

Episode 8

Spring 2011



Moon Beam of Fife, p.8

Summary

- ◆ Editorial 2
- ◆ Special announcement ... 3
- ◆ Brokerage News 4
- ◆ Brokerage Index 9
- ◆ Racing 12
- ◆ Racing Index 15
- ◆ Race Calendar 2011 16
- ◆ Charter 17
- ◆ Charter Guide 18
- ◆ Package Charter 19
- ◆ Racing Charter 22
- ◆ Charter Index 23
- ◆ Yacht Management 27
- ◆ Event – AYS 2011 27
- ◆ BGYB Contact 28



Como, p.6

Simply click on yacht name to get full specification

Start of the Middle Sea Race 2010, Valletta, Malta.



CHARTER



RACING



BROKERAGE



Bernard Gallay

Yacht Market Overview

All those involved in yachting either as sellers, buyers, shipyards, captains or other individuals are all in agreement when saying that 2009 was a difficult year where everyone suffered from the loss of activity in the market. Without doubt 2010 has been far more successful than 2009 where the yacht market somewhat stagnated.

For us here at BGYB the number of yachts sold last year has significantly increased compared to 2009. The second half of 2010 has been very frenetic for us. Last year we were involved in a total of 18 sales and the coming spring months look very promising for the market. Further positives can be taken from the signing of a number of fantastic yachts as Central Agents from late 2010 to early 2011. One of the most recent additions is MOONBEAM OF FIFE III built in 1903 which has been one of the most successful classic yachts in the world as well as four other 20 metre plus quality boats, demonstrating an encouraging enthusiasm for the BGYB brand and marketing effort. The signs for the rest of the year look promising but heavily dependent as always on matching the interest of both sellers and buyers.

For us, the charter side of business saw increased activity in 2010. Further additions to our charter central listings means that we can now offer an even greater choice to our clients, a promising step forward in this changing market. From a charterer's point of view such a wide range of choice in terms of boats and destination possibilities has never been seen before thanks to the increase in boats coming onto the charter market. We are however now seeing clients booking earlier and Russian clients seem to be re-entering the charter market and as a whole, summer 2011 looks even more promising than 2010.

In the last six months we have created BG Yacht Management, a significant step forward, enabling us to continuously improve and develop our management service and activity.

The quality of boats is not lacking and with a buoyant spring and summer season, 2011 could turn out to be a very exciting one for us here at BGYB.

◆ SPECIAL ANNOUNCEMENT ◆

Susanna JOKKALA on board S/Y MAGIC CAT

2010 Winner of the Antigua Charter Yacht Show Meeting Chef Competition, Traditional Category 110ft and under.

The whole BGYB Team is congratulating Susanna Jokkala, winner of the Chef Competition in the Traditional Category 110ft and under, in Antigua !

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

The 11th Annual Charter Chefs Competition was a close battle between extremely talented chefs in three categories of 10 yachts. The test was to produce small plates of local sustainable cuisine in a taster menu format.



The Cordon Bleu trained chef Suzu's culinary wizardry in the galley and her expert knowledge of drinks will leave you wondering where she gathered her skills. The answer is: a little bit from everywhere! Suzu originates from the exotic Finnish Lapland, but her work and travels have taken her to many places, including England, France, the Middle East, the Persian Gulf, the Mediterranean, the Caribbean and the Pacific. Suzu has absorbed influences into her cuisine from all of these places and beyond. Whatever your taste is, Suzu can surely tickle it! Suzu's professional aptitude combined with her cheerful and entertaining personality will leave you with lasting memories of your cruise, and sometimes even with some recipes and cooking advice!

MAGIC CAT

Type: **Fast cruising catamaran**
Length: **25 m**
Guests: **8 - Crew: 4**

MAGIC CAT is available for charter for the 2011 summer season in Mediterranean waters.

Current bookings:

- | | |
|------------------------|-------------------------------------|
| 1-15 May | Option Taken:
Corsica to Corsica |
| 29 May - 5 June | Option Taken:
Corsica to Corsica |
| 23-28 June | Option Taken |
| 8-28 August | Booked: Turkey or Greece |

See page 21





“LADY THALIMA” 2001. LADY THALIMA is the second of four yachts built on the Farr-Nauta 93'/95' project. She combines the famous hull lines and the powerful sail plan of Farr Yachts Design, with the concept and the Italian style of Nauta Yacht Design and the handcraftsmanship of Southern Wind Shipyard. She is fast and easy to sail with the minimum of crew, intuitively an ideal yacht for blue water enjoyment.



“KALIKOBASS” 1998. In 2004 this 104' Trehard was bought by the previous owner and named KALIKOBASS II in honour of the fastest bass in the world. And KALIKOBASS II is fast. Designed and built for an experienced yachtsman and supervised by an excellent, professional crew, KALIKOBASS II was destined from the beginning to be a top-notch performer on the water and in the charter market. She is now renamed OCEAN'S SEVEN 2.



72ft Mini Maxi "ALFA ROMEO 3"

2008/2009. Winner of Giraglia Rolex Cup in 2010 and Copa Del Rey and Mini Maxi Event at the Maxi Yacht Rolex Cup in 2009. A brand new top gun machine with all the latest technology and design.



"GRAND CRU"

2001. CNB 64 - Builder: CNB - Length:19.51 m



Standfast 68ft "BILLY BAKER"

1993. Builder: Standfast Yachts, naval architect: Ed Dubois



90ft "BORA BORA"

2003. Turkish Gullet



50ft "BAKEA"

2005. Alliage 50, 15.25 m



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. Boasting an upper saloon giving 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 design of the European yards, and the level of engineering is second to none.



"AGNETA"

1950. 80ft - AGNETA entered into the history of yachting with her first illustrious owner, a keen yachtsman who enjoyed more than 25 years of cruising and racing on this elegant and streamlined yawl. She boasts unmistakable port-wine coloured sails and a superb vanished hull. Thanks to her designer Knut Reimer, she is still second to none in every way, from an aesthetic point of view but also when it comes to her performance in the Classic regatta racing circuit.



"DHARMA"

2005. S/Y Dharma is a 29m sail yacht build in 2005 by Southern Wind Shipyard. She is a Farr-Nauta 95 series yacht designed by Farr Yacht Design. She is extremely elegant, seaworthy and comfortable. She accommodates 8 guests in 4 double cabins with separate crew area and 2 cabins and with a proper deck house. She has been around the world with her owner and the same captain since launched.



80ft Power Catamaran "SONG SAIGON"

2008. An exceptional ocean passage aluminium motor catamaran. Designed by Joubert Nivelte, she has a 3.300 NM range and accommodates up to 9 guests plus 2 crew in 5 cabins. The space on her main and upper decks is just huge.

Displayed at the AYS - Antibes Yacht Show



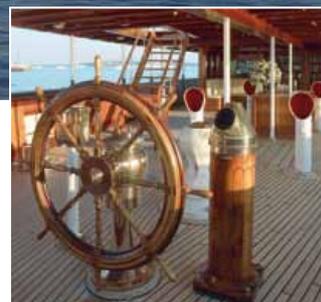
258ft Steam Ship "SS DELPHINE"

DELPHINE is an exceptional ship built in 1921 and totally rebuilt between 1997 and 2003 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 until 1997.

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 interior for up to 26 guests.



Baltic 78 Custom "LUPA OF LONDON"

2000. Built to combine the ultimate in luxury and performance: LUPA OF LONDON offers all the comforts for cruising in a high tech package, built for speed. She has a canting keel to improve sailing stability. She is the ideal boat to combine enjoyable cruising and exciting racing events.

100ft Aluminium Sloop "SUSANNE AF STOCKHOLM"

1990. Gilles Vaton designed. Totally reconditioned in 2008 into a modern, comfortable, seaworthy and well performing sailing yacht with a brand new stylish interior.

She has a terrific potential for private cruising and/or for charter.





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.

◆ NEW CONSTRUCTION ◆

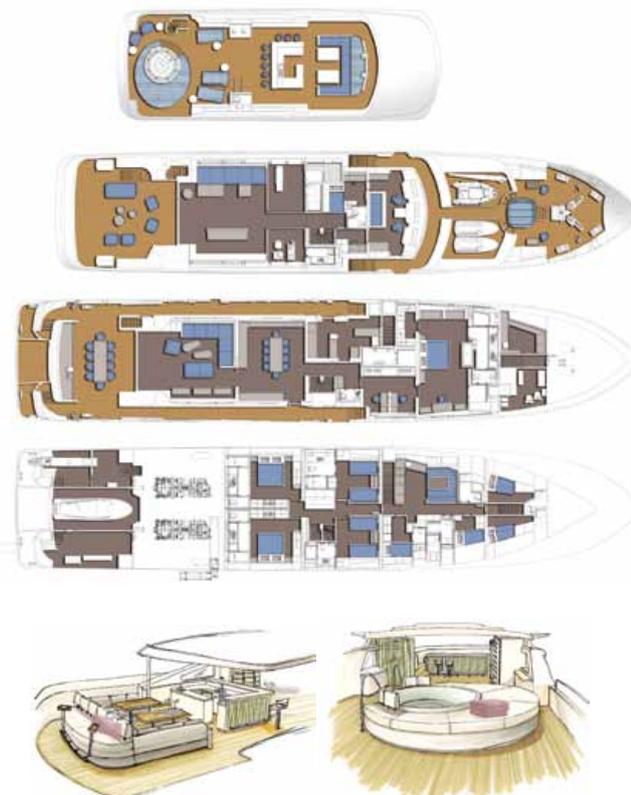


148ft Horizon Explorer “EP 148”

Designed as a long range cruising yacht, the innovative EP 148 has a steel hull and composite superstructure that compliment each other in both design and functionality. With whisper quiet operation and the most advanced technologies incorporated into the build, the long range explorer EP 148 offers you the most compelling reason to take your vacation home with you.

Flexibility in design is taken to an all new level with the EP 148. Built on a 29 foot beam, customers are free to explore their own imaginations in designing their “no compromise” yacht for all seasons. The beam also allows for an on deck master with panoramic views of the surroundings and four en suite guest staterooms, plus accommodations for up to ten crew to service your needs, indulge your every desire with a hidden tender garage, jet skis, pool for ten and plenty of space left to be creative.

Specification	
L.O.A	148' 45.00 m
Beam	29' 8.85 m
Draft	8'-6" 2.60 m
Displacement	385 t
Engines	2 x MTU 12V4000M60, 1.800hp@1800rpm
Fuel	60,000 L
Fresh Water	10,000 L
B/G Water	4,000 / 6,000 L
Generator	2 x CAT 150 Kw



◆ BROKERAGE INDEX ◆

Motor Yacht Index



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



EP 148 Displacement Motor Yacht
45.00 m 2011 10 guests
19,100,000 €



COMO Alloy Yachts 134ft
41.14 m 2007 10 guests
13,950,000 €



AMNESIA Veb J Warnke, Germany
33.53 m 1990/1999 6 guests
3,200,000 US\$



ATTILA V Displacement Motor Yacht
29.55 m 1989 10 guests
790,000 € 480,000 €



BJORG II Guy Couach 2800 LR
28.00 m 2002 8 guests
3,150,000 € 1,995,000 €



YIALOUSA Guy Couach 2800
28.00 m 2001 8 guests
2,000,000 € 1,400,000 €



SONG SAIGON Displacement Motor Yacht
24.00 m 2008 8 guests
Displayed at the AYS 2,200,000 € 1,780,000 €



CELESTIAL Navarcantieri P 21 S
22.60 m 1997 8 guests
750,000 € 490,000 €



BST San Lorenzo 72
21.70 m 1999 6 guests
990,000 €



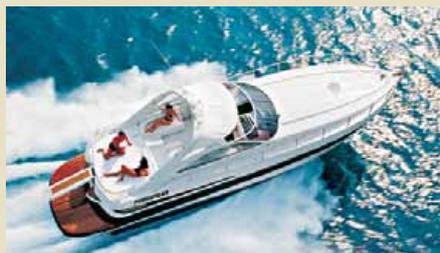
MATHIGO II Morgan 70
21.24 m 2007 7 guests
Displayed at the AYS 1,950,000 € 1,350,000 €



FIDJI III Guy Couach 1850
18.55 m 2000 4 guests
720,000 € 590,000 €



ALLEGIANCE Réplique C&N 1925
14.40 m 2004 6 guests
390,000 €



SUANE Pershing 45
14.20 m 1999 4 guests
330,000 € 220,000 €



LOCH LOMOND Classic Tender
9.98 m 2007 12 passengers
200,000 €

Sailing Yacht Index



PRINCIPE PERFEITO 3 mast Schooner
41.52 m 1943 200 guests
1,650,000 €



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



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



SUSANNE AF STOCKHOLM Aluminium sloop
30.16 m 1990/2008 8 guests
3,500,000 €



DHARMA Southern Wind Shipyard
29.00 m 2005 8 guests
3,900,000 €



ANTSIVA Centre board schooner, aluminium
28.00 m 2004 10 guests
1,450,000 €



GARANÇE Steel Ketch
28.00 m 1996-2008 10 guests
790,000€ 590,000 €



BOJAROS Steel Ketch
27.00 m 2000 10 guests
800,000€ 490,000 €



SUN TENAREZE Catamaran-JFA
25.75 m 2004 8 guests
3,500,000 €



FORTUNA Ex Maxi IOR
25.40 m 1989 8 guests
1,500,000 €



AGNETA Classic Yawl
25.03 m 1950 6 guests
1,700,000€ 1,200,000 €



LUPA OF LONDON Baltic 78 Custom
23.95 m 2000 8 guests
2,500,000€ 1,950,000 €



KANANA Centre Board Sloop
22.20 m 2002 8 guests
1,150,000 €



TEBA Pouvreau 72
21.60 m 1986 8 guests
650,000 €



SILANDRA Nauta 72
21.33 m 1991 8 guests
730,000 €



EQUINOX Selestra 64, aluminium
20.54 m 1996/2010 8 guests
490,000 €



KALAO Maxi Dolphin 65
20.01 m 2003 6 guests
~~1,300,000 €~~ 1,111,000 €



NAUSICAA Sloop aluminium 66ft
20.00 m 2006 10 guests
~~770,000 €~~ 480,000 €



EARLY PURPLE Nautor Swan 65
19.82 m 2002 6 guests
Displayed at the AYS 1,500,000 €



ALBE Sail / Gaff Cutter
19.20 m 2005 4 guests
490,000 €



MAKAYABELLA Sailing Yacht
18.90 m 1986 8 guests
250,000 £



EUPHONY Sydney 60 converted
18.20 m 1998/2005 4 guests
320,000 €



AEGIR Levrier 18
18.28 m 1995 8 guests
~~590,000 €~~ 420,000 €



OCEAN'S SEVEN Privilege 585, Catamaran
17.82 m 2004/2007 8 guests
836,000 €



SCARAMOUCHE Swan 57
17.37 m 1978 6 guests
225,000 €



MELINA I Ocean Passage Cruising Sloop
17.10 m 2004 6 guests
450,000 €



IMAGINE Brenta 55
17.10 m 2003 6/8 guests
550,000 €



SARANAÏA Saranaïa 50
15.00 m 2005 6 guests
260,000 €



LANSART 47 Lansart 47
14.76 m 2007 6 guests
370,000 €



PAPAYA Garcia 47, Passoa
14.60 m 1990 8 guests
185,000 €



60ft Imoca "CHEMINEES POUJOLAT I" 2000. Rebuilt in 2005. The best boat available on the market. Winner of the Velux race in 2006/2007 (all legs and overall) and of the Around Alone in 2002/2003 (all legs but one, and overall).



60ft Trimaran "HIQ" 1998. One of the fastest sailing boats in the world. In good conditions, the boat can sail faster than 40 knots – last year's record speed was 41,6 knots. The sail area is very large compared with the size of the boat, making the vessel quick and light on the rudder. An advanced craft to sail – the Formula 1 of sailing. The new trimaran HIQ has successfully sailed in competitions such as the ORMA, Jaques Vabre and Route du Rhum.



60ft Imoca "AKENA" 1998. One of the 2 best boats available on the market. She has completed the 2009 Vendee Globe, finishing 7th overall. High pedigree and remarkably well built having finished the last 3 editions of the race : 6th, 4th and 7th respectively.



60ft Imoca "BRIT AIR"

2007. IMOCA Open 60 - Fantastic model built by MULTIPLAST in France with a proven track record and great potential for the up and coming Vendée Globe.

2007 - 7th JACQUES VABRE Transat

2008 - 2nd ARTEMIS Transat

2009 - 2nd VENDEE GLOBE

2010 - SNSM registered record + 2nd Route du Rhum.



Photo © B. Stichbauf/Brirair



A40 RC "GERANIUM KILLER"

2008. Participator in the Tour de Course, Giraglia, Voiles de Saint-Tropez, Semac e.t.c.



60ft Trimaran "Sopra" 2002.



60ft IMOCA "ARTECH" 2002.



60ft IMOCA "GLOBE" 1992. Ex Bagages Superior



60ft Imoca "GREAT AMERICAN III" 1999.



60ft IMOCA "UUDS" 1994/2004.



Trimaran "NOKIA" 1988.



60ft "SOLUNE" 2003. 60ft open



Pogo 40 2006.

◆ RACING INDEX ◆

Racing Index



MED SPIRIT Super Maxi Yacht
29.70 m 2003
800,000 €



ALYE PARUSA Maxi Open monohull
27.00 m 2000
1,000,000 € 750,000 €



AKENA 60ft Open IMOCA
18.28 m 1998
490,000 € 390,000 €



BRIT AIR 60ft Open IMOCA
18.28 m 2007
1,700,000 €



CHEMINEES POUJOLAT I 60ft Open IMOCA
18.28 m 2000
450,000 € 350,000 €



CORRE CAMINO ex Margaret Anna 60ft Open Eco Class
18.28 m 1989
169,000 US\$



ENERGIE AUTOUR DU MONDE 60ft Open IMOCA/Eco Class
18.28 m 1996
200,000 €



HIQ 60ft ORMA Trimaran
18.28 m 1998
Major price reduction 600,000 €



LE CIGARE ROUGE 60ft Open Yawl
18.28 m 1991
140,000 €



EX ROXY 60 Open IMOCA
18.28 m 1989
Major price reduction 278,000 € 200,000 €



SAGA - EX FILA 60 Open IMOCA
18.28 m 1997
450,000 € 260,000 €



IMAGINE Brenta 55
17.10 m 2003
550,000 €



IAPUKA, EX BRANNEC 50 ft Open
15.24 m 1993
95,000 €



TOP 50 Open 50
15.24 m 1995
170,000 €



NEAR MISS GP 42
12.80 m 2008
500,000 € 250,000 €

Racing Index (continued)

		
JUMPA LAGI	TAM TAM	GERANIUM KILLER
Pogo 40	Pogo 40	A40 RC
12.18 m	12.18 m	11.98 m
2009	2008	2008
250,000 €	230,000 €	230,000 €

◆ BGYB RACE CALENDAR 2011

Club Swan Caribbean Rendez-Vous	BVI	March 14–19
Caribbean Superyacht Regatta	BVI	March 16–20
900-miles de St Tropez	Saint Tropez - France	March 19–27
Bucket Regattas 2011	Saint-Barths	March 24–27
International Rolex Regatta	Saint-Thomas, US Virgin Island	March 25–27
Les Voiles de St Barth	French West Indies Regatta	April 4–9
Antigua Sailing Week	Antigua W.I	April 24–29
Ladie's Cup	Saint Tropez	April 29 – May 01
Portofino Rolex Trophy	Portofino, Italy	May 13–15
Rolex Volcano Race	Capri, Italy	May 24–28
Rolex Capri Sailing Week	Capri, Italy	May 24–28
Samui Regatta	Thailand	May 30 – June 04
Porquerolles Classic Week-end	Porquerolles	June 10–13
Giraglia Rolex Cup	Saint-Tropez / Genoa	June 18–25
Superyacht Cup Palma	Palma de Mallorca - Spain	June 22–25
Transatlantic Race	Newport RI	June 26 – July 03
Rolex Baltic Week	Flensburg, Germany	June 28 – July 3
Rolex Ilhabela Sailing Week	Ilhabela, São Paulo, Brazil	July 3–9
Transpac 2011	Hawaii - Honolulu	July 4–22
Rolex Fastnet Race	Cowes/Plymouth, UK	August 14–21
Palermo - Monte Carlo Regatta	Sicily - Yacht Club de Monaco	August 18–23
Bucket Regattas 2011	Newport	August 25–28
Maxi Yacht Rolex Cup	Porto Cervo, Italy	September 2–10
Juri's Cup	Marseille	September 15–18
Les régates Royales de Cannes	Cannes	September 19–24
Global Ocean Race, leg 1	Palma - Cape Town	September 25
Les Voiles de Saint-Tropez	Saint-Tropez, France	Sept 27– Oct 2
Rolex Middle Sea Race	Valletta, Malta	October 22–28
Volvo Ocean Race, leg 1	Alicante - Cape Town	November 5
Global Ocean Race, leg 2	Cape Town - Wellington	November 27
Volvo Ocean Race, leg 2	Cape Town - Abu Dhabi	December 11
Rolex Sydney Hobart Race	Sydney - Australia	December 26

The BGYB race calendar highlights the main racing events held around the world this year.

For those wishing to participate in any of the races, BGYB can organise a racing charter to cater for your needs.

Do not hesitate to contact us for further information.



© Paul J Wyeth

Charter

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

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

BGYB assets:

- identifying and understanding exact requirements,
- providing numerous choices,
- suggesting cruising itineraries,
- delivering the experience,
- Corporate Event/ Team Building.

DESTINATIONS

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

East Mediterranean
 - Greece
 - Croatia
 - Venice
 - Turkey

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

Pacific Ocean
 - Polynesia
 - Galapagos Islands
 - New Zealand

Indian Ocean
 - Maldives
 - Seychelles

Other Destinations
 - Scandinavia
 - South East Asia
 - South America

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

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



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

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

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

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

Tempted ?



Moonbeam of Fife III

Step 1: Creating the perfect charter

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

Who is the charter for?

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

Where and when to go?

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

To sail or motor?

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

What activities to do?

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

On board preferences?

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



Solemates

Step 2: Planning your charter with your Charter Broker

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

Step 3: Finalising your charter

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

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

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

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



Grand Bleu Vintage

© Nicolas Claris

Mediterranean Charter: West to East



SANSSOUCI STAR

Type: **Motor yacht**
Length: **53.50 m**
Guests: **12** Crew: **8**
Rate: **65,000 €** per week
(MYBA Terms)



There are very few large yachts remaining today that echo the traditional grandeur of travel and offer such worldwide seagoing capability as that of the Sanssouci Star. Spacious enough to accommodate 12 passengers and yet able to make the journey intimate and enjoyable, the SANSSOUCI STAR provides a perfect balance for both relaxation and activities whether it is in Port or at Sea.



Split to Bodrum

Day 1 – The charter begins with embarkation aboard SANSSOUCI STAR on the shores of the east Mediterranean at the picturesque **Croatian city of Split**. Heading south from Split, the charter will follow the Croatian coast on an 8 hour cruise to **Dubrovnik**, the jewel of Croatia with its well preserved historical centre and its 13th century walls.

Day 2 – Continuing south through the **Adriatic Sea**, the Montenegrin town of **Kotor** awaits the charter, situated in the middle of the UNESCO World Heritage site with one of the best preserved medieval old towns in the Adriatic.

Day 3 – A day spent in the heart of this most picturesque and beautiful heritage site.

Day 4 – From **Montenegro** to **Greece**, after a 15 hour cruise, the journey continues onto the second largest island in the **Ionian Sea**, **Corfu**.

Day 5 – For the second day in Greek waters, the boat heads south easterly for a cruise around six and a half hours to the second Ionian island of **Levkas**, connected to mainland Greece by a giant causeway.

Day 6 – A short trip from **Levkas** to **Meganissi**, navigating the breathtakingly unspoilt coastline of Levkas, before arriving in Meganissi, a small island to the south east with its gin-clear waters and quaint fishing harbours.

Day 7 – At the mid way point of the charter, a cruise through the canal that slices mainland **Greece** in two, four kilometres in length takes the guests directly to the heart of the Greek capital.

Day 8 – From **Athens**, a short cruise of around two and a half hours will take the charter to the famous third largest municipality of Athens, **Piraeus**, the port city of classical Athens.

Day 9 – From the capital, the charter heads directly east to the relatively small island of **Kea**. With its picturesque coastline, the island never fails to disappoint.

Day 10 – After a five hour cruise from **Kea**, again heading directly eastwards, the island of **Syros** in the heart of the **Aegean Sea** awaits with its famous port town.

Day 11 – The Island hopping continues onto the predominantly granite **Mykonos**, only an hour and a half cruise away. With its sugar cube villages and cosmopolitan character, the island caters for almost all types of clients.

Day 12 – Guests have a choice to travel to either the historical islands of Patmos or Leros.

Day 13 – From either one of the islands, the charter continues further east towards Turkey, arriving in **Bodrum** after around a four hour cruise.

Day 14 – This international centre for yachting is an ideal location to finish a fantastic charter satisfying the needs of almost any client.



Southerly Bound Charter



WALLY B

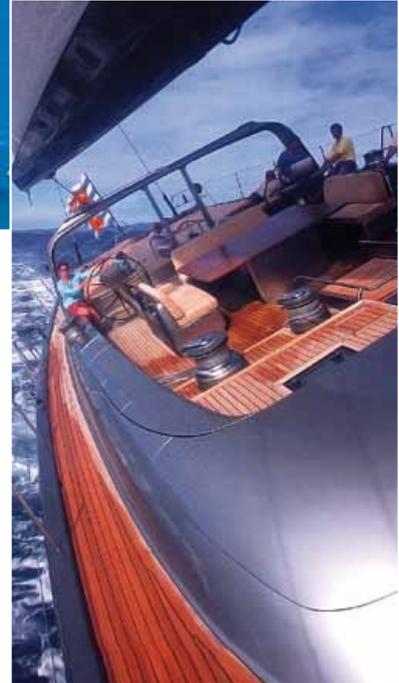
Type: **Fast cruising sloop**
 Naval architect: **L. Brenta & C./ Wally**
 Length: **32.72 m**
 Guests: **6**
 Crew: **5**
 Rate: **59,000/54,000 € per week**
 + all expenses



Designed by Luca Brenta & C, she combines the latest in hi-tech sailing innovations with an interior of unique and functional beauty with modern and natural materials.

She has clean, clear lines and manoeuvres like a small sailing dinghy whilst having all the features of a luxury sailing yacht.

The interior designers at Lazzarini Pickering Architects together with Luca Brenta & C have respected the beauty of the hull itself by leaving the black carbon fibre visible and keeping a minimalistic open plan. The mixture of the black carbon fibre, stainless steel, wood and Italian leather gives an exceptional modern and yet warm atmosphere.



Monaco to Palermo

Day 1 – The charter begins in Monaco at the heart of the European yachting community where guests have the opportunity to dine in this most famous of principalities before embarkation onto the wonderful WALLY B

Day 2 – Heading directly south towards Corsica where the charter visits Ajaccio, the islands capital on the west coast of the island, where guests have the opportunity to explore this modern harbour in a truly historic town.

Day 3 – From the west coast, the boat will head south following the coast all the way to the most southerly tip of the island where the town of Bonifacio awaits with its ancient caves and prehistoric sites.

Day 4 – From Bonifacio, the charter continues on its journey south towards the island of Maddalena, only a short cruise away. Guests can take full advantage of some of the most beautifully clear water the Mediterranean has to offer, experiencing any range of water based activity.

Day 5 – The charter then heads to the Sardinian seaside town of Porto Cervo, where the uspoilt and quaint town never fails to disappoint guests on the beautiful east coast of the island.

Day 6 – Only a short cruise away from Porto Cervo, the charter follows the coast southwards to Olbia, a livelier seaside town but with no less character and history than the rest of Sardinia where guests can take full advantage of these gin-clear waters.

Day 7 – After a long cruise to Palermo, guests can disembark in this most cultural of Sicilian towns. Famed for its varied architecture, history and gastronomy, Palermo is by no means a sad end to this fulfilling and varied Mediterranean charter.



Suggested accommodation for embarkation or disembarkation:

Situated at the foot of Mount Pellegrino, Villa Igiea Hilton Palermo, with its blossoming garden, overlooks the bay of the Sicilian capital.

The luxurious rooms and suites of Villa Igiea Hilton Palermo, all recently restored and offering spacious, comfortable bathrooms, are spread over 4 stories.

The beauty of the original furniture is perfectly united with the most modern comforts, perfect for leisure or business stays.

Explore Caribbean



MAGIC CAT

Type: **Fast cruising catamaran**

Builder: **Multiplast** (France)

Naval Architect: **Gilles Ollier**

Length: **25 m**

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

Charter area: **Caribbean
Mediterranean**

Charter Rate: **28,000 €** per week
plus expenses (MYBA Terms)



Magic Cat will be available for charter in Mediterranean early in May 2011. This is a fantastic new BGYB opportunity and not to be missed. Not only is she a superb yacht, but with her diligent new crew and fantastic new destinations it really is a fantastic offer.

A Unique Vessel: new Interior Design

MAGIC CAT is one of the fastest cruising yachts in the world and furthermore you can charter her in total comfort and perfect safety. Her interior has just been re-designed by Franck Darnet Design.

She is in immaculate condition after a major refit in 2009. She has been fantastically well maintained by his new crew.

A Friendly, Experienced and Professional Crew

We are happy as well to announce her new crew on board: Captain Bruno Mabire and Chef Susanna "Suzu" Jokkala (Cordon Bleu Qualified). Here are a few examples of charter broker comments: "friendly smiles and warm welcome on board"; "professionalism and vast yachting experience", "an excellent team, who will provide you everything that you could wish for".



Explore Caribbean

From the Bahamas in the north to St Vincent and the Grenadines in the South, there are hundreds of islands in the Caribbean that can accommodate for all range of demands, satisfying those who want water sports and activity based excursions to those wanting to take time to explore the islands. Experiencing unrivalled cuisine, originating from years of practice by welcoming locals to exploring an abundance of dive sites and fishing areas, the region offers one of the most rounded and fulfilling packages in the world."



St-Barths Bucket Regatta: March 24-27, 2011 - On board SY HIGHLAND BREEZE



HIGHLAND BREEZE

Type: **Nautor's Swan**
 Builder: **Nautor**
 Length: **34.34 m**
 Guests: **8**
 Crew: **5**
 Rate: **52,000 - 46,000 €**
 per week + all expenses

Nautor's Swan yachts are considered the ultimate ocean-going, performance, luxury sailing yacht of unrivalled build quality.

In total, HIGHLAND BREEZE sleeps up to 8 guests in 3 spacious cabins. Her master cabin is located aft and has a queen size bed as well as a lounge area complete with writing desk. The second and third cabins have twin beds each with a pullman berth, while all cabins enjoy their own private ensuite facilities, DVD player and radio system.



Saint-Barths Bucket Regatta

2010 was yet another watershed year for the St. Barths Bucket. With a record 39 yachts on the race course and 1200+ crew and participants, this circus set its tents at the St. Barths waterfront and with full hospitality from friends on the Island, let the party roll!! The 2010 Superyacht Safety Protocol, was tested and further refined with input from the fleet. The overall winner of the 2010 St. Barths Bucket was the J Class Sloop, RANGER.



Courtesy of Billy Black 1+401.683.5500 www.BillyBlack.com

New Opportunity: Rolex Fastnet Race on board the S/Y MED SPIRIT



© Fotolia

"MED SPIRIT", a 92 ft Super Maxi racing boat specially designed to win the most prestigious regattas in the World is now available for charter.

Built with no expense spared, she is one of the most well-built, modern and stylish boats of her kind in the world.

She can be chartered for corporate events, regattas and she is available for the **Rolex Fastnet Race** from the August 14th to 21th in Cowes/Plymouth (UK).

The Fastnet Race is a famous offshore yachting race. It is considered one of the classic offshore races. It takes place every two years over a course of 608 nautical miles (1,126 km).

The race starts off Cowes on the Isle of Wight in England, rounds the Fastnet Rock off the southwest coast of Ireland and then finishes at Plymouth in the South of England after passing south of the Isles of Scilly.

The Fastnet Race has been sponsored by Rolex since 2001.



MED SPIRIT (ex BOLS)

Zone: **West Mediterranean**
 Available for event charters
 Type: **Super Maxi Yacht**
 Length: **29.70 m**
 Guests: **12/16**
 Crew: **8**
 Rate: **42,000 €/week**
7,000 €/day



◆ CHARTER INDEX ◆

Charter Motor Yacht Index



Name: **TURAMA** Length: 117.35 m
Guest/Crew: 70/60 Area: West Mediterranean
Rate: 90,000 €/day



MOONLIGHT II (Ex Alysia) 85.30 m
36/32 West Medit/Indian Ocean
695,000 €/week



O'MEGA 82 m
30 West/East Mediterranean
450,000 €/week



SS DELPHINE 78.65 m
26-28/24-27 East Mediterranean
350,000 €/week



RM ELEGANT 72.48 m
30/31 Caribbean - West Mediterranean
455,000 €/week



HAIDA G 71.10 m
12/16 Other dest. - West Mediterranean
189,000 €/week



SHERAKAN 69.95 m
26-36/19 West Mediterranean - Caribbean
395,000 €/week



SOLEMATES 60.00 m
12/15 West Mediterranean - Caribbean
395,000 €/week



MOSAIQUE 50.01 m
12/12 West/East Mediterranean
200,000 €/week



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



HANSE EXPLORER 47.76 m
12/14 Other destinations
100,000 €/week



BLISS 44.17 m
10/9 West Mediterranean
160,000 €/week



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



MABRUK III 35.00 m
10/5-7 West Mediterranean
70,000 €/week



PARIS 35.00 m
12/6 East Mediterranean
90,000 €/week

Charter Motor Yacht Index (continued)



LADY EMMA 34.00m
8/4 West Mediterranean
79,000 €/week



Vvs1 34.00 m
12/6 Pacific Ocean
35,000 €/week



ANTISAN 33.00 m
11-40/5 West Mediterranean
63,000 €/week



LA FENICE 33.00 m
8/5 West Mediterranean
30,000 €/week



LEPANTE 33.00 m
10/4 West Mediterranean
35,000 €/week



NYMPHAEA 33.00 m
6/3 Other destinations
30,000 €/week



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



MARIA II OF LONDON 30.95 m
10/6 East Mediterranean
65,000 €/week



MAKARENA 30.00 m
10/5 Other destinations
48,000 €/week



TALILA 29.00 m
8-12/4 West Mediterranean
46,000 €/week



MABRUK II 27.00 m
8-12/4 West Mediterranean
34,800 €/week



ANTALEX 26.00 m
8/4 West Mediterranean
40,000 €/week



LAMPQUICK 26.00 m
9/4 West Mediterranean
35,000 €/week



SILAOs 25.10 m
7-12/2 West Mediterranean
39,500 €/week



JAMBO 24.00 m
8/2 Pacific Ocean
32,000 €/week

Charter Sailing Yacht Index



Name: PHOCEA Length: 78.15 m
Guest/Crew: 12/15 Area: Mediterranean-Caribbean
Rate: 160,000-180,000 €/week



ROSEHEARTY 56.00 m
12/9 West Mediterranean-Caribbean
147,000 €/week



DRUMBEAT 53.00 m
11/10 West Mediterranean
170,000 €/week



PERSEUS 49.80 m
12 Pacific Ocean
130,000 €/week



HYPERION 47.40 m
6/8 West Mediterranean
97,000 €/week



ANTARA 46.00 m
12/8 West Mediterranean
150,000 €/week



VAIMITI 39.20 m
10/5 East Mediterranean
52,500 €/week



AXIA 38.00 m
8/6 Other destinations
48,000 €/week



BLISS 37.00 m
10/4 Pacific Ocean
65,000 €/week



OFELIA 36.00 m
12/6 East Mediterranean
32,000 €/week



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



OCEAN'S SEVEN² (ex KALIKOBASS II) 31.70 m
8/4 West Mediterranean
50,000 €/week



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



Mrs SEVEN 30.20 m
8/5 West Mediterranean
52,000 €/week



MED SPRIT (ex BOLLS) 29.70 m
12-16/8 West Mediterranean
42,000 €/week

Charter Sailing Yacht Index (contined)



MOONBEAM IV 27.40 m
7/6 West Mediterranean
45,000 €/week



GRAND BLEU VINTAGE 29.00 m
8/4 West Mediterranean
45,000 €/week



SOLLEONE 27.40 m
8/4 West Mediterranean
42,000 €/week



ORIANDA 26.00 m
8-12/3 West Mediterranean
21,000 €/week



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



ATAO 24.90 m
6-10/3 West Mediterranean
30,000 €/week



MARIELLA 24.08 m
6-12/3 Caribbean
24,000 €/week



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



HYGIE 24.00 m
8 West Mediterranean
15,000 €/week



LUPA OF LONDON 23.95 m
6/3 West Mediterranean
27,000 €/week



SWALLOW & AMAZONE 23.70 m
8/2 Mediterranean-Caribbean
23,000-25,000 €/week



BUCANEER 23.00 m
10 West Mediterranean
12,000 €/week



EMOTION (ex SOPRA) 21.00 m
9/3 West Mediterranean
48,000 €/week



Catamaran WORLD'S END 19.67 m
10-12/3 West Mediterranean
25,000 €/week



Catamaran ELYSIUM 18.90 m
8/2 Mediterranean-Caribbean
20,000 -24,000 €/week

◆ YACHT MANAGEMENT ◆

Method & Anticipation

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

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

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

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

BGYB-Management objectives:

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



◆ EVENT – ANTIBES YACHT SHOW – APRIL 7–10, 2011

From 7th to the 10th April 2011, BGYB will be present at the Antibes Yacht Show.

The 5th Antibes Yacht Show heralds again this year the start of the yachting season in the Mediterranean.

The event will take place in the largest harbour in Europe, Antibes from April 7th–10th, 2011.

BGYB will present the following yachts: M/Y MATHIGO II, M/Y SONG SAIGON and the sailing yacht S/Y EARLY PURPLE.



**“SONG SAIGON”
80ft Power Catamaran**

2008. An exceptional ocean passage aluminium motor catamaran. Designed by Joubert Nivelte, she has a 3.300 NM range and accommodates up to 9 guests plus 2 crew in 5 cabins. The space on her main and upper decks is just huge.

- Length: 24 m,
- Range: 3 000 Nm with 20% reserve nm

“MATHIGO II” Morgan 70

2007. Kevlar composite built from the board of Tom Fexas, she is a true gentleman's yacht with a special classic touch inspired from the lobster boats in Maine. She is both fast and seaworthy, extremely comfortable and luxurious.

- Length: 21 m,
- Engine: 2 x 1 016 HP Caterpillar C18

**“EARLY PURPLE”
Nautor Swan 60**

2002. Designer German Frers
- Length: 19.82 m (65' – Extended transom)
- Sleeps: 5/6 guests + 2 crew
- Engine: YANMAR 150 hp

► 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 13 years



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

- Charter Manager for 4 years with BGYB

Paris



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

- Project Manager for a number of years



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

- Yacht broker with BGYB for 5 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



Alastair Horton - 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

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

► PALMA DE MALLORCA



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

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

► MOSCOW



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

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

► HONG-KONG



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

- 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

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