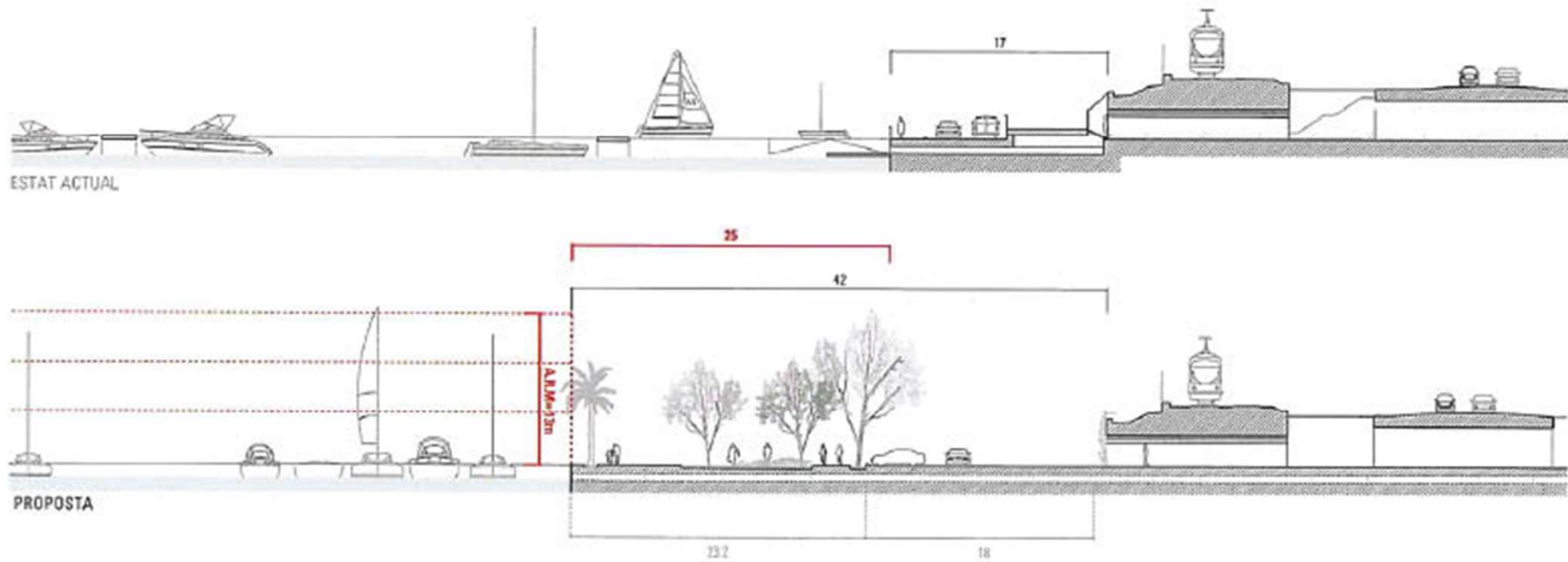
Our proposal



Current and proposed cross-sections



Current and proposed cross-sections



Central zone: Dry dock & Dinghy sailing



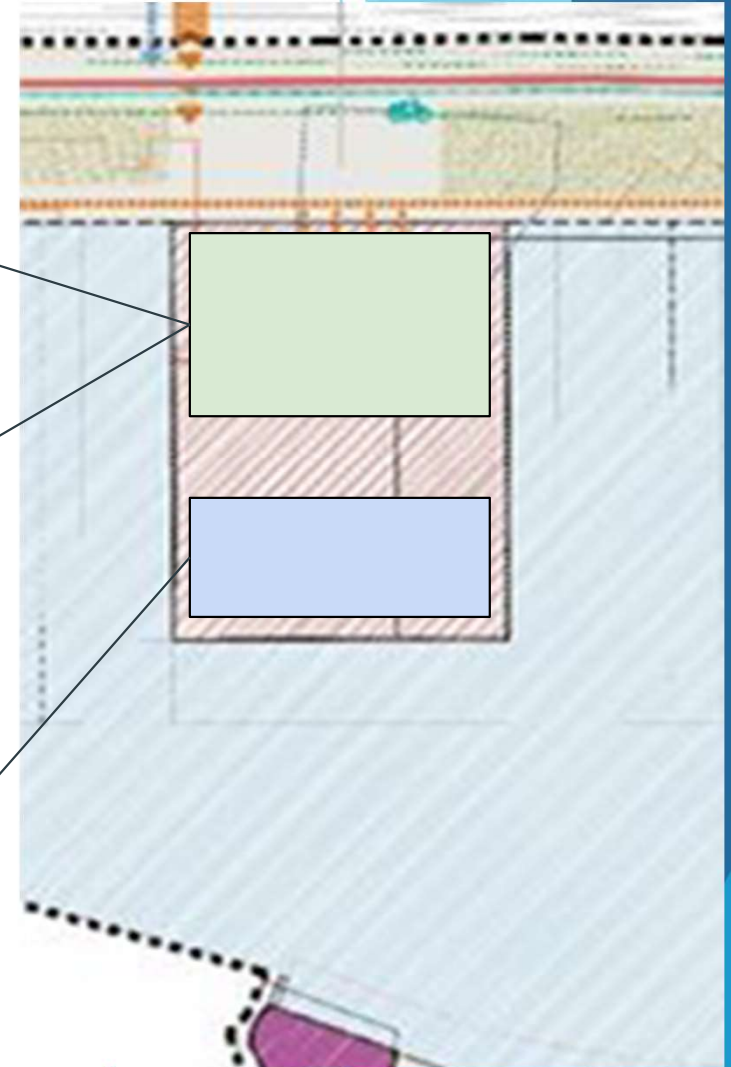
Solar panels



Dry dock



Dinghy sailing



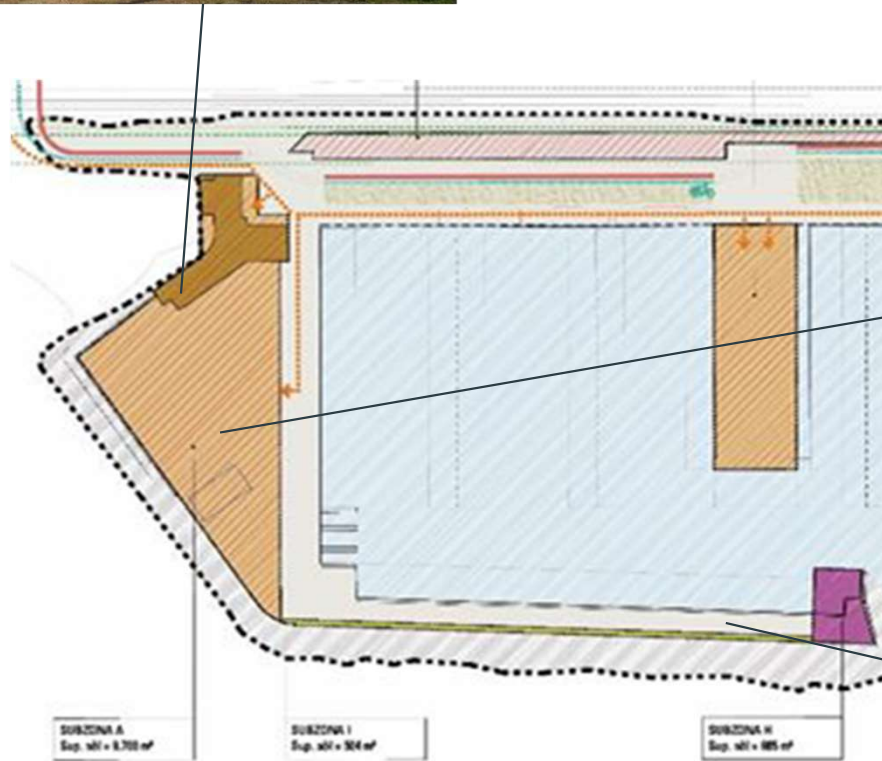
South area: Technical zone



Shipyard technical area and buildings, all of them with solar panels

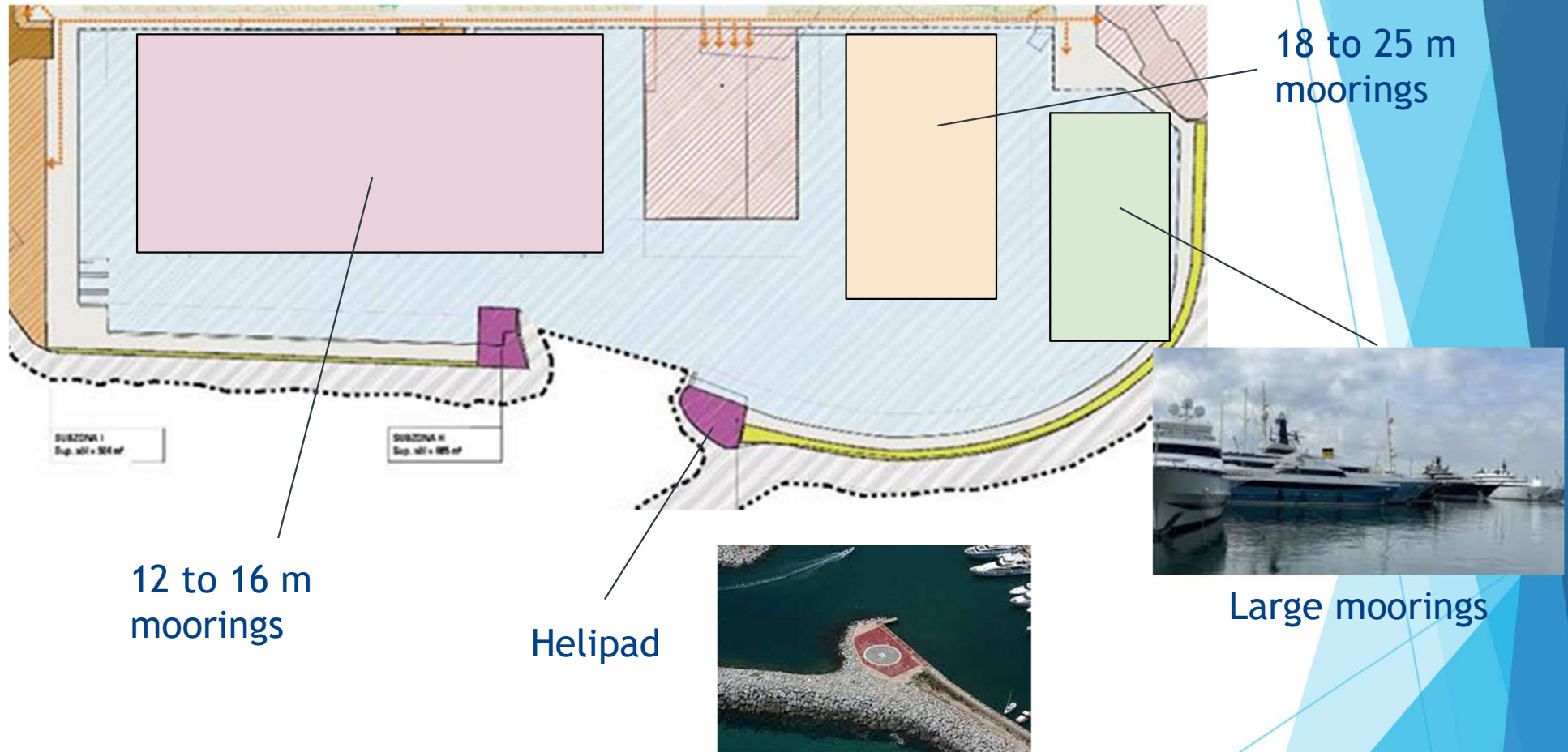


250 Tn shipyard



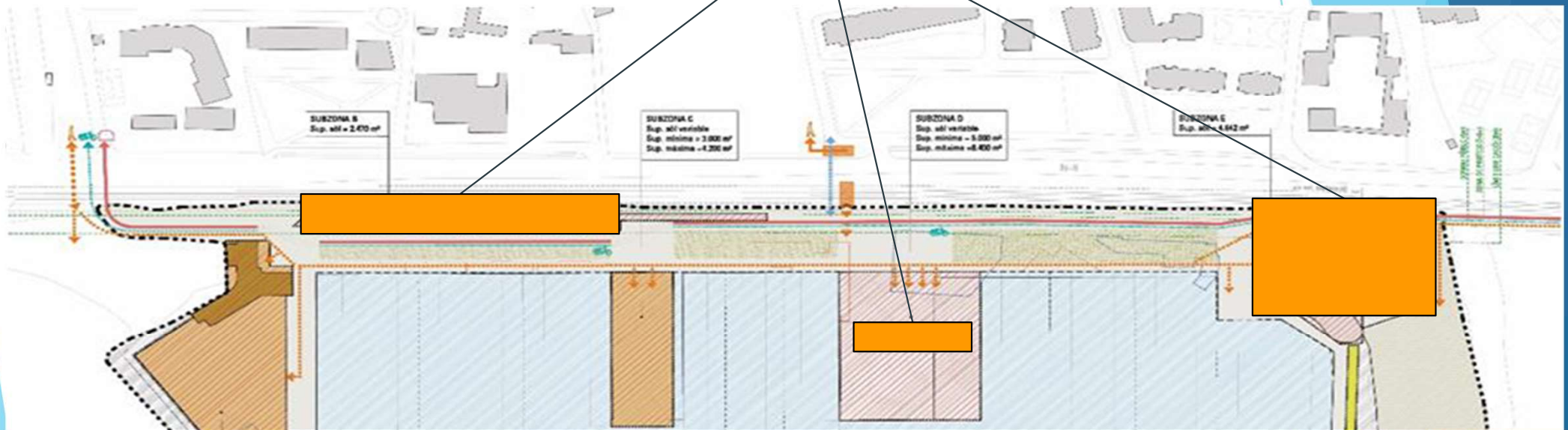
Gas station & waiting dock

Water Surface: Mooring arrangement



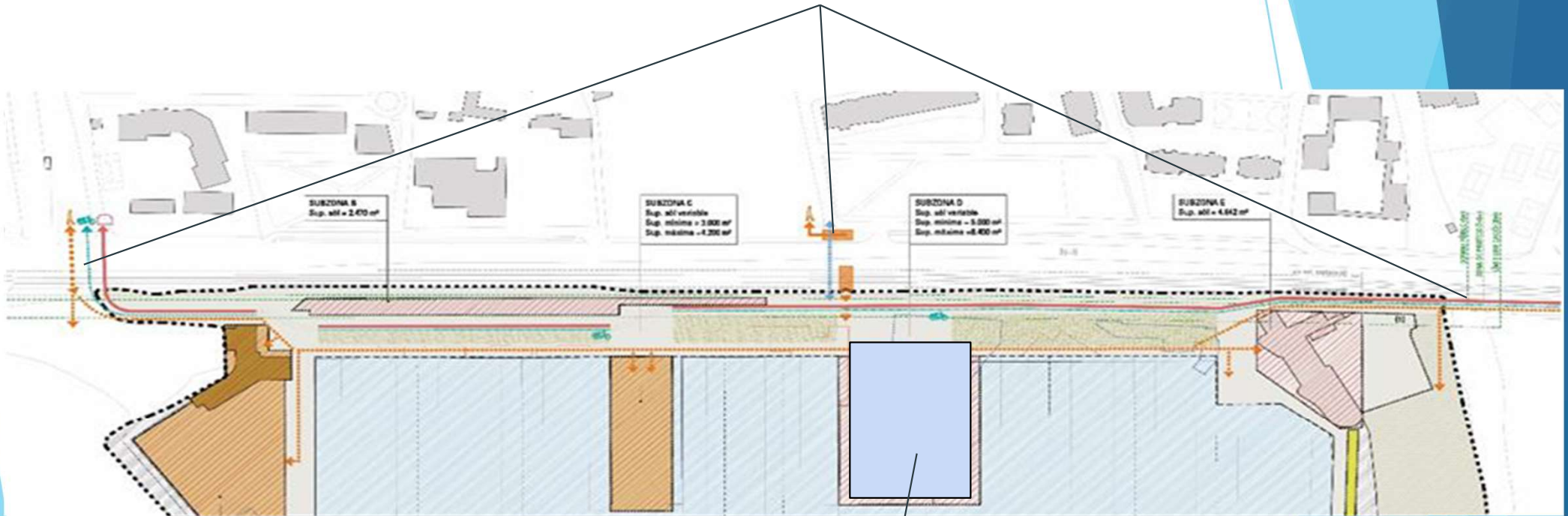
Restaurants and services

Restaurant and services



Access & parkings

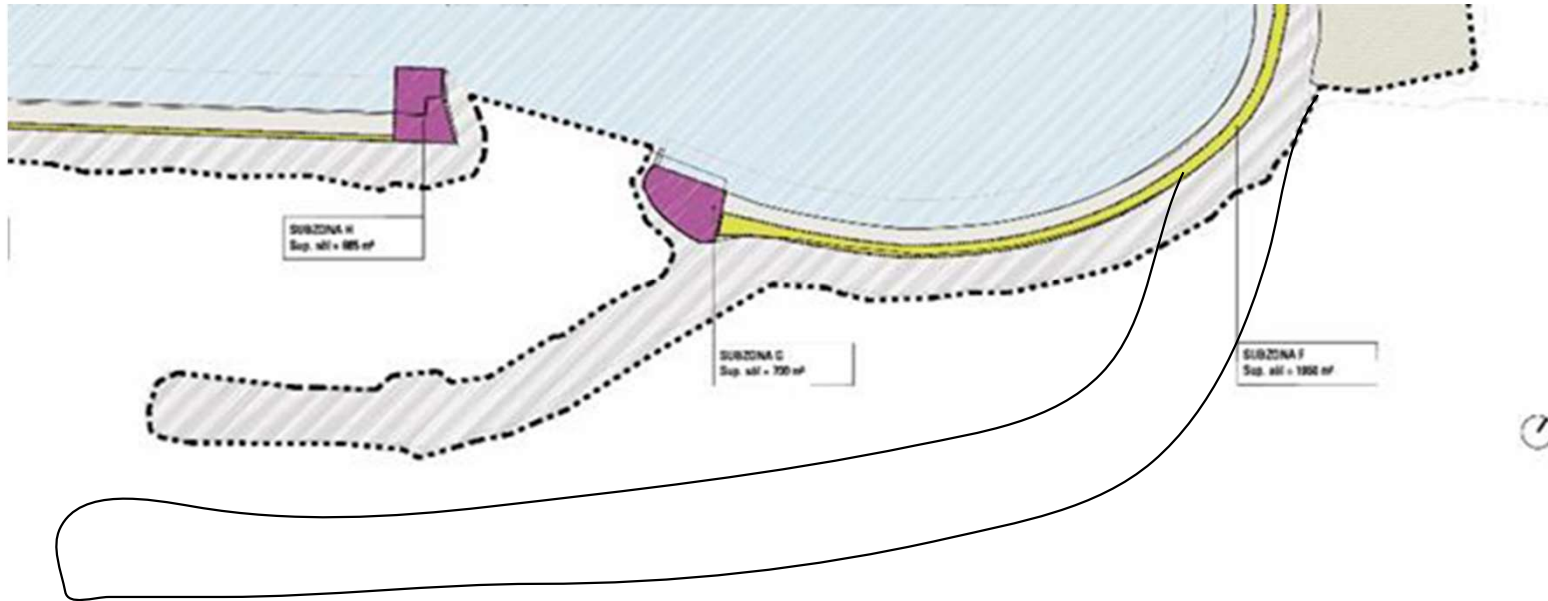
Access improvements



Underground parking



Options under consideration



Possible expansion of the East breakwater to widen the entrance, navigation areas, and space for large vessels

Options under consideration



Investment

- FASE I Presentation to the competition: €500k
 - Project development: €100k
 - Preliminary port project for the water mirror: €150k
 - Preliminary port project for services: €150k
 - Preliminary project for Safety & Health, Maintenance, Environmental: €100k
- FASE II
 - Approximate investment of €25 million
 - Expected return rate of 15%

*Excluding possible breakwater expansion and major investments in entrances under N-2 and railway tracks.

Major players in the marinas market are Fassmer GmbH & Co. KG, FB Design, LOMOcean Design, Sunbird International Yacht, W MARINE Inc., Bellingham Marine, Marinetek, Meeco Sullivan, SF Marina Systems, Ingemar S.

New York, June 06, 2023 (GLOBE NEWSWIRE) -- Reportlinker.com announces the release of the report "Marinas Global Market Report 2023" -

https://www.reportlinker.com/p06464103/?utm_source=GNW

R.L, Poralu Marine Inc., Walcon Marine Ltd., Cubisystem, EZ-Dock, and Martini Alfredo S.p.A.

The global marinas market is expected to grow from \$18.08 billion in 2022 to \$18.87 billion in 2023 at a compound annual growth rate (CAGR) of 4.4%. The Russia-Ukraine war disrupted the chances of global economic recovery from the COVID-19 pandemic, at least in the short term. The war between these two countries has led to economic sanctions on multiple countries, a surge in commodity prices, and supply chain disruptions, causing inflation

Expansion ORBYT. Ediciones · Versión · f t in Buscar... Iniciar sesión

MERCADOS AHORRO EMPRESAS ECONOMÍA EXPANSIÓN&EMPLEO JURÍDICO TECNOLOGÍA OPINIÓN DIRECTIVOS ECONOMÍA DIGITAL +

Catalunya

CATALUÑA

Salamanca vende la marina de lujo del Port Vell a dos fondos de Catar y Luxemburgo

MERCADOS		
Ibex 35	Otros índices	Mis Valores
IBEX35 ▲ +0,60% 9.310,1		
MEJORES %		PEORES %
1. BANKIA +2,88	1. VISCOFAN -0,0	
2. ARCELOR +1,96	2. ACS +0,0	
3. GRIFOLS +1,53	3. INDRA +0,1	

ORBYT Tienda Su vivienda Empleo Coches Motor Tendencias Más

EL MUNDO Barcelona

Líder mundial en español | Sábado 17/09/2011. Actualizado 11:44h.

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URGENTE

Compartir

El lujo de la familia real qatari desembarca en Puerto Tárraco

El megayate de la realeza de Qatar, atracado en Tarragona. | Efe

- El consorcio Qatar Diar adquirió La marina de lujo por unos 60 millones de euros
- La tripulación básica es de 70 personas, cifra que se duplica en vacaciones
- Sólo la encargada de la lavandería cobra 16 mensualidades de 3.000 dólares

Roberto Villarreal | Tarragona
Actualizado sábado 17/09/2011 11:22 horas

BusinessNewsWales

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Access funding and support for training and recruitment with Business Wales.

Property Experts Instructed to Sell Port Dinorwic Marina in North Wales

NORTH WALES | 1ST AUGUST 2023

Specialist hotel property adviser, Christie & Co has been instructed to bring Port Dinorwic Marina to the market, following Port Dinorwic Marina Limited being placed in administration last month.

Port Dinorwic Marina, which dates back to 1763, was acquired in 2017 by The Marine and Property Group Limited and occupies a freehold site area of 9.16 acres (3.4 ha).

The picturesque Grade II listed marina provides 180 berths, offering year-round cruising in the Menai Strait, which

<http://www.mdmarinas.co.uk>

MDL MARINAS MARINAS BERTHING BOAT

SANT CARLES MARINA

Home > Marinas > MDL Sant Carles Marina

Information

Sant Carles Marina is set amongst outstanding natural parks and at the edge of an unspoilt traditional Spanish seaside town. Its multilingual local staff, resort facilities and a beautiful, landscaped setting mean that berth holders have a great experience in Spain.

Providing not only berthing, this development aims to cater for all of its berth holders' needs with an infinity pool, restaurants, bars and a customer lounge.

Sant Carles offers berthing packages that help make visiting as easy as possible, including boat transportation, flights, transfers and local transportation should you need it. The marina also offers lease sales, annual and visitor berthing options and 4-year berthing packages.

Successful consortium

- Ports de la Generalitat Approach
 - Engagement with Ports authorities
 - Experience in securing the recent concession for the Port d'Arenys de Mar
- Institutional Relations
 - Regional Government
 - Local authorities, Town Councils of the 3 Villages: Llavaneras, Sant Viçens, Caldes.
- Proposal Design
 - Winning Project
 - Architecture and Civil Engineering
 - Experience
- Development
 - Cutting-edge Facilities
 - Production Capacity
 - High Quality
- Financing
 - Partnerships and Local Business Relations
 - Contribution of 90% of the funds
- Technical Joint Venture
 - Contributing experience
 - Winning Joint Venture
- Proposal Design
 - Collaboration in the design
- Marketing
 - Network of business relationships
 - Promotion, digital marketing experts
- Management
 - Future project
 - Relationship with other Marinas: Ocibar

Winning team

- Technical management
 - Santiago Twose / Jerónimo Pujol / Jordi Bisbe
- Architecture & Design
 - www.martiaviles.com/
 - www.dsl.cat/
 - <https://enigest.com/>
 - www.mantenimientotecnico.com/
- Legal
 - <https://aab-aa.com/es/>
 - <https://ineocorporate.com/>
- Local/Politics
 - Institutional Relationships: [Jordi Recoder](#)

Technical team

- **Jordi Bisbe:** Entrepreneurial businessman who has led several companies during their expansion phase. In the nautical sector, he served as the CEO of the Superyacht Shipyard BD Barcos Deportivos, oversaw the development of the Port Tarraco Marina, and co-founded the Board of Directors of the Spanish Superyacht Association AEGY.
- **Santiago Twose:** Industrial Engineer and Master in Economics and Business Administration from IESE. He has worked on projects such as Port Forum, Marina Premia, the America's Cup in Valencia, the Pearl Marinas in Qatar, and recently successfully managed the concession for the management of the Arenys Yacht Club with the Generalitat de Catalunya.
Has been sailing for Port Balis for years winning several National Races
- **Jordi Aviles:** Surveyor, Technical Architect, and Building Engineer. He has been involved in various architecture and urban planning studies since 1991, overseeing construction projects.
- **Tià Simó:** Naval Architect, graduated in naval science with upper second-class honors from the University of Southampton. He has worked on various international projects in the Nautical sector.
- **Raúl Gonzalo:** Diploma in yacht and boat design from Southampton Institute of Higher Education. He is the co-director of Barcelona Yacht Design Group and leads software design tools.
- **Julia Poncar:** Marketing graduate from BBA Germany, MBA from IESE, sailor and experienced regatta participant with a strong background in Finance and Digital Marketing.
- **Jerónimo Pujol:** Holds a Master's in Civil Engineering and an MSc in International Management from Esade. He has been a sailing instructor at Port Balis, is a regatta enthusiast, and excels in developing Port Engineering projects.

Next steps

1. Preliminary Study

1. Gathering specific project requirements.
2. Providing advice on all service needs.
3. Developing selection criteria for other specialists to be included in the project team if necessary.

2. Preliminary Project

1. Drafting a project outline, including the study of alternative solutions under the same requirements through graphical representation and assessment.
2. Creating a list of project objectives.
3. Clarification of urban, design, functional, technical, economic, energy, and ecological factors, processes, and conditions.
4. Preliminary negotiations with authorities regarding approval feasibility.
5. Compiling and assessing environmental data.
6. Estimating promotion costs.

3. Basic Project

1. Graphic representation of the complete basic project.
2. Developing the necessary technical report according to the Technical Building Code.
3. Providing all documentation required for the building permit application.

4. Building Permit Application

1. Preparing documentation models for various approvals required under public planning regulations.

Next steps

1. **Project Execution Plan**
 1. Graphic representation of the project with all necessary details for its execution.
 2. Review of urban, design, functional, technical, economic, energy, and ecological factors.
 3. Update of the construction execution planning.
2. **Assistance in Contract Award Strategy**
 1. Advising the promoter in presenting the winning project.
3. **Rethinking Options Study**
 1. Coordination of possible options for the project execution.
4. **Project Management Plan**
 1. Development of the project execution plan in accordance with construction approval.
 2. Supervision of load-bearing structures, including material tests.
 3. Planning of specialists involved in the site supervision.
 4. Preparation of a construction timeline.
 5. Budget verification.
 6. Compilation of the orders log.
5. **Project Reception Plan**
 1. Inspection of the completed building for defect determination before the expiration of warranty periods for construction companies.
 2. Compilation of graphical project materials.
 3. Completion and delivery of the Completed Building Report and the Final Certificate of Works.

Timeline

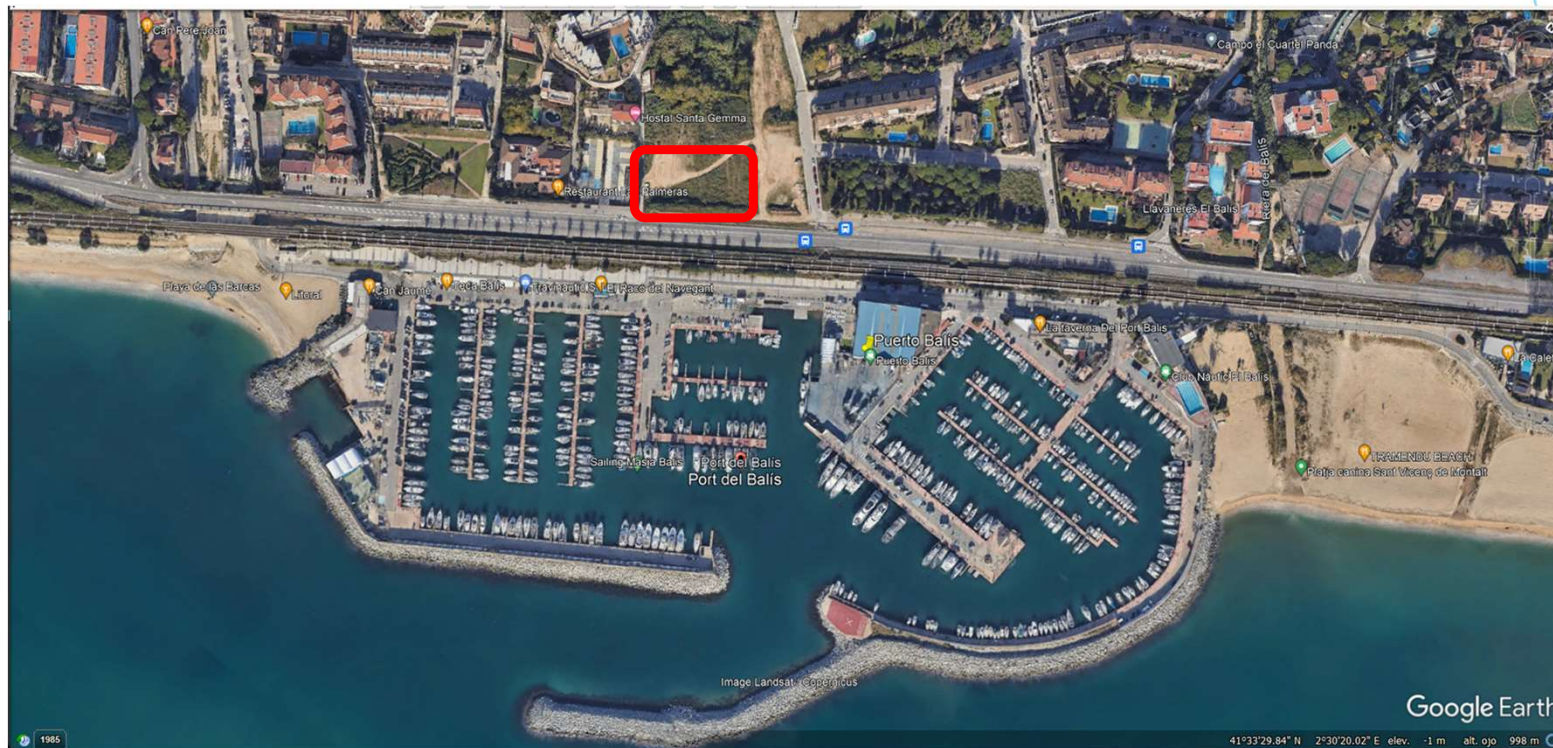


Revenues

- Initial moorings sale: 10 M€
- Annual revenue: 8,5 M€ / 12,5 M€
- Annual return 15%: 1,3 M€ / 2 M€

Exterior expansion

- This urban land plot located in Llavaneres, El Balis, spans 2868 m2. The authorized use is for facilities. It is ideal for constructing a dry marina or technical area. Current cost €330,000. There is no possibility of building houses or buildings with floors.
- It is an excellent location for dry marina or other services, with an additional investment.
- <https://motion.ghcranes.com/es/soluciones-marinas/marinas-secas>



Market

- <https://puertosdeportivos.info/2023/08/29/estos-son-los-puertos-deportivos-con-mas-atraques-de-espana/>
- <https://www.neptuno.es/cuanto-cuesta-un-amarre>
- <https://www.nauticalegal.com/es/articulos/puertos-y-amarres/61-amarresicompra-o-alquiler>
- <https://www.palco23.com/equipamiento/el-negocio-de-los-puertos-deportivos-mejoro-un-71-en-2022-hasta-196-millones-de-euros>
- <https://www.gacetanautica.es/author/las-tarifas-de-los-amarres->

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