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Press Information

27 March 2006

## **Secret unveiled: USA 87 headed for the 32<sup>nd</sup> America's Cup**

Festive ceremony and dedication of the team base: BMW ORACLE Racing christens first new high-tech yacht

**Valencia, Spain.** BMW ORACLE Racing's new America's Cup Class yacht was named USA 87 in a spectacular christening ceremony tonight during the team's new base opening festivities in Valencia. Sue Dickson, wife of BMW ORACLE Racing CEO and skipper Chris Dickson, smashed a bottle of champagne across the bow of USA 87 to christen the team's new racing yacht. More than 500 guests, among them the families of the team, partners and sponsors and more than 100 members of the international media, witnessed the ceremony at the team base in the Port America's Cup in Valencia.

"This is a great moment and milestone for our team," Chris Dickson said. "A boat christening is always a moving event – for every designer and boatbuilder, for every sailor, for all of us who have the privilege to take part in such a magnificent campaign. USA 87 is the result of 1,000 hours of full-scale two-boat testing and 30,000 man hours invested by our boatbuilding team. Over the coming days and weeks, the challenge will be to tap the yacht's full potential." Dickson thanked the BMW ORACLE Racing design team headed by Ian Burns, the BMW contribution of automotive engineering know-how, the boatbuilding team managed by Mark Turner, Tim Smyth and Mark Somerville, and the sailing team who will now be testing the boat to develop its full potential.

Extremely strong and lightweight, the two-tonne carbon fiber hull of USA 87 was constructed in the American coastal town of Anacortes, Washington, over the past six months. At the end of February, the "Made in USA" hull traveled from Seattle to Valencia in a spectacular manner – 8,900 km aboard a Russian Antonov cargo plane with support from DHL Global Forwarding.

"Over the coming weeks, we will conduct sea trials with USA 87 as we work to get the most from the innovative platform the design team and build team has delivered," Dickson said. "We will continue to refine USA 87 in preparation for the America's Cup racing in 2007."



Press Information  
27 March 2006

## **World-class hospitality experience set amidst an authentic sailing environment**

BMW ORACLE Racing Dedicates team base in port America's Cup

**Valencia, Spain.** BMW ORACLE Racing tonight officially opened the team's next-generation team base featuring world-class hospitality for team VIP guests, a public interactive centre, a gymnasium and team facilities for running a two-boat America's Cup programme. The base dedication was part of the launch ceremony of USA 87, BMW ORACLE Racing's new America's Cup Class racing yacht.

"We designed a base that would encompass a wide range of our team requirements under one roof," said Chris Dickson, CEO and Skipper, BMW ORACLE Racing. "The first priority was to provide the most efficient sailing operations possible. At the same time, we wanted to design a space that would offer our guests a memorable world-class hospitality experience set amidst an authentic sailing environment. Our base is our home in Valencia and we will open our doors daily to the Valencia community with a public interactive and merchandise area."

The base architecture and design reflects the team's technology-driven campaign. The team commissioned noted German interior designer Volker Bender of Kaiserslautern, Germany, who also designed and produced most of the VIP interior and the public area furniture. Italian design label Tecno supplied all of the office furniture used throughout the base.

Working with the basic shell provided to all teams, BMW ORACLE Racing enhanced the structure to feature a sophisticated hospitality centre and a welcoming public interactive centre. These unique features complement the basic functionality of a boat shed, sail loft, travel-lift piers and a gymnasium to allow efficient day-to-day sailing operations.

The BMW ORACLE Racing base area is approximately 5,600 square meters. The site is 67 meters wide and 70 meters deep with 35 meters of water frontage on the Port America's Cup. The VIP area on the top floor offers as many as 250 guests per day a new experience in sailing event hospitality. Guests will enjoy panoramic views of the Port



America's Cup from the third-floor balcony. "Our program will be closer to what guests experience in Formula One than to what has been seen before in the America's Cup," said Mirko Groeschner, Marketing Director, BMW ORACLE Racing. "The crucial point is to entertain a significant number of guests at once and yet give each of them a very unique and special America's Cup experience. We believe this base design concept achieves this goal."

The public interactive area opens March 28. The team welcomes the public to visit the 500-square-metre centre that offers visitors the chance to learn about the sport of sailing, America's Cup event and BMW ORACLE Racing team in a fun and educational environment. Visitors can test their skills in areas of strength, balance, intelligence by playing an interactive game. Through a link to the team's website, visitors can register for the chance to win an 18<sup>th</sup> man ride on board with the team.

The BMW technology transfer will be visualised in the shape of a 1:3 scale model of the keel fin manufactured at the BMW Plant Eisenach. Another sight worth seeing is the H2R – the Hydrogen Record Car representing BMW's innovative drive concepts. At the new Henri Lloyd Store, fans of the BMW ORACLE Racing team have the opportunity of buying all the items featured in the current collection. The Swiss maker of fine timepieces, Girard-Perregaux, will exhibit the team's special edition watches.

A special feature of the public interactive area is the ORACLE Sailing Experience, the public's opportunity to experience up close, the thrill of being on the water during an America's Cup race. Visitors will learn about the technology that drives the design of the boat, the team that sails the boat on the water and manages it at the base.

Designed to bring the audience into the middle of the action, the semi-circular immersive media environment combines high definition video, surround sound audio, wind machines bringing the experience to life with compelling stories. This is augmented by personal stories highlighting the key members of the BMW ORACLE Racing team, bringing to life the people behind the campaign.



Background Information  
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## **Word by Word: Ian Burns**

A conversation with the BMW ORACLE Racing Design Coordinator

### **In 2007, the key to success in Valencia...**

... is to provide our sailing team with the best platform to take into battle: faster, more maneuverable, better acceleration than our competitors have. We are fortunate to have the best people in most areas contributing not only the know-how and expertise but the teamwork and passion needed to achieve the mutual goal of winning the America's Cup.

### **Thomas Hahn, Ingo Raasch, Christoph Erbelding and Claus Polap – four specialist engineers from BMW, are integrated in the design team – they have done a great job in...**

... providing our design team a whole new vista of engineering analysis and research courtesy of the car manufacturing world. They have impacted not only the structure of the boat but many other areas where the technical excellence of BMW has flowed into our designs. Of course, the best part was how well they fit into our team environment.

### **The most significant differences in the developments of the new America's Cup yachts related to the weather in New Zealand and now Spain are ...**

... the vicissitudes of the weather. For example, the weather in New Zealand is quite unique. You often get 30 knots and 3 knots. Often in the same day. Although the average is around 14 knots – it rarely blows it! And when it gets windy – it gets rough – in a North Easterly. Valencia is much more typical of Mediterranean conditions with a fairly regular seabreeze averaging 12-15 knots. Boats need to take advantage of this consistency of wind and this is dramatically different from New Zealand.

### **In Version 5 of the applicable America's Cup rules...**

... the boats always ended up in the same part of the rule – similar length, sail area and weight. Nothing has really changed. The America's Cup boats win on the "unmeasured" advantage in horsepower and low drag.



Background Information

27 March 2006

## **Word by word: Prof. Dr. Raymond Freymann**

A conversation with the Director of BMW Group Research and Technology department

### **Today's events in Valencia mark a milestone in the campaign of BMW ORACLE Racing because...**

... this yacht opens the door for a new era of lightweight design in the field of high-performance yachtbuilding.

### **For BMW, the biggest challenge concerning the construction of the new yacht hull for the USA 87...**

... consisted of defining unambiguous and reliable specifications as a basis for the structural lightweight design of the yacht in consideration of the highest requirements in terms of rigidity and weight.

### **The cooperation between Seattle, Valencia, Munich and Eisenach was outstanding thanks to...**

... the quick decision-making processes, the flexibility of the decision makers and, last but not least, the excellent team spirit of all those involved.

### **The automotive group BMW has taken on a leading role in professional yacht racing because ...**

... we have been able to transfer practically all the lightweight design know-how we have gained in the automotive sector to the field of yachtbuilding.

### **The America's Cup is the undisputed Formula 1 of sailing because...**

... the technical requirements concerning the construction of the yachts are so incredibly challenging. If you don't take it to the limit, you will have lost the Cup before it has even started.

Press Information  
27 March 2006

## **The BMW ORACLE Racing Collection 2006**

Inspired by the Pinnacle Event of the Sailing World

**Valencia, Spain.** Sponsors, VIP's and members of the media were among the audience at the BMW ORACLE Racing fashion show taking place at the newly opened team base in Valencia. Team members and models were presenting the range consisting of more than 28 separate items in a catwalk style fashion show following the christening of the team's new America's cup yacht, USA 87. In cooperation with BMW, the new collection was developed by world renowned marine clothing specialist, Henri Lloyd, who are Technology Partner for BMW ORACLE Racing, the top-ranked challenger for the America's Cup in Valencia 2007.

State-of-the-art technology, professionalism, innovation, quality – these characteristics, which are associated with the BMW ORACLE Racing Team, are also reflected by the new merchandise range of clothing and accessories. The collection is inspired by the team kit worn onboard and the same attention to detail has been applied, incorporating premium quality fabrics, such as GORE-TEX, Scheoller Soft Shell Technology and Windstopper materials, which are used to produce the most technically advanced performance clothing for one design racing. However, fabrics such as classic cotton, jersey and polyester have not ceased to appeal to the classic on shore clothing items, which include a men's, ladies, unisex and kids range. Thanks to the selection of technical sailing garments including the fleece, waterproof and windproof jackets, men and women will be perfectly equipped for all the elements on the water, while the varied selection of polo, rugby and T-shirts are ideal for the warmer conditions. The pinnacle item within the range is the Velocity Jacket, which is a replica of the high performance waterproof breathable jacket worn by the actual racing team, the Velocity Jacket is made from the latest TP2 fabric and is 100% waterproof and windproof and is also extremely breathable, it therefore represents the latest in design and fabrication, the jacket also carries the "16 Nations, 1 Team" logo, referring to the cosmopolitan nature of the entire BMW ORACLE Racing team.

Within the technical accessories range is the BMW ORACLE Racing cap, which is produced from Fast-Dri material, the tight weave of the fabric optimises sun protection and the visor helps reduce glare from both the sea and the sails.



Henri Lloyd are renowned as the best producers of footwear in the marine industry and featured within this year's range is the non-slip Aqua Deck which offers quick drainage combined with the proven 'super sticky' rubber sole technology and synthetic mesh fabric construction to create the ultimate in racing performance footwear, this shoe is also worn by the team during racing.

The Collection 2006 is complemented by additional accessories including sunglasses (with UV ABC protection up to 400 nm), luggage and the yachting bath towel – which all carry the consistent BMW ORACLE Racing team design. The Collection 2006 is available at the beginning of April from selected BMW dealers, at the Henri Lloyd Store within the BMW ORACLE Racing team base, and around the clock online from the Yachtsport Shop at [www.bmworacleracing.com](http://www.bmworacleracing.com)



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## Fact Sheet BMW ORACLE Racing

Team Name	BMW ORACLE Racing
Yacht Club	Golden Gate Yacht Club, San Francisco, CA, USA
CEO & Skipper	Chris Dickson
Afterguard	Rod Dawson, Eric Doyle, Larry Ellison, Peter Isler, Sten Mohr, Bertrand Pacé, Guillermo Parada, Ed Smyth
Design	BMW ORACLE Racing Design Team Design Co-ordinator Ian Burns
Boat Construction	BMW ORACLE Racing Boat Construction Team Managers: Mark Turner, Tim Smyth, Mark Somerville
Crew	17 plus one observer
Sail Numbers	USA 87, USA 76, USA 71
Nationalities in the team	16 nations: Argentina, Austria, Australia, Canada, Denmark, England, France, Germany, Ireland, Italy, Japan, New Zealand, Switzerland, Spain, Sweden, USA
Partner	BMW, ORACLE
Main Sponsor	Allianz
Associate Sponsor	Girard-Perregaux, NETSUITE
Technology Partners	Henri Lloyd, Network Appliance
Official Suppliers	Parker Hannifin Corporation, PTC, NetIDEAS, PWS Motion Control, CD-adapco, Moët & Chandon, Gleistein Ropes, Tecno, ANSYS, Beltone, Samsung



## Background Information

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## Facts & Figures USA 87

Boat Construction Team	BMW ORACLE Racing Boat Construction Team Managers: Mark Turner, Tim Smyth, Mark Somerville
Construction site	BMW ORACLE Racing Boatbuilding Team, Anacortes, WA, USA
Construction of the boat	30,000 man hours
Development of the boat	1,000 hours of full-scale two-boat testing
Boat's hull length	24 metres
Boat's hull width	4 metres
Boat's hull weight	2 tonnes
Boat's keel weight	19 tonnes
Boat's mast height	33 metres
Maximum area of mainsail	218 Square metres
Maximum area of headsail	150 Square metres
Maximum area of spinnaker	500 Square metres
Weight of the crew	Max. 1570 kg (incl. 18 <sup>th</sup> man)

Background Information  
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## BMW ORACLE Racing – Milestones

27 March 2006	<ul style="list-style-type: none"> <li>• Christening of the new America's Cup Class Yacht, USA 87</li> <li>• Opening of the new Team Base</li> <li>• Launch of the new Merchandising Collection 2006</li> </ul>
28 February 2006	<ul style="list-style-type: none"> <li>• USA 87, the new BMW ORACLE Racing high-tech yacht, arrives to Valencia</li> </ul>
07 – 09 October 2005	<ul style="list-style-type: none"> <li>• Top Challenger in Louis Vuitton Ranking</li> <li>• BMW ORACLE Racing places 2<sup>nd</sup> at Trapani Louis Vuitton Act 9, Pre-Regatta for the 32<sup>nd</sup> America's Cup (Fleet Racing)</li> <li>• Overall 3<sup>rd</sup> place for 2005 ACC Season Championship</li> </ul>
29 September – 04 October 2005	<ul style="list-style-type: none"> <li>• Top Challenger in Louis Vuitton Ranking</li> <li>• BMW ORACLE Racing places 4<sup>th</sup> at Trapani Louis Vuitton Act 8, Pre-Regatta for the 32<sup>nd</sup> America's Cup (Match Racing)</li> <li>• Overall 3<sup>rd</sup> place for 2005 ACC Season Championship</li> </ul>
02 – 04 September 2005	<ul style="list-style-type: none"> <li>• Top Challenger in Louis Vuitton Ranking</li> <li>• BMW ORACLE Racing places 2<sup>nd</sup> at Malmö-Skåne Louis Vuitton Act 7, Pre-Regatta for the 32<sup>nd</sup> America's Cup (Fleet Racing)</li> <li>• Overall 2<sup>nd</sup> place for 2005 ACC Season Championship</li> </ul>
25 – 30 August 2005	<ul style="list-style-type: none"> <li>• BMW ORACLE Racing places 2<sup>nd</sup> at Malmö-Skåne Louis Vuitton Act 6, Pre-Regatta for the 32<sup>nd</sup> America's Cup (Match Racing)</li> <li>• Overall 3<sup>rd</sup> place for 2005 ACC Season Championship</li> </ul>

24 – 26 June 2005	<ul style="list-style-type: none"> <li>BMW ORACLE Racing places 4<sup>th</sup> at Valencia Louis Vuitton Act 5, Pre-Regatta for the 32<sup>nd</sup> America's Cup (Fleet Racing)</li> <li>Overall 4<sup>th</sup> place for 2005 ACC Season Championship</li> </ul>
16 – 21 June 2005	<ul style="list-style-type: none"> <li>BMW ORACLE Racing places 3<sup>rd</sup> at Valencia Louis Vuitton Act 4, Pre-Regatta for the 32<sup>nd</sup> America's Cup (Match Racing)</li> </ul>
07 March 2005	<ul style="list-style-type: none"> <li>BMW ORACLE Racing first team to start 2005 two-boat testing in Valencia with Version 5 boats</li> </ul>
14 – 17 October 2004	<ul style="list-style-type: none"> <li>BMW ORACLE Racing places 3<sup>rd</sup> at Valencia Louis Vuitton Act 3, Pre-Regatta for the 32<sup>nd</sup> America's Cup (Fleet Racing)</li> <li>Overall 2<sup>nd</sup> place in ACC Season Championship 2004</li> </ul>
05 – 12 October 2004	<ul style="list-style-type: none"> <li>BMW ORACLE Racing places 3<sup>rd</sup> at Valencia Louis Vuitton Act 2, Pre-Regatta for the 32<sup>nd</sup> America's Cup in Valencia (Match Racing)</li> </ul>
05 – 11 September 2004	<ul style="list-style-type: none"> <li>Victory at Marseille Louis Vuitton Act 1, First Pre-Regatta for the 32<sup>nd</sup> America's Cup</li> </ul>
26 June 2004	<ul style="list-style-type: none"> <li>BMW ORACLE Racing wins UBS Trophy in Newport, RI, USA, defeating America's Cup Defender Alinghi</li> </ul>
26 May 2004	<ul style="list-style-type: none"> <li>ORACLE BMW Racing becomes BMW ORACLE Racing</li> </ul>
April 2004	<ul style="list-style-type: none"> <li>BMW and ORACLE Racing sign new contract for the 32<sup>nd</sup> America's Cup in Valencia</li> </ul>
21 September 2003	<ul style="list-style-type: none"> <li>Victory over America's Cup Defender Alinghi at the Moët Cup in San Francisco</li> </ul>
March 2003	<ul style="list-style-type: none"> <li>ORACLE BMW Racing becomes Challenger of Record for the 32<sup>nd</sup> America's Cup.</li> </ul>
19 January 2003	<ul style="list-style-type: none"> <li>ORACLE BMW Racing finishes second to Alinghi in Louis Vuitton Cup Finals</li> </ul>
01 October 2002	<ul style="list-style-type: none"> <li>Start of Louis Vuitton Cup</li> </ul>
12 July 2002	<ul style="list-style-type: none"> <li>Commissioning of USA-71 and USA-76 in Auckland, New Zealand</li> </ul>





08 July 2002	<ul style="list-style-type: none"><li>• BMW and ORACLE Racing announce relationship</li></ul>
27 April 2001	<ul style="list-style-type: none"><li>• Team becomes Official Challenger, representing Golden Gate YC, San Francisco, USA, for 2003 America's Cup</li></ul>
May 2000	<ul style="list-style-type: none"><li>• Team ORACLE Racing founded by Larry Ellison</li></ul>



## Background Information

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## BMW ORACLE Racing Team

### Portraits of the Sailors



#### **Baker, Ian**

Function: Grinder  
Date of birth: 19.04.1974  
Nationality: NZL  
Team Number: 19

He knows what it takes to build strength for his role as a grinder. When he started sailing in the demanding Olympic Finn class at the age of nineteen, he put on 20kgs in 9 months. The three-time winner of New Zealand's national Finn championships, was a member of Team New Zealand's campaign in 2003.



#### **Blanchfield, David**

Function: Pitman  
Date of birth: 29.12.1967  
Nationality: AUS  
Team Number: 70

"Rat", as everyone calls him, has always lived around sailboats as he grew up in the harbour of Sydney. He has competed in four America's Cups (1992 - Challenge Australia, 1995 - Sydney 95, 2000 - Abacadabra 2000, 2001-2003 Prada Challenge). He has no less than 14 editions of the Sydney-Hobart and three Admiral's Cups and one Volvo Ocean Race (2001-News Corp).



#### **Bradford, Mark**

Function: Traveller  
Date of birth: 08.02.1971  
Nationality: AUS  
Team Number: 21

Bradford campaigned in the 470 class for the Barcelona and Atlanta Olympics. In 1996, he started a sail loft in his home town of Brisbane which later became North Sails Brisbane. He also dominated the Australian/ New Zealand Etchells circuit culminating in a second place in the 2002 worlds and was ranked fourth in the world for three years through 2004. He was invited to join BMW ORACLE racing after winning the New Zealand Etchells Championship with Dennis Conner and Joe Allen in 2003.



#### **Brooke, David**

Function: Mastman  
Date of birth: 09.03.1965  
Nationality: NZL  
Team Number: 10

Brooke has sailed three America's Cups – on NZL20 in 1992, Dickson's TAG Heuer in 1995 and ORACLE BMW Racing in 2002-03. He has won several races, e.g. the Admiral's Cup, the Kenwood Cup, and a Sydney-Hobart as well as the Whitbread Round the World race with New Zealand Endeavour (1993-94). Aside from racing, he has skippered a super yacht around the world and has a passion for refurbishing old boats.



#### **Clarke, Stu**

Position: Aft Grind/Pit Assist  
Date of birth: 31.07.1972  
Nationality: NZL  
Team Number: 31

Clarke discovered his passion for competitive sports early in life and it



#### **Clarkson, Sean**

Function: Trimmer  
Date of birth: 27.11.1969  
Nationality: NZL  
Team Number: 9

In sailing circles, he seems to have done it all - he won the 1993 Whitbread Round The World



has stayed with him ever since. He first competed with ORACLE BMW Racing in the 2003 America's Cup campaign, and sailed for AmericaOne three years earlier.

Race, chalked up four America's Cup campaigns, competed in an Olympics and collected sailing titles around the globe.



**Crawford, Scott**

Function: Grinder  
Date of birth: 03.04.1973  
Nationality: NZL  
Team Number: 8

Crawford is a more than capable grinder on board an America's Cup boat, but his main role is to make sure those around him are in top physical shape. The New Zealander specialises as a strength and conditioning coach, and filled that role at the OneWorld syndicate in the Louis Vuitton Cup 2002.



**Cressant, Julien**

Position: Mastman  
Date of birth: 16.08.1973  
Nationality: FRA  
Team Number: 3

His motto: "Always try to achieve your dream and push hard for it." His dream is to win the America's Cup. A successful multihull sailor - his achievements include the 24-hour record - Cressant competed with French AC challenges twice. In 2007, he hopes to finally achieve his dream with BMW ORACLE Racing.



**Daniel, Rodney**

Position: Aft Grind/Pit Assist  
Date of birth: 30.05.1972  
Nationality: AUS  
Team Number: 72

Daniel believes good teamwork is the key to success. He has shown just how good a team player he is on several occasions. In 1996 he broke the 22-year-old Sydney-Hobart record, and has gained line honours in the offshore race four times. This is Daniel's third America's Cup campaign.



**Dawson, Rod**

Function: Afterguard  
Date of birth: 05.02.1969  
Nationality: NZL  
Team Number: 88

In his second America's Cup campaign, Dawson is part of the weather team and is also an accomplished match racing sailor. While his main responsibility is with the weather team, Dawson is often found on board one of the race yachts during two-boat testing. Dawson, with fellow team member Kazuhiko Sofuku, is a two-time Swedish Match Tour World Champion.



**Dickson, Chris**

Function: Skipper  
Date of birth: 03.11.1961  
Nationality: NZL  
Team Number: 11

Dickson counts among the most experienced in the BMW ORACLE Racing team. At 24, he was at the helm of the first New Zealand yacht (KZ-7) to reach the challenger's final of the America's Cup. Since he became three-times Match Racing world champion and three-times Maxi Yacht world champion.



**Doyle, Eric**

Function: Afterguard  
Date of birth: 04.04.1968  
Nationality: USA  
Team Number: 14

Doyle first raced for the Cup in 2000, as mainsail trimmer on board Dennis Conner's Stars & Stripes. He returned to Auckland for the 2002 Louis Vuitton Cup as strategist for ORACLE BMW Racing. He is an accomplished Star sailor, winning the North Americans and the Worlds in 1999.



**Drennan, Noel**

Function: Trimmer  
Date of birth: 18.11.1960  
Nationality: IRE  
Team Number: 63

Drennan has America's Cup and round-the-world experience - as a trimmer/helmsman on the winning illbruck yacht in the 2001-02 Volvo Ocean Race, and two Cup campaigns with Dennis Conner's Stars & Stripes (2000/03). Being regarded as one of the best sailmakers, he is also one of the world's top Etchells sailors.



**Ellison, Larry**

Function: Afterguard  
Date of birth: 26.08.1944  
Nationality: USA  
Team Number: 17

With years of top-level international yachting competition behind him, Ellison's Sayonara won the Maxi World Championships three times. Ellison founded the ORACLE BMW Racing team for the 2003 America's Cup. A member of the afterguard, Ellison's team earned a berth as Louis Vuitton Cup Finalist and then became the Challenger of Record for the 32<sup>nd</sup> America's Cup. As helmsman, Ellison won the Owner Driver Series of the Moet Cup in 2003 and the UBS Trophy in 2004.



**Gale, Jamie**

Function: Pitman  
Date of birth: 25.11.1971  
Nationality: NZL  
Team Number: 12

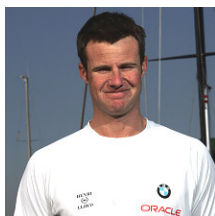
He was a sailing team member of Team New Zealand when they clinched the historic victory off Point Loma in 1995. After that he has sailed the 1999 Louis Vuitton Cup and the Olympic Games. One of the highlights of Gale's career so far has been winning the Volvo Ocean Race as mastman on board illbruck in 2002.



**Halcrow, Ross**

Function: Trimmer  
Date of birth: 17.11.1966  
Nationality: NZL  
Team Number: 4

Halcrow is considered one of the best sail trimmers and was part of the Team New Zealand which won the America's Cup in 1995. He gained further sailing reputation as part of the illbruck Challenge crew which won the 2001-02 Volvo Ocean Race and is winner of five World Championships. He has been involved in the America's Cup for 16 years.



**Hurst, Zachary**

Function: Trimmer  
Date of birth: 19.10.1977  
Nationality: NZL  
Team Number: 25

Hurst is a professional sailmaker and was trimmer with Team New Zealand's America's Cup campaign 2003. The young yachtsman's passion is Match Racing and is often competing on the World Match Racing Tour.



**Isler, Peter**

Function: Afterguard  
Date of birth: 31.05.1955  
Nationality: USA  
Team Number: 55

Isler has been involved in every America's Cup since winning it as navigator aboard Dennis Conner's Stars & Stripes in 1987. He has sailed in four Cup campaigns - all in the afterguard aboard Stars & Stripes ('87, '88, '00 and '03) winning it twice ('87 and '88). He is president of Isler Sailing International, Inc. a sports marketing and television production company.



**Jameson, Phil**

Function: Foredeck  
Date of birth: 30.07.1977  
Nationality: NZL  
Team Number: 13

Through two campaigns with Team New Zealand, including the 2000 defence, he headed the chaseboat team and became skilled at boat maintenance and sailmaking. Jameson joined ORACLE BMW Racing in 2003 as a sailor. His responsibilities include making and maintaining the boats' running rigging.



**Kolb, Tony**

Function: Foredeck  
Date of birth: 01.04.1976  
Nationality: GER  
Team Number: 7

Kolb, born in Munich, is a skilled sailmaker and boatbuilder. A member of the winning illbruck team in the Volvo Ocean Race 2002, he earned victories at the Sydney Hobart race in 2000, and the Melges 24 North Americans. He was also the winner of the Melges Worlds in 2002 and the Star Class at Kiel Week 2003.



**MacInnes, Brian**

Function: Grinder  
Date of birth: 03.04.1968  
Nationality: CAN  
Team Number: 44

MacInnes started sailing when he was four years old. He captained the WindQuest Sailing Team for 10 years, and has sailed in dozens of Maxis, 48's and 50's, twice garnering boat of the week honours at Key West race week. As a three-times America's Cup sailor he was a member of Young America (1999-2000), Aloha Racing in 2000 and of ORACLE BMW Racing in 2003.



**Mohr, Sten**

Function: Afterguard  
Date of birth: 01.07.1969  
Nationality: DEN  
Team Number: 77

The Danish match racing veteran is often found at or near the top of the International Sailing Federation's (ISAF) world match racing ranking list and most recently sailed with Victory Challenge. Mohr was the first person from Europe to become the number one ranked match racer, achieving multiple Grade 1 victories and a European Championship.



**Monk, Craig**

Function: Grinder  
Date of birth: 23.05.1967  
Nationality: NZL  
Team Number: 15

Monk is one of a select few sailors in the world who have won both an Olympic medal and the America's Cup. Since 1995 he has focused on the America's Cup. In 1995 and 2000 he was a member of the victorious Team New Zealand. He also won many national titles sailing single-handed Finn dinghies and a bronze medal in the Finn Class in the 1992 Olympic Games.



**Naismith, Robbie**

Function: Trimmer  
Date of birth: 04.05.1964  
Nationality: NZL  
Team Number: 38

The 32<sup>nd</sup> America's Cup will be Naismith's 5<sup>th</sup> campaign ('92, '95, '00, '03, '07). He is a two-time America's Cup winner (in 1995 and 2000 with Team New Zealand), and a Louis Vuitton Cup winner (1995 with Team New Zealand). He raced a Whitbread Round the World race, several Kenwood Cups, Sydney-Hobarts, Admiral's Cups and Maxi Worlds.





**Neergaard, Jann**

Function: Mastman  
Date of birth: 16.12.1963  
Nationality: DEN  
Team Number: 24

Neergaard, a 2003 America's Cup winner with Alinghi, has recently competed on the grand prix match racing and TP52 circuit with three-time America's Cup winning helmsman Russell Coutts. Neergaard has secured titles in a variety of classes during his career, many of them together with the Danish match racer Sten Mohr who also recently joined the BMW ORACLE Racing afterguard.



**Pacé, Bertrand**

Function: Afterguard  
Date of birth: 16.08.1961  
Nationality: FRA  
Team Number: 33

Pacé developed his knowledge and talent over decades of professional sailing. With the America's Cup team in Valencia in 2007, he is steering towards his sixth America's Cup participation – 1987 with French Kiss Syndicate, 1992, 1995 and 2000 with Le Défi and 2003 with Team New Zealand.



**Parada, Guillermo**

Function: Afterguard  
Date of birth: 28.09.1967  
Nationality: ARG  
Team Number: 28

Parada, the only sailor representing Argentina on the BMW ORACLE Racing crew, has been running the Maxi boat Alexia for the past 11 years. Parada's long list of sailing achievements includes wins at various offshore races and many international Maxi titles as well as a Gold Medal at the Pan American Games (Lightning).



**Partridge, Nick**

Function: Foredeck  
Date of birth: 08.10.1975  
Nationality: AUS  
Team Number: 46

Partridge sailed with BMW ORACLE Racing extensively during the 2005 two-boat testing program in Valencia and is now part of the foredeck crew. The Australian has widespread experience with dinghies and also sailed with a number of keelboat campaigns including Australia's America's Cup challenge for 2000. A Sydney-Hobart winner, he won the 2005 Fastnet Race with Maximus.



**Smyth, Ed**

Position: Afterguard  
Date of birth: 29.09.1975  
Nationality: NZL  
Team Number: 32

Smyth has two America's Cup campaigns under his belt. He was navigator for Young Australia in 2000, and three years later, bolstered the afterguard on OneWorld Challenge. In 1999 he became 49er Class World Champion. In addition to his afterguard duties, he is responsible for the day-to-day running of the onboard computer and instrument systems.



**Sofuku, Kazuhiko**

Function: Foredeck  
Date of birth: 25.11.1965  
Nationality: JPN  
Team Number: 23

"Fuku" has been racing boats at a world-class level for over a dozen years. He began his international career as a grinder in the International 50-footers. In 1992 he crewed in his first match-race series, and in 1993 he teamed with Peter Gilmour, with whom he has sailed three America's Cups. He was with the 2005 Swedish Match Tour winning team.



**Spooner, Joe**

Function: Grinder  
Date of birth: 31.10.1973  
Nationality: NZL  
Team Number: 99

In his career, the former Team New Zealand member (2000-2003), who holds a Bachelor of Business Studies degree in finance and marketing, has often proved his abilities: e.g. as a multi-time Fastnet winner. He was member of the New Zealand Olympic Sailing team (Finn class) in 1996.



**Trubovich, Morgan**

Function: Trimmer  
Date of birth: 27.09.1972  
Nationality: NZL  
Team Number: 27

This will be the Auckland native's fourth America's Cup campaign (1995 Team New Zealand, 2000 AmericaOne and 2003 Stars & Stripes). His achievements include wins at the Fastnet race, the Sydney-Hobart, two Farr 40 World Championships and three-time winner of the Congressional Cup.



**Webb, Brad**

Function: Bowman  
Date of birth: 30.09.1974  
Nationality: NZL  
Team Number: 22

In the past nine years he has competed in over 130 events across 16 countries, including three America's Cups. He rates his greatest successes as winning the Swan World Championships 2000, winning the 2002 Swedish Match Tour with ORACLE BMW Racing and the Match Race World Championship 2004.



**Westlake, Paul**

Function: Trimmer  
Date of birth: 07.08.1961  
Nationality: AUS  
Team Number: 20

The Australian is not only a successful sailor, but former President of "North Sails Cloth". He has won 7 world championship titles and was part of 4 America's Cup campaigns (1995 - One Australia, 1992 - Spirit, 1987 - Kookaburra, 1983 - Advance).



**Williams, Carl**

Function: Mastman/  
Grinder  
Date of birth: 06.09.1981  
Nationality: NZL  
Team Number: 30

Williams has been a professional sailor since he was 17 years old and was part of Team New Zealand for the 2003 America's Cup. Sailing has been part of his life since the day he was born. After graduating from the RNZYS Youth Scheme, he competed internationally at grand prix level regattas. He was also part of the winning Maximus crew for the 2005 Fastnet Race.



**Ziskind, Jon**

Function: Trimmer  
Date of birth: 17.01.1973  
Nationality: USA  
Team Number: 26

Jon "Z" Ziskind was born in 1973 in New York and now calls Newport, RI, home. "With BMW ORACLE Racing I have the chance to bring the Cup back to the United States," says Ziskind. The trimmer sailed with ORACLE BMW Racing at the Louis Vuitton Cup 2002/03 and with "America True" in 2000. He is two-time World Match Racing Champion (2003 and 2004).

Background Information

27 March 2006

## **BMW ORACLE Racing**

The Team behind the Sailing Team

### **Operations**

The successful day-to-day operation of BMW ORACLE Racing involves the careful management of boats, people and time. The team is fortunate to have the sport's most experienced manager in Laurent Esquier who ensures that the departments are all tracking on the same timelines so that projects are delivered on time. In a high-tech sport where nothing is off the shelf, but all components are custom made, the team must be fully integrated to research, develop, build, test and maintain all the racing equipment. Research and Development, Boat-Building, Logistics, Mast, Sails and Maintenance all fall under this umbrella. This includes team facilities, e.g. the construction of the team's new base in Valencia.

### **Research and Development**

Headed by Design Coordinator Ian "Fresh" Burns, this team includes about 40 people from 10 nations – some full time and others consultants but all experts in areas of aerodynamics, hydrodynamics, structures and engineering. The BMW engineers Thomas Hahn, Christoph Erbeling and Ingo Raasch in Seattle and Claus Polap in Valencia – supervised by Prof. Dr. Freymann, Director of BMW Group Research and Technology department – are integrated into the BMW ORACLE Racing Design Team transferring technology know-how from the automotive industry. With an International Design Team spread over three continents, the team often shares data and ideas virtually.

### **Boat-Building**

Led by Mark Turner, Tim Smyth and Mark Somerville, an in-house team of composite construction experts are building the team's two new racing yachts in the Seattle, WA, region of the USA. Another team of builders remains with the existing race boats for modifications and repairs.



## **Logistics**

Headed by Grant “Guthrie” Davidson, this team set up the team’s temporary base in Valencia at the Real Club Nautico while overseeing the construction of the new next-generation team base in the Port America’s Cup. When the team goes on the road for competition, this team organizes the travelling logistics. The logistics team also manages shipping of team cargo – including the new race yachts.

## **Spars and Rigging**

Under the leadership of Steve Wilson of Southern Spars, the mast/rig team develops, constructs and maintains the racing spars, a critical part of the aero package. At 33 metres off the deck, the composite constructed carbon fiber rigs that carry all the sail can literally make or break the team’s success.

## **Sails**

David “Duffy” Duff oversees the sailmaking operations. This team constructs, maintains and repairs racing sails at the on-site loft in Valencia and manages the daily inventory for race boats. They also coordinate construction and delivery of new sails.

## **Shore Team**

The “pit crew” of BMW ORACLE Racing is led by boat maintenance manager Tim Hackett. This group includes experts in the fields of composite mechanical engineering and electronics. The team launches the boats for sailing each day and maintains and develops the yachts to always be “race ready.” When in “race mode” this group works in three shifts to deliver the repairs and improvements needed for the next race.

## **Business Administration**

With four operating companies in USA, New Zealand and Spain and about 140 people from 16 nations, the running of the team’s business is no simple task. Headed by Business Director Russell Green, the team looks after all Financial, Legal, Human Resource, IT and administrative matters and ensures the campaign remains within its fixed budget. With team members and their families relocating to Valencia from around the world, this team has been critical to the success of a smooth transition into Valencia. It also has specialists dealing with the at times complex America’s Cup rules, looking after our role as Challenger of Record, and representing the team on the Challengers Commission.



## Marketing

Mirko Groeschner, former Head of Business Development BMW Sports Marketing, has been put in charge of supervising the team responsible for corporate hospitality and the development of sponsorship and sales programs. In coordination with his team, the partner BMW manages the corporate identity and the branding of the America's Cup team as well as the image of the latter. Based on the contents of the team, the communication experts of BMW AG in Munich control the communication tools Print, Website, Media and PR. In the modern new era of the America's Cup where team corporate partners seek a measurable return on their investment, the marketing team takes on greater responsibility than in the past.

Background Information

27 March 2006

## **BMW ORACLE Racing**

### Overview of Partners, Sponsors and Suppliers

#### **Partner**

##### **BMW**

Bayerische Motoren Werke G.m.b.H. came into being in 1917, having been founded in 1916 as the Bayerische Flugzeugwerke AG (BFW); it became a stock corporation (Aktiengesellschaft) in 1918.

Today, the BMW Group is one of the ten largest car manufacturers in the world and possesses, with its BMW, MINI and Rolls-Royce brands, three of the strongest premium brands in the car industry. The BMW Group also has a strong market position in the motorcycle sector and operates successfully in the area of financial services.

The BMW Group aims to generate profitable growth and above-average returns by focusing on the premium segments of the international automobile markets. With this in mind, a wide-ranging product and market initiative was launched back in 2001, which has resulted, over the past years, in the BMW Group expanding its product range considerably and strengthening its worldwide market position. The BMW Group will continue in this vein in the coming years.

##### **ORACLE**

Oracle (Nasdaq: ORCL) is the world's largest enterprise software company. With annual revenues of more than \$11.8 billion, the company offers its database, tools and application products, along with related consulting, education, and support services.

## Main Sponsor

### Allianz

Allianz Group is one of the largest and most renowned financial services providers in the world. Representing an international network of strong brands with first-class products, the company brings together the expertise of specialists in the fields of property and casualty insurance, life and health insurance, asset management and banking. Above all, the Allianz Group is committed to excellence in its daily business - in its relationships with customers, shareholders, employees and society.

Founded in 1890 in Berlin, Allianz is now present in more than 70 countries with over 162,000 employees. At the top of the international group is the holding company, Allianz AG, with its head office in Munich.

Allianz Group provides its more than 60 million customers worldwide with a comprehensive range of services in the areas of: Property and Casualty Insurance

Allianz offers a wide range of private insurance solutions that can provide private customers with security and peace of mind. Allianz offers property and casualty insurance for all businesses and industries - from small and mid-size companies to large corporations - and from agriculture through service provision to industrial output. In response to today's ever-changing marketplace, Allianz's specialists worldwide are working together to develop the best solutions in insurance and risk management.

#### Life and Health Insurance

Allianz invests in private customer's future by providing flexible life insurance policies, pension plans and long-term care products. For health care, Allianz offers a variety of solutions - from complete private health coverage to complementary health insurance - designed to meet the specific needs of one's particular situation. Allianz also offers attractive products for business customers - from general pension funds to solutions for company directors. Allianz offers everything from assistance with complicated pension management issues to health insurance products for the firm and its employees.

#### Asset Management and Banking

As a global network of investment experts, Allianz Global Investors offers a wide range of high performance mutual funds and investment solutions developed by Allianz's network

of world-class investment specialists. The combination of Allianz and Dresdner Bank creates considerable value added through a wider range of financial products for customers in Germany, broader sales channels, and greater advisory capacity and expertise. It also allows more convenient access to private and company pension products. For multinational clients Dresdner Kleinwort Wasserstein - the investment bank of Dresdner Bank with international reach - offers a full range of capital markets and advisory services.

## **Associate Sponsor**

### **Girard-Perregaux**

Being masters of time measurement throughout the ages: this is the challenge that Girard-Perregaux has continued to face with great success, remaining constantly at the cutting edge of the world's luxury watchmaking since 1791. In addition to being one of the oldest Swiss manufacturers, the company, led by Italian entrepreneur Luigi Macaluso, has made its contribution to the growth of fine watchmaking through a policy of constant innovation, while still adhering to the strict tradition and independence of the master watchmakers.

Innovating in the area of materials as well as in research, always taking the best of the traditional and combining it with the new developments that each era and field of activity have brought with them, even those furthest removed from watchmaking.

Maintaining its independence, in order to guarantee the freedom to try out creative ideas that can then be introduced into the market place. Today, Girard-Perregaux owns one of the very few manufactories, where the entire creative and production process takes place internally, from the conception of the movement to the design of the case.

Girard-Perregaux, therefore, embodies the courage to experiment and try out even the boldest of ideas, in the knowledge that it is aiming to create something new and better. A philosophy that has brought the creation of mechanical watch movements to a level of perfection that few can match. Like the fabulous Tourbillon with three gold bridges, a highly complicated and refined movement that is considered to be the signature of Girard-Perregaux in the world of luxury watchmaking.



It is from this desire to roll back the boundaries, which was born the decision to team up with BMW ORACLE Racing, with whom Girard-Perregaux aspires to win an extreme challenge, placing perfection alongside technological innovation, with a strong human element and the will to be a team uniting the best international experience in each sector.

## **NETSUITE**

Founded in 1998 by Oracle CEO and Chairman, Larry Ellison, and his leading technology guru and current NetSuite CTO, Evan Goldberg, NetSuite brings the power of on-demand business management software at low-cost to small, medium and large enterprises. From the introduction of NetSuite's first product in 1999 to the 2002 launch of NetSuite, the first mid-market integrated CRM/ERP/Ecommerce offering, the company has led the market in creating a new standard in business applications. With thousands of customers globally in the U.S., Canada, Europe and Asia, NetSuite is the leading provider of integrated on-demand CRM/ERP/Ecommerce application software for small, medium and large businesses.

NetSuite product offerings include NetSuite, NetSuite CRM, NetSuite CRM+, and NetSuite Small Business. These product offerings have won numerous industry awards including PC Magazine Editor's Choice, eWEEK Excellence Awards, SIIA Codie Awards for Best Software Service, and TMC Product of the Year Award. Ranked the fastest growing private software company in the Silicon Valley in 2005 and second fastest growing private software company in the Silicon Valley in 2004 by Inc. Magazine, NetSuite also swept two honors of being the second fastest growing company in North America and the fastest growing company in Silicon Valley in 2005 by Deloitte.

## Technology Partners

### Henri Lloyd

Henri Lloyd, leading manufacturer of specialist sailing clothing, is Technology Partner to BMW ORACLE Racing for their challenge for the America's Cup in Valencia in 2007.

Henri Lloyd's design team are involved in an intensive joint development programme to provide a "total" clothing and footwear programme for the BMW ORACLE Racing team.

Henri Lloyd has an extensive knowledge and experience of innovative fabric technology and clothing systems, in particular the understanding of how they impact upon an individual's physical and mental performance. This is illustrated in products already in Henri Lloyd's 2005 HL Innovations range, some of which are further developed in BMW ORACLE Racing's new team clothing line. Henri Lloyd's design team are working with BMW ORACLE Racing's Clothing Technology Group made up of key position crew members David Brooke, Craig Monk and Ross Halcrow to design a range of technical clothing suited to the specific crew roles on the race boat and to the variety of climates in which the crews will be racing.

Henri Lloyd has designed a wide range of products for the syndicate. The range includes garments for the racing team and support team covering all climatic conditions and occasions. Henri Lloyd has launched a BMW ORACLE Racing Collection, which is available to buy via the BMW ORACLE Racing online store, Henri Lloyd Retail Stores and the BMW Partner network. The Collection will also be available at the Henri Lloyd Store at the public area of the Team Base in Valencia.

### Network Appliance

Network Appliance, Inc. (NetApp), a world leader in unified storage solutions for today's data-intensive enterprise, is Technology Partner to BMW ORACLE Racing for their challenge for the America's Cup in Valencia in 2007.

BMW ORACLE Racing's design team is using NetApp equipment in a high performance grid configuration to design & deliver the winning yacht. Network Appliance was founded on the idea of simplicity. We revolutionized storage by pioneering the network appliance and creating solutions that do one thing very well-serve information. Likewise, Oracle was founded on the idea of reducing complexity-creating database solutions that turn



mountains of data into valuable information. Our two visions integrate well, resulting in a powerful combined solution that works well together, is easily deployed and managed and helps customers reduce costs.

<http://www.netapp.com/partners/oracle/>

## Official Supplier

**Parker Hannifin Corporation**

**PTC**

**NetIDEAS**

**PWS Motion Control (Inc)**

**CD-adapco**

**Moet & Chandon**

**Gleistein Ropes**

**Tecno**

**Samsung**

**Beltone**

**ANSYS**





## Background Information

27 March 2006

### **BMW and its commitment to yachting**

Third strong pillar in sports marketing besides golf and motorsports – challenging and highly technological

BMW and yachting – a successful partnership. With the America's Cup challenger team BMW ORACLE Racing and the experienced CEO and skipper Chris Dickson, BMW is an integral part of professional yacht racing. Besides its international commitment, BMW is also engaged in yachting on a national scale by supporting premium sailing events.

### **Focus on the America's Cup 2007**

Next year, the challenger of Team Alinghi will be decided in Valencia. The best crew will then have the chance to claim the title which will be defended by the Swiss team. The team is on target for the America's Cup – in the final classification of the America's Cup Class Championship 2004, BMW ORACLE Racing came second. The crew continued to be successful in 2005, with a third-place finish at the ACC Season Championship and by being the best challenger in the current Louis Vuitton ranking.

BMW had its debut in international yacht racing in 2002. As of its first season, the team formerly named ORACLE BMW Racing caused a fresh breeze by managing to be runner-up at the Louis Vuitton Cup in New Zealand, the elimination round for the legendary America's Cup. Despite the subsequent defeat against Team Alinghi in the final 2003, sailing experts across the world have expressed their respect that Team ORACLE BMW Racing had performed extremely well in Auckland. In retrospective, Jan-Christiaan Koenders, Director Brand Communication, BMW and Group Marketing Services, says, "our first appearance in professional, high-performance sailing was a major success. The America's Cup is considered to be one of the pinnacle events in the world of sports. Our strategic decision to sustainably commit ourselves to yachting has proven to be the right one and appeals to our target groups."

Beyond the financial engagement, BMW contributes its valuable technological competence, particularly in the field of intelligent lightweight design. Headed by Professor Dr. Freymann, Director of the BMW Group Research and Technology department, the experienced BMW engineers Thomas Hahn, Christoph Erbeling, Ingo Raasch and Claus Polap are fully integrated in the BMW ORACLE Racing design team. These BMW experts are responsible for structural analysis and the optimisation of the hull structure. Demonstration of their expertise: up until the spring of this year, the keel fin, one of the most important components of BMW ORACLE Racing's new high-tech yacht, was manufactured at the BMW plant in Eisenach.

### **Positioning yacht racing in national markets**

In addition to its international commitment with the America's Cup, BMW is also active on national waters, thereby reinforcing its strategy of establishing yachting as the third pillar of sports marketing, besides golfing and motorsports. Examples of this are engagements in Great Britain, France and Italy. Furthermore, BMW has also been strongly involved in the "Kieler Woche" since 2003, which takes place in Northern Germany every year. Since 2004, BMW has been partner and presenting sponsor at this annual sailing event. From June 17<sup>th</sup> to 25<sup>th</sup> 2006, the BMW Bootshafen at the heart of the city of Kiel will again be a point of attraction complementing the sports activities. In 2005 alone, around 600,000 visitors came to see the BMW Bootshafen. The positive experiences within their national markets have reinforced the intention of BMW to expand its commitment: since 2004, the automotive group has also been represented as partner and "official car" at the World Match Racing Tour, the world's most recognized match race series, which was previously known as the Swedish Match Tour.

Background Information  
27 March 2006

## **BMW and its commitment to sports**

### **Motorsports**

Since the early days of BMW, innovative technology for competitive sports and the striving for outstanding performances have been an integral part of the company's self-conception. In the world of motorsports, BMW has been successful with motorbikes, touring cars, sports cars and in the Formula 1, which emphasises the core competence of the BMW brand in terms of technology and sports. The fact that BMW constructs its own engines is the basis for the reciprocal technology transfer between Formula 1 and serial production. Nelson Piquet's World Championship title in the year 1983, only one year after BMW first joined the premium class of motorsports, impressively proved the competence of BMW in the field of engines. When, after twelve years' absence, BMW again became involved in the Formula 1 in 2000, the enterprise began another new chapter in the history of motorsports with its partner WilliamsF1. The BMW WilliamsF1 team was immediately ranked third in the Constructors' World Championship – the most successful Formula 1 debut among engine manufacturers in 33 years. The first Grand Prix victories were to follow in 2001. In 2002 and 2003 respectively, BMW claimed second place in the Constructors' World Championship. As of this year, the company is breaking new ground in the Formula 1 with the BMW Sauber F1 team. The drivers Nick Heidfeld and Jacques Villeneuve are representing the BMW Sauber F1 team in the FIA Formula 1 World Championship 2006.

### **Golfsports**

Since 1985, BMW is paying tribute to the growing importance of golf for its target groups by organising both amateur and professional golf tournaments. For the worldwide elite, the BMW International Open hosted in Munich, where the BMW headquarter is located, are one of the most recognized golf tournaments of the PGA European Tour. From August 31<sup>st</sup> until September 3<sup>rd</sup> 2006, the world's best professionals will get together for the 18<sup>th</sup> staging of the tournament. In 2001, BMW extended its golf commitment to Asia. This spring, the Munich-based company will host the BMW Asian Open, one of the most renowned golf tournaments in terms of prize money, in China for the fifth time. The venue of the event will be the Tomson Shanghai Pudong Golf Club. From April 20<sup>th</sup> to 23<sup>rd</sup>, approx. 1.5 million US Dollars will be luring the golfing elite from throughout the world to the Chinese metropolis – among them top players like David Howell, Colin



Montgomerie and Thomas Björn. In cooperation with the PGA, the car manufacturer hosts one of the most prestigious tournaments of the European Tour – the BMW Championship. BMW is partner and title sponsor of this renowned classic, which was first carried out under the new name at the Wentworth Club in Surrey, England, in May 2005. From May 25<sup>th</sup> – 28<sup>th</sup> 2006, the tournament will be held for the second time since it was renamed. Furthermore, BMW is engaged as “Official Car” when the top professionals from Europe and the USA meet in Ireland on the occasion of the Ryder Cup 2006 from September 22<sup>nd</sup> - 24<sup>th</sup>. Beyond its commitment to professional golf, BMW also organises the world's biggest amateur tournament series. At the BMW Golf Cup International 2005, more than 100,000 ambitious golf amateurs attempted to qualify for the subsequent world final at approx. 1,000 tournaments around the globe. This year, the world final will be taking place from December 4<sup>th</sup> to 9<sup>th</sup> at the Fancourt Country Club on the Garden Route in South Africa.

## **Yachting**

Besides motorsports and golf, yachting is the third pillar of BMW's international sports marketing strategy. With the BMW ORACLE Racing team, the car manufacturer is participating in the race for the world's oldest sportstrophy for the second time since its successful debut in 2002 – on the occasion of the America's Cup 2007 in Valencia. By becoming actively involved in high-performance yachting, BMW has continued its strategy of promoting premium sports events. Apart from the financial support, BMW is in charge of marketing the team and significantly contributes to the optimisation of the racing yachts by transferring its automotive technology competence, especially in the field of intelligent lightweight construction. The America's Cup as a synonym for the “Formula 1 of Sailing” stands for challenge, high technology, teamwork and tactics, combined with the aesthetics and elegance of sailing. Attributes which very much reflect to the philosophy of the BMW brand. As a consequence, the America's Cup, being the most prestigious sailing event worldwide, offers BMW the ideal platform to present the brand within a competitive, technologically sophisticated sports environment. Furthermore, BMW is partner and “Official Car” at the World Match Racing Tour, the world's most renowned match race series, since 2004. Beyond this, the automotive group supports yachting in Germany - since 2003 as “official car” and since 2004 as “presenting partner” of the Kieler Woche. From June 17<sup>th</sup> to 25<sup>th</sup> 2005, BMW will again present the world's biggest sailing event.

## Media Contact

Photo and video material are available from BMW ORACLE Racing at [www.bmor-photo.com](http://www.bmor-photo.com) and [www.bmor-video.com](http://www.bmor-video.com). For up to date press information please visit the media centre on [www.bmworaccleracing.com](http://www.bmworaccleracing.com), send an email to [media@bmworaccleracing.com](mailto:media@bmworaccleracing.com) or contact:

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CHALLENGER FOR  
32<sup>ND</sup> AMERICA'S CUP

GOLDEN GATE  
YACHT CLUB



ORACLE

BMW ORACLE Racing