

BERNARD GALLAY

YACHT BROKERAGE

Newletters 01 - Winter 2007

MCAT 88 BRADLEY *New Partnership*



This year has been an interesting turning point for BERNARD GALLAY Yacht Brokerage - BGYB, in terms of business and sales development, with sales of 2 yachts over 45 m.

Recent events and developments at BGYB:

- May 2007: opening of our Moscow office, under the management of Oscar KONYUKHOV, famous navigator Fedor KONYUKHOV's soon, who raced the Vendée Globe in 2001, at the same time as Bernard Gallay.
- June 2007: sales of a 53-meter Ed Dubois-designed ketch,
- October 2007, sale of M/Y NO LO SE, 145-foot steel Motor Yacht built by the famous Abeking & Rasmussen shipyards.
- BGYB continues successful growth in two related fields – yacht management and charters.

Plans call for new offices in the near future:

- New Paris office for proximity to our French clientele,
- Offices in Monaco and Palma de Mallorca to be close to the yachts on the Côte d'Azur and the West Mediterranean as well as the busiest chartering areas.

With this newsletter, we will be staying in close touch, keeping you up to date on our developments and informing you of the very latest news and yacht market developments.



BROKERAGE

Catamaran "BRADLEY" for sale

Bradley is a motor catamaran for luxury cruising, a real floating apartment of 188m². She has extremely comfortable sleeping accommodation for 14, and a range of more than 1000 nautical miles, cruising at 10 knots. Her refined interior design matches perfectly with the light tones of ceruse oak for the wall partitions and with the warmth of exotic wenge wood for the floor area. Her very modern exterior design simply bursts out from the lacquer evening blue and silver grey tones of her paint work. Walking around on the teak deck is a joy. This little jewel of excellence, provided with immense lateral, tinted window bays is equally a technological wonder. She is equipped with two hydro jets, which allows her to be extremely manoeuvrable. Her wheelhouse is equipped with the most up to date software and navigation systems conferring maximum security and easy usage. Everything on board is calculated to give free vent to comfort and pleasure. Her forward quarterdeck is huge. Equipped with a double spa and a well-shaded lounge, optimal sun-soaking comforts and pleasures are assured; in the manner of her stern swimming quarterdeck, almost at sea level and her outside but well shaded lounge. Not forgetting the satellite communication equipment which allows continuous worldwide coverage and incorporating audio and video multimedia systems in each of the 5 double cabins and the main lounge. Finally, for those with a discerning pallet, a stainless steel, utility kitchen allows meals to be served worthy of the finest restaurants.

Bradley Advantages:

- Expansive layout: interior/exterior and second to none, top of the market equipment (equivalent to a 34-metre super yacht).
- Reducible engine power: combining moderate fuel consumption with very high level speed performance.
- With a length at water-line of 24m, she is extremely manoeuvrable and needs only a minimum crew.
- Shallow draught.

Principal assets:

- Aluminium Hull and deck ensuring structural strength and reliability
- Composite superstructure improving the way it handles during pitching and tossing.
- Huge owner's cabin with panoramic view and a private terrace
- Optimisation of hull design, remarkable power output, extraordinary stability and wave-riding capacity.



"NO LO SE" sold

Bernard Gallay Yacht Brokerage has recently completed the sale of the 145ft steel motor yacht Abeking&Rasmussen. This demonstrated again the BGYB's capability for selling very large yachts



Built in Germany by Abeking & Rasmussen in 1974, she is thoroughly classic in her design, but modern in construction and engineering: having undergone series of refits, almost all remains of the original yacht are the strong hull and the main engines. She is a true Gentleman's yacht with pedigree, maintained in immaculate turn key condition by the same Captain, Mr Jean-Yves Candlot since 2000. NO LO SE is ready to cruise anywhere in the world with her new owner. She has more than a transatlantic range capability.



"DRUMBEAT" SOLD

In June 2007, BGYB being the buyer's agent has sold Drumbeat, the magnificent 53 metre ketch, along with her Central Agent. Thanks to them for having given access to their central listing. An excellent performance yacht with a classic contemporary interior, DRUMBEAT was designed by Ed Dubois and built at Alloy Yachts in New Zealand.

This ketch has an outstanding specification, with performance at the very top end for a yacht of this class - up to 20 knots in favourable conditions. Drumbeat won the Rolex Trans-Atlantic Cup in 2005 and sails extremely well in light winds.

A refit in 2004 included repainting the hull, new sails and a redecorated interior featuring cherry-wood cabinets and panelling, subtle lighting, natural linen fabrics and carpets, oak furniture and abstract English art. With 2,400 square feet, an incredibly large space on one level, the interior is perfect for informal entertaining and sleeps ten guests in a full-beam master, two double and two twin staterooms.



MOTOR YACHTS INDEX



SCHNUPSI
Hatteras 105 ft
32,00 m
1991
6 Guests
1 875 000 €

co-CA



LADY ROXANNE
Benetti
30,00 m
1975
10 Guests
1 200 000 €



ATTILA V
Displacement Motor Yacht
29,55 m
1989
10 Guests
790 000 €

CA



LA SIRENA
Falcon 86
26,00 m
2001
9 Guests
1 900 000 €



BRADLEY
85 ft MY Catamaran
25,81 m
2007
10 Guests
10 000 000 €



CELESTIAL
Fast Motor Yacht
22,60 m
1997
8 Guests
950 000 €



SANTOF VII
Guy Couach 2200
21,85 m
2002
9 Guests
1 550 000 €

CA



CARPE DIEM
Guy Couach 2200
21,85 m
2003
8 Guests
1 650 000 €



BST
San Lorenzo 72
21,70 m
1999
8 Guests
1 540 000 €



GUSTI
Pegasus 21 Motor Yacht
21,00 m
1970
8 Guests
250 000 €



FELICITY II
Ferretti 58
18,50 m
1991/2003
8 Guests
450 000 €



CALOA
Ocean Yacht 56
17,97 m
1991
8 Guests
295 000 €



VOGUE III
Azimut 58
17,64 m
2000
6 Guests
670 000 €



HOOP
Classic Trawler
17,50 m
1907
4 Guests
495 000 €

CA



BIG BOYS II
GUY COUACH
17,00 m
1986
4 Guests
160 000 €



DAUPHIN
Guy Couach 160 Fly
16,00 m
1997
6 Guests
490 000 €



UNEXPECTED
Mochi Craft 16
16,00 m
1995
6 Guests
338 000 €



WHITE SPIRIT II
Azimut 50
15,25 m
2005
6 Guests
765 000 €



STAR
50 ft Bertram Convertible
15,24 m
1991
6 Guests
350 000 €



SUANE
Pershing 45
14,20 m
1999
4 Guests
325 000 €



MATHIGO
Apreamar 12 Confort
13,72 m
2003
4 Guests
390 000 €



AQUARAMA 44 ft
Riva
13,42 m
2005
4 Guests
820 000 €



36 ft BERTRAM MOPPIE
OPEN Sportfisherman
10,93 m
2005
2 Guests
335 000 €



CHARMENT
Apremare 10
9,60 m
2002
2 Guests
134 000 €

CA

SAILING YACHTS INDEX



WHITE HEATHER
Classic ketch
35,00 m
1952
8 Guests
1 860 000 €



ANTSIVA
Centre board schooner
28,00 m
2004
10 Guests
1 450 000 € HT

CA



BOJAROS
Steel Ketch
27,00 m
2000
10 Guests
650 000 €

CA



DYANA
Catamaran
22,86 m
1998
8 Guests
1 200 000 \$ HT

co-CA



BERNIC
Ketch
22,00 m
1978
9 Guests
890 000 €



KAVIRA
GULET KETCH
22,00 m
2003
6 Guests
420 000 € HT

CA



SAINT AUBERT 3
ketch
21,30 m
1985
8 Guests
450 000 € HT



BELAMICA
Wooden Ketch
20,50 m
1962
6 Guests
130 000 €

CA



NOMADE
Gulet
20,00 m
1993
6 Guests
330 000 €



JAMAYKA
MAIA 180
19,50 m
2001
8 Guests
1 080 000 € HT



AEGIR
Levrier 18
18,00 m
1995
8 Guests
590 000 €



FARTWO II
X 562
17,23 m
2001
6 Guests
880 000 €

 MARQUISE 56 Marquises 56 17,07 m 1999 8 Guests 490 000 € HT	 SAHONA IV Dufour 56 17,06 m 1994 6 Guests 220 000 €	 LACARABA Adams 52 16,00 m 1998 6 Guests 300 000 €	 MANGO Gib Sea Master 522 16,00 m 1998 8 Guests 155 000 € HT	 LERUAM Mikado 16,00 m 1980 6 Guests 143 000 €	 KAFILA Nauticat 52 15,70 m 1984 8 Guests 210 000 €
 BAKEA Alliage 50 15,25 m 2005 8 Guests 530 000 €	 IVAOU Centurion 49 14,92 m 1991 6 Guests 150 000 €	 PAPAGENO Centurion 48 14,90 m 1997 6 Guests 200 000 €	 LA RAILLEUSE Cotre bois moulé 14,50 m 2003 4 Guests 215 000 €	 SAGA SWAN 441 13,52 m 1979 4 Guests 165 000 € 110 000 €	

RACING

Transat Jacques Vabre



We have been following the Transat Jacques Vabre very closely and with keen interest. BGYB collaborator Nicolas Marchand was on board the "EDF Energies Nouvelles" along with David Augeix. After 25 days 04 hours 36 minutes and 58 seconds, they crossed the finish line 2 days and 15 hours behind the leader, at a theoretical average speed of 7.18 knots.

Mini Transat 6.5



Bernard Gallay is also an experienced sailor, with several legendary races to his credit – including participating twice in the Vendée Globe, once in the America's Cup and once in the Mini Transat 6.50. Loyal to his origins, he is the partner and owner of the SITTING BULL, skippered by Samuel Manuard. The SITTING BULL was at the start of the 16th edition of the Charente-Maritime/Bahia 2007 Transat 6.5 which set sail on Sunday 16 September 2007 from Fort Boyard. The results were impressive, for Sitting Bull finished 2nd during the first phase, and holds the Mini Transat 6.50 record with over 284 miles in 24 hours.

RACING INDEX

 ALFA ROMEO 2 Super Maxi 30,00 m 2005 3 900 000 €	 ALYE PARUSA Maxi Open monohull 27,00 m 2000 950 000 €	 SPARK Sloop 25,07 m 1989 600 000 €	 GRAND MISTRAL Maxi One Design Grand Mistral 24,50 m 1996 350 000 € HT	 B&Q / CASTORAMA 75 ft Trimaran 22,86 m 2003 1 500 000 € HT	 CLUB EXPLORER Catamaran 22,40 m 84/92 250 000 € HT
 ARTECH 60 60 Open IMOCA 18,28 m 2002 420 000 € HT	 Ex ROXY 60 Open IMOCA 18,28 m 1989 280 000 € HT	 GEANT Trimaran ORMA 18,28 m 2002 1 120 000 € HT	 GLOBE - Ex Bagages Sup. 60 Open Imoca 18,28 m 1992 260 000 € HT	 MAX HAVELAAR 60 Open IMOCA 18,28 m 1992 175 000 € HT	 OCEAN PLANET 60 Open IMOCA 18,28 m 2001 250 000 \$ HT
 SAGA - ex FILA 60 Open IMOCA 18,28 m 1997 450 000 € HT	 UUDS 60 Open IMOCA 18,28 m 1994-2000 350 000 € HT	 SOLUNE 60 Open 18,28 m 2003 500 000 € HT	 EUPHONY Sydney 60 converted 18,20 m 1998 /2005 325 000 £ HT	 ex CAIXA GALICIA B&C 52 15,50 m 2001 270 000 € HT	 DEFI VENDEEN 50 Open 15,24 m 2002 295 000 € HT
 ETOILE AUSTRALE 50 ft Open 15,24 m 1996 300 000 € HT	 SPIRIT OF RACE 50 ft Open 15,24 m 1999 135 000 €	 TREDICI 50 Open 15,24 m 2001 330 000 €	 YUGTRANZIT Grand Soleil 42 Racing 12,45 m 2005 180 000 €	 MISTER SWING A 40 11,90 m 2004 100 000 Ex VAT	

THRILLS in PATAGONIA

Reconnect you to Nature



The unique opportunity of exploring Patagonia by air, land and water.

Thanks to a first rate crew and a cutting edge air and water transport system, this program can deliver the thrill of fly-fishing, the majesty of whale-watching as well as bird-watching, nature photography, and a varied selection of soft outdoor adventures in unexplored surroundings of **incredible beauty**, in the southernmost corner of the world.

The *Atmosphere M/V* was designed and carefully built to be the perfect means to explore the unseen Chilean Patagonia. This small cruise ship, exclusive and intimate, is manned by 32 crew members and has a capacity limited to only 28 guests. It carries aboard a six-passenger Bell 407 helicopter to airlift explorers to otherwise unreachable spots, six jet-boats to conquer the most recondite rivers of the Chilean Patagonia, a top-of-the-line Zodiac Hurricane boat to scout the coastline and an array of specialized watercrafts such as portable zodiacs for helifishing operations, catarafts, kayaks and rafting rafts. This equipment is completed by 12 jet skiffs, and 36 Mackenzie boats, all of which have been flown in to strategic locations in Patagonian territory.

Two programs: Ultimate Fly-Fishing and Wildlife Adventures.

In the first one, skilled anglers from all over the world come to *M/V Atmosphere* to enjoy one of the best journeys of their life. Aboard our helicopter or jet-boats, they travel to spots carefully selected for their **beauty, isolation and wild nature**, where previously flown-in jet skiffs, Mackenzie drift boats and catarafts are ready and waiting to make the most of magnificent fishing sites.

The **Wildlife Adventures ecotourism program** presents the most stimulating outdoor activities with a **unique scientific approach**. Environmental experts guide the **whale and bird-watching excursions**, delivering a lot of information and interesting facts concerning the many species. These trips can be paired off with nature photography as well. This program is completed by a group of activities created for explorers interested in more vigorous appreciation of the **beauty of Chilean Patagonia**, seen from different and exciting viewpoints. The invitation is to experience the **breathtaking scenery, from unique perspectives**: the thrill of jet-boating or rafting, the peaceful charm of kayaking and trekking, the everlasting joy of horseback riding, and the awe inspiring adventure of **flying over Patagonia aboard a helicopter** for some **impressive panoramic views**.

This charter is an invitation to be open to a life changing journey,
an experience that will reconnect you to Nature and leave an indelible mark in your spirit.

YACHT MANAGEMENT New Activity

Since the company was founded in 1992, the pleasure craft industry has undergone enormous changes. The number and size of boats have increased, technical complexity has intensified, and legislation, standards and safety have all changed. Our clients need support and guidance from the legal, accounting and logistics standpoints, and 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 accomplishes the following objectives for its clients:

- Daily management of all issues and problems facing yacht owners
- Obtain the equipment, fittings, supplies and services that the ship requires under the very best conditions
- Maximise charter-related potential revenues
- Maximise owner pleasure during owner's use of the yacht
- Coordinate with the crew, within the budget framework, for the best maintenance possible for the boat so that the boat retains high resale value when resale is decided.
- Successful solutions to all issues at hand for captains and boats!

Antibes Yacht Show 2008 April 17-20



BGYB will be taking part in the Antibes Yacht Show - Salon Nautique d'Antibes – which takes place between 17 and 20 April 2008. After the highly successful first edition of the Antibes Yacht Show in April 2007, this second edition is the place to be for pre-season brokerage activity. Antibes provides the ideal opportunity for buyers to find their yacht for immediate use in summer 2008 on the Mediterranean.

The BGYB stand is beautifully located in the central area of the show, and will be presenting 3 superb yachts between 20 and 30 meters.

Please contact us for any further information.



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— SALE, CHARTER & MANAGEMENT —



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