

Spring 2017

Episode 19



Ocean Sapphire, p. 5

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• Aegir, p. 7



BROKERAGE



RACING



CHARTER

Photo © FAB

Leopard 3, p. 7

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Volvo 70 GIACOMO



Photo Richard Sprang

Bernard Gallay

The Yacht Market Overview

Throughout winter 2016 and spring 2017, the BGYB team has continued both listing and selling high-quality yachts across a range of categories from 60ft to 150ft in length.

Business activity has remained stable although the market quietened towards the end of 2016, with market tendencies for 2017 likely to remain uncertain until the Palma Superyacht Show 2017 from 28th April to 2nd May, where we will exhibit two very impressive sailing yachts: 104ft OCEAN'S SEVEN2 and 83ft WALLY ONE.

BGYB ended 2016 with numerous sales of yachts including: 137ft Sparkman & Stephens Schooner QUEEN NEFERTITI, Jongert 2900 CELANDINE, Futuna 70 ICHTUS, Amel 64 L'ASTREE, Prestige 620 DEJA VU, Starkel 60 GRANDE ORAZIO and Mylius 60 SUD.

Our racing yachts section has also seen a significant number of sales since autumn 2016: Orma 60 Trimaran SJOVILLAN, Frers 44 S/Y AQUARELLE 1 and Pogo 40 JUMPA LAGI have all been sold thanks to their consistent high maintenance and outstanding performance capabilities, consolidating our record of providing results for sales in the racing market. New listings in our racing fleet include: Volvo 70 GIACOMO, the winner of the Rolex Sydney Hobart Race, Ultim 70 TRITIUM, A13 TEASING MACHINE, the 2016 RORC Boat of the Year, Imoca 60 COMPAGNIE DU LIT-BOULOGNE BILLANCOURT and Farr 52 FURTIF².

As ever, we continue to add to our sales portfolio as we acquire new listings of all varieties. BGYB has been entrusted with the sale of yachts as prestigious as:

- Motor yachts: 176ft SANSSOUICI STAR, 135ft Norman Foster Design OCEAN SAPPHIRE and Prestige 600 USHAKA.

- Sailing yachts: 100ft LEOPARD 3, 104ft OCEAN'S SEVEN², Simon Rogers 82 AEGIR, Mistral Composite 80 THE PEARL, SWS 78 SOUTHERN STAR, Garcia 75 ANNKA 1, CNB 76 MARICEA, Royal Huisman 76 BLACK SHARK, 62ft Carbon Sloop GRAN JOTITI and Sly 53 FURTIF.

- Classic yachts: 125ft William Fife III MARIQUITA.

- Multihulls: 78ft VPLP Cat CORIOLAN VI and Catana 522 ROSE DE SAVANNAH.

The diversity and quality of these additions is further proof of BGYB's standing in the brokerage market, and our reputation for securing sales for our clients.

2017 has also got off to a promising start in the BGYB Charter Department.

Despite it only being April we are already well on track to exceed the number of charters booked last year and we are thrilled to see charters confirmed already for Christmas and New Year in the Caribbean. With the busy summer season yet to come we hope to make this our best year yet!

The year has also begun with a number of exciting signings to our charter fleet. We were delighted to welcome the brand new Lagoon 620 MELARNIE to our listings at the start of the year, as well as Advanced 66 ONE SHOT OF COWES. All are already proving tremendously popular with charter clients across the Mediterranean this summer.

As well as adding new yachts to our Mediterranean fleet we are also delighted to see the return of some of our yachts to their old haunts in this ever-popular summer destination. 50m S/Y DWINGER has returned to charter in the Balearics after spending a season in the Far North, where she joins 83' WALLY ONE, the first ever Wally yacht

now with the Spanish charter license, to cruise the turquoise waters of Mallorca, Menorca and Ibiza. FC100 NOMAD IV will make her return to Corsica and Sardinia, along with 67' SHAMLOL and 79' SOUTHERN STAR, who will be sailing back from the Cyclades and stopping off in this destination before chartering in the Balearics from September. Our other Southern Wind yachts will not be far away, with SW100 RS CAPE ARROW spending the summer in the South of France in the company of our motor yachts 53m SANSSOUICI STAR, 41m OCEAN SAPPHIRE and 38m DEIANEIRA, and SW102 FARFALLA and SW94 WINDFALL on the Amalfi coast where they will be joined by 70' ENTHALPIA and 67' ONE SHOT OF COWES, as well as the magnificent Wally 100 DARK SHADOW, available this year from Monaco to the Aeolian Islands. Further afield will be 82' performance yacht AEGIR, continuing her journey towards Croatia and Montenegro, and the famous 82' catamaran MAGIC CAT, once again available for charter in Greece.

As the year goes on we also have a great deal to look forward to, beginning with the MYBA Yacht Show, this year located in Barcelona from the 24th to the 27th April, and the third edition of the BGYB Charter Open Day Sail, taking place in Antibes on the 12th of May. This will be a fantastic opportunity for charter brokers to get to know at least 8 of the finest yachts from our fleet, including DARK SHADOW, SHAMLOL, WALLY ONE, ONE SHOT, CANTELOUP VIII, GENIE and DEIANEIRA. This event has always been hugely successful as a unique chance to meet crews and experience the yachts in action, and we already have several brokers confirmed to return for this year. We look forward to welcoming you on board!

◆ BROKERAGE NEWS - Recent Sale ◆



137ft "QUEEN NEFERTITI"

1986. QUEEN NEFERTITI is a splendid schooner rigged sailing yacht with large deck space, a tremendous deck house and very comfortable accommodation for up to 8 guests and 7 crew.



98ft "CELANDINE"

1993. CELANDINE is a beautiful steel and aluminium sloop from the board of Doug Peterson. She underwent a full Jongert refit in 2008. She boasts 3 generous double cabins which comfortably accommodate up to 6 guests.



Futuna 70 "ICHTUS"

2010. She has been designed for a precise purpose; a shorthanded crewed travel around the world. We worked with Marc Lombard and the Futuna Yachts yard to design a quick and (very) beautiful sail boat.



AMEL 64 "L'ASTREE"

2011. L'ASTREE is a true long distance sailing yacht with and the result of accumulated knowledge and experience of the well-known shipyard. She accommodates up to eight guests in two staterooms aft and the owner cabin forward.



Prestige 620 "DEJA VU"

2013. This Prestige 620 is little used and in spotless condition. Boasting four spacious cabins and a luxurious saloon, DEJA VU offers the highest levels of comfort while cruising.



Starkel 60 "GRANDE ORAZIO"

2006. Built by Stella Polare Fiumicino in 2006, GRANDE ORAZIO is a Starkel 60 cruising/racing yacht that has achieved impressive results in international regattas as well as providing comfort, security and a relaxing environment during family cruises.



Mylius 60 "SUD"

2013. SUD is exhilarating to sail due to her sleek lines, her medium-light displacement and high waterline length. She has a deep keel and good stability thanks to the generous length of her beam.



Orma 60 Trimaran "SJOVILLAN"

1989. Originally launched as GROUPAMA 1 and renamed HIQ later on. Winner Orma Cup 2000, 2001, 2003 & 2004 as GROUPAMA 1.

ICE YACHTS, Italian style meets blue water sailing

Blue Water sailing is a concept that encompasses a real philosophy. The dark deep blue waters are typical of oceans, far from any shelter. ICE YACHTS designs and builds boats to navigate off-shore without limit. Born at CNG, then C.N. Yacht 2000 this premise, that has its origins in the early days of fibreglass and the expertise of its most experienced sailors, was formed at Alpa, one of the most famous Italian boatyards of all time. Dozens of boats that were built for Blue Water cruising can still be found sailing the seas today; for example the ULDB designed by Bill Lee, or Nastro Azzuro, winner of the Columbus Celebrations in 1992, as well as the latest designs by Vallicelli and Felci.

Ice 62, a performance boat with all cruising comfort's



Ice 62 is an evolution and update of the proven 61 model by Felci, who has excelled in numerous international regattas, all strictly offshore, including the legendary transatlantic crossing rally, the ARC. All the materials, the construction, the components and equipment, on Ice 62 is engineered, designed and built to provide maximum safety and long lasting. The concept of the boat and her manufacturing care are optimized to enjoy at best sailing on a performance boat with all cruising comfort's.

ICEYACHTS

Ice 52

by FELCI YACHT DESIGN

ICE 33	ICE 52-52rc	ICE-Cat 61	ICE 62	ICE 72	ICE 82
LOA: 15.80 m	LOA: 18.825 m	LOA: 16.840 m	LOA: 18.825 m	LOA: 16.840 m	LOA: 18.825 m
LWL: 14.840 m	LWL: 16.840 m	LWL: 16.840 m	LWL: 16.840 m	LWL: 16.840 m	LWL: 16.840 m
Bmax: 4.65 m	Bmax: 5.210 m	Bmax: 5.210 m	Bmax: 5.210 m	Bmax: 5.210 m	Bmax: 5.210 m
DSPL: 12.5 t	DSPL: 17 t	DSPL: 17 t	DSPL: 17 t	DSPL: 17 t	DSPL: 17 t
Ballast: 5 t	Ballast: 5 t	Ballast: 5 t	Ballast: 5 t	Ballast: 5 t	Ballast: 5 t
Draft: 2.45	Draft: 2.5/4.0 m (lifting)	Draft: 2.5/4.0 m (lifting)	Draft: 2.5/4.0 m (lifting)	Draft: 2.5/4.0 m (lifting)	Draft: 2.5/4.0 m (lifting)
Construction: C or E - Epoxy Infused	Construction: Epoxy Infused	Construction: Epoxy Infused	Construction: Epoxy Infused	Construction: Epoxy Infused	Construction: Epoxy Infused
Mast: Alloy or Carbon	Mast: Carbon	Mast: Carbon	Mast: Carbon	Mast: Carbon	Mast: Carbon
Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive
Generator: 3.5 Kw	Generator: 3.5 Kw	Generator: 3.5 Kw	Generator: 3.5 Kw	Generator: 3.5 Kw	Generator: 3.5 Kw
Main Sail Area: 90 m²	Main Sail Area: 126 m²	Main Sail Area: 126 m²	Main Sail Area: 126 m²	Main Sail Area: 126 m²	Main Sail Area: 126 m²
Jib Sail Area: 67 m²	Jib Sail Area: 90 m²	Jib Sail Area: 90 m²	Jib Sail Area: 90 m²	Jib Sail Area: 90 m²	Jib Sail Area: 90 m²
Jennaker: 300 m²	Jennaker: 300 m²	Jennaker: 300 m²	Jennaker: 300 m²	Jennaker: 300 m²	Jennaker: 300 m²
Water capacity: 500 Lt	Water capacity: 600 Lt	Water capacity: 600 Lt	Water capacity: 600 Lt	Water capacity: 600 Lt	Water capacity: 600 Lt
Fuel Capacity: 370 Lt	Fuel Capacity: 700 Lt	Fuel Capacity: 700 Lt	Fuel Capacity: 700 Lt	Fuel Capacity: 700 Lt	Fuel Capacity: 700 Lt
Guests Cabins: 3	Guests Cabins: 3/4	Guests Cabins: 3/4	Guests Cabins: 3/4	Guests Cabins: 3/4	Guests Cabins: 3/4
Guests Heads: 2	Guests Heads: 3	Guests Heads: 3	Guests Heads: 3	Guests Heads: 3	Guests Heads: 3

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ICEYACHTS

Ice 62

by FELCI YACHT DESIGN

ICE 33	ICE 52-52rc	ICE-Cat 61	ICE 62	ICE 72	ICE 82
LOA: 15.80 m	LOA: 18.825 m	LOA: 16.840 m	LOA: 18.825 m	LOA: 16.840 m	LOA: 18.825 m
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Bmax: 4.65 m	Bmax: 5.210 m	Bmax: 5.210 m	Bmax: 5.210 m	Bmax: 5.210 m	Bmax: 5.210 m
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Ballast: 5 t	Ballast: 5 t	Ballast: 5 t	Ballast: 5 t	Ballast: 5 t	Ballast: 5 t
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Mast: Alloy or Carbon	Mast: Carbon	Mast: Carbon	Mast: Carbon	Mast: Carbon	Mast: Carbon
Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive	Engine: Volvo CV75 Saildrive
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Guests Cabins: 3	Guests Cabins: 3/4	Guests Cabins: 3/4	Guests Cabins: 3/4	Guests Cabins: 3/4	Guests Cabins: 3/4
Guests Heads: 2	Guests Heads: 3	Guests Heads: 3	Guests Heads: 3	Guests Heads: 3	Guests Heads: 3

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ICE 52, modern classic racer cruiser



The ICE YACHTS boat-yard presents in the market the new ICE 52, a fast cruise dedicates to passionate and competent owners that seek enjoyment and strong emotions at the helm. Built with highly innovative materials and advanced construction techniques the ICE 52 is in a league of it's own in all that regards performance, comfort on board and ability to take on even the toughest conditions at sea. Excellent for demanding cruises and regattas.

The design is inspired by the boats smaller sibling, the ICE 33 a killer regatta boat, from which it takes the "scimitar-like" design of the bow and "smiling" carving shape of the stern.

◆ BROKERAGE NEWS - Motor Yachts ◆

135ft Sir Norman Foster Design

OCEAN SAPPHIRE



OCEAN SAPPHIRE is a luxury motor yacht designed by world-renowned architect Sir Norman Foster and built by the Italian shipyard Rodriguez Cantieri Navali.

She has four deck levels, offering more exterior and interior space than any other yacht in her category.

Special attention has been paid to the quality of light and the views from all areas of the yacht, including the Master suite's two private balconies.

The interiors have been furnished with great attention to aesthetics, practically and luxury.

Taking advantage of the floor-to-ceiling windows and panoramic views, a sense of continuity between the exterior and interior spaces has been intuitively created.

Year: **2010**

Designer: **Foster and Partners**

Builder: **Rodriguez Cantieri Navali**

Type: **Signature 40 Aluminium Displacement Motor Yacht**

Length: **41 metres**

Beam: **8.40 metres**

Speed: **12 to 16 knots**

Number of cabins: **5 for up to 12 guests**



175ft Steel/Aluminium Displacement Motor Yacht "SANSSOUCI STAR"

1982. A yacht of quality German construction, **SANSSOUCI STAR** is a strong, reliable steel motor yacht with the capacity for transatlantic crossings.

She accommodates up to 20 guests in 9 cabins and up to 12 crew in 6 cabins. She is one of the few yachts of her type still available, and has great potential for family cruising and charter.



Apreamare Maestro 65 "SATURN"

2008. A very nice Maestro 65 model with limited engines hours and little use. She can accommodate up to 6 guests in 2 double bed cabins and 1 twin bed cabin, plus 2 crew in one aft cabin. She is in very good condition indeed and ready to go.



80ft Power Catamaran "PELICANO"

2005. An exceptional ocean passage composite motor catamaran.

Designed by Joubert Nivelt, 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.

The space on her main and upper decks is just huge.

Complete refit in 2015. Ready to go again.



125ft Classic Sailing Yacht MARIQUITA

MARIQUITA is widely regarded as one of the most beautiful classic yachts sailing today.

Designed and built for industrialist Arthur Stothert by William Fife III she was launched in 1911 at Fairlie on the Clyde river in Scotland. As a gaff rigged cutter of the 19 Metre Class MARIQUITA is a direct link to the historic Big Class and a precursor to the J-Class that would follow in the 1930's.

When launched MARIQUITA caught the imagination of everyone that followed sailing just before the First World War and, over a hundred years later, she still does since being entirely restored by Fairlie Restorations in 2003 following the highest standards in wooden construction. The same year she set sail once again and is now one of the stars of the Classic Circuit. Over the last decade she has sailed on the Clyde, Cowes, Falmouth, and countless Mediterranean regattas including Monaco Classic Week, Regates Royales de Cannes and Les Voiles de Saint-Tropez.

She represents a unique opportunity to enter into the exclusive classic sailing yachts circuit and enjoy the excitements of racing on such a legendary magnificent yacht.

She also offers great comfort and refined interior accommodation for cruising in the Mediterranean Sea or else where.

Winning the Panerai Big Boat Mediterranean Series in 2014 and the UK Series in 2015.

Year: 1911

Designer: William Fife III

Builder: W. Fife & Son, Fairlie

Type: First International Rule 19 Metre

Length: 38.10 metres

Beam: 5.30 metres

Sail area: 6,171 sq ft upwind

Keel: 36 ton of lead

Photos credit Ben Wood



100^{ft} Super Maxi LEOPARD 3



Photo © Carlo Borlenghi

2007. Leopard is arguably the most high profile racer cruiser yacht in existence. This speed machine has a history for trophy-hunting and record-breaking around the world and represents a pinnacle in the evolutionary timeline of super maxi development. She is an entirely new species of big boat: a 100-foot yacht that undergoes a stunning metamorphosis between a potent racing machine and a 5 stars luxury, crewed charter yacht. The concept behind Leopard was to create a yacht with a radical dual purpose: high performance for racing with a canting keel and twin dagger boards, combined with startling internal volume, accessories and creature comforts to meet the demands of the top-end charter market. The designers excelled in their task and Leopard was launched as the first ever super maxi yacht with this dual role in June 2007.



Simon Rogers 82 AEGIR

Photo © Tim Wright

2011. A Simon Rogers Design built in 2010 and designed as a modern Racer-Cruiser to compete in the Maxi Class of the most prestigious race events, has fulfilled her goals at the Rolex Maxi Yacht Cup in Porto Cervo, winning both the 2012 and 2013 editions, and finishing 2nd in her class in 2016! She is also a proven Offshore racer with a 3rd place at the Caribbean RORC 600 in 2011, and a 4th at the Middle Sea Race in 2016!

Light, strong, fast and sharp on the water, she can also turn into an ideal blue water cruising yacht, offering excellent comfort and all the amenities of high standard sailing style.





Photos © Rhoderick Grimes Graeme

104ft Aluminium Sloop "OCEAN'S SEVEN²"

1998. Designed and built for an experienced yachtsman, O7² was destined from the beginning to be a top-notch performer on the water and in the charter market. She is reportedly the only sailing yacht which has 4 Owner/Guest staterooms which convert from 8 single beds to 4 king-sized beds of 7 foot length. In addition, the forward two staterooms can convert to one large master suite with a center line king bed and his and her baths.

O7² is in truly superb condition with numerous important improvements made to update her and bring maximum enjoyment to the Owner, Guests and Crew.



Southern Wind 78 "SOUTHERN STAR"

2004, refit 2010 fast cruising sloop SOUTHERN STAR features Reichel Pugh naval architecture and interior design by Italian company Nauta Design, and displays slippery hull lines, a fin and bulb keel, a high aspect ratio and balanced rudder.

She is an exceedingly well rounded yacht, demonstrating high performance cruising but using simple sailing systems, free from unnecessary technology. She is the ideal cruiser-racer, perfect for both luxurious, relaxing blue-water cruises and competitive racing.



Photo © Carlo Borlenghi



Photo © Nicolas Claris

Garcia 75 "ANNKA 1"

2009. Very nice aluminium cutter rigged sloop for going around the world. ANNKA 1 has an extensive equipment list. She has been built on very standard of quality and craftsmanship by Garcia under a design of Berret Racoupeau. She is a blue water cruiser as well as a go anywhere sailing yacht.

♦ BROKERAGE NEWS - Multihulls ♦

78ft VPLP Design
"CORIOLAN VI"

2003. A fast and light classic 24m catamaran, built from Epoxy glass fibre and carbon structure.

A seaworthy catamaran capable of 300-350 miles passage per day. She is designed to give a real sailing experience while ensuring maximum comfort on board.

The transverse structure and mast are made of carbon fiber in order to keep her strong but light. She is easy to handle with electrical winches, twin helms and a clear view over the coach roof from the cockpit. Dining indoors and outdoors for 12.

65ft Neel 65
"STERGANN II"

STERGANN II, is a new concept Jouvett-Nivelt designed sailing trimaran which is very comfortable at sea and at anchor. She is fast, efficient and tacks without difficulty. The boat is fully air conditioned and is equipped with a media center with high speed internet access via satellite connection. She has four passenger cabins that offer maximum space and comfort. A spacious lounge offers a wide panoramic view, while the cockpit and flybridge provide a great recreational area with sun loungers. The crew cabins are completely independent and are located in the central hull below the main deck. The range, seaworthiness and sailing performance of STERGANN II allow you to push the limits of your trip, in all conditions.

Photo © Blueprod

60ft VPLP Design
"NO LIMIT"

2015. Built by Outremer & No Limit shipyards, NO LIMIT is a completely new 18m performance catamaran.

Although her design is close to a racing catamaran, NO LIMIT is also the ideal yacht for a relaxed and comfortable luxury cruise. She has the capacity to sail at high speeds, but is a favourite in the charter market due to her uniqueness. Thanks to the intelligent usage of space and the minimalist layout of the deck and cockpit, guests are able to enjoy spacious living and cruising areas. Accommodating 6 guests in 3 double cabins.

Photo © Jukez 2015

Motor Yacht Index



SANSOUCCI STAR Steel/Aluminium Large Motor Yacht
53.53 m 1982
Location: South of France 5,900,000 €



OCEAN SAPPHIRE Norman Foster Design
41.10 m 2010
Location: South of France 6,500,000 €



DONA DEL MARE New Classic
34.10 m 2006
Location: Croatia 3,200,000 €



ABOU MAYA Monte Fino 83
25.29 m 1994
Location: Morocco 500,000 €



PELICANO YC 80 Joubert-Nivelt Design
23.95 m 2005
Location: Greece 1,190,000 €



KIA ORA C 78ft Classic Benetti
22.86 m 1981
Location: South of France 800,000 €



SATURN Apremare Maestro 65
20.15 m 2008
Location: Monte Negro 695,000 €



USHAKA Prestige 600
19.00 m 2012
Location: South of France 880,000 €



ALLEGIANCE Camper & Nicholson's 1925 Replica
15.00 m 2004
Location: South of France 145,000 €



Photo © Th. Martinez

◆ BROKERAGE INDEX ◆

Multihull Index



PELICANO YC 80 Jouvert-Nivelt Design
23.95 m 2005
Location: Greece 1,190,000 €



CORIOLAN IV 78ft VPLP Design
23.70 m 2003
Location: South of France 1,700,000 €



TRITIUM 72ft Ultimate VPLP Design
23.38 m 2002
Location: California 575,000 USD



STERGANN II Neel 65
19.80 m 2015
Location: South of France 1,900,000 €



ABYSSE Nautitech 64
19.50 m 1994
Location: St Marteen, Caribbean 335,000 €



PARADOX 2.0 65ft Nigel Irens Design Cruiser Racer
18.90 m 2010
Location: Caribbean, then Bermuda in June 990,000 €



ETANA Privilege 615
18.50 m 2007
Location: Canet en Roussillon, South of France 850,000 €



NO LIMIT Carbon VPLP Design
18.46 m 2015
Location: Brittany, France 2,300,000 USD



RODEO Catana 582
17.50 m 2005
Location: Turkey 750,000 €



ROSE DE SAVANNAH Catana 522
17.30 m 2002
Location: South of France 699,000 €



TRIBULATION Multi 50 Racing Trimaran
15.24 m 1987/2012
Location: West of France 110,000 €



MARANA IV Catana 50
15.20 m 2010
Location: Canet en Roussillon, South of France 788,000 €



Sailing Yacht Index



MARIQUITA William Fife III Design

38.10 m 1911/2003

Location: Lymington, England 3,500,000 €



LEOPARD 3 Farr Yacht Design Super Maxi Yacht

30.00 m 2007

Location: Caribbean, then Bermuda in June 4,000,000 £



SEAN PAQUITO IV Schooner

38.00 m 2008

Location: Lisbon, Portugal 600,000 €



ROSINANTE OF NOTIKA Lombard Design Ketch

32.60 m 1998/2013

Location: Turkey US\$ 1,395,000



OCEAN'S SEVEN² Trehard Aluminium Sloop

31.80 m 1998

Location: Palma, Spain 2,495,000 €



SOUTHERN CROSS Maxi 88 Sloop

29.70 m 1991/2004

Location: Turkey 990,000 €



DARK STAR OF LONDON Aluminium Centre Board Cutter Rig

27.50 m 1982

Location: Port Napoleon, South of France 1,090,000 €



QUINTA SANTA MARIA Fast Sloop

27.42 m 2002

Location: Marina degli Aregai, Italy 790,000 €



BENIGUET Garcia 86 QR

26.33 m 2005

Location: Canet en Roussillon, South France 1,950,000 €



AMAALTA André Mauric / Pina Farina Design

26.10 m 1981

Location: Sète, South France 290,000 €



WALLY ONE Wally 83

25.30 m 1991

Location: En route to Palma, Spain 1,190,000 €



AEGIR Simon Roger Design

25.10m 2011

Location: Palma, Spain 3,599,000 €



DJANGO TOO Trehard Aluminium Sloop

25.00m 1991

Location: La Ciotat, South France 990,000 €



ATAO New Classic JFA Yachts

24.90m 2005

Location: Caribbean 1,990,000 €



ALPINA Swan 82

24.89m 2001/2011

Location: Antibes, South France 1,490,000 €

◆ BROKERAGE INDEX ◆

Sailing Yacht Index (continued)



THE PEARL Farr Yacht Design Sloop
24.50 m 1996
Location: New Zealand 590,000 €



WILD SALMON Locwind 80
24.00m 1997
Location: Antibes, South France 640,000 €



KORENOC VISMARA 78' Carbon
24.00 m 2003
Location: La Ciotat, South of France 850,000 €



SOUTHERN STAR SWS 78
23.95m 2004
Location: Montfalcone, Italy 2,250,000 €



ANNKA 1 GY 75
23.72 m 2009
Location: en route to the South of France 1,800,000 €



L'ILE NUE Techni Marine Sloop
23.66m 1988
Location: Port Napoleon, South of France 590,000 €



LA FORZA DEL DESTINO Swan 77
23.44 m 1992
Location: Caribbean US\$ 1,100,000



MARICEA CNB 76 German Frers Sloop
23.35 m 1990
Location: Sète, South of France 580,000 €



BLACK SHARK Royal Huisman Sloop
23.19 m 1982
Location: Monaco 410,000 €



TARA BAY Scorpio 72
21.60 m 1991
Location: Marseille, South France 390,000 €



KALAO Maxi Dolphin 65 - 2
20.00 m 2003
Location: Antibes, South France 690,000 €



OKIO Nordia 62 ketch
19.79 m 1982/2014
Location: Martinique, Caribbean 280,000 €



GRAN JOTITI One-Off Carbon Design
18.90 m 2011
Location: Spain 2,000,000 €



SUENO ICE 62 with 2 years warranty
18.82 m 2015
Location: Italy 1,650,000 €



FURTIF SLY 53
16.00 m 2008
Location: Port Napoleon, South of France 295,000 €

Racing Index



LEOPARD 3 Farr Yacht Design Super Maxi Yacht
30.00 m 2007
Location: Caribbean, then Bermuda in June **4,000,000 £**



AEGIR Simon Roger Design Carbon Sloop
25.10m 2011
Location: Palma, Spain **3,599,000 €**



ALPINA Swan 82
24.89m 2001/2011
Location: Antibes, South France **1,490,000 €**



LA FORZA DEL DESTINO Swan 77
23.44 m 1992
Location: Caribbean **US\$ 1,100,000**



TRITIUM 72ft Ultiple VPLP Design
23.38 m 2002
Location: California **575,000 USD**



GIACOMO Volvo Open 70
21.50 m 2011
Location: Sydney, Australia **1,250,000 €**



GREEN DRAGON Volvo 70
21.50 m 2007
Location: Caribbean, then Italy **390,000 €**



PARADOX 2.0 65ft Nigel Irens Design Cruiser Racer
18.90 m 2010
Location: Caribbean, then Bermuda in June **990,000 €**



GRAN JOTITI One-Off Carbon Design
18.90 m 2011
Location: Spain **2,000,000 €**



COMPAGNIE DU LIT - BOULOGNE BILLANCOURT IMOCA 60
18.28 m 2007
Location: Brittany, France **450,000 €**



FURTIF² Farr 52 Performance
15,79 m 2002
Location: Toulon, South of France **180,000 €**



TRIBULATION Multi 50 Racing Trimaran
15.24 m 1987/2012
Location: West of France **110,000 €**



SEAWONDER MC 46
14.00 m 2006
Location: Italy **260,000 €**



AQUARELLE 2 Frers 44
13.70 m 2005
Location: La Ciotat, South France **190,000 €**



TEASING MACHINE Prototype of the A13 Model
13.25 m 2015
Location: Port Napoleon, South of France **500,000 €**

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 service..

Classic or contemporary, fast or tranquil, formal or friendly, the BGYB charter team will find you the best yacht for your charter 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.

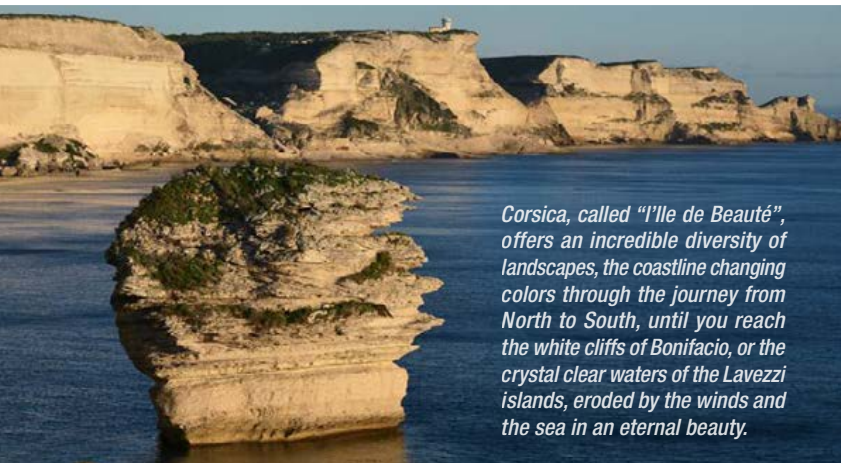
BGYB assets:

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

DESTINATIONS

West Mediterranean	East Mediterranean	Caribbean	Pacific Ocean	Indian Ocean	Other Destinations
- French Riviera	- Greece	- Leeward Islands	- Polynesia	- Maldives	- Spitzberg
- Corsica & Sardinia	- Croatia	- Les Antilles	- Galapagos Islands	- Seychelles	- Iceland
- Italian Riviera	- Montenegro	- Windward Islands	- Fiji		- Greenland
- Sicily	- Turkey	- Cuba	- New Zealand		
- Aeolian Islands		- Panama			
- Balearic Islands					
					- South East Asia
					- South America
					- Scandinavia (Norway, Sweden, Finland)

South of France, Corsica, Sardinia



Corsica, called "l'Ile de Beauté", offers an incredible diversity of landscapes, the coastline changing colors through the journey from North to South, until you reach the white cliffs of Bonifacio, or the crystal clear waters of the Lavezzi islands, eroded by the winds and the sea in an eternal beauty.

Suggested Itineraries

◆ Corsica, Sardinia - From Calvi to Olbia, 7 days

Day 0: Embarkation in Calvi, enjoy the old town and the anchorage

Day 1: Sail on the West Coast to the natural reserve of Scandola and anchor in the Golfe de La Girolata

Day 2: Sail to the Iles Sanguinaires, visit the town of Ajaccio for the evening

Day 3: Sail South to Propriano or in one of the numerous anchorage

Day 4: Sail to Bonifacio and stay overnight in the port to visit the old town

Day 5: Sail to the Lavezzi Island and enjoy the idyllic waters

Day 6: Sail around the Magdalena natural reserve islands, visit Porto Cervo in the evening

Day 7: Sail down to Olbia



◆ French Riviera - St-Tropez and the Porquerolles islands, 7 days

Day 0: Embarkation in St Tropez, sail to Pampelone for a swim and back to town for the evening to enjoy the glamorous village, the restaurants, the shopping and the parties.

Day 1: Sail to Pampelone for lunch, then to Cavalaire for a calm night at anchor

Day 2: Sail to Le Lavandou or Hyeres, enjoy a kitesurf session on the famous spot of L'Almanarre

Day 3: Anchor in the Bay of Porquerolles and have a nice trekking afternoon in the natural reserve, one of the oldest forest in France.

Day 4: Sail around the Islands of the National Parc of Port-Cros and up to St Maxime for the night on anchor

Day 5: Sail to L'Estrel for a lunch on anchor, then to Cannes for an evening out in the Cité de Cinéma.

Day 6: Sail to the anchorage in the Islands of Lérins for a relaxed lunch, then back to St Tropez for the evening

Day 7: Enjoy the famous town waking up to a new day

The internationally renowned town of St-Tropez with its quaint streets and magnificent vieux port is a firm favourite in any itinerary in the South of France.



Photo © Sébastien Garcia

Available Yachts

SW 100RS "CAPE ARROW"

2011 - Length: 30.20 m - Guest/Crew: 8-12/4

CAPE ARROW is a result of 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 Raised Saloon version. A performance package including high modulus carbon mast and CARBON EC6+ has caused over a tonne of weight loss.

SW 100RS CAPE ARROW, Courtesy of Southern Wind Shipyards



Ocean Sapphire

2010 - Length: 41.00 m - Guest/Crew: 12/7

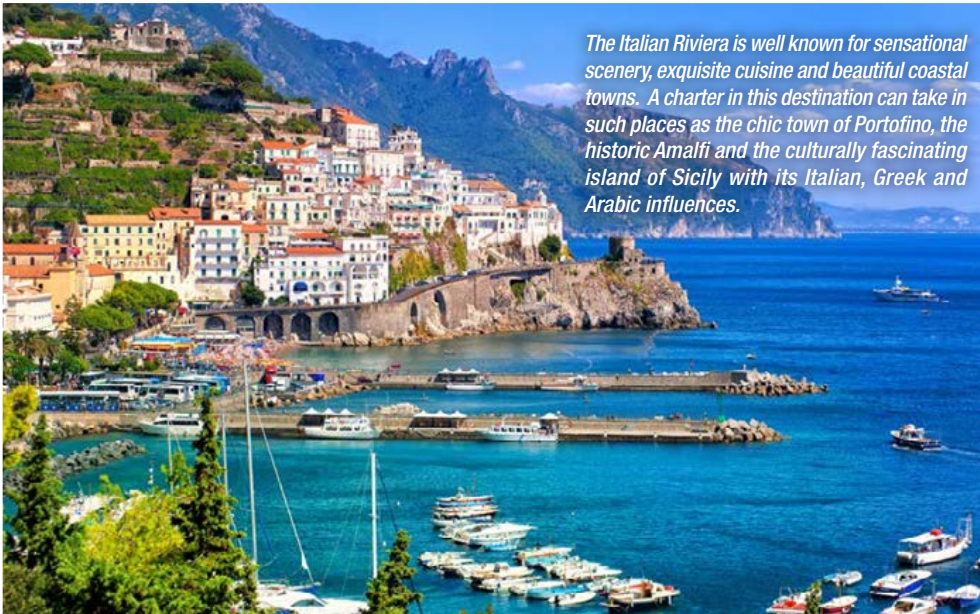
This new private luxury yacht, designed by Norman Foster, has four deck levels, offering more exterior and interior space than any other yacht in her category.

Special attention has been paid to the quality of light and aspect with all major areas of the yacht, including the master suite's two private balconies which benefit from spectacular forward-facing views.

The interiors have been furnished with great attention to aesthetics, practicality and luxury. Taking advantage of the floor-to-ceiling windows and panoramic views, a sense of continuity between the outside and the interior spaces has been intuitively created.

◆ CHARTER DESTINATIONS ◆

Italian Riviera, Naples, Amalfi, Sicily



The Italian Riviera is well known for sensational scenery, exquisite cuisine and beautiful coastal towns. A charter in this destination can take in such places as the chic town of Portofino, the historic Amalfi and the culturally fascinating island of Sicily with its Italian, Greek and Arabic influences.

Suggested Itinerary

◆ From Naples to Amalfi - 7 days

Day 0: Embark in Naples, sail 20Nm to Isola Procida, visit the little port or enjoy a calm bay for a swim

Day 1: Sail from Procida to Isola Ventotene, around 26Nm, visit Ventotene and go for a swim on the beach by the red rock cliff

Day 2: Sail from Ventotene to Isola Ischia, around 25Nm, visit the town and enjoy some of the bays for swimming

Day 3: Sail from Ischia to Capri, visit of Capri, around 20Nm, swim in the grotto azzura

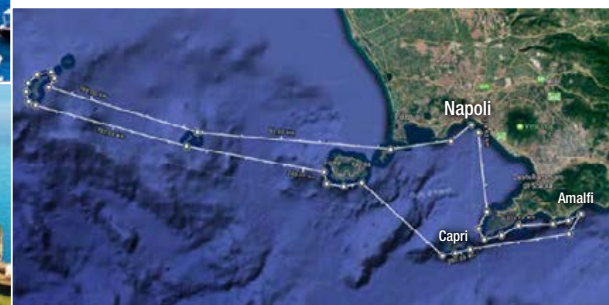
Day 4: Sail from Capri to Amalfi or Positano

Day 5: Sail around the Amalfi Coast, pass the Cap and anchor in Sorrento for a visit of the town

Day 6: Sail back to one of the anchorage of Ischia, and then later to the port of Naples to visit the town and enjoy a dinner ashore.

Day 7: Visit Pompei and the Vesuvio Vulcano

Photo © Boris Strougo - Fotolia



Available Yachts

SW 102RS "FARFALLA"

2014 - Length: 31.78 m - Guest/Crew: 8-12/4

Launched in Cape Town in May 2014, FARFALLA is the first Raised Saloon version of the SW 102 model.

Notable features of FARFALLA, which will make her the ideal cruising yacht, include a spacious flush deck, a tender garage for a 4 meter dinghy and a mainsail captive winch. The yacht interior follows Southern Wind Shipyard's most popular lay-out, with Owner's cabin forward, three guest cabins amid ship and crew quarters aft.

Courtesy of Southern Wind Shipyard



Courtesy of Southern Wind Shipyard



© Marc Patis

DARK SHADOW

2002 - Length: 30.45 m

Guest/Crew: 6-12/5

Wally yacht DARK SHADOW is a 30 m (100ft) high-performance cruising yacht that is instantly recognisable thanks to her sleek lines and 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.

She is just coming out of a new refit and has got a few new sails on top of what is already a very large wardrobe, and she is available for all the events in the Med, either in the Maxi or the Wally Class.

Balearic Islands

The Balearics, from the iconic Ibiza and its night life to the atypical Menorca and its numerous little bays in crystal clear waters, and sailing through the diversity of Mallorca; a voyage through the Spanish Islands offers such history, ambiance and flavours that it will leave to everyone amazing memories in the wake of their journey.

Suggested Itinerary

◆ From Palma de Mallorca to Menorca - 7 days

Day 0: Embarkation in Palma, enjoy the old town and one of the local anchorage in Illetes

Day 1: Sail to Cala Fornells, West of Mallorca, stay overnight on anchor

Day 2: Sail to Sant Elm, at the far West point of the Island for a lunch in turquoise waters, then sail to Port de Soller

Day 3: Sail around the North face of the Island to the East, pass the Cap Formentor and anchor in the Bay of Polença for the night

Day 4: Enjoy a relaxed day in the area

Day 5: Sail West to Menorca, 30nm, and stay overnight in the beautiful port of the town

Day 6: Sail around the North of the Island, and anchor in Fornells, enjoy the relaxed waters in the numerous bays

Day 7: Sail around the East of the Island to Port Mahon

Photo © Tono Balear



Available Yachts

WALLY ONE

1991 - Length: 25.30 m - Guest/Crew: 10/3

WALLY ONE is the first ever Wally Yacht. As has been the case with each Wally Yacht, the design was very ahead of its time when it was launched in 1991, and revolutionised the Superyacht World.

This 83^{ft} fast sloop is perfect for charter, with abundant flush-deck space, crew quarters aft, comfortable open cockpit. In 2009 and 2013-14, WALLY ONE benefited from major interior and exterior refits. This mythical, charming yacht can welcome up to 11 guests.



Photo © Richard Sprang

DWINGER

2012 - Length: 48.50 m - Guest/Crew: 12/7

157th DWINGER is unique; a magnificent, innovative sailing yacht built by Royal Huisman.

Such is her stability and seaworthiness that she is capable in sailing in a variety of waters, and she has just returned from a season in the Far North. Her customised interior includes a galley which lies open to the dining area allowing the chef to put on a culinary show for the guests each day, while the extensive outside covered spaces provide plentiful scope for events on board. She can welcome 10 guests in 5 ensuite double cabins.

◆ CHARTER DESTINATIONS ◆

Croatia & Montenegro

A charter in Croatia offers something for everyone – those attracted to city life will delight in the ancient and picturesque towns of Hvar, Korčula and Dubrovnik where vibrant culture abounds, while the tranquillity of unspoilt Vis Island, the famous Blue Cave of Bisevo and the beautiful coves of Lastovo are guaranteed to enchant those looking for a restful break from reality.

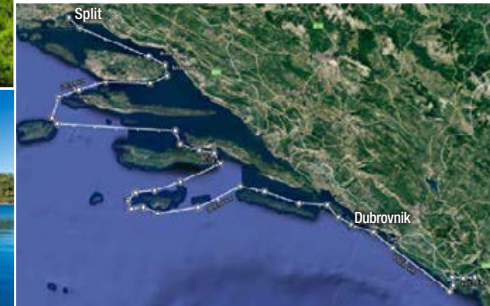
Suggested Itinerary

◆ Croatia – Montenegro

14 days, from Split to Dubrovnik

- Day 0: Kastela - Milna, island Brac
- Day 1: Komiza, island Vis
- Day 2: Vis town, island Vis
- Day 3: Hvar
- Day 4: Korčula
- Day 5: Lastovo
- Day 6: Polace bay, island Mljet (*National Park*)
- Day 7: Prozura, island Mljet
- Day 8: Sipanska Luka, island Sipan
- Day 9: Cavtat
- Day 10: Herceg Novi (*entering Montenegro*)
- Day 11: Kotor and Perast
- Day 12: Cavtat
- Day 13: Dubrovnik (*for disembarkation*)

Photo © Samrodac - Fotolia



Available Yachts

Maxi-Yacht 82 "AEGIR"

2010 - Length: 25.10 m - Guest/Crew: 7/3

AEGIR, the 82 feet Maxi-Yacht built by Carbon Ocean, is a comfortable and luxurious cruiser capable of transforming into a weapon on the race track.

She is a state of the art success in her category, having achieved both of her goals in the Caribbean and the Mediterranean, and having twice won the Rolex Maxi Yacht Cup in her class (2012 and 2013).

Aluminium ketch
"ENTHALPIA"

1992/2015 - Length: 21.60 m - Guest/

Crew: 8/3

She was built in 1992 by the Garcia Shipyards and designed by Philippe Harlé, whose reputation is long established in the world of sailing yachts.

ENTHALPIA is characterised by several points: her exceptional sailing qualities; an extremely agreeable and comfortable interior layout furnished with traditional varnished woodwork; and the sense of great comfort on board. She is a centerboarder, meaning she can take you to wonderful places unknown of and out of bounds to other yachts.

Greece: Ionian Islands & Cyclades

Greece's maritime culture is second to none, with a wide variety of stunning anchorages across the Ionian Islands and the Cyclades. Famous names such as Santorini and Mykonos are within easy reach, and you are guaranteed to discover your new favourite spot in a secluded bay or tiny typical fishing village.



Suggested Itinerary

♦ From Mykonos to Santorini - 7 days

Day 0: Embarkation in Mykonos, enjoy the town and one of the local anchorage

Day 1: Sail to Naoussa, North Bay of the Island of Paros

Day 2: Sail to the South of Anti-Paros

Day 3: Sail to the small Islands of Iraklia or Keros

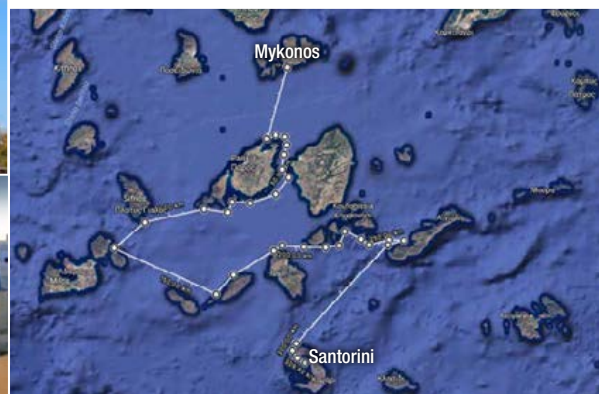
Day 4: Sail to Amorgos

Day 5: Sail to Ios

Day 6: Sail South to Santorini, have lunch in the middle of the cratere, anchor or dock to Finikia or Faros to watch sunset from the town

Day 7: Enjoy the views sailing inside the volcano

Photo © sasac3p - Fotolia



Available Yachts

Maxi Catamaran "MAGIC CAT"

1996 - Length: 25.00 m - Guest/Crew: 8/4

Sailing catamaran MAGIC CAT isn't just any mass-produced yacht. MAGIC CAT's performances are well known by the experienced sailors. This catamaran was designed by Gilles Oliver and built by the Multiplast Shipyard, where the fastest racing catamarans on the planet, "ORANGE 2" and "GROUPAMA 3", were also constructed! MAGIC CAT will captivate sailing enthusiasts, who will be charmed and surprised by the sensations at the helm. The design and refined style of MAGIC CAT will delight you; her comfort, stability and safety will guarantee you will feel at ease on board.



Photos Eric Pinel



SW 78 "SOUTHERN STAR"

2004 - Length: 23.95m - Guest/Crew: 10/3

Southern Star displays slippery hull lines, a fin and bulb keel, a high aspect ratio and balanced rudder.

She is an exceedingly well rounded yacht, which demonstrates high performance cruising but uses simple sailing systems, free from unnecessary technology. She is the ideal cruiser-racer. Perfect for both relaxing blue water cruises and for competitive racing. (SOUTHERN STAR came fifth place in the Barcelona Race 2005 and first place in the Boat International Superyacht Race in 2008).

Photo © BLUEHARD

◆ BGYB CENTRAL AGENCY FLEET ◆

**Classic Motor Yacht "DEIANEIRA"**

1951 - Length: 38.90 m - Guest/Crew: 11/9 - DEIANEIRA is a magnificent Classic Motor Yacht, built in 1951 by Vosper Thornycroft and fully refit in 2015.

Fully equipped for a large family willing to cruise around the South Of France or in Italy on a romantic trip, she offers the comfort of a modern Yacht, with the charms of an Old Timer!

**175ft Motor Yacht "SANSSOUCI STAR"**

1982 - Length: 53.50 m - Guest/Crew: 12/8 - Best Value Yacht for its size - The SANSSOUCI STAR motor yacht is one of the few remaining classic/traditional super yachts available at very accessible rates. This elegant and classic Motor Yacht is a perfect base for both relaxation and activities whether it is in port or at sea.

**Maxi Dolphin FC100 "NOMAD IV"**

2013 - Length: 30.48 m - Guest/Crew: 12/4 - NOMAD IV is a sailing yacht with cutting-edge characteristics that set her apart from other 100 footers today. She is probably the fastest 100' performance cruiser in the world, as well as being a very comfortable yacht for luxury family charter.

**SW 94 "WINDFALL" 2013** - Length: 28.64 m - Guest/Crew: 8-12/4

She combines luxury and comfort with cutting edge technology and performance in a way that has rarely been seen before. Performance is clearly at the heart of this yacht but she has an equally impressive cruising comfort.

**ICE 62 "CANTELOUP VIII" 2014** - Length: 18.82 m - Guest/Crew: 6/2

She is the ideal yacht for those in search of a true sailing experience, whatever the conditions, without compromising the comfort of a luxury cruise. She will give you the desire to cruise fast and far, or relaxing in a small, isolated bay, thanks to its adjustable keel allowing access to shallow waters and tiny typical Mediterranean ports.

**Advanced 66 "ONE SHOT OF COWES"**

2010 - Length: 20.50 m - Guest/Crew: 6-3 - ONE SHOT is the perfect sailing yacht for an exhilarating sailing experience that guarantees high speeds even in light breezes. ONE SHOT offers breath-taking performance in the midst of impeccable luxury. She is sleek and modern with two decks, lower and main, which is partially covered.

**Lagoon 620 "MELARNIE" 2017** - Length: 18.90 m - Guest/Crew: 8/2

MELARNIE is a completely new Lagoon 620, set apart from her sister ships by her sleek light grey hull and matching dark grey and graphite theme. She has a large bimini to provide shade and plenty of sunlounger cushions.

**Nacira 67 "SHAMLOR" 2012** - Length: 22.40 m - Guest/Crew: 6-12/4

Luxury cruising and racing on an open 60 naval architecture concept. SHAMLOR stands out for her superior performance, which necessitates extremely high quality construction standards. We could compare the concept to a luxury fast car.



Carbon Ocean 82 “AEGIR”

After a successful racing charter season in 2016, AEGIR will show once again all of her potential on the racing circuit, starting with the Palma Vela Regatta in May, and going for the Rolex Maxi Yacht Cup, Voiles de St Tropez and the Middle Sea Race!

Twice winner of the Maxi Cup in Porto Cervo in 2012 and 2013, and with a 2nd place in 2016, AEGIR and her race crew are only aiming at a third win... To be continued !

Photo © Carlo Borlenghi



Photo © Carlo Borlenghi

100ft Super Maxi “LEOPARD 3”

Winner of the Maxi Yacht Cup and the Voiles de St Tropez in 2016, the mighty LEOPARD 3 will be available for racing charters for this years's events again and the Rolex Middle Sea Race!

She also have a long history of sailing records: Transatlantic New York to Lizard in 2008, Cape Town to Rio Race in 2009, Round the Islnd Race in 2013, Transatlantic Superyacht & Maxi Regatta in 2012!

Last chance to experience her astonishing performances, as she is coming on the sale market now!



Photo © Carlo Borlenghi

SW 78 “SOUTHERN STAR”

SOUTHERN STAR, the Southern Wind 78 designed by Reichel-Pugh, will be available for the Voiles de St Tropez, the ARC or RORC Transatlantic Race, and in the Caribbean racing circuit, for the RORC 600, the Heineken Regatta or the famous Voiles de St Barth!

Winner of the Maxi Yacht Cup and the Voiles de St Tropez in 2016, the mighty LEOPARD 3 will be available for racing charters for this years's event again and the Rolex Middle Sea Race! Last chance to experience her astonishing performances, as she is coming on the sale market now !

◆ CHARTER INDEX ◆

Charter Motor Yacht Index

Spring 2017 Charter Rates (MYBA terms)



Name: CHRISTINA O Length: 99.10 m
 Guest/Crew: 34/38 Area: West Mediterranean
 Rate (high/low): 560,000 €/week



O'MEGA 82.50 m
 30/30 East/West Mediterranean
 550,000 €/week



TITANIA 73.00 m
 12/20 East/West Mediterranean
 600,000/490,000 €/week



SHERAKHAN 69.65 m
 26-28/19 East/West Mediterranean
 425,000 USD/week



DIAMOND A 57.28 m
 12/15 Please Enquire
 300,000/270,000 €/week



SEAGULL II 54.00 m
 12/9 East Mediterranean
 85,000 €/week



SANSSOUCI STAR 53.50 m
 12/8 West Mediterranean
 90,000/70,000 €/week



HALAS 50.00 m
 12/9 Turkey
 122,500/108,500 €/week



AQUAVITA 49.99 m
 12/12 Central America, California, Caribbean
 295,000/260,000 USD/week



AMARULA SUN 49.99 m
 12/9 Bahamas, Florida and Caribbean
 230,000 USD/week



BROADWATER 49.68 m
 12/12 East/West Mediterranean
 280,000/260,000 USD/week



HIGHLANDER 49.45 m
 12/11 East/West Mediterranean
 195,000/150,000 USD/week



COCKTAILS 47.85 m
 11/9 Caribbean, Bahamas, Florida, New England
 185,000/150,000 USD/week



RHINO 46.94 m
 10/10 West Mediterranean
 150,000/140,000 USD/week



EXCELLENCE 45.72 m
 10/9 Winter: Bahamas, Florida
 145,000 USD/week

Charter Motor Yacht Index (contined)

Spring 2017 Charter Rates (MYBA terms)



TATIANA 44.88 m
12/9 West & East Mediterranean
165,000/150,000 €/week



COSTA MAGNA 44.50 m
10/9 West Mediterranean
96,000/90,000 €/week



DIANE 43.00 m
10/8 West Mediterranean
154,000/133,000 €/week



BINA 43.20 m
12/9 West Mediterranean
175,000/150,000 USD/week



DE LISLE III 42.00 m
9/7 Australia, Fiji
125,000 USD/week



OCEAN SAPPHIRE 41.00 m
12/7 West & East Mediterranean
130,000/115,000 €/week



DHAAINKAN'BAA 40.00 m
14/20 Maldives
115,000/105,000 USD/week



W 39.62 m
10/7 Bahamas
140,000/125,000 USD/week



SWEET ESCAPE 39.62 m
12/7 Bahamas/New England
95,000 USD/week



DEIANEIRA 38.90 m
11/9 West Mediterranean
85,000/75,000 €/week



AZALEA 38.70 m
18/13 Maldives
55,500 USD/week



MAYAMA 37.00 m
10/6 West Mediterranean - Riviera/Corsica/Sardinia
99,000/85,000 €/week



LADY EMMA 34.10 m
8/4 West Mediterranean
78,000/72,000 €/week



SEA SHELL 33.70 m
10/7 West Mediterranean
110,000/100,000 €/week



ANTISAN 33.00 m
11/6 West Mediterranean
49,000 €/week

Charter Sailing Yacht Index

Spring 2017 Charter Rates (MYBA terms)



Name: DRUMBEAT Length: 53.00 m
 Guest/Crew: 11/10 Area: Caribbean
 Rate (high/low): 175,000 €/week



DWINGER 48.50 m
 11/7 Balearics 75,000 €/week



ANTARA 46.00 m
 10/8 Mediterranean and the Caribbean
 125,000 USD/week



TWILIGHT 38.10 m
 8/6 Mediterranean and the Caribbean
 80,000/70,000 USD/week



BLISS 37.00 m
 10/5 South East Asia
 95,000/89,000 USD/week



WHISPER 35.36 m
 6/5 Wint.: Caribbean, Sum.: New England
 75,000/54,900 USD/week



O7² - OCEANS SEVEN SQUARED 31.80 m
 8/4 Wint.: Caribbean, Sum.: South Pacific
 49,000 USD/week



FARFALLA 31.78 m
 8/5 West Mediterranean
 65,000 €/week



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



XNOI 30.65 m
 10/4 West Mediterranean
 65,000/55,000 €/week



NOMAD IV 30.48 m
 12/4 East/West Mediterranean
 59,000/54,000 €/week



DARK SHADOW 30.45 m
 6/5 West Mediterranean
 45,000/40,000 €/week



CAPE ARROW 30.20 m
 8/4 West Mediterranean
 52,000/47,000 €/week



WINDFALL 28.64 m
 8/4 Wint.: Caribbean, Sum.: West Mediterranean
 45,000/40,000 €/week



WHITEFIN 27.43 m
 8/4 West & East Mediterranean
 28,500/25,500 €/week

Charter Sailing Yacht Index (continued)

Spring 2017 Charter Rates (MYBA terms)



WALLY ONE 25.30 m
8/3 Wint.: Other destinations, Sum.: West Mediterranean
24,000/18,000 €/week



AEGIR 25.10 m
7/3 West Mediterranean
32,000/27,000 €/week



MAGIC CAT 25.00 m
8/4 West Mediterranean
35,000 €/week



ATAO 24.90 m
8/2 West Mediterranean
30,000 €/week



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



SOUTHERN STAR 23.95 m
6/3 West Mediterranean
25,000 €/week



ULTIM EMOTION 23.38 m
12/3 West Mediterranean
57,000/50,000 €/week



SHAMLORE 22.40 m
6/2 Wint.: Caribbean, Sum.: West Mediterranean
19,000/17,500 €/week



ENTHALPIA 21.60 m
8/3 East/West Mediterranean
17,500/15,000 €/week



ONE SHOT OF COWES 20.50 m
6/2 West Mediterranean
22,000/18,000 €/week



MELARNIE 18.90 m
8/2 Caribbean/West Mediterranean
24,000/22,000 €/week



CANTELOUP VIII 18.82 m
6/2 West Mediterranean
21,000/19,000 €/week



SUENO 18.82 m
6/2 West Mediterranean
20,000/18,000 €/week



NO LIMIT 18.46 m
6-8/2 Wint.: Caribbean, Sum.: West Mediterranean
17,500/15,000 €/week



CURANTA CRIDHE 15.30 m
6/2 Canary islands/West Mediterranean
16,000/12,000 €/week

◆ UPCOMING EVENTS ◆

★ **MYBA Barcelona Charter Show 2017**
24th to 27th April 201

Barcelona will host the MYBA Charter Show for the next three consecutive years, 2017 will be the 29th Edition. In a long and colorful history this 'trade only' Show has been consistent in attracting a high number of the world's leading professional charter yacht brokers.

They come to appraise the yachts and meet captains and crew in readiness for the forthcoming season.

From the 24th to the 27th April 2017, OneOcean Port Vell, Barcelona will host the 29th edition of the MYBA Charter Show. This is one of the most important international exhibitions dedicated to Charter professionals and Superyachts. In keeping with the tradition of the Show, a lively social programme will ensure everyone makes the best use of the potential for networking.



Photo © Seragaser - Fotolia

★ **Palma Yacht Show 2017**
28th April – 2nd May 2017

The Palma Superyacht Show, conducted in partnership with MYBA The Worldwide Yachting Association, showcases a rich variety of sailing and motor yachts that are over 24 metres in length and has firmly established itself as the season opener in the Mediterranean. Two distinct features that set this Show apart are (i) all the yachts on display are available for sale and/or charter and (ii) the ratio between motor and sail is carefully balanced. When combined with the relaxed atmosphere that is characteristic of Palma and the excellent networking opportunities, the result is an event not to be missed.

The 2017 Palma Superyacht Show, which will be held from the 28th of April to the 2nd of May, is unsurprisingly already gathering momentum. Apart from being a vibrant yachting destination, Palma is also fast becoming a hub for all services related to superyachts. From custom refits and repairs to sailmakers and surveyors, Palma seems to be bringing together the very best that the industry has to offer and it is only natural that it hosts a show of yachting excellence.

This year BGYB will exhibit the Wally 83 "WALLY ONE" and the Trehard aluminium sloop "OCEAN SEVEN²".



WALLY ONE is the original Wally Yacht and revolutionized the Superyacht world.



Photo © G. Westphal Yachtphotography

OCEAN'S SEVEN 2 was destined from the beginning to be a top-notch performer on the water and in the charter market.

★ **BGYB Charter Open Day Sail 2017 - Antibes**

This year, on 12th May, we are hosting the third BGYB Charter Open Day, in Antibes. The opportunity allows charter brokers to meet the crews onboard and to discover a selection of the luxury yachts that we manage.

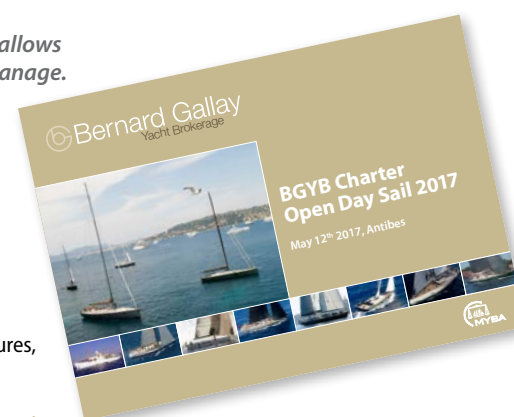
12th May, Antibes, 10:00-16:00

- ◆ 10:00-11:00 Guests welcomed at the "Buvette" of Port Gallice or another precise meeting point in Antibes. All the tenders will take the guests out to the yachts at anchorage.
- ◆ 11:00-14:00 Guests will enjoy an aperitif and light buffet lunch style on board. There will then be the opportunity to visit the yachts using the tenders. The crew will serve some tapas-style food, this way we will avoid having a "sit down" lunch. This will help keep visitors moving around between all the yachts.
- ◆ 14:00-16:00 Weather permitting, we invite all the guests for a sail on one of the yachts and around the Cap d'Antibes as a fleet.
- ◆ 16:00 By 4pm the sail will end and all will disembark at the port. Visitors disembark with their brochures, USB keys and with their eyes brimming with the awesome memories, ready to sell some charters!

We currently have 8 of our spectacular yachts taking part in the Open Day.

This will be a fantastic opportunity for charter brokers to get to know some of the most sought after yachts on the charter market, and to meet the BGYB team as well.

The yachts: DEIANEIRA ◆ WALLY ONE ◆ CANTELOUP ◆ DARK SHADOW ◆ ENTHALPIA ◆ SHAMLOR
ONE SHOT OF COWES ◆ GENIE (tbc)



► 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
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- Yacht broker with BGYB for 18 years



Lisa SPILLER - Charter Manager
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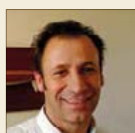
- Charter Manager for 9 years with BGYB
- MYBA Individual member since 2011



Paris

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

- Project Manager for a number of years



La Ciotat

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

- Yacht broker with BGYB for 5 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 Posséidon 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 9 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 16 years (MCA Master 3000 GT Unlimited) and at sea since 1991 - 20 years experience in East Med and Turkish yachting market, charter

► PALMA DE MALLORCA



Jean-Yves CANDLOT - +34 619 05 64 19
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- BGYB representative in Palma for 8 years
- With over 26 years of sail and motor yacht navigation experience



Morgane CANDLOT - +34 619 05 64 19
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- Studied International Management for 4 years
- Yacht Agent since 2015



Nicolas MARCHAND - Sales Manager - +33 (0)6 83 47 01 96
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- Yacht broker with BGYB for 10 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



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



Katie Ward - Charter assistant
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- Charter Assistant for Head Office, Montpellier



Antibes

Youri LOOF - Yacht Broker
+33 (0)6 88 96 11 50 - youri.loof@bernard-gallay.com

- Yacht Captain for 10 years on Swan, Royal Huisman & Alloy Yachts
- BGYB Sales & Charter Broker since 2014

► HONG-KONG



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

- BGYB representative in Hong-Kong for 6 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
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- Multi and monohull racer
- Sailmaker and rigger since 1991
- Owns Turbulence Ltd in Grenada, Caribbean.

► USA - California



Sylvain BARIELLE - +1 510 872 6894
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- Sails maker in San Francisco
- He has participated in several America's Cup Events

► ITALY



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► SWITZERLAND



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- Long time experienced broker

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