

Episode 10



CHARTER



Spring 2012



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Bernard Gallay

Yacht Market Overview

During the transition period between 2011 and 2012, BGYB and indeed the whole yacht market have seen significant price reductions on vessels of all shapes and sizes. With prices continuing to drop, buyers have started to become increasingly active in the market at the start of this year suggesting that buyers who have waited are benefitting greatly. The price reductions that we have seen have already started to stimulate and re-boot the market resulting in more enquires and more sales. With this increase, the market will no doubt re-establish itself.

The sales and purchase side of our business has taken a significant step forward in recent months. Not only have we continued to sign larger yachts as Central Agents but we also have signed superb yachts as Co-Central Listings such as 109ft Centreboard Sloop AVENTURA and 108ft Converted Maxi Catamaran SWIFT with brokerage house Fraser Yachts. This cooperation with our colleagues in the industry allows us to share our resources, build stronger relationships with our clients and provide an outstanding service.

Perhaps the most exciting news that BGYB has to announce since autumn is the opening of our new office in Turkey. Our brokers, Thierry Sagnes and Christophe Apotheloz are based in Marmaris on the West coast of the country. They operate along the entire Turkish coastline as well as in Greece, Lebanon and

Israel. A presence in this market is not only important for us in the further development of our brand and business but we also strongly feel that this is a market that will develop considerably in the coming years. We have also seen our management activity do well as new facilities in Sète in the South of France allow us to welcome more and more of our yachts, especially those of over 50m in length, during the winter months.

On the charter side of the business, we have seen continual development and have not experienced a single step back since we moved into the field five years ago. We have signed prestigious yachts as Central and Co-Central Listings such as 100ft Southern Wind Shipyard Yacht CAPE ARROW and 80ft Wally Yacht GENIE. CAPE ARROW has recently been announced as a finalist in the ShowBoats Design Awards 2012 for both the Naval Architecture Award and the Interior Layout Award for Sailing Yachts. This fantastic nomination further highlights the quality of the yachts we have available for charter.

In the last few years, the passion and enthusiasm for sailing regattas has increased considerably and we have attracted business from clients wanting charters for racing events such as Les Voiles de St. Tropez and The Rolex Middle Sea Race to name but a few. The most rewarding aspect about this is that many of these customers are repeat

clients, which demonstrates the confidence and loyalty that they have in our business and reflects the excellent service we offer. We have also experienced interest from new markets, notably Russia, and we will be present at the MYBA Charter Show in Genoa for the first time this year as well as the Antibes Yacht Show in April for the fourth time.

In addition, we have seen growing activity in catamaran charter over the last year as we have experienced more and more interest in yachts of this type. BGYB was present at this year's Antigua Charter Show where catamaran WORLD'S END won two prizes (Coffee Roasters Prize Winner and Chef's Culinary Challenge) in her category for yachts under 100ft. This is the second consecutive year that a yacht from our charter fleet has won in this competition as catamaran MAGIC CAT won the meeting last year. This competition highlights some very accomplished chefs and charter yachts that currently represent the best standards of creativity in the culinary world.

From mid-March onwards, signs of improvement in world finance means we have received more and more contact from potential clients in both sales and charter sides of the business, which is very promising for the rest of the year to come. We believe that the rest of 2012 and 2013 will be better years for the industry and that we will see the true resurgence of the market in 2014 and 2015.

♦ NEWS ♦

**MED SPIRIT 1st on the line of the ARC 2011 regatta !**

BGYB is pleased to announce MED SPIRIT first on the line in the ARC 2011 Race joined by its group of Russian clients on board. BGYB has this year organised several significant charters for regular Russian clients, made of true yachtsmen, sailing enthusiasts and veritable connoisseurs. From time to time, they have also ventured on real racing prototypes such as MED SPIRIT in major races such as "Les Voiles de Saint-Tropez", Rolex Middle Sea Race, RORC 600 and the Palermo – Monte-Carlo Regatta.

The ARC is the largest transatlantic rally in the world and brings together over 100 sailors from all over the globe each year. The Caribbean destination of the ARC Race is Rodney Bay in St. Lucia, one of the most beautiful islands of the Lesser Antilles. The 2,700 nautical mile passage on NE trade winds takes between 12 and 24 days to complete.

MED SPIRIT is an exceptional racing vessel reaching speeds of over 30 knots.

• Cruising Catamaran WORLD'S END

Winner of the Antigua Chef Competition December 2011



The sailing catamaran WORLD'S END who was presented by BGYB at this year's Antigua Yacht Show has won in the Antigua Chef Competition.

She won two prizes in her category of Yachts Under 100ft:

"Coffee Roasters Prize Winners" and "Chef's Culinary Challenge"

This competition highlights some very accomplished chefs and charter yachts that currently represent the best standards and creativity in culinary delights.



René Kappetein has a very impressive Curriculum Vitae being one of the chefs of the 7star Burj al Arab Hotel in Dubai, bronze medal junior chef of the Middle East competition. He settles for nothing less than perfection and makes every meal into a piece of art.



The sailing catamaran WORLD'S END will bring you to the most beautiful places in the Caribbean or Mediterranean while traveling in all comfort and privacy. Guided by his crew you will yourself discover the magnificent islands, nature and culture.





258ft Steam Ship "SS DELPHINE"

DELPHINE is an exceptional ship built in 1921 and totally rebuilt between 1997 and 2003, thanks to her passionate owners, into a modern super yacht keeping her unique classic character.

DELPHINE has some incredible history having been placed into US naval service during World War II, then used as a training ship for 18 years until 1997 when she was bought by her current owner who spent nearly six years rebuilding her.

She was re-christened in September of 2003. DELPHINE is now one of the most unique and exceptional private yachts in the Mediterranean fleet and worldwide. In 2004 she received the annual showboats award for best refit.

Although she has kept her 2 incredible steam engines, she is now equipped with all the modern technology equipment and boasts a very luxurious and comfortable interior. She can accommodate up to 26 guests.



102ft "MOONBEAM OF FIFE III" 1903. The story of the Moonbeams began in 1858 with Moonbeam I & II. In 1902 Charles Plumtree Johnson, an eminent London lawyer, decided to go back to William Fife for the creation of his 3rd yacht taking into account his navigation projects as he wanted to race under the new RORC tonnage which included sailing ships with fitted-out interiors. Moonbeam III was launched in 1903, hull n° 491 to leave the Fife yard. The result was a magnificent yacht which has now become one of the most successful classic yachts in the world. Her streamlined shape and large sail surface area both make for an extremely elegant and unique yacht.





110ft "AVVENTURA" 2006. Ted Fontaine design built by Danish Yacht & Holland Jachtbouw. This magnificent centre board sloop is a true world cruising yacht where safety and comfort have been a priority. Beauty, flexibility and ease followed suit. In true Fontaine style, she provides the owner with classic beauty married to modern technology. The centreboard gives access in coastal waters. The push-button rig and fold-down stern ease the interface between wind and water. The flow of the yacht with three entrance/exits, an on-deck saloon and a raised interior saloon, plus 4 staterooms aft for owner and guests offer the maximum living potential for a yacht that can be handled by only four crew.



108ft Fantastic Converted Cruising Maxi Catamaran "SWIFT"

Built in 2000 by Multiplast on a Gilles Ollier Team's design, SWIFT was previously known as Innovation Explorer, Kingfisher 2, Gitana XIII. In 2010, she was converted for the French yacht owner Jacky Setton who is world famous for being an incredible yachts collector as well as a skilled yachtsman.

The conversion has been done choosing high quality equipment and taking special care to keep the weight as close as possible to the original. The result is that she has nice and light accommodation making her comfortable to live aboard.

Since her complete conversion, she undertook a fantastic around the world voyage through Panama, the Pacific and back to the Atlantic. The owner was on board for most of it with occasional guests and a short crew of 4 as she is now extremely easy to handle thanks to her all new hydraulic systems.

One of the major achievements of SWIFT is that she has successfully been converted from being one of the best performing racing machines in the world to the fastest sailing cruising catamaran ever.

Many people dreamed of it, French owner Jacky Setton did it.



80ft Power Catamaran “SONG SAIGON”

2008. An exceptional ocean passage aluminium motor catamaran, designed by Joubert Nivelt, has a 3 300 NM range and accommodates up to 9 guests plus 2 crew in 5 cabins. The space on her main and upper decks is just huge.



90ft Fast Sloop “QUINTA SANTA MARIA”

2002. A fantastic, fast cruising sloop. She has been specially designed for her current owner who is an experienced yachtsman and who has exclusively used her for family cruising and a few Mediterranean cruising racing events. She has been kept in great condition by the same captain since launched.



100ft Aluminium Sloop “SUSANNE AF STOCKHOLM”

1990. Gilles Vaton designed, she was totally reconditioned in 2008 into a modern, comfortable, seaworthy and performance sailing yacht with a brand new stylish interior. She has a terrific potential for private cruising and / or for charter.



Sailing yacht KER

2005. Sailing yacht KER is a very nice Reichel Pugh designed yacht built for speed at sea and for comfort while cruising. Performance cruiser sailing yacht KER has been very well built by Adria Sail shipyard in Italy and kept in great shape thanks to her full time skipper. Since 2008, KER has been stored ashore during each winter from November to April.



84ft Fitzroy Yachts “NEPTUNE”

2004. Aluminium built from a Judel/Vrolijk design. The spacious accommodation includes a three-guest cabin layout aft, all with private en suite heads. The two forward crew cabins also have separate heads. The generous main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.



60ft Multiplast “OURSON RAPIDE”

2009. Fantastic fast sloop designed by Finot Conq. All composite built with a futuristic design inspired by the 60ft Open boats, she boasts a very nice interior with 3 guest cabins & crew. She is extremely well equipped with some of the features that are usually found on racing machines, for example a carbon pivoting wing mast. Not only is she incredibly fast, she is also suited for short handed long distance crossings.



Swan 60/65 “EARLY PURPLE”

2002. Designed by German Frers and built by Nautor Swan. Since 2006, Early Purple has been in the same private ownership and with the same skipper to this day. She has been maintained to meticulously high standards, and looks immaculate. She is totally MCA compliant. Carbon fibre rig with Park Avenue style boom.



Privilege 585 “OCEAN’S SEVEN”

2004. Serviced in 2007. She is ideal for blue water cruising. She accommodates a large salon with her upper galley, 4 double guest cabins and 2 crew. She has a full time captain and stewardess on board. She has excellent charter track records.

Motor Yacht Index



DELPHINE Steam Ship 258ft
78.50 m 1921/2003 26 guests
38,000,000 €



SANSSOUCI STAR Classic Motor Yacht
53.53 m 1982 12 guests
Price on application



BAIA MARE Ned 41m Fly
40.80 m 2011 12 guests
11,700,000 €



AMNESIA Veb J Warnke, Germany
33.53 m 1990/1999 6 guests
1,900,000 US\$



SHERAZADE Motor Yacht (Diving Charter)
32.15 m 2006 10 guests
1,150,000 €



LADY KATANA II Maiora 30 DP
30.20 m 1997 8 guests
Price reduction **1,100,000 €**



BJORG II Guy Couach 2800 LR
28.00 m 2002 8 guests
1,350,000 €



YIALOUS Guy Couach 2800
28.00 m 2001 8 guests
Price reduction **1,100,000 €**



SONG SAIGON Displacement Motor Yacht
24.00 m 2008 8 guests



CHARLESTON Classic Motor Yacht
23.00 m 1939 8 guests
Price reduction **180,000 €**



CELESTIAL Navarcantieri P 21 S
22.60 m 1997 8 guests
490,000 €



MATHIGO II Morgan 70
21.24 m 2007 7 guests
1,110,000 €



POINTE ROYALE III Princess 66 Fly
20.12 m 1995 8 guests
395,000 €



DELAUR II Atlantis 55
16.70 m 2005 6 guests
370,000 €



ALLEGIANC Réplique C&N 1925
14.40 m 2004 6 guests
330,000 €

Sailing Yacht Index

		
PRINCIPÉ PERFEITO 3 Mast Schooner 41.52 m 1943 10 guests Price reduction 1,650,000 €	QUEEN OF ANDAMAN Modern Classic Motor Sailor 41.00 m 2007 8 guests Price reduction 4,875,000 €	NAHEMA 120ft Catamaran 35.00 m Under construction 8 guests Price reduction 14,000,000 €
		
AVENTURA Danish Yacht & Holland Jachtbouw Sloop 33.24 m 2005 10 guests Price reduction 4,995,000 €	SWIFT Converted Maxi Catamaran 32.80 m 2000 6 guests Price reduction 2,950,000 €	MOONBEAM OF FIFE III Gaff Cutter 31.00 m 1903 10 guests Price reduction 2,500,000 €
		
SUSANNE AF STOCKHOLM Aluminium sloop 30.16 m 1990/2008 8 guests Price reduction 2,900,000 €	SOUTHERN CROSS Maxi 88 Sloop 29.70 m 1991/2004 8 guests Price reduction 1,800,000 €	ANTSIVA Aluminium Centre board schooner 28.00 m 2004 10 guests Price reduction 1,190,000 €
		
QUINTA SANTA MARIA Composite Cruising Sloop 27.42 m 2001 8 guests Price reduction 1,990,000 €	WISH Motor Sailor 25.80 m 2004 6 guests Price reduction 580,000 €	NEPTUNE Fitzroy Aluminium Sloop 25.65 m 2004 7 guests Price reduction 2,957,000 €
		
BOJAROS Steel Ketch 25.60 m 2000 10 guests Price reduction 395,000 €	TEBA Pouvreau 72 21.60 m 1986 8 guests Price reduction 600,000 €	EQUINOX Selestra 64, aluminium 20.54 m 1996/2010 8 guests Price reduction 350,000 €

Sailing Yacht Index (continued)

	EARLY PURPLE Nautor Swan 65 19.82 m 2002 6 guests Price reduction 990,000 €		GRAND CRU CNB 64 19.51 m 2001 6 guests 650,000 €		JEMAYKA Maia 180 19.50 m 2001 8 guests Price reduction 600,000 €
	GOLDEN EAGLE Dynamique 62 18.73 m 1989 8 guests 260,000 €		OURSON RAPIDE 60ft Multiplast Fast Sloop 18.28 m 2009 6 guests 2,750,000 €		EUPHONIE Sydney 60 converted 18.20 m 1998/2005 4 guests 280,000 €
	KER 59ft Fast Cruising Sloop 17.97 m 2005 6 guests 990,000 €		OCEAN'S SEVEN Privilege 585, Catamaran 17.82 m 2004/2007 8 guests Price reduction 695,000 €		SCARAMOUCHE Swan 57 17.37 m 1978 6 guests 225,000 €
	UHURU Lagoon 57 17.37 m 1999 6 guests 499,000 €		LAZY JACK Amel 54 17.20 m 2008 4 guests 750,000 €		MELINA I 56ft Cruising Sloop 17.10 m 2004 6 guests 390,000 €
	SOIZIX X-50 15.24 m 2008 6 guests 611,000 €		LANSART 47 Lansart 47 14.76 m 2007 6 guests 340,000 €		21 JUIN Hanse 470 14.35 m 2008 6 guests 180,000 €

♦ RACING ♦

**Maxi trimaran “GERONIMO”**

2001. One of only 3 Maxi Trimaran yachts in the world. Incredibly fast, she has broken many oceanic sailing yacht records with famous skipper Olivier de Kersauzon.

**Maxi Yacht “MED SPIRIT”**

2003. MED SPIRIT is an exceptional sailing yacht and one of the fastest race in the world, it would have reached 40 knots... 29.50 meters of pure performance, smoothness, lightness despite its 15-ton bulb. But no words will suffice to describe what inspired this boat racing, both at the port under sail so it is exceptional. The must of the sailing racing yacht! Also available for charter for cruises with skipper and crew, sailing weekends, racing charter, sailing trips to the day of sailing events, seminars/incentive or team building yacht charter.

**60ft Imoca “Brit Air”**

2007. IMOCA Open 60 – Fantastic model built by MULTIPLAST in France with a proven track record and great potential for the upcoming Vendée Globe. 2007, 7th JACQUES VABRE Transat – 2008, 2nd ARTEMIS Transat – 2009, 2nd VENDEE GLOBE – 2010, SNSM registered record + 2nd Route du Rhum.

Racing Index

	GERONIMO Maxi Trimaran 34.00 m 2,950,000 €		SWIFT Converted Maxi Catamaran 32.80 m 2000 6 guests 2,950,000 €		MOONBEAM III Gaff Cutter 31.00 m 1903 2,500,000 €
	MED SPIRIT Super Maxi Yacht 28.20 m 800,000 €		ALYE PARUSA Maxi Open monohull 27.00 m Price reduction 300,000 €		BRIT AIR Open 60 IMOCA Class 18.28 m Price reduction 950,000 €
	SPIRIT OF CANADA Open 60 ECO Class 18.28 m Price reduction 220,000 €		OZ Open 60 IMOCA Class 18.28 m Price reduction 250,000 €		SPARTAN, ex SAGA Open 60 IMOCA Class 18.28 m 200,000 GBP
	ENERGIE AUTOUR DU MONDE Open 60 IMOCA Class 18.28 m Price reduction 150,000 €		FENETRE A CARDINAL Multi 50 15.24 m 185,000 €		TOP 50 Open 50 15.24 m Price reduction 140,000 €
	COURRIER DE L'ODET Pogo 40S 12.18 m 180,000 €		JUMPA LAGI Pogo 40 12.18 m 220,000 €		GERANIUM KILLER A40 RC 11.98 m 2008 180,000 €

◆ CHARTER ◆

Charter

BGYB has successfully developed its charter activity and today we have a selection of some of the world's most magnificent yachts for charter. We have organised both private and corporate charters worldwide and we offer our clients impeccable standards of professional and personal services.

Classic or contemporary, fast or tranquil, formal or friendly, the BGYB charter team will find you the best fit for your particular chartering requirements. Once you have decided on the type of charter that you wish to experience, the BGYB charter team will put all their efforts into finding the best yacht and the best destination for your needs.

BGYB assets:

- Identifying and understanding exact requirements.
- Providing numerous choices.
- Suggesting cruising itineraries.
- Corporate Event/ Team Building.
- Delivering the expérience.

**DESTINATIONS****West Mediterranean**

- French Riviera
- Corsica & Sardinia
- Italian Riviera
- Sicily
- Aeolian Islands
- Balearic Islands

East Mediterranean

- Greece
- Croatia
- Venice
- Turkey

Caribbean

- Leeward Islands
- Les Antilles
- Windward Islands
- Venezuela
- Panama

Pacific Ocean

- Polynesia
- Galapagos Islands
- New Zealand

Indian Ocean

- Maldives
- Seychelles

Other Destinations

- Scandinavia
- South East Asia
- South America

Take to the water: luxury yacht charter with Bernard Gallay Yacht Brokerage.

One doesn't have to own a yacht to experience its comfort and indulge in luxury...



Forget jets; disregard cars; the ultimate in luxury travel still rests on the bows of the ocean bound yacht. For many years, numerous guests have been invited on board vessels of all types and sizes, voyaging to new and undiscovered places whilst being expertly tended to by a dedicated crew.

In fact, things are little different in today's charter market, except for the options and endless possibilities that are offered to potential clients. It is this accessibility to so many countries and different regions of the world that begs one to experience the delights of chartering a yacht; whether it be for a day, a week or even several months.

A transatlantic crossing from Ibiza to New York? Eight days vigorous regatta racing in Saint-Tropez? A week long jaunt along the West Mexican coast? Perhaps a cocktail party in Paris? Even intrepid explorers can be catered for with

expeditions to Patagonia. It is these extravagant opportunities that make chartering a yacht the 'be all and end all' of a discerning traveller – once you have visited the places that exude exoticity, explored new horizons, or even simply basked in the yacht's comfort – a plane, a train or a car just aren't quite the same.

Tempted?



Step 1: Creating the perfect charter



Chartering a yacht is an effortless experience. For our clients, all that is required is an indication of their hopes and desires; the BGYB charter team will do the rest. Within the first step of chartering a yacht there are the following factors to consider:

Who is the charter for?

Charters evidently come in all shapes and sizes. Whether it is personal or corporate, all that needs to be decided is the number of guests you wish to have on board and how many cabins are required for your luxury accommodation.

Where and when to go?

Decide on the time of year and the type of surroundings you desire and we will match your requirements up to the best conditions and areas for that season.

To sail or motor?

Whatever your preference, there is always a yacht that will guarantee your satisfaction, whether it is under sail or cruising with a motor.

Step 2: Planning your charter with your Charter Broker

It is true to say that certain things in life require careful consideration; chartering a yacht is no exception. It deserves a great deal of planning ahead so that every aspect of your charter is tuned to perfection. Whether it is yacht availability or destination popularity, certain factors must be considered in advance to guarantee your satisfaction. It is advisable to book several months in advance to avoid disappointment.

Step 3: Finalising your charter

As Mediterranean Yacht Brokers Association (MYBA) members, the BGYB charter team work under the following terms and conditions:

The charter fee includes the charter of the yacht with its crew, fully equipped and fully insured. The Charterer will be charged for all other expenses such as fuel, berthing costs and harbour charges, food and beverages and any other special services that you may request. In order to cover these costs we will require an advanced provisioning allowance

What activities to do?

If it is long trips on shore discovering new places, cruising around undiscovered islands and coves or diving several metres below the water's surface, the activities on board are your choice. Energetic or leisurely, all guests can be entertained by the specific activities that they wish for.

On board preferences?

Atmosphere on board is important, which is why everything is tailor-made for our clients. From entertainment and music to culinary choices, all aspects are catered for. As well as your dietary requests, the crew will ensure that your favourite foods and wines are on board and prepared exactly to your demands. If restaurants are desired, then your reservations will be awaiting you ashore. Not forgetting how you shall arrive, your transfer on board by air or road is also dutifully considered.

Once you have decided on the type of charter that you wish to experience, the BGYB charter team will put all their efforts into finding the right yacht and the right destination.



(APA) which is 20% - 30% of the charter fee. This is given to the yacht captain prior to the charter to allow for provisioning of the yacht in preparation for the charter. At the end of the charter (and during if requested) the captain will produce full accounts of all expenditure either with a refund of monies not spent or a request for payment if the APA was exceeded.



◆ PACKAGE CHARTER ◆

Classic Motor Yacht SANSSOUCI STAR**SANSSOUCI STAR**

Type: Classic Motor Yacht

Length: 53.50 m

Guests: 12 Crew: 8

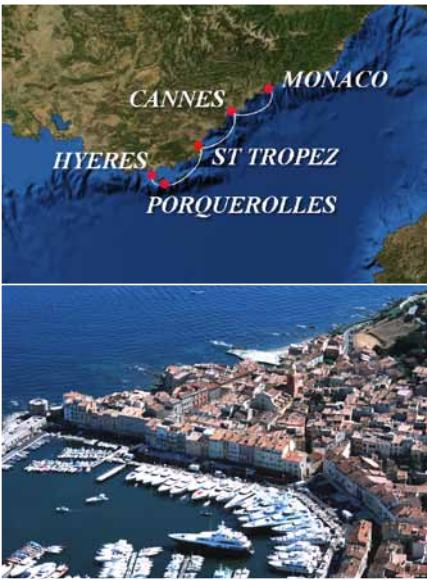
Summer 2012 rate (MYBA terms):

High: 70,000 € per week

Low: 65,000 € per week

**10 reasons to book your charter on board M/Y SANSSOUCI STAR:**

- Best Value Yacht for its size
- Available everywhere in west Med and based in the South of France
- Accommodation for 12 guests sleeping (the 7 cabins are convertible either in double or twin cabins)
- Fuel Efficient Motor Yacht (low fuel consumption)
- Perfect for long distance cruising
- Flexible itineraries upon request
- Excellent service and Chef/8 dedicated and professional crew members
- Available for event charter. Able to welcome 50 guests at quay
- Fast tender boat able to cruise at approx. 40 Knots
- Extensive list of nautical activities on board

**French Riviera suggested itinerary**

Day 1 – Start off in Hyères, one of the islands which forms « Ile d'Hyères ». A beautiful town with a unique lay out: you can walk up and down the old town and explore every nook and cranny it has to offer. There are plenty of restaurants and cafés in this historic town for you to sit back, relax and appreciate the charm that Hyères has to offer.

Day 2 – You can then sail across to Porquerolles, a stunning island with plenty to offer. You can relax on the beach, admire the views from the lighthouse and visit the « National Botanical Conservatory » with its divine gardens. Most of the island is part of a national park which ensures its preservation as a site of natural beauty giving visitors insight into why the French Riviera became such a popular destination so many years ago.

Day 3 – Having visited some of the most unspoilt and tranquil areas of the French Riviera, you can then sail to the vibrant town of St Tropez, one of the most glamorous and well known destinations on the Côte d'Azur. Here you can wine and dine in some of the best bars and restaurants the town has to offer.

Day 4 – From St-Tropez you can sail across to Cannes, home of the world famous « Cannes Film Festival » and yet another home to the rich and famous. Like St-Tropez, it is not just a town for partying, it is also one of the most architecturally stunning locations on the coast.

Day 5 – Having spent time in St Tropez and Cannes, you can sail to Iles de Lérins to relax. You can take long walks around the islands, swim, sunbathe and enjoy drinks while watching the sunset.

Day 6 – Another fabulous location you can visit is Saint Jean Cap Ferrat which is a far more discrete town in the French Riviera but also one of the most picturesque and exclusive locations. It is simply beautiful with its incredible architecture and abundance of lush trees, flowers and plants.

Day 7 – Ending up in Monaco, its own principality on the South coast of France, home to royalty, a world class grand prix circuit and casino is a great way to finish the charter. You can enjoy a day on the man-made beach, shop in some of the best shops on offer or marvel at the extraordinary architecture.

**Balearic Islands suggested itinerary**

Menorca is a haven of tranquility with creeks mostly accessible only by boat or long hours of walking. **Mallorca**, the largest island of the archipelago, too often conceals an unsuspected charm. With its spectacular mountains, the Gothic architecture of its churches, perched picturesque villages and olive groves it give you a feel that many of the luxury hotels tend to lack.

- Day 1** – Embarkation to Mahon – Menorca
- Day 2** – Mitjana - Macarella – Macaralleta
- Day 3** – Ciutadella
- Day 4** – Mallorca – Soller
- Day 5** – Palma de Mallorca
- Day 6** – Cabrera
- Day 7** – Ibiza – Las Salina – Formentera
- Day 8** – Disembarkation Eivissa – Ibiza

It is no longer necessary to present **Ibiza** as just a centre of boundless energy. Surprisingly, the island “magic” is deemed to be a paradise for night owls, the meeting point of the Jet Set and the lively centre of San Antonio with its well-known bars, restaurants and discos. Ibiza also has some quiet anchorages and extreme beauty to discover.

Formentera, the smallest of the archipelago, is described as the Mediterranean's last paradise as it has managed to combine tourism and protecting its environment over the years. You can only come to Formentera by boat, with this relative inaccessibility, the island is a quiet place to escape the stress and massive numbers of tourists. You can enjoy your cruise with a dip on its 20 km length of white sandy beaches, whose waters are absolutely crystal-clear where you can enjoy endless water activities.

"CAPE ARROW" – Suggested Itineraries for Western Mediterranean



ShowBoats Design Award Finalist 2012



Designed by Farr Yacht Design and Nauta Design, CAPE ARROW is aimed at those who enjoy reliable and fast sailing yachts without compromising on comfort and privacy.

The guests' area lies from amidships to forward in the quietest section of the yacht. Guests can socialise in the large and well lit saloon, which features comfortable conversation and dining areas for up to 8 people. The deck saloon is spacious allowing guests to enjoy the exterior of the yacht, such as the central cockpit, which can be protected by a wide bimini, is ideal for alfresco dining. The soft cushions of the sun bathing area and the open transom are tempting for those who want to soak up the sun. Thanks to the advanced construction techniques and the outstanding design, CAPE ARROW promises exciting sailing in any weather conditions.

CAPE ARROW is the ideal yacht for both passionate sailors and sea lovers.

CAPE ARROW

Type: Fast cruising sloop

Builder: Southern Wind Shipyard
(South Africa)

Length: 30.20 m

Guests: 8

Crew: 4

Summer Operating Area:
South of France, Corsica,
Sardinia, Sicily

Summer 2012 rate (MYBA terms):

High: 50,000 € per week

Middle: 45,000 € per week

Low: 35,000 € per week



Suggested Itineraries for one week charter

◆ Sardinia: Costa Smeralda – North East Sardinia. From Olbia to Olbia

1 day Olbia/Tavolara Island

1 days Bonifacio's Strait: Lavezzi and Cavallo islands

1 day Porto Rotondo and Porto Cervo

1 day Caprera island

2 days Maddalena's archipelago

1 day Caprera/Olbia

◆ Central Tyrrhenian Islands: Pontine islands – Capri – Amalfi coast. From Ponza to Naples

1 day Olbia/Tavolara Island

1 days Bonifacio's Strait: Lavezzi and Cavallo islands

1 day Porto Rotondo and Porto Cervo

1 day Caprera island

2 days Maddalena's archipelago

1 day Caprera/Olbia

Suggested Itineraries for 10 days charter

◆ Egadi and Eolie Archipelagos. From Palermo to Palermo

1 day Palermo/Marettimo

4 days Filicudi, Panarea, Salina Islands

2 days Marettimo and Favignana Islands

1 day Lipari

1 day Ustica

1 day Lipari/Palermo



Suggested Itineraries for two weeks charter

◆ North Western Greece. From Brindisi to Zakintos

1 day Brindisi-Korfu Island

2 days Lefkas

2 days Korfu

2 days Itaka island

1 day Sivota island

2 days Kefalonia Island (Fiskardo, Assos, Argostoli)

3 days Paxos island (Lakka and Gaios), Antipaxos

2 days Zakintos Island (Wreck beach, Lagana, Town)

◆ Montenegro. From Tivat to Split

1 day Tivat-Dubrovnik

2 days Paxos island (Lakka and Gaios)

3 days Mljet, Lastovo, Hvar islands

3 day Sibenick, Primosten, Skoljic

3 days Rogoznica island (Kornati, Piskera, Poljice)

3 days Solta Island, Trogir, Split.

"MAGIC CAT" – Mediterranean Sea



MAGIC CAT

Type: Fast cruising catamaran
 Builder: **Multiplast** (France)
 Naval Architect: **Gilles Ollier**
 Length: **25 m**
 Guests: **8** - Crew: **4**
 Charter area: **Mediterranean**
 Charter rate summer 2012:
 High **35,000 €** per week
 Low **30,000 €** per week
 (MYBA Terms)

Current Bookings

Corsica: **May 11th – 29th, 2012**
 Croatia: **July 01st – 08th, 2012**
 Croatia: **August 10th – 31st, 2012**
 Saint-Tropez: **September 29th – October 07th, 2012**



For the summer season 2012 MAGIC CAT will be sailing in the Mediterranean Sea. She will be available in South of France, Corsica and or Sardinia in May and June, then in Croatia from July to September.

MAGIC CAT is one of the fastest cruising yachts in the world and furthermore you can charter her in total comfort and perfect safety. Her interior has just been re-designed by Franck Darnet Design. She is in immaculate condition after a major refit in 2009. She has been fantastically well maintained by his crew: Captain Bruno Mabire and Chef Susanna "Suzu" Jokkala (Cordon Bleu Qualified).



Corsica

Corsica, one of the Jewels of the Mediterranean Sea. With incredible beaches and breathtaking mountain scenery, Corsica never ceases to amaze. With both- French and Italian flavors, fantastic cuisine and a friendly atmosphere, this island will capture your heart. Birthplace to Napoleon, Corsica is a beloved French island. It is located west of Italy and south of France. Because of its unique topography and its beautiful landscapes Corsica is also called Island of beauty and the pearls of the Mediterranean Sea.

A cruise along the coast of Corsica, through stunning lively coastal towns with rich cultural history such as Bastia, Saint-Florent, Calvi, Ajaccio, Bonifacio, Porto Vecchio. Localities are diverse and interesting and well worth getting to know. Also, the perfect sandy beaches, magnificent mountain scenery and amazing anchorages, will leave no charterer unimpressed with all it has to offer. The Bay of Porto is even included on UNESCO's world heritage list.



Corsica offer a whole host of diverse recreational activities to suit every taste such as hiking, visiting, photographing, horse riding, biking, diving, golfing, water sports of all kinds, and so much more. But also plenty of opportunity to relax, refresh, revitalise and LOVE.

Croatia

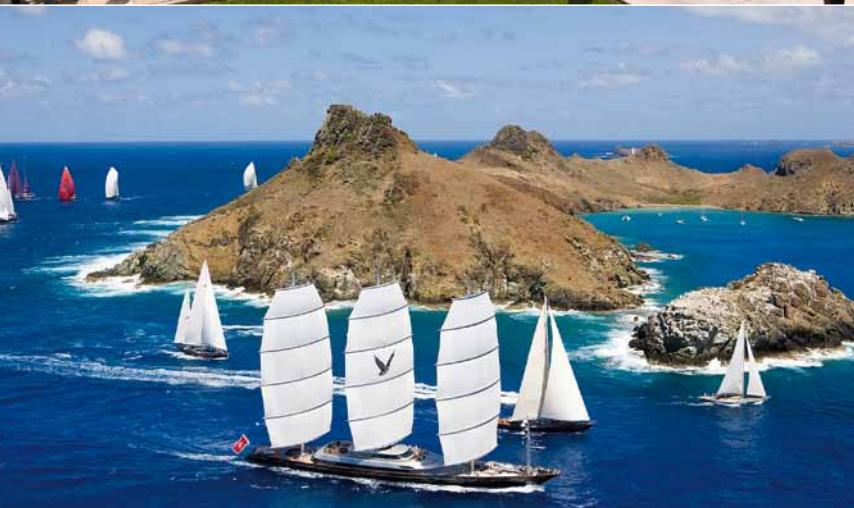
Croatia is one of the best sailing spots in the Mediterranean. It features various pleasant winds - Mistral, Bora, Jugo - ideal for sailing experiences, as well as numerous islands, beaches and channels where one can sail and enjoy almost untouched nature in the heart of Europe. Rarely separated one from the other more than ten nautical miles they create numerous channels between themselves and between the mainland coast. **There are over a thousand and a half bays and harbours on the islands and mainland coast** where berths and anchorages can be found to pass the night. **These are ideal spots to navigate under sail.**

The southern exposures are usually shaped by winds, especially as you make your way further south, rich in vegetation. One moment you will be sailing along a thick pine forest descending right down to the sea, the next moment your view will be screened by macchia or the rocky terrain of the Karst. You will pass by and make harbour alongside both Mediterranean cities and small fishing settlements. You will often come across bays with only two or three houses. There's just so much to see and, though much of Croatia is gearing up in terms of its tourist offer, there are still hundreds of unspoilt bays and villages.

Hundreds of pretty anchorages and ports steeped in history. There are few sandy beaches, but the rock shelves and pebble beaches are a nice change. **The water is crystal clear and mostly above 24 degrees Celsius.** Island localities are diverse and interesting and well worth getting to know. The historical continuity of many of them, like Koručla, Hvar, Vis, date back to ancient times and as a result they bear the markings of urban life of long ago eras. Such places have for the most part preserved their autochthonous appearance, admittedly with few inhabitants, but when you visit them you will experience the spirit of times long past.



Maxi Yachts charters in sailing regattas and racing events



Classic and modern yachts available

We have an extensive database of classic and modern yachts available for these Super Yacht Regattas in the areas where these events are organised.

Whether you are looking for a classic or modern yacht to take part in a coastal regatta, traditional sailing yacht rally or an Atlantic crossing, the charter department here at BGYB will help you fulfil your dream charter so that it is one that you and your guests will never forget.

Bateaux de courses dispo en charter

HYPERION	47.42 m	Royal Huisman
VAIMITI	39.20 m	Sloop – Fauroux
BLISS	37.00 m	Sloop – Dubois
HIGHLAND BREEZE	34.34 m	Nautor's Swan
WALLY B	32.72 m	Wally 110
MOONBEAM III	31.00 m	Classic Yacht
MARAMA	31.00 m	Aluminium Ketch
MRS SEVEN	30.20 m	Farr Yacht Design
CAPE ARROW	30.20 m	Farr Yacht Design
MED SPIRIT	29.70 m	Maxi Yacht
NEFERTITI	27.70 m	Nautor's Swan
SOLLEONE	27.40 m	Nautor's Swan
GENIE	24.00 m	Wally 77'
OURSON RAPIDE	18.28 m	60' Fast Sloop

Alongside our normal charter activity, we are also specialised in the organisation of Maxi Yachts charters in sailing regattas and racing events, such as Les Voiles de Saint-Tropez, the Rolex Middle Sea Race in Malta, the ARC 2012 across the Atlantic, the St. Barths Bucket Regatta, the RORC 600 in Antigua...

Saison de courses 2012

Super Yacht Cup, Antigua	January 26–29
RORC Caribbean 600, Antigua	February 21–26
Loro Piana Caribbean Superyacht Regatta, Virgin Gorda	March 15–17
900 Nautiques de Saint-Tropez	March 24
St. Barth's Bucket	March 22–25
Voiles de St-Barth	April 4–9
Antigua Classic Yacht Regatta	April 19–24
Antigua Sailing Week	April 29–May 04
Loro Piana Superyacht Regatta	June 4–9
La Giraglia Rolex Cup, Saint-Tropez	June 9–13
The Super Yacht Cup Palma	June 20–23
The Super Yacht Cup Cowes	July 22–25
Palermo – Montecarlo Regatta	August 18–23
Newport's Bucket	August 24–26
Maxi Yacht Rolex Cup, Porto Cervo	September 2–8
Rolex Swan Cup World Championship, Porto Cervo	September 10–16
Les Voiles de Saint-Tropez	September 29–Oct 7
Rolex Middle Sea Race	October 20
ARC 2012, Tenerife – St Lucia,	November 25,
Transatlantic Superyacht Regatta, Tenerife – Virgin Gorda	November 26
Antigua Boat Show	December 2–8



◆ CHARTER INDEX ◆

Charter Motor Yacht Index

Summer 2012 rate (MYBA terms)



O'MEGA Length: 82.00 m
Guest/Crew: 32/30 Area: West Mediterranean
Rate High: 450,000 €/week (75,000 €/day)
Low: 450,000 €/week (75,000 €/day)



RM ELEGANT 72.48 m
30/31 East Mediterranean
High: 455,000 €/week (65,000 €/day)
Low: 420,000 €/week (60,000 €/day)



SHERAKAN 69.95 m
26-36/19 West Mediterranean
High: 395,000 €/week (65,800 €/day)
Low: 395,000 USD/week (65,800 USD/day)



SOLEMATES 60.00 m
12/15 West Mediterranean
High: 520,000 €/week (86,700 €/day)
Low: 340,000 €/week (56,700 €/day)



DIAMOND A 57.30 m
12/16 West Mediterranean
High: 310,000 €/week (51,700 €/day)
Low: 360,000 USD/week (60,000 USD/day)



SANSSOUCI STAR 53.50 m
12/8 West Mediterranean
High: 70,000 €/week (11,200 €/day)
Low: 65,000 €/week (10,800 €/day)



MOSAIQUE 50.01 m
12/12 West/East Mediterranean
High: 55,000 €/week (9,200 €/day)
Low: 45,000 €/week (7,500 €/day)



EXUMA 4.9.90 m
9/9 Pacific Ocean
High: 175,000 €/week (29,200 €/day)
Low: 175,000 €/week (29,200 €/day)



SHANDOR 49.00 m
12/11 West Mediterranean
High: 175,000 €/week (29,200 €/day)
Low: 175,000 €/week (29,200 €/day)



HANSE EXPLORER 47.76 m
12/14 Other destinations
High: 115,000 €/week (19,200 €/day)
Low: 115,000 €/week (19,200 €/day)



COSTA MAGNA 44.50 m
10/8 West Mediterranean
High: 96,000 €/week (16,000 €/day)
Low: 90,000 €/week (15,000 €/day)



DAYDREAM 42.60 m
10-12 Northern Europe
High: 92,000 €/week (15,300 €/day)
Low: 82,000 €/week (13,700 €/day)



SEVEN SINS 41.30 m
10/7 West Mediterranean
High: 120,000 €/week (20,000 €/day)
Low: 118,300 USD/week (19,700 USD/day)



CALLIOPE 42.28 m
10/9 Pacific Ocean
High: 160,000 €/week (26,700 €/day)
Low: 160,000 €/week (26,700 €/day)



SENSEI 39.98 m
10/7 West Mediterranean
High: 98,000 €/week (16,300 €/day)
Low: 75,000 €/week (12,500 €/day)

Charter Motor Yacht Index (continued)

Summer 2012 rate (MYBA terms)

	MABRUK III 35.00 m Guest/Crew: 10/6 West Mediterranean Rate High: 70,000 €/week (11,200 €/day) Low: 65,000 €/week (10,800 €/day)		PARIS A 35.00 m 12/6 East Mediterranean High: 73,000 €/week (12,200 €/day) Low: 63,000 €/week (10,500 €/day)		LADY EMMA 34.10m 8/4 West Mediterranean High: 78,000 €/week (13,000 €/day) Low: 72,000 €/week (12,000 €/day)
	VVS1 34.00 m 8/6 West Mediterranean High: 89,000 €/week (14,800 €/day) Low: 79,000 €/week (13,200 €/day)		ANTISAN 33.00 m 11-40/6 West Mediterranean High: 63,000 €/week (10,500 €/day) Low: 49,000 €/week (8,200 €/day)		LA FENICE 33.00 m 8/5 West Mediterranean High: 30,000 €/week (5,000 €/day) Low: 30,000 €/week (5,000 €/day)
	PAOLYRE 32.70 m 10/5 West Mediterranean High: 52,000 €/week (8,700 €/day) Low: 49,000 €/week (8,200 €/day)		SYNERGY 30.70 m 10/5 West Mediterranean High: 52,500 €/week (8,750 €/day) Low: 45,500 €/week (7,500 €/day)		L'OR 30.00 m 8/5 West Mediterranean High: 49,900 €/week (8,300 €/day) Low: 46,000 €/week (7,600 €/day)
	MAKARENA 30.00 m 10/5 Other destinations High: 35,000 €/week (5,800 €/day) Low: 35,000 €/week (5,800 €/day)		TALILA 29.00 m 8/4 West Mediterranean High: 46,000 €/week (7,600 €/day) Low: 40,000 €/week (6,700 €/day)		FUNCKY TOWN 28.14 m 8/3 South of France High: 39,000 €/week (6,500 €/day) Low: 36,000 €/week (6,000 €/day)
	MABRUK II 27.00 m 8/4 West Mediterranean High: 39,500 €/week (6,500 €/day) Low: 34,800 €/week (5,800 €/day)		SILAOS 25.10 m 7-12/2 West Mediterranean High: 33,000 €/week (5,500 €/day) Low: 27,000 €/week (4,500 €/day)		JAMBO 24.00 m 8/2 Pacific Ocean High: 28,000 €/week (4,600 €/day) Low: 24,000 €/week (4,000 €/day)

Charter Sailing Yacht Index

Summer 2012 rate (MYBA terms)



Name: PHOCEA **Length:** 75.15 m
Guest/Crew: 12/16 **Area:** South East Asia
Rate **High:** 180,000 €/week (30,000 €/day)
Low: 160,000 €/week (26,600 €/day)



ROSEHEARTY 56.00 m
12/16 West Mediterranean-Caribbean
High: 225,000 €/week (37,500 €/day)
Low: 225,000 USD/week (37,500 USD/day)



DRUMBEAT 53.00 m
11/10 West Mediterranean
High: 230,000 USD/week (38,300 USD/day)
Low: 230,000 USD/week (38,300 USD/day)



RED DRAGON 51.70 m
8/10 West Mediterranean
High: 200,000 €/week (33,000 €/day)
Low: 200,000 €/week (33,000 €/day)



HYPERION 47.42 m
6/8 West Mediterranean
High: 97,000 USD/week (16,200 USD/day)
Low: 90,000 USD/week (15,000 USD/day)



VAIMITI 39.20 m
10/5 East Mediterranean
High: 72,000 USD/week (12,000 USD/day)
Low: 67,000 USD/week (11,200 USD/day)



BLISS (sailing yacht) 37.00 m
10/4 West Mediterranean
High: 70,000 €/week (11,200 €/day)
Low: 89,000 USD/week (14,800 USD/day)



OFELIA 36.00 m
12/6 East/West Mediterranean
High: 44,000 €/week (7,300 €/day)
Low: 32,000 €/week (5,300 €/day)



HIGHLAND BREEZE 34.34 m
8/5 West Mediterranean
High: 52,000 €/week (8,600 €/day)
Low: 46,000 €/week (7,600 €/day)



AMADEUS 33.50 m
12/5 East Mediterranean
High: 45,500 €/week (7,500 €/day)
Low: 40,000 €/week (6,600 €/day)



WALLY B 32.72 m
6/5 West Mediterranean
High: 50,000 €/week (8,300 €/day)
Low: 47,500 €/week (7,900 €/day)



MOONBEAM III 31.00 m
6-12/2 West Mediterranean
High: 35,000 €/week (5,800 €/day)
Low: 30,000 €/week (5,000 €/day)



MARAMA 31.00 m
8-30/2-6 Caribbean
High: 30,000 €/week (5,000 €/day)
Low: 30,000 €/week (5,000 €/day)



CAPE ARROW 30.20 m
8/4 West Mediterranean
High: 50,000 €/week (8,300 €/day)
Low: 35,000 €/week (5,800 €/day)



Mrs SEVEN 30.20 m
8/5 West/East Mediterranean
High: 52,000 €/week (8,600 €/day)
Low: 46,000 €/week (7,600 €/day)

Charter Sailing Yacht Index (continued)

Summer 2012 rate (MYBA terms)

	MED SPIRIT (ex BOLS) 29.70 m Guest/Crew: 12-16/8 West Mediterranean <i>High: 35,000 €/week (5,800 €/day) Low: 30,000 €/week (5,000 €/day)</i>		GRAND BLEU VINTAGE 29.00 m 8/4 West Mediterranean <i>High: 45,000 €/week (7,500 €/day) Low: 43,000 €/week (7,200 €/day)</i>		NEFERTITI 27.70 m 8/4 West Mediterranean <i>High: 49,000 €/week (8,100 €/day) Low: 44,000 €/week (7,300 €/day)</i>
	SOLLEONE 27.40 m 6/4 West Mediterranean <i>High: 42,000 €/week (7,000 €/day) Low: 38,000 €/week (6,300 €/day)</i>		MAGIC CAT 25.00 m 8/4 East Medit. - Croatia/Montenegro <i>High: 35,000 €/week (5,800 €/day) Low: 30,000 €/week (5,000 €/day)</i>		DJANGO TOO 25.00 m 8/4 East Medit. - Croatia/Montenegro <i>High: 25,000 €/week (4,100 €/day) Low: 25,000 €/week (4,100 €/day)</i>
	ATAO 24.90 m 6/3 West Mediterranean <i>High: 30,000 €/week (5,000 €/day) Low: 30,000 €/week (5,000 €/day)</i>		GENIE 24.00 m 6/3 West Mediterranean <i>High: 30,000 €/week (5,000 €/day) Low: 25,000 €/week (4,100 €/day)</i>		LADY ALLIAURA 22.70 m 8/3 Caribbean <i>High: 42,000 €/week (7,000 €/day) Low: 29,000 €/week (4,800 €/day)</i>
	MAITA'I 22.56 m 9/4 West Mediterranean <i>High: 42,000 €/week (7,000 €/day) Low: 36,000 €/week (6,000 €/day)</i>		NAHEMA IV 21.95 m 8/3 West Mediterranean <i>High: 32,000 €/week (5,300 €/day) Low: 29,000 €/week (4,800 €/day)</i>		MOBY DICK 19.81 m 10/3 West Mediterranean <i>High: 26,000 €/week (4,300 €/day) Low: 22,000 €/week (3,600 €/day)</i>
	Catamaran WORLD'S END 19.67 m 10/3 West Mediterranean <i>High: 25,000 €/week (4,100 €/day) Low: 24,000 USD/week (4,000 USD/day)</i>		Crocodile Daddy 18.90 m 8/3 West Mediterranean <i>High: 26,000 €/week (4,300 €/day) Low: 26,000 €/week (4,300 €/day)</i>		Ourson Rapide 18.28 m 6/2 West Mediterranean <i>High: 15,000 €/week (2,500 €/day) Low: 12,000 €/week (2,000 €/day)</i>

◆ YACHT MANAGEMENT ◆

Method & Anticipation

Our clients need support and guidance from the legal, accounting and logistics standpoints along side assistance with safety considerations, given the latest MCA and ISM regulations.

These and other reasons have brought the BGYB-Management team to contribute their experience and expertise to the requirements inherent in their clients' yacht management operations. BGYB-Management clients benefit from the team's savoir-faire and skills acquired through years of experience. BGYB-Management offers thorough, specialised assistance in every aspect of the yachting field, including:

- crew management and crew-related financial administration,
- ship accounting and administrative management,
- insurance contract management,
- logistics support and supplier relations,

- legal assistance with regulations, taxes and recording requirements,
- ship certificate of compliance with the standards in effect (MCA, ISM, etc.)

BGYB-Management objectives:

- daily management of all issues and problems facing yacht owners,
- obtaining the equipment, fittings, supplies and services that the ship requires under the very best conditions,
- maximising charter-related potential revenues,
- managing crew, within the budget framework, to ensure the best maintenance possible for the yacht and to optimise its resale value.



◆ EVENT – ANTIBES YACHT SHOW & GENOA MYBA CHARTER SHOW

**◆ ANTIBES Yacht Show
12th - 15th April 2012**

We are pleased to announce our presence at the next Antibes Yacht Show that will take place from 12th to 15th April 2012.



The Antibes Yacht Show is the only brokerage show at the beginning of the season for motor and sailing yachts between 20 – 50m.

Spring is the ideal time of year to purchase a yacht as a buyer could purchase in April and use his yacht that same summer.

BGYB will present the motor yacht catamaran "**SONG SAIGON**", a unique custom, full displacement twin screw motor yacht catamaran with aluminium hull and superstructure. Built in 2008, SONG SAIGON is a true passage maker with safety, comfort and high fuel efficiency on the build brief.)



Song
Saigon

**◆ GENOA MYBA Charter Show
30th April - 04th May 2012**

We are also pleased to announce our presence for the first time at the next MYBA Charter Show, from 30th April to 4th May 2012 in Genoa.



The MYBA Charter Show in Genoa is a trade only show and is not open to the public.

BGYB will present the magnificent new Southern Wind Shipyard sailing yacht "**CAPE ARROW**" built in 2011.

She is available for cruising charter as well as racing charter for the prestigious maxi yacht regattas in the Mediterranean.



Cape Arrow, *ShowBoats Design Award Finalist 2012*

► FRANCE

Montpellier, Head Office



Bernard GALLAY - CEO - +33 (0)6 86 67 80 24
bernard.gallay@bernard-gallay.com

- Founded the company in 1994, MYBA Member since 1996
- Experienced skipper: 2 Vendée Globe in 1992 & 2000
- America's Cup in 1986/1987



Nicolas MARCHAND - Broker - +33 (0)6 83 47 01 96
nicolas.marchand@bernard-gallay.com

- Yacht broker with BGYB for 6 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



Bruno Gallien - Broker - +33 (0)6 82 11 96 00
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- Yacht broker with BGYB for 15 years



Max Haywood - Brokerage assistant
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- Brokerage Assistant for Head Office, Montpellier:
- Manages the listings, specifications and viewings.



Lisa Spiller - Charter Manager
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- Charter Manager for 5 years with BGYB

Paris



François Boucher - +33 (0)6 82 83 19 21
paris@bernard-gallay.com

- Project Manager for a number of years



Stéphane Della - +33 (0)6 82 79 08 61
la.ciotat@bernard-gallay.com

- Yacht broker with BGYB for 3 years
- Extensively well known and experienced Technical, Fleet, Shore & Project Manager with companies such as Nahema, Compositeworks France, CIM shipyard and several Turkish shipyards

► MONACO



Philippe MONNET - +33 609 01 97 84
monaco@bernard-gallay.com

- For the last 4 years, he has managed the Roxy sailing yacht with his Posseidon team for the Vendée Globe
- Yacht construction consultant
- Extremely wide ranging experience and expertise in the sector

► PALMA DE MALLORCA



Jean-Yves CANDLOT - +34 619 05 64 19
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- BGYB representative in Palma for 4 years
- With over 26 years of sail and motor yacht navigation experience

► MOSCOW



Oscar KONYUKHOV - +7 910 477 09 70
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- BGYB representative in Moscow for over 5 years
- Over all – 3 Round the world campaigns as a Project Manager and PR officer

► HONG-KONG



Thierry Barot - +852 9549 5135
asia@bernard-gallay.com

- BGYB representative in Hong-Kong for 4 years
- Service manager for Simpson Marine in HK
- Construction Management of Cortenzo 26M in China at DHS shipyard

► TURKEY



Thierry SAGNES - +90 536 976 24 38
thierry.sagnes@bernard-gallay.com

- On the water sailing the 5 ocean since 1982
- 2001 to 2011 Arctic journey project manager and captain on JFA 85 "SUN TENAREZE"



Christophe APOTHELOZ - +90 530 461 50 95
christophe.apotheloz@bernard-gallay.com

- Active Captain on Large Motor Yachts since 15 years (MCA Master 3000 GT Unlimited) and at sea since 1991
- 20 years experience in East Med and Turkish yachting market, including charter

Richard Szyjan - +1 473 439 4495
grenade@bernard-gallay.com

- Multi and monohull racer
- Sailmaker and rigger since 1991
- Owns Turbulence Ltd in Grenada, Caribbean.



BERNARD GALLAY YACHT BROKERAGE

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