**15260, LOUISE TROENG**

Good Evening Ladies and Gentlemen,

It is with great pleasure that I am here tonight to announce that BWA Yachting will partner with the 35th America’s Cup to be the exclusive operational partner of the superyacht program for 2017. We are delighted to partner up again with the America’s Cup- the competition for the oldest trophy in international sport. This historic race is an important opportunity for this partnership to flourish and we are very proud to join BWA Yachting with this great event and to make it possible for those who attend to enjoy the experience of a lifetime. We are very excited that BWA is the only company allowed to sell the special superyacht packages for this experience. We are also the only company in charge of the VIP 24/7 concierge service in Bermuda during this event. It is indeed an honor to be chosen to participate in this partnership and we look forward to each and every step of this event from now until it all comes to completion in May/June 2017.

I want to assure you that BWA is not selling simple berthing options in Bermuda. We are offering an EXCLUSIVE EXPERIENCE to yacht Owners. Superyacht owners will have unprecedented on- and off-water access to the 35th America’s Cup that will honor the historical ties between the America’s Cup and luxury yachting, with Bermuda as a stunning backdrop.

For those who choose to participate in the Superyacht Program there are a multitude of unique opportunities. Yacht owners will have designated berthing at one of our three premium locations, the America’s Cup Marine at the Royal Naval Dockyard, the America’s Cup Marina at Front Street in Hamilton and the Hamilton Princess Marina in Hamilton.

They will also front row viewing in the dedicated VIP area for participants in the Superyacht Program along with access to the parties and events. They will have VIP access to Club AC hospitality on every race and access to pit lane base tours. To add to their enjoyment they will have access to the post-race press conference for the owner as well as access to the prize awards. In addition to special access to events they will enjoy dedicated team offering concierge and marina services. They will also be provided duty-free fueling privileges and fresh water on tap.

We have partnered with the America’s Cup in the past very successfully and look forward to another successful experience. We look forward to being of service to each and every yacht owner, as we all participate in this historic event.

It is our hope that you will take advantage of these packages so that you can enjoy the excitement of the races, along with the beauty of the locale and special benefits that only come with these exclusive experience packages. Only with these packages will you receive the special access to places and events I described. Only with these packages will you enjoy the wonderful concierge and marina services.

Please check out the information we are providing here and be certain to reserve your package as soon as possible because many have already been claimed. You don’t want to miss this exciting experience.

Thank you,