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NEWS BWA expands representation in Greece and Italy

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Alliances formed with Luise Group and A1 Yachting

Global yacht services provider BWA Yachting has extended its Mediterranean representation with two new alliances covering Greece and Italy. The company is now working with the Luise Group in Italy and with A1 Yachting in Greece.

Paschalis Patsiokas, BWA Yachting CEO, says: "With a wealth of experience within their territories, we rely on our partners to offer clients complete assistance 24/7, accessing only the best in yachting. Together we cover more than 450 of the Mediterranean's leading ports, meaning that we are able to offer access to a wide range of facilities and meet clients' port and berth requirements closer. By strengthening our partnership, we can respond faster and better to our clients' needs."

BWA Yachting, which operates an unmatched network of offices all over the globe, will be able to expand its first-class client service thanks to the new deal, which will give them access to the best local agents in both countries.

With a stronger presence in Italy and Greece, the company now extends its Med yacht assistance services to Spain, France, Monaco, Corsica, Croatia, Montenegro, Albania, Turkey and Malta, giving it an unrivalled presence which benefits from alliances with trusted associated partners.

The deal will see BWA Yachting clients in the Mediterranean's Greek and Italian waters given access to a huge range of services, including fresh provisioning and supplies, travel

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BWA Yachting's clients will benefit greatly from the capabilities of Luise Group, which covers all of the most prominent and exclusive ports in Italy, including on several Mediterranean islands. Luise Group, based in Naples but with a broad spread of offices, has a heritage in the yachting industry stretching back to 1847, making them an ideal synergistic partner for BWA Yachting. Their native knowledge is second to none, and they will reinforce BWA Yachting's services.

A1 Yachting is recognised as the largest agency of its kind in Greece, with experience stretching over two decades, and a presence on the ground which is spread over 10 offices, covering the core areas of Athens, Rhodes, Corfu and Mykonos. Clients will access the legal, practical and touristic local knowledge which is valued across the



industry, benefitting from the concierge, brokerage, charter, management, refit and repair, and yacht provisions supplied by A1 Yachting in the agreed areas.

All three firms involved in the new alliance – BWA Yachting, Luise Group and A1 Yachting – will have a joint presence at the forthcoming Monaco Yacht Show in September 2017.

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