

Épisode 12

Spring 2013

Summary

- ◆ Editorial 2
- ◆ News 3
- ◆ Brokerage News 4
- ◆ Brokerage Index 8
- ◆ Racing 11
- ◆ Racing Index 12
- ◆ Charter 13
- ◆ Racing Charter 14
- ◆ Central Agency
Charter Fleet Update 15
- ◆ Package Charter 17
- ◆ Charter Index 19
- ◆ Yacht Shows 23
- ◆ BGYB Contact 24



Como, p. 4

Dark Shadow, p. 15 - Photo: Marc Paris



BROKERAGE



RACING



CHARTER



Bernard Gallay

2012 in review

2012 was never going to be an easy year for the yachting industry, and the doom and gloom that forecasters predicted largely came true with the overall brokerage market down 11% in volume and down 25% in value terms.

However, BGYB were able to profit from a string of large yacht sales in the last quarter of 2012 ending the year on a more positive note. These included the 50 m luxury motor yacht SHANDOR and 33 m high-performance cruising catamaran SWIFT. It is worth pointing out that both buyers were based in Turkey highlighting the dynamic and strengthening market there. BGYB is very excited to continue working in this area and with our offices based in Marmaris. BGYB also completed several sales of mid-range sailing and cruising yachts range including the Brenta 55 IMAGINE and Swan 65 EARLY PURPLE.

Thanks to a highly developed marketing campaign, more and more yacht owners have been entrusting BGYB with the sale, and also charter, of their yachts. An area of particular interest will be the 24-40 m range

with analysts reporting increasing interest for this size. As a result, BGYB will be heavily promoting its new central agency signings such as ATAO, WHIMSY and CASSIOPEIA.

This last year has seen BGYB strengthening its activity in the yacht management sector, specifically in its partnership with a specialist yacht management firm in Monaco. Further to this, BGYB has also been developing its relationships with banking associates with a view to offering an improved service for the financing of yachts.

Falling sales prices continue to stimulate the market and BGYB has seen over 25 of its yachts have their prices significantly reduced since September 2012.

These include the 84ft Fitzroy NEPTUNE, 90ft QUINTA SANTA MARIA and 109ft AVENTURA, these superb yachts now represent unparalleled opportunities for prospective owners and we are confident that these yachts will sell shortly. Our advice to sellers continues to be that competitive pricing and an emphasis on quality will always be attractive prospects to potential buyers.

In times when the yachting industry has been suffering, it is the professionalism and reputation of BGYB that continues to set us apart. Nowhere is this more true than in our charter department which has been delighted with the ever increasing number of repeat clients and has even secured bookings for 2014!

In fact, BGYB has never had so many charter yachts to propose to clients and with new signings of central agency yachts such as the 100ft Wally DARK SHADOW, 94ft SWS WINDFALL and Swan 82' ALPINA, 2013 is set to be the most exciting year for BGYB chartering yet.

Superyacht regattas have proved as popular as ever with BGYB representing yachts in the RORC 600, Fastnet, Les Voiles de Saint Tropez and Maxi Transat to name but a few. We expect this trend to continue and are very much looking forward to the opportunities it presents in the year to come. 2013 will be a challenge for the industry, there is no doubt there, but it is a challenge that BGYB will relish and tackle head on with a sense of optimism and confidence.

◆ BROKERAGE NEWS ◆

**“Shandor”**

The BGYB team are delighted to announce that the sale of SHANDOR was completed on Wednesday 31st October 2012 with Bernard Gallay (BGYB) representing on behalf of the Buyer and Burgess representing on behalf of the Seller.

The 49.95m Shandor was built by Schweers in 1986 and refitted in 1999 and 2008. Lloyds classed and MCA compliant, she has a classic John Munford interior and accommodates up to 12 guests. This superyacht, the first true expedition yacht, offers the opportunity to explore the world in comfort and safety. She is one of the most seaworthy yachts of her size, full of character and offers unparalleled deck and dining space.

Shandor was asking 6 975 000 €

**108ft Fantastic Converted Cruising Maxi Catamaran “SWIFT”**

The BGYB Team are pleased to announce the sale of SWIFT, the Co-Central Agent Maxi Catamaran co-listed with BGYB and Fraser Yachts.

Designed by Gilles Ollier and built at the Multiplast yard in 2000, Swift has notched up numerous achievements and accolades giving her an incredible racing pedigree and the 2002 record for the Jules Verne Trophy as Orange. Ellen MacArthur sailed her as Kingfisher 2 in 2003 and in 2006 she joined the record-breaking Gitana Team, racing under the name Gitana 13. Covered in 2010 into a cruising vessel she now combines her racing performance with a more comfortable interior.

SWIFT was asking € 2.95 million



135ft Alloy Yachts “COMO”

A thoroughly elegant performer with “go anywhere” capabilities. Technically perfect.

2007 - COMO is a stylish, modern, raised pilothouse design with a sailboat look, low profile and a huge flying bridge.

Doing away with an upper saloon gives her as much space as a 50 metre motor yacht. She is ideal for summer conditions in the Mediterranean : she looks different with a cool feel. The workmanship at Alloy Yachts is exceptional. The interior finish equals the best work of the European yards, and the level of engineering is superior.

In 2007, COMO won : - the International Superyacht Society Design award for the Best Interior Design during the Ft Lauderdale Boat Show.

- the Best Motoryacht Exterior Styling prize at the Boat International 2007 World Superyacht Awards.



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.



82ft ATA0

2005. ATA0 is a beautiful 82ft modern classic centreboard sailing yacht, with a stunning classic look and modern requirements. Her finely crafted woodwork hides many powerful innovations and reveals astonishing sailing performances.

She is rigged as a cutter rigged sloop and was commissioned by an experience owner. Everything on her has been carefully thought through and only the very best equipment has been put on board. The designer has created an interior in French Cherry wood panels with teak veneer flooring. The view from the deckhouse is unparalleled and uninterrupted, looking forward over the deck and into the cockpit and this is clearly the central point of this beautiful 25 meters sailing yacht.



JFA Yachts / B. Storchard



WHIMSY

2005. Every detail of this yacht speaks of quality and perfection. From the Philippe Briand design of striking and sleek lines to the elegant and timeless Franck Darnet interior. Her performance and sensitivity mark her out as a racing yacht but her spacious cockpit and social living area balance her out into a true blue-water cruiser. The result is the emerging class of the performance-cruiser, with WHIMSY being the cut above the rest. WHIMSY is in exceptional condition and will turn heads, entertain guests and astound sailors wherever she goes.

110ft "AVENTURA"

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.



80ft Power Catamaran "PELICANO"

2005. An exceptional ocean passage composite motor catamaran. Designed by Joubert Nivelte, she has a 3.800 NM range at 10 knots of cruising speed and accommodates up to 8 guests plus 2 crew in 5 cabins. She boasts very large main and upper decks.



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.



Maxi 88 "SOUTHERN CROSS"

1991. Designed by Sparkman & Stephens and built by CIM Shipyard in France, she is a true owner's boat with deck house and 4 double guest cabins. She can be handled by a short-handed crew thanks to her hydraulic systems. She has been fully refitted in 2004 at Pendennis Shipyard.

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.



Swan 65 "CASSIOPEIA"

1975. ex Eagle. The owner is an experienced yachtsman and also a boatyard owner so all works carried out in 2009/10, have been done to the highest standard. The legendary Swan 65 is one of the best known designs by Sparkman & Stephens. This is hull number 14 of a total of 41 of these fine boats built over a 17-year period.



"WANAKA 2" 2003. Commissioned by a very experience yachtsman, WANAKA will allow you to sail 200 miles per day without any problem at all in great comfort and with minimal effort. In addition to her sleek lines, she boasts a very nice interior. Thanks to her lifting keel she will allow you to moor in all the little anchorage places that yachts are usually not able to approach. She is superb condition and ready to set sail once again.

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



KARIA RMK 4500
45.00 m 2011 10 guests
19,000,000 €



COMO Alloy Yachts
41.14 m 2007 10 guests
10,995,000 €



BAIA MARE Ned 41m Fly
40.80 m 2011 12 guests
10,500,000 €



SHERAZADE Motor Yacht (Diving Charter)
32.15 m 2006 10 guests
990,000 €



LADY KATANA II Maiora 30 DP
30.20 m 1997 8 guests
1,500,000 €



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



VENTURA SU Numarine 78 Fly
23.98 m 2008 8 guests
1,100,000 €



PELICANO Motor Catamaran
23.95 m 2005 6 guests
1,250,000 €



CELESTIAL Navarcantieri P 21 S
22.60 m 1997 8 guests
325,000 €



MATHIGO Morgan 70
21.24 m 2007 7 guests
980,000 €



M'UMBA Carnevali C68
20.00 m 2007 8 guests
750,000 €



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



LOCH LOMOND Classic Tender
9.00 m 2007 12 passengers
175,000 €

◆ BROKERAGE INDEX ◆

Sailing Yacht Index



PRINCIPE PERFEITO 3 Mast Schooner
41.52 m 1943 10 guests
1,650,000 €



NAHEMA 120ft Catamaran
35.00 m Under construction 8 guests
14,000,000 €



AVENTURA Danish Yacht & Holland Jachtbouw Sloop
33.24 m 2005 10 guests
US\$ 5,995,000



MOONBEAM OF FIFE III Gaff Cutter
31.00 m 1903 10 guests
2,500,000 €



SUSANNE AF STOCKHOLM Aluminium sloop
30.16 m 1990/2008 8 guests
2,900,000 €



SOUTHERN CROSS Maxi 88 Sloop
29.70 m 1991/2004 8 guests
1,350,000 €



ANTSIVA Aluminium Centre board schooner
28.00 m 2004 10 guests
1,190,000 €



QUINTA SANTA MARIA Composite Cruising Sloop
27.42 m 2001 8 guests
1,750,000 €



WISH Motor Sailor
25.80 m 2004 6 guests
580,000 €



NEPTUNE Fitzroy Aluminium Sloop
25.65 m 2004 7 guests
1,990,000 €



BOJAROS Steel Ketch
25,60 m 2000 10 guests
350,000 €



ATAO Neo-classic JFA Yachts
24.90m 2006 8 guests
2,950,000 €



WHIMSY Custom performance sloop
23.98m 2005 6 guests
2,850,000 €



L'ILE NUE Techni Marine Sloop
23.66m 1988 8 guests
850,000 €



EQUINOX Selestra 64, aluminium
20.54 m 1996/2010 8 guests
350,000 €

Sailing Yacht Index (contined)



BIG MOMMA Formosa 58
20.00m 1982 8 guests
250,000 €



CASSIOPEIA Swan 65
19.68m 1975 8 guests
450,000 €



KINZANA GEM 610
19.26m 1989 6 guests
500,000 €



ZARIK Dynamique 62
18.73 m 1985 8 guests
280,000 €



ETANA Privilège 615
18.50m 2007 9 guests
850,000 €



OURSON RAPIDE 60ft Multiplast Fast Sloop
18.28 m 2009 6 guests
2,350,000 €



EUPHONIE Sydney 60 converted
18.20 m 1998/2005 4 guests
239,000 €



KER 59ft Fast Cruising Sloop
17.97 m 2005 6 guests
810,000 €



OCEAN'S SEVEN Privilège 585, Catamaran
17.82 m 2004/2007 8 guests
695,000 €



WANAKA 2 Next 57
17.20m 2003 7 guests
550,000 €



LAZY JACK Amel 54
17.20 m 2008 4 guests
695,000 €



MELINA I 56ft Cruising Sloop
17.10 m 2004 6 guests
390,000 €



LACARABA Adams 52
16.00 m 1998 8 guests
250,000 €



MAGALYANNE Aluminium Centreboard Yacht
14.60 m 2007 6 guests
445,000 €



J II J 133
13.11 m 2005 6 guests
180,000 €

◆ RACING ◆

Imoca 60 "DCNS"

2008. Designed by Finot Conq and built by Multiplast, France. One of the best Imoca 60 available for next Barcelona World Race and Vendee Globe Race. Overhauled and upgraded in 2012 and 2013, she is ready to go racing.

**VOR 70 "GROUPAMA 4"**

2011. GROUPAMA 4 was designed by the renowned architect Juan Kouyoumdjian, and was built by Multiplast in France in 2011. This exceptional ocean racing yacht stood out as the fastest in the Volvo Ocean Race fleet in 2011/2012, and went on to win the prestigious around-the-world event in the hands of French sailing legend Franck Cammas and his world-class team. This 21,50m VOR 70 remains at the forefront of racing technology, and is in very good condition.

**VOR 70 "GROUPAMA G70"**

(Ex Ericsson 4) was the winner of the Volvo Ocean Race 2008/2009. It was taken over by the French team Groupama for training purposes before GROUPAMA 4 was built in 2011. Although this is a previous generation VOR 70, this ocean racing yacht is a technological and architectural masterpiece. As with GROUPAMA 4, GROUPAMA 70 is a Juan Kouyoumdjian design. "Juan-K" yachts have won the last three Volvo Ocean around the world Races. This boat is not only extremely fast and powerful under sail, it is also robust, well designed and in great condition.

**Extreme 40 "GROUPAMA 40"**

GROUPAMA 40 is a 12.20m performance catamaran which has an impressive racing history on the 2009 iShares Cup and the 2010 Extreme 40 Circuit, racing against some of the best professionals worldwide. The best racing technology was used to design these monotype racing machines. Few boats in the world can offer such sensations and emotions out on the water.

Racing Index



MED SPIRIT Super Maxi Yacht
28.20 m 2003
650,000 €



NEW ZEALAND ENDEAVOUR Racing yacht
25.73 m 1993
290,000 €



GROUPAMA 4 VOR 70
21.50 m 2010
1,300,000 €



GROUPAMA 70 VOR 70
21.50 m 2008
900,000 €



DCNS Open 60 IMOCA Class
18.28 m 2008
690,000 €



ENERGIE AUTOUR DU MONDE Open 60 IMOCA Class
18.28 m 1996
150,000 €



LAKOTA 60ft Orma Trimaran
18.28 m 1990
280,000 €



MEDIATIS Multihull "hydraplaneur"
18.28 m 2004
250,000 €



OZ Open 60 IMOCA Class
18.28 m 1991
150,000 €



SPARTAN, ex SAGA Open 60 IMOCA Class
18.28 m 1997
200,000 GBP



SPIRIT OF CANADA Open 60 ECO Class
18.28 m 1997
159,000 €



TEMENOS Open 60 IMOCA Class
18.28 m 2006
400,000 €



KRYSALID 42ft racing trimaran
12.70 m 2006
150,000 €



GROUPAMA 40 Extreme 40
12.20 m 2009
300,000 €



GERANIUM KILLER A40 RC
11.98 m 2008
180,000 €

Charter

At BGYB, we have developed our 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 a wide range of options.
- Suggesting cruising itineraries.
- Corporate Event/ Team Building.
- Delivering the experience.

DESTINATIONS

West Mediterranean	East Mediterranean	Caribbean	Pacific Ocean	Indian Ocean	Other Destinations
- French Riviera	- Greece	- Leeward Islands	- Polynesia	- Maldives	- Scandinavia
- Corsica & Sardinia	- Croatia	- Les Antilles	- Galapagos Islands	- Seychelles	- South East Asia
- Italian Riviera	- Venice	- Windward Islands	- New Zealand		- South America
- Sicily	- Turkey		- Fiji Islands		- Panama
- Aeolian Islands					
- Balearic Islands					

Onboard for the World's Finest Superyacht Regattas



Maxi Yacht Rolex Cup & Rolex Mini Maxi World Championship September 1–7 Maxi and Mini Maxi Rolex World Championship Italy – Porto Cervo

Maxi yachts have flocked to Porto Cervo each September since 1980 when the Yacht Club Costa Smeralda established the first championship for the largest sailing vessels in existence. Since then, yacht racing, maxi craft and the technology used to harness the power of the wind has continued to expand and develop on all fronts and today's international fleet of maxis is nothing short of breathtaking. The event regularly attracts upwards of 45 yachts and represents a who's-who of international yachting. Competing divisions range from the 18 to 24-metre Mini Maxi class, which competes for its World Championship during the event, to the Supermaxi division which hosts yachts of 30.5 metres and above.



© Rolex/Carlo Borrelli

Race Calendar 2013

Antigua Classic Yacht Regatta	April 18–23
Voiles de St-Barths	April 8–13
Coppa Carlo Negri, Italy	April 28–May 1
Antigua Sailing Week	April 28–May 3
Palmavela Balearic Islands	May 1–5
Rolex Capri Sailing Week /Volcano Race	May 16–24
Loro Piana regatta Italy, Porto Cervo	June 4–8
Giraglia Rolex cup	June 16–22
Superyacht cup Balearic Islands, Palma	June 19–22
Copa Del Rey, Balearic Islands	July 29–3
Super yacht cup Cowes	August 3–10
Rolex Fastnet UK	August 11
Palermo-Montecarlo Regatta	August 18–23
Newport's Bucket	August 23–25
Maxi and Mini Maxi Rolex World Championship, Italy, Porto Cervo	September 1–7
Les Voiles de St Tropez	Sept 29–Oct 6
Barcolona Race	October 13
Rolex Middle Sea Race	October 19
Transatlantic Super yacht race or ARC 2013 – Canary Islands	November



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.

Sailing Yachts available for Racing Charter

HYPERION	47.42 m	Royal Huisman
HIGHLAND BREEZE	34.34 m	Nautor's Swan
MOONBEAM III	31.00 m	Classic Yacht
DARK SHADOW	30.45 m	Wally 100'
CAPE ARROW	30.20 m	Farr Yacht Design
MED SPIRIT	29.70 m	Maxi Yacht
WINDFALL	28.64 m	SW 94
NEFERTITI	27.70 m	Nautor's Swan
ALPINA	24.83 m	Swan 82'
WALLY ONE	24.00 m	Wally 82'
GENIE	24.00 m	Wally 77'
IDEA	23.90 m	Maxi Yacht
SHAMLOR	20.42 m	One off fast cruiser
SEAWOLF 3	20.00	Swan 65'



◆ CENTRAL AGENCY CHARTER FLEET UPDATE ◆

Wally 100 DARK SHADOW

2011 - Length: 30.45 m
Guest/Crew: 6/5

DARK SHADOW is a high-performance cruising yacht that is instantly recognizable with her sleek lines and her pure, contemporary design.

This makes her one of the most sought after yachts on the regatta circuit with her impressive racing pedigree and Wally credentials.

However, DARK SHADOW is just as capable being the ideal charter for a family holiday, she easily converts into a comfortable and relaxing cruising yacht.

A 14m Wally tender is an amazing added extra that allows for some fantastic water sports and activities.



SW 100RS CAPE ARROW

2011 - Length: 30.20 m
Guest/Crew: 8/4

CAPE ARROW has been designed by the winning collaboration between Farr Yacht Design for the naval architecture and Nauta Design for the general concept, interior design and exterior styling. SW 100 RS is aimed at guests who enjoy the aggressive, sporty lines and open transom of low coachroof profile whilst not compromising the generous interior space of a Deck Saloon version.

A performance package including high modulus carbon mast and PBO has caused over a tone of weight loss. Thanks to this the sailing yacht CAPE ARROW has achieved maximum speeds of around 30 knots.



Swan 82 ALPINA

2001/2011 - Length: 24.89 m
Guest/Crew: 6/3

Light and fast, elegant and comfortable, ALPINA is the superyacht that evolves the cruiser/racer concept combining speed, seaworthiness, technology and innovation to ensure exceptional performance and aesthetics.

As a racer, she has proven herself as an unstoppable force claiming overall victory in the inaugural season of the Swan Maxi Class with an outstanding win at the 2008 Swan Cup in Porto Cervo. Her racing qualities are well known but as a performance cruiser, she is equally adept offering her guests all the amenities that one would expect on a world class cruiser.





**Wally 83
WALLY One**

1991/2011 - Length: **25.30 m**
Guest/Crew: **11/3**

Wally One is the first ever Wally Yacht. In 1991, as has been the case with each Wally Yacht, the design was very ahead of its time, and revolutionized the Superyacht world.

This 83ft fast sloop is perfect for charter, with abundance flush-deck space, crew quarters aft, comfortable open cockpit and easy to sail. In 2009, Wally One benefited from a major interior and exterior refit, and in 2011 underwent further cabin improvements. Wally One can welcome up to 11 guests onboard for a fantastic luxury experience of a mythical, charming yacht.

**Wally 77
GENIE**

1995 - Length: **24.00 m**
Guest/Crew: **6/3**

Exceptional and relentless sailing yacht. One of the first and finest WALLY designs with pure German Frers lines. WALLY Tender, 'The Lamp' also available for charter with the yacht upon request.



**Dream 67
SHAMLOR**

2012 - Length: **20.00 m**
Guest/Crew: **6/2**

Shamlor is highly customised – a distinctive feature of the Maxi Dolphin production process – which, along with the highly advanced building techniques utilised, perfectly represents the yard's philosophy in the building of entirely personalised hulls. Interior design has been studied to keep weight as low as possible and to make sure at the same time that our client and his guests will feel in a quiet, modern and comfortable environment.

◆ PACKAGE CHARTER ◆

Brand New SW94 WINDFALL Available in the West Med – Summer 2013



WINDFALL

Type: **Fast cruising sloop**
 Builder: **Southern Wind Shipyard**
 Length: **28.64 m**
 Guests: **7**
 Crew: **4**
 Summer 2013 operating area:
West Mediterranean, South France, Corsica, Sardinia
 Summer 2013 Charter Rate
 (MYBA terms): **45,000 €** per week
Current Booking:
 29 Apr/3 May, Genoa Show to Genoa Show



The latest Southern Wind 94 'WINDFALL' combines luxury and comfort with cutting edge technology and performance in a way that has rarely been seen before.

Performance is clearly the core of this yacht but she is equally proud of her cruising comfort. The intelligent and beautiful collaboration between Southern Wind Shipyard, Reichel Pugh and Nauta Design has resulted in a sense of great comfort and security whilst sailing.



Everything on board speaks of quality and innovation but the clean, sleek lines underpin the design philosophy. The result is a true sense of understated luxury whether it be for sunbathing, sunset dinners or high-octane regattas. This versatility and all-round performance makes WINDFALL a truly exceptional yacht.

She can accommodate 7 guests in 3 cabins (1 double, 2 twin with a pull-down bunk) and her dedicated crew of 4 will ensure a first rate charter experience.



Suggested Itineraries

◆ **Central Tyrrhenian Islands (one week)**



Embark: *Anzio (Rome)* – Disembark: *Naples or viceversa*
 Ponza Island ◆ Ventotene Island ◆ Ischia Island
 ◆ Procida Island ◆ Capri Island ◆ Positano ◆ Naples

◆ **West Corsica (one week)**

Embark: *Olbia* – Disembark: *Genoa, or viceversa Bonifacio's strait:*

◆ Maddalena's archipelago ◆ Cavallo Island



West Corsica:
 ◆ Blood Islands (Ajaccio)
 ◆ Girolata
 ◆ Calvi
 ◆ Saint Florent
 ◆ Capraia Island



◆ **Costa Smeralda – North-East Sardinia (one week)**



Embark/ Disembark: *Olbia*
 Olbia / Tavolara Island ◆ Porto Rotondo and Porto Cervo
 ◆ Maddalena's archipelago ◆ Bonifacio's strait
 ◆ Cavallo Island ◆ Caprera Island ◆ Olbia

◆ **North Sicily Islands (ten days)**



Embark/ Disembark: *Palermo*
 Palermo ◆ San Vito ◆ Marettimo ◆ Favignana
 ◆ Ustica Island (2 days) ◆ Filicudi Island
 ◆ Panarea Island ◆ Salina Island ◆ Lipari Island



S/CAT 88' MAGIC CAT Available in East Med – September 2013



MAGIC CAT

Type: **Fast cruising catamaran**

Builder: **Multiplast (France)**

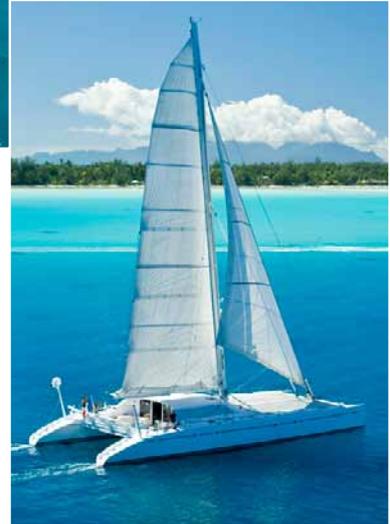
Naval Architect: **Gilles Ollier**

Length: **25 m**

Guests: **8** - Crew: **4**

Summer 2013 operating area:
Croatia, Greece, Turkey

Summer 2013 Charter Rate
(MYBA terms):
High **35,000 €** per week
Low **30,000 €** per week



MMAGIC CAT will be available for Charter in Croatia, Greece or Turkey for the Summer season 2013.

MAGIC CAT is one of the fastest cruising yachts in the world and furthermore you can charter her in total comfort and safety. Her interior has just been re-designed by Franck Darnet Design. She is in immaculate condition after a major refit in 2010. She has been fantastically well maintained by his crew: Captain Bruno Mabire and Chef Susanna "Suzu" Jokkala (Cordon Bleu Qualified).

Current booking:

- 5–10 Jul, Booked: Corsica to Corsica
- 12–19 Jul, Bonifacio (Corsica) to Bonifacio (Corsica)
- 28 Jul–18 Aug, Greece or Turkey (tbc) to Greece or Turkey (tbc)
- 28 Sep–6 Oct, Saint-Tropez to Saint-Tropez (South of France)

Suggested Itinerary

◆ Ionian Greek Islands (fifteen days)



Embark: *Bari or Brindisi (Italy)*

Disembark: *Zakintos (Greece) - or viceversa*

Bari ◆ Brindisi – Korfu Island ◆ Korfu Isl. (town) ◆ Sivota Bay (Mourtos) ◆ Paxos Island: Lakka, Gaios ◆ Antipaxos Island ◆ Lefkas Island ◆ Itaka Island ◆ Kefalonia Island: Fiskardo, Assos, Argostoli ◆ Zakintos Island: Wreck beach, Lagana, Town

Ionian Islands

The Ionian Sea is a sun trap with some of the most glorious islands in Europe. The Ionian Islands are located in the West of Greece and offer the most beautiful beaches, landscapes and villages. Corfu is one of the most popular and most beautiful islands with incredible landscapes with mountains rolling into the clear blue sea.

Cyclades Islands

These are the most famous of all the Greek Islands, offering tourists a great number of fantastic bars, restaurants, beaches and architecture. The Cyclades Islands have a dynamic history which is still embedded in its present culture. One can chose to sit back and relax on the peaceful beaches or involve themselves in the vivacious nightlife.

Dodecanese Islands

Some of these islands are very close to Turkey and offer an alluring atmosphere. Of the most famous are Kos and Kalymnos, but BGYB Charter can take you to some of the more secluded and culturally interesting islands.

BGYB will ensure that you visit the islands that are most appealing to you on your charter holiday. Whether is it peace and quiet, a historically rich island or an island buzzing with nightlife, we will advise you as to where is best to visit. Nonetheless, Greece is an exciting country to visit: it is a country with a strong history which has moulded Greece into what it is now: a captivating country.



◆ CHARTER INDEX ◆

Charter Motor Yacht Index

Summer 2013 Charter Rates (MYBA terms)



Name: O'MEGA Length: 82.00 m
 Guest/Crew: 32/30 Area: West Mediterranean
 Rate (high/low): 450,000 €/week



TITANIA 72.00 m
 12/22 West Mediterranean
 600,000 €/550,000 €/week



SHERAKHAN 69.95 m
 26-36/19 West Med. & Croatia
 350,000 €/week



BISTANGO 62.00 m
 12/14 West & East Mediterranean
 350,000/329,000 €/week



SOLEMATES 60.00 m
 12/15 West Mediterranean
 520,000/450,000 €/week



CAPRI 58.55 m
 12/15 West Mediterranean
 340,000/260,000 €/week



DIAMOND A 57.30 m
 12/16 West Med. & Croatia
 280,000/255,000 €/week



ILLUSION 55.50 m
 12/13 West & East Mediterranean
 196,000/175,000 €/week



NOBLE HOUSE 53.90 m
 12/12 Australia
 199,000 USD/week



SANSSOUCI STAR 53.50 m
 12/8 West Mediterranean
 70,000/65,000 €/week



THE MERCY BOYS 49.00 m
 12/11 West Mediterranean
 115,000/99,000 €/week



COSTA MAGNA 44.50 m
 10/8 West Mediterranean
 96,000/90,000 €/week



CALLIOPE 42.28 m
 10/9 Croatia
 190,000 USD/week



DE LISLE III 42.00 m
 10/6 South Pacific, Australia, Fiji
 100,000 €/week



SEVEN SINS 41.30 m
 10/7 Croatia, Greece
 120,000 €/118,300 USD/week

Charter Motor Yacht Index (continued)

Summer 2013 Charter Rates (MYBA terms)



DHAAINKAN'BAA 40.00 m
14/18 Indian Ocean/Maldives
115,000/100,000 USD/week



SENSEI 39.98 m
10/7 West Mediterranean
98,000/70,000 €/week



MABRUK III 35.00 m
10/6 West Mediterranean
65,000 €/week



PARIS 35.00 m
12/6 Greece
73,000/63,000 €/week



LADY EMMA 34.10 m
8/4 South of France
78,000/72,000 €/week



MY SPACE 34.00 m
10/6 ????
75,000/68,000 €/week



ANTISAN 33.00 m
12-40/6 West Mediterranean
56,000/49,000 €/week



PAOLYRE 32.70 m
10/5 West Mediterranean
52,000/49,000 €/week



SYNERGY 30.70 m
10/5 West Mediterranean
52,500/45,500 €/week



L'OR 30.00 m
8/5 West Mediterranean
40,000 €/week



MAKARENA 30.00 m
10/5 Pucket
25,000 €/week



TALILA 29.00 m
8/4 West Mediterranean
46,000 /40,000 €/week



SILAOS 25.10 m
7-12/2 West Mediterranean
33,000/27,000 €/week



JAMBO 24.00 m
8/2 Pacific Ocean
29,750 €/week



DELL ARTE 16.94 m
5/1 Seychelles
12,000/15,000 €/week

Charter Sailing Yacht Index

Summer 2013 Charter Rates (MYBA terms)



Name: DRUMBEAT Length: 53.00 m
 Guest/Crew: 11/10 Area: South Pacific – South East Asia
 Rate (high/low): 230,000 USD/week



RED DRAGON 51.70 m
 8/10 West Mediterranean
 200,000 €/week



HYPERION 47.42 m
 6/8 West Mediterranean – Caribbean
 97,000/90,000 USD/week



VAIMITI 39.20 m
 10/5 East Mediterranean – Caribbean
 72,000/67,000 USD/week



BLISS (sailing yacht) 37.00 m
 10/4 West Mediterranean – Caribbean
 70,000/89,000 USD/week



HIGHLAND BREEZE 34.34 m
 8/5 West Mediterranean – Caribbean
 52,000/46,000 €/week



BAIURDO VI 34.00 m
 8/4 East Mediterranean/Caribbean
 41,000/38,000 €/week



WALLY B 32.72 m
 6/5 East/West Mediterranean
 50,000/47,500 €/week



O7² - OCEAN SEVEN SQUARED 31.69 m
 8/4 Caribbean
 54,000 USD/week



MOONBEAM III 31.00 m
 6-12/2 West Mediterranean
 35,000/30,000 €/week



DARK SHADOW 30.45 m
 6/5 West Mediterranean
 50,000 €/week



CAPE ARROW 30.20 m
 8/4 West Mediterranean – Caribbean
 50,000/45,000 €/week



Mrs SEVEN 30.20 m
 8/5 West/East Mediterranean – Caribbean
 52,000/46,000 €/week



MED SPRIT (ex BOLS) 29.70 m
 12-16/8 West Mediterranean – Caribbean
 35,000/30,000 €/week



WINDFALL 28.64 m
 7/4 West Mediterranean
 45,000/40,000 €/week

Charter Sailing Yacht Index (continued)

Summer 2013 Charter Rates (MYBA terms)



NEFERTITI 27.70 m
8/4 West Mediterranean – Caribbean
Rate (high/low): 50,000 USD/week



WALLY ONE 25.30 m
11/3 West Mediterranean
24,000/18,000 €/week



MAGIC CAT 25.00 m
8/4 East/West Mediterranean – Caribbean
35,000/30,000 €/week



DJANGO TOO 25.00 m
8/4 East/West Mediterranean – Caribbean
25,000 €/week



ALPINA 24.89 m
6/3 West Mediterranean
25,000 €/week



GENIE 24.00 m
6/3 West Mediterranean
30,000/25,000 €/week



IDEA 23.90 m
12/4 West Mediterranean
30,000/25,000 €/week



LADY ALLIAURA 22.70 m
8/3 Caribbean
42,000/29,000 €/week



MAITA'1 22.56 m
9/4 West Mediterranean – Caribbean
42,000 36,000 €/week



NAHEMA IV 21.95 m
8/3 West Mediterranean – Caribbean
32,000 29,000 €/week



SHAMLOR 20.00 m
6/2 West Mediterranean
20,000/15,000 €/week



SEAWOLF 3 19.82 m
6/2 West Mediterranean
17,000/15,000 €/week



MOBY DICK 19.81 m
10/3 West Mediterranean – Caribbean
26,000/22,000 €/week



WORLD'S END 19.67 m
10/3 West Mediterranean – Caribbean
25,000/24,000 USD/week



Crocodile Daddy 18.90 m
8/3 West Mediterranean – Caribbean
26,000 €/week

◆ UPCOMING EVENTS ◆



◆ **ANTIBES Yacht Show 2013**
18th – 21st April 2013

We are pleased to announce our presence at the next Antibes Yacht Show. It is the only Brokerage and Charter Show focusing on yachts above 20m in the Mediterranean. Taking place each year in April on the Port Vauban in Antibes, the show opens the season and attracts buyers and professionals from 65 countries.

The Antibes Yacht Show's primary mission is to create optimal conditions for a pre-season market for yachts and super-yachts, giving buyers a unique opportunity to purchase or book their dream yacht for the upcoming summer season.

BGYB will be pleased to meet you there, do not hesitate to contact us if you would like to organize a meeting.



◆ **MYBA Genoa Charter Show**
29th April – 3rd May 2013

S/Y WINDFALL - presence confirmed for the 25th MYBA Genoa Charter Show BGYB take great pleasure in confirming the presence of the Sailing Yacht WINDFALL at this years 25th MYBA Charter Show in Genoa. The Charter Show will take place from 29th April - 3rd May and is a trade only event, it will not be open to public.

BGYB team will be delighted to welcome all the charter brokers on board during this great opportunity to visit and meet the crew of WINDFALL.



Windfall



Dark Shadow



Alpina



Shamlor

◆ **BGYB Sailing Day**
May 07th 2013, Cannes

Our Charter Fleet finest come together in Spectacular BGYB Open Day

This year hosts the first BGYB Charter Open Day in Port Canto on 7th May. With some of the most prestigious Wally, Southern Wind Shipyard and Swan Yachts worldwide, this is a unique opportunity for charter brokers to meet the crews onboard and discover these luxury yachts. Guests will embark at Port Canto and head to Les îles de Lérins for a light lunch. The rare sight of so many spectacular yachts coming together will make this an unparalleled opportunity for charter brokers, and a key date in the charter world.

◆ **LORO PIANA Superyacht Regatta**
June 04th – 08th 2013, Porto Cervo - Sardinia

First launched in 2008, this is the regatta that opens the Mediterranean superyacht calendar. Organised by the YCCS and Boat International Media, it attracts an ever-increasing fleet of sailing yachts. Modern and classic, performance and cruising vessels will head for the emerald waters of Sardinia in June, intent on five days of exhilarating sailing.



► 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



Bruno Gallien - Broker - +33 (0)6 82 11 96 00
bruno.gallien@bernard-gallay.com

- Yacht broker with BGYB for 15 years



Lisa Spiller - Charter Manager
+33 (0)6 33 42 45 09 - *lisa.spiller@bernard-gallay.com*

- 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

► 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 Poseidon team for the Vendée Globe
- Yacht construction consultant
- Extremely wide ranging experience and expertise in the sector

► MOSCOW



Oscar KONYUKHOV - +7 910 477 09 70
russia@bernard-gallay.com

- BGYB representative in Moscow for over 5 years
- Over all – 3 Round the world campaigns as a Project Manager and PR officer

► 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



Serpil APOTHELOZ - +90 535 223 27 92
turkey@bernard-gallay.com

- Engineering Degree
- Bareboats, yacht charter and mega yacht services management over 10 years.
- Organization of Marmaris Boat show for 15 years and Marmaris International Race Week for 5 years



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



James Hewitt - Brokerage assistant
+33 (0)4 67 66 39 93 - *assistant@bernard-gallay.com*

- Brokerage Assistant for Head Office, Montpellier
- Manages the listings, specifications and viewings

La Ciotat



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

► PALMA DE MALLORCA



Jean-Yves CANDLOT - +34 619 05 64 19
palma@bernard-gallay.com

- BGYB representative in Palma for 4 years
- With over 26 years of sail and motor yacht navigation experience

► 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

► GRENADA



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

France (Head Office): Montpellier - Tel +33 467 66 39 93
1, rue Barthez - 34000 Montpellier
info@bernard-gallay.com