

Episode 13



BAIA MARE, p. 4

Summary

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

Groupe Bel, p. 11



BROKERAGE



RACING



CHARTER

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Photo Richard Sprang

Bernard Gallay

2013 in review

In general, 2013 has thus far proved to be a tough year for the Brokerage market. However, with a great deal of hard work and effort, BGYB has produced an increased number of sales compared to that of 2012. A positive first eight months allows us to believe that the year will end well and that we will continue to achieve a healthy amount of sales during the final quarter of 2013.

Sales and transactions have never before required so much commitment and time but despite this, BGYB are forecasting an increase in the number of yacht sales and sales commission income, provided that the current trends continue until the end of the year. Recent sales include the 60ft SY KER, the Classic 85ft SY WISH, the 64ft Sloop GRAND CRU, the 100 ft luxury MY LADY KATANA II and the Volvo Ocean Race 70 GROUPAMA 4. As the BGYB brand develops, more yacht owners are entrusting BERNARD GALLAY Yacht Brokerage with the sale and charter of their yachts, this is exemplified by our Turkey branch which continues

to flourish year on year in terms of sales brokerage and charter. We are proud to announce the central agency signings of several boats including 60ft SY GROUPE BEL, 100ft MY SPREZZATURA, 60ft SY PARADOX and 84ft SY LADY SAIL.

Carefully following the market during the sales process and adapting the price to suit the trends is the secret to success in the brokerage market. It is for this reason that BGYB, in compliance with the owners, has significantly reduced the price of over 25 yachts since the turn of the year. These include the Morgan 70 MATHIGO, VOR 70 GROUPAMA 70, 78ft SY WHIMSY and the 84ft Fitzroy NEPTUNE. As long as the sellers continue to be reasonable about pricing and are not tempted to overvalue their yachts, we believe that the yacht market will remain stable in the near future and possibly progress into a more dynamic industry.

Our standout department this year, exemplifying the progress of BGYB, has to be our Charter department which

has doubled its fleet and now boasts yachts such as the 164ft Classic MY HALAS, SY Wally 100 DARK SHADOW, SY SW 94 RS WINDFALL, SY Swan 82 ALPINA and the 160ft SY Royal Huissman DWINGER. Equally impressive is the duplication of the number of charter bookings since last year and we are negotiating even more central agency signings as we speak.

We look forward to the superyacht regattas and boat shows over the coming months. BGYB will exhibit central agency listings such as ETANA, ATAO and WHIMSY at the Cannes and Monaco boat shows as well as representing yachts in the world renowned Voiles de Saint-Tropez and Rolex Middle Sea Race.

With a growing charter department and an ever-strengthening network, spanning from Russia to Turkey, BGYB continues to be a thriving firm amidst challenging times. Therefore, we look forward to tackling any obstacles that may arise in 2014 with confidence and a positive outlook.

◆ BROKERAGE NEWS ◆



VOR 70
"GROUPAMA 4"

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

© Van Zedda

Motor Yacht
"LADY KATANA II"

1997. LADY KATANA is an excellent motor yacht designed for luxury cruising. Arranged in 4 double cabins LADY KATANA can accommodate 8 in extreme comfort. There are also 2 double cabins for the crew who have their own separate living space. All cabins were designed with comfort and tranquility as a priority. The motor yacht LADY KATANA also boasts spacious outdoor areas such as a large flybridge which offers fantastic panoramic views.



Schooner "WISH"

2004. This elegant sailing classical yacht was built in 2004 as a traditional Schooner for a private owner. Sailing yacht WISH offers great entertaining space on deck, spacious cabins and cosy atmosphere. She has always been maintained by her professional crew.



59ft "KER"

2005. A very nice Reichel Pugh design built for speed at sea and comfort while cruising. She accommodates 3 double guest cabins plus crew. She has been very well built in Italy by Adria Sail and kept in great shape thanks to her full time skipper.



134ft NED 40M FLY “BAIA MARE”

2012. High quality standards, years of research & development, decades of experience in design, layout and construction are the fundamentals of this new super yacht.

BAIA MARE effectively combines the benefits of a semi-custom built yacht with tailored standards in technology. The result is a streamlined construction of a turn key super yacht built to a high standard with attention to every detail.

Built to RINA classification and MCA compliant for chartering whilst the layout and design still leave ample room for the individual taste and style to personalise it completely. Every use of space has been successfully optimised whilst creating a very open layout where natural light and view of the sea is always present.



84ft Fitzroy Yachts “NEPTUNE”

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

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.



258ft Steam Ship “SS DELPHINE”

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

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

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

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



100ft Classic MY “SPREZZATURA”

1971. Extensive refit in 2013. A classical, yet freshly-styled gentleman’s motor yacht, with opulent woodwork and furnishings. She has unusually spacious staterooms and attached bathrooms, a very large main saloon, a superb forward main deck dining saloon, an enormous top sun-deck and top-deck dining area and much more. She has recently benefitted from a one-year refit costing considerably more than US\$1-million.



110ft "AVENTURA"

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



79ft "WHIMSY"

2005. Built by Vaudrey Miller Yachts, NZ and designed by Philippe Briand for an experienced racing yachtsman who was heavily involved in the design and building process. The result is a highly contemporary design conceived to sail round the world which has the performance capacities and the sensitivity of a racing yacht. The layout is designed for crossing oceans and relaxed day-to-day living with most of the emphasis placed on a large saloon and a large cockpit. She also boasts a comfortable crew area towards the rear of the boat.

Exhibited at the Cannes Yacht Show 2013

82ft "ATAO"

2006. Built by JFA Yachts, France. She is a beautiful modern classic centreboard sloop, with a stunning classic look and modern requirements. Her finely crafted woodwork hides many powerful innovations and reveals astonishing sailing performances.

The view from the deckhouse is unparalleled and uninterrupted, looking forward over the deck and into the cockpit and this is clearly the central point of this beautiful yacht.

Exhibited at the Cannes Yacht Show 2013



©2013 Stinehart



90ft Fast Sloop "QUINTA SANTA MARIA"

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



Ferretti Custom Line 94 Fly "PRINCIPESSA"

2005. Very nice motor yacht with a navigation station above the main bridge. She is in perfect condition with a full time qualified crew on board. Same captain and crew since launched in 2005.



Next 57 "WANAKA 2"

2003. Simonis and Voogt designed and custom built in NZ. Commissioned by a very experienced yachtsman, WANAKA 2 boasts a very nice interior and will allow you to sail 200 miles per day without any problem, all in great comfort and with minimal effort. Thanks to her lifting keel she is also able to moor in all the little anchorage places that yachts are usually not able to approach.



80ft Power Catamaran PELICANO

2005. An exceptional ocean passage composite motor catamaran. Designed by Joubert Nivelte, she has a 3.800 NM range at 10 knots of cruising speed and accommodates up to 8 guests plus 2 crew in 5 cabins. The space on her main and upper decks is just huge.



Morgan 70 "MATHIGO"

2007. Kevlar composite built from a Tom Fexas design, she is a true gentleman's yacht with a special classic touch inspired from the lobster boats in Maine. She is fast and seaworthy, extremely comfortable and luxurious. She is like new, having been used only one summer and stored indoors since.

Motor Yacht Index



DELPHINE Steam Ship
78.00 m 1921 Location: Tunisia
39,000,000 USD



SANSSOUCI STAR Classic Motor Yacht
53.53 m 1982 Location: Baltic Sea
Price on application



KARIA RMK 4500
45.00 m 2011 Location: Turkey
19,000,000 €



BAIA MARE Ned 41m Fly
40.80 m 2011 Location: Turkey
10,500,000 €



LA SULTANE Neo Classic Motor Yacht
34.10 m 2006 Location: Turkey
2,800,000 €



SHERAZADE Motor Yacht (Diving Charter)
32.15 m 2006 Location: Egypt
990,000 €



SPREZZATURA Classic Motor Yacht
30.30 m 1971/2013 Location: South France
US\$ 1,975,000



ATTILA Steel Motor Yacht
30.00 m 1989 Location: South France
350,000 €



PRINCIPESSA Ferretti Custom Line 94 Fly
28.80 m 2005 Location: Turkey
3,330,000 €



BJORG II Guy Couach 2800 LR
28.00 m 2002 Location: Spain
1,350,000 €



PELICANO Motor Catamaran
23.95 m 2005 Location: South France
1,250,000 €



CELESTIAL Navarcantieri P 21 S
22.60 m 1997 Location: South France
325,000 €



MATHIGO Morgan 70
21.24 m 2007 Location: South France
980,000 €



ALLEGIANCE Réplique C&N 1925
14.40 m 2004 Location: South France
330,000 €



LOCH LOMOND Classic Tender
9.00 m 2007 Location: West France
175,000 €

◆ BROKERAGE INDEX ◆

Sailing Yacht Index



PRINCIPE PERFEITO 3 Mast Schooner
41.52 m 1943 Location: Portugal
1,650,000 €



QUEEN OF ANDAMAN Classic Motor Sailing
41.00 m 2007 Location: Spain
3,875,000 €



AVENTURA Danish Yacht & Holland Jachtbouw Sloop
33.24 m 2005 Location: East USA
US\$ 5,995,000



MOONBEAM OF FIFE III Gaff Cutter
31.00 m 1903 Location: South France
2,500,000 €



SUSANNE AF STOCKHOLM Aluminium Sloop
30.16 m 1990/2008 Location: Caribbean
2,900,000 €



SOUTHERN CROSS Maxi 88 Sloop
29.70 m 1991/2004 Location: Turkey
1,350,000 €



ANTSIVA Aluminium Centreboard Schooner
28.00 m 2004 Location: Indian Ocean
1,190,000 €



QUINTA SANTA MARIA Composite Cruising Sloop
27.42 m 2001 Location: Liguria, Italy
1,750,000 €



NEPTUNE Fitzroy Aluminium Sloop
25.65 m 2004 Location: Liguria, Italy
1,750,000 €



FORTUNA Maxi 82 Ketch
25.40 m 1989/2005 Location: Spain
495,000 €



ATAO Neo-classic JFA Yachts
24.90m 2006 Location: South France
2,950,000 €



WHIMSY Custom Performance Sloop
23.98m 2005 South France/Malta
2,450,000 €



L'ILE NUE Techni Marine Sloop
23.66m 1988 South France/Caribbean
720,000 €



SILANDRA Nauto 70
21.33 m 1991 Location: Caribbean
750,000 USD



EQUINOX Selestra 64, aluminium
20.54 m 1996/2010 Location: South France
290,000 €

Sailing Yacht Index (continued)



BIG MOMMA Formosa 58
20.00m 1982 Location: South France
250,000 €



KALAO Maxi Dolphin 65 - 2
20.00 m 2003 Location: South France
1,100,000 €



NAUSICAA Aluminium Sloop
20.00 m 2006 Location: South France
320,000 €



CASSIOPEIA Swan 65
19.68m 1975 Location: Spain
450,000 €



KINZANA GEM 610
19.26m 1989 Location: Sardinia, Italy
450,000 €



ETANA Privilege 615
18.50m 2007 Location: South France
850,000 €



OURSON RAPIDE 60ft Multiplast Fast Sloop
18.28 m 2009 Location: Liguria, Italy
2,350,000 €



MITI Sunreef 60
18.20 m 2006 Location: Tunisia
590,000 €



OCEAN'S SEVEN Privilege 585, Catamaran
17.82 m 2004/2007 Location: Turkey
595,000 €



CHAI Jeanneau 57
17.78 m 2011 Location: South France
550,000 €



WANAKA 2 Next 57
17.20 m 2003 Location: East Italy
550,000 €



LAZY JACK Amel 54
17.20 m 2008 Location: West France
695,000 €



LUAR Passoa 54 Aluminium Centreboard Sloop
16.32 m 2002 Location: Caribbean
330,000 €



LACARABA Adams 52
16.00 m 1998 Location: South France
250,000 €



GRACILIA II HR 40
12.40 m 2006 Location: Turkey
2,950,000 SEK (approx. 340,000 €)

◆ RACING ◆

Imoca 60 "GROUPE BEL"

2007. One of the fastest if not the fastest IMOCA 60 available on the market. She is ready to go and in perfect condition.

She has been carefully prepared and improved over the years by her skipper Kito de Pavant and his team. She has the potential to compete for the line honors in both next Barcelona Race and Vendee Globe Race. GROUPE BEL is extremely well built. Her hull has never had any structural issue.



© Guillain GRENIER



62ft Trimaran "PARADOX"

2010. Designed by Nigel Irens and Cabaret and built by Marsaudon Composite, France. The concept of PARADOX has been inspired from the fantastic 60 Orma trimarans. Her hull has been developed for boasting a nice interior for cruising.

Yet she is incredibly fast and easy to handle and capable to race in regattas such as the Caribbean RORC 500 that she won in 2013.

Visible in San Francisco.



VOR 70 "GROUPAMA G70"

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



Extreme 40 "GROUPAMA 40"

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

Racing Index



MED SPIRIT Super Maxi Yacht
28.20 m 2003 Location: South France
650,000 €



NEW ZEALAND ENDEAVOUR Racing yacht
25.73 m 1993 Location: Elba, Italy
220,000 €



GROUPAMA 70 VOR 70
21.50 m 2008 Location: West France
900,000 €



PARADOX Fast Cruising Trimaran
18.90 m 2010 Location: West USA
1,350,000 €



DCNS Open 60 IMOCA Class
18.28 m 2008 Location: West France
690,000 €



GROUPE BEL Open 60 IMOCA Class
18.28 m 2007 Location: South France
1,200,000 €



LAKOTA 60ft Orma Trimaran
18.28 m 1990 Location: West France
280,000 €



MEDIATIS Multihull "hydraplaneur"
18.28 m 2004 Location: West France
250,000 €



SPARTAN, ex SAGA Open 60 IMOCA Class
18.28 m 1997 Location: South England
200,000 GBP



SPIRIT OF CANADA Open 60 ECO Class
18.28 m 1997 Location: East Canada
159,000 €



BRANEC Cruiser Racer Trimaran
15.24 m 1990 Location: West France
200,000 €



KRYSALID 42ft racing trimaran
12.70 m 2006 Location: West France
150,000 €



KATANGA Farr 40
12.41 m 2000 Location: Caribbean
110,000 USD



GROUPAMA 40 Extreme 40
12.20 m 2009 Location: West France
190,000 €



GERANIUM KILLER A40 RC
11.98 m 2008 Location: South France
140,000 €

Charter

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

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

BGYB assets:

- Identifying and understanding exact requirements.
- Providing a wide range of options.
- Suggesting cruising itineraries.
- Corporate Event/ Team Building.
- Delivering the experience.



DESTINATIONS

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

Onboard for the World's Finest Superyacht Regattas



■ The Rolex Middle Sea Race

The race is scheduled to start this year on Saturday 19th October.

The Rolex Middle Sea Race is a highly rated offshore classic, often mentioned in the same breath as the Rolex Fastnet, The Rolex Sydney - Hobart and Newport-Bermuda as a "must do" race. The Royal Malta Yacht Club and the Royal Ocean Racing Club co-founded the race in 1968 and 2012 will be the 33rd Edition

The race is a true challenge to skippers and crews who have to be at their very best to cope with the often changeable and demanding conditions. Equally, the race is blessed with unsurpassed scenery with its course, taking competitors close to a number of islands, which form marks of the course. Ted Turner described the MSR as "the most beautiful race course in the world".

Apart from Turner, famous competitors have included Eric Tabarly, Cino Ricci, Herbert von Karajan, Jim Dolan, Sir Chay Blyth and Sir Francis Chichester (fresh from his round the world adventure). High profile boats from the world's top designers take part, most in pursuit of line honours and the record - competing yachts.



Starting from Grand Harbour, boats will sail a course leaving to port the Island of Sicily, the Aeolian Islands (including Strombolicchio), the Egadi Islands (except Marettimo Island), Pantelleria and Lampedusa Islands, through the South Comino Channel, keeping Malta to starboard, to the finish line in Marsamxett Harbour. The Islands of Ustica, Linosa and Lampione are not marks of the course. The length of the course is approximately 606 nautical miles.

Alongside our normal charter activity, we also specialise in the organisation of Maxi Yacht charters in sailing regattas and racing events, such as Les Voiles de Saint-Tropez, the Rolex Middle Sea Race in Malta, the ARC 2013 across the Atlantic, the St. Barths Bucket Regatta, the RORC 600 in Antigua and more.

Race Calendar 2013/2014

Les Voiles de Saint-Tropez	Sept 29 – Oct 06 2013
Rolex Middle Sea Race	October 19, 2013
Transatlantic Superyacht & Maxi Regatta	November 25, 2013
Antigua Yacht Show	December 6 – 12, 2013
Super Yacht Cup, Antigua	Jan 30 – Feb 2, 2014
RORC Caribbean 600, Antigua	February 24, 2014
Loro Piana Caribbean Superyacht Regatta, Virgin Gorda	March 19-22, 2014
St. Barth's Bucket	March 27 – 30, 2014
Voiles de St-Barth	April 14 – 19, 2014
Antigua Classic Yacht Regatta	April 17 – 22, 2014
Antigua Sailing Week	April 26 – May 02, 2014
Loro Piana Superyacht Regatta, Porto Cervo	June 3 – 7, 2014
La Giraglia Rolex Cup, Saint-Tropez	June 2014 – TBA
The Super Yacht Cup Palma	June 2014 – TBA
Palermo – Montecarlo Regatta	August 2014 – TBA

■ Transatlantic Superyacht & Maxi Regatta Tenerife to Virgin Gorda, BVI 25/11

Organized by the YCCS in collaboration with the International Maxi Association and with the support of the real Club Nautico de Tenerife, the transatlantic regatta is open to monohull maxi yachts with an overall length of more than 18 metres. The fleet will set off from the port of Santa Cruz de Tenerife, in the Canary Islands, and navigate for approximately two weeks, covering approximately 2.600 nautical miles of the North Atlantic Ocean. The finish line will be set off Virgin Gorda in the British Virgin Islands where a warm welcome will be waiting for all participants at the new YCCS Marina and Clubhouse on the island's North Sound.

Classic and modern yachts available

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

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

Sailing Yachts available for Racing Charter

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



SW 94 WINDFALL - Ph. Carlo Baranich, Courtesy of Southern Wind Shipyard.

◆ CENTRAL AGENCY CHARTER FLEET UPDATE ◆

Wally 100 DARK SHADOW

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

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

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

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

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



© Marc Paris



Southern Wind 94 "WINDFALL"

2013 - Length: 28.64 m
Guest/Crew: 6+1/4

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

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

Everything on board speaks of quality and innovation but the clean, sleek lines underpin the design philosophy.

Photo: Kammock, Courtesy of Southern Wind Shipyard

Swan 82 ALPINA

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

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

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





Passenger Vessel HALAS

1914 - Length: **50 m**
Guest/Crew: **24>120**

The Halas was used as a passenger ferry on the Bosphorus for 65 years.

1984. Sold to a private sector and was converted into a luxury cruiser.

With her idyllic setting and impeccable services, Halas offers the perfect atmosphere to organize an exclusive weddings or events for up to 120 people.

The principal indoor dining room can seat up to 60 people, and additional outdoor space for seating 42 people. M/Y Halas caters up to 120 people for a cocktail party.

With her 12 luxury cabins, M/Y Halas can be ideal for a charter.

Photo: Can Arnak

Expedition sailing yacht DWINGER

2012 - Length: **48.50 m**
Guest/Crew: **11/8**

S.Y. Dwinger is a unique mega sailing yacht, a magnificent, innovative sailing yacht with all the advantages of a motor yacht. Her 50 meter aluminium hull was custom built by Royal Huisman, world leaders in advanced marine technologies.

The Dwinger is incomparable to any other 50 meter craft of both the sail and motor variety in terms of stability, she has an unrivalled array of extras, and with her slick interior which lends more to high performance than ornamentation, her futuristic design is sure to please all those who choose to sail with her. Experience the Dwinger, built with passion, for the love of the sea.



SW 100RS CAPE ARROW

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

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

A performance package including high modulus carbon mast and CARBON EC6+ has caused over a tone of weight loss. Thanks to this the sailing yacht CAPE ARROW has achieved maximum speeds of around 30 knots.

Foto: Arcobaleno

DWINGER – “Explore the Caribbean”



DWINGER

Type: Expedition sailing yacht

Builder: Royal Huisman

Length: 48.50 m

Guests: 11

Crew: 8

Winter 2014 Charter Rate
(MYBA terms): 65,000 € per week

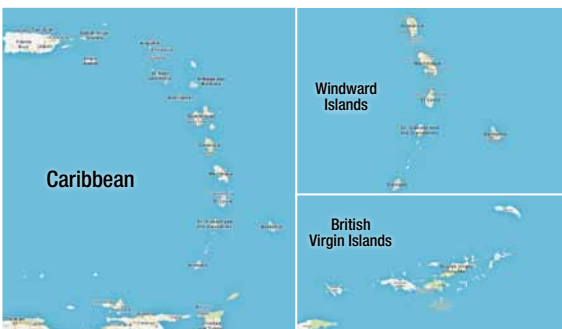
Summer 2014 Charter Rate
(MYBA terms): 75,000 € per week



“One of a kind”

An attractive package which marries through its (aerogel) construction the comfort level of a motoryacht with the sportsmanship of a sailing yacht.

- A Royal Huisman built Yacht
- Designed by Gerard Dijkstra (e.g. one of the head designers of Maltese Falcon)
- The only (modern) mega sailing yacht in Spain that has a charter license
- Tallest freestanding mast
- Green (energy recovery through solar panels and the self rotating propeller)
- Equipped with a crane to lift in supplies and boats
- Possibility for a Helicopter to land in case of emergency due to ability to shift the mast
- A 100 m² garage that stores automobiles and watercraft
- 600 m² of space below the deck



Suggested Itineraries

◆ Windward Islands

The Windward Islands stretch from Martinique at the northern end down to Grenada in the south. This chain of islands runs around an arc of several hundred miles, and most are independent countries, each with separate cultures to discover. Relative to the Leeward Islands, this charter destination is very mountainous. This archipelago of islands is another heavenly charter destination perfect for island hopping, and taking in the stunning sights of these remote Caribbean Islands.

- Day 1 Port of embarkation : Le Marin, Martinique
 Day 2 Saint Lucia
 Day 3 Saint Vincent and the Grenadines
 Day 4 Bequia
 Day 5 Mustique

- Day 6 Tobago Cays
 Day 7 Palm Islands, Grenadines
 Day 8 Petit St Vincent
 Day 9 Union Island: Port of disembarkation and private flight back to Martinique

◆ British Virgin Islands

The Virgin Islands are the western island group of the Leeward Islands. This beautiful yacht charter destination marks the border between the Caribbean and the Atlantic. These islands are tailor made for charter holidays, with turquoise water, sandy beaches and landscapes covered in black granite boulders and fringed by coral reefs. This charter destination is ideal for diving or snorkeling, but you will also find many bars and restaurants, offering a perfect balance between buzz and tranquility.

Day 1 **Anegada to Virgin Gorda:** Anegada is one of the larger Islands of the area, and is surrounded by more than 3000 wrecks teeming with exotic fish and coral reefs. After diving and snorkeling to explore the underwater beauty of this site, BGYB suggests crossing to Virgin Gorda Island, where the more adventurous can reach the secluded rock pools and caves by sea kayak.

Day 2 **Virgin Gorda to Peter Island:** White Bay on Peter Island is a magical, calm and secluded day to spend a relaxing day, as well as enjoying waterskiing, or wallowing in the marine life around the Royal Mail Steamer Rhone, which is the most celebrated dive site in the BVI.

Day 3 **Peter Island to Tortola:** Tortola is the main Virgin Island. Cane Garden Bay is a perfect place to drop the anchor

and climb up Mount Sage for panoramic views reaching the endless and beautiful white sand beaches. Relax in Pusser's Bay or Soper's Hole for a typical rum cocktail.

Day 4 **Tortola to St-John:** The next day, you can head South to St John, more specifically to the stunning Trunk Bay. The bay is surrounded by the Virgin Islands National Park.

Day 5 **St-John to Jost Van Dyke:** The cruise can then take you on a north westerly course towards Jost VanDyke Island, where you can drop the anchor at the peaceful, untouched Green Cay. You can reach the shore for a lively nightlife.

Day 6 **Jost Van Dyke to St-Thomas:** Cross into the US border and enjoy the boutiques that line Charlotte Amalie harbour. Gently acclimatize to a busier, urban feel the Caribbean has to offer before your flight home.



CAPE ARROW & ALPINA – “Racing the Caribbean”



CAPE ARROW

Type: SW 100RS
 Builder: Southern Wind Shipyard
 Naval Architect: Farr Yacht Design
 Length: 30.20 m
 Guests: 8/12 - Crew: 4
 2013 Charter Rate (MYBA terms):
 High 50,000 € per week
 Low 45,000 € per week

Ph. Carlo Baroncini, Courtesy of Southern Wind Shipyard



The ideal yacht both for passionate sailors and sea lovers

Cape Arrow is a fast cruiser belonging to the successful SW 100 project, built by Southern Wind Shipyard. Designed by Farr Yacht Design with Nauta Yacht Design, Cape Arrow is for people who want reliable and fast sailing yachts without having to compromise on comfort and privacy.

Performance: Thanks to advanced construction techniques and outstanding design, Cape Arrow assures exciting and comfortable sailing in any weather conditions.



Caribbean Racing Program :

Super Yacht Cup, Antigua	Jan 30 – Feb 2, 2014
RORC Caribbean 600, Antigua	February 24, 2014
Loro Piana Caribbean Superyacht Regatta, Virgin Gorda	March 19 – 22, 2014
St. Barth's Bucket	March 27 – 30, 2014
Voiles de St-Barth	April 14 – 19, 2014
Antigua Classic Yacht Regatta	April 17 – 22, 2014
Antigua Sailing Week	April 26 – May 02, 2014



ALPINA

Type: Swan 82
 Builder: Nautor's Swan
 Naval Architect: German Frers
 Length: 24.89 m
 Guests: 6/12 - Crew: 3
 2013 Charter Rate (MYBA terms):
 25,000 € per week

Ph. Martin Baum



Her racing qualities are well known but as a performance cruiser, she is equally adept offering her guests all the amenities that one would expect on a world class cruiser.

ALPINA (ex FAVONIUS) has a fantastic winning history:

- 2012, Palma Vela, Giraglia, Loro Piana, Voiles des St. Tropez
- 2011, Swan Med Cup Winner
- 2008, Swan Cup 1st Place
- 2007, PalmaVela 1st Place
- 2009, Palma Vela 1st Place
- 2008, Capri regatta 1st Place
- 2005, Voiles De St. Tropez 1st place



◆ CHARTER INDEX ◆

Charter Motor Yacht Index

Summer 2013 Charter Rates (MYBA terms)



Name: O'MEGA Length: 82.00 m
 Guest/Crew: 32/30 Area: West Mediterranean
 Rate (high/low): 525,000 €/week



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



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



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



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



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



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



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



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



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



HALAS 50.00 m
 24/TBC East Mediterranean
 105,000/93,000 €/week



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



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



DIANE 43.00 m
 10/8 West Mediterranean
 150,000/135,000 €/week



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

Charter Motor Yacht Index (continued)

Summer 2013 Charter Rates (MYBA terms)



DE LISLE III 42.00 m
10/6 South Pacific, Australia, Fiji
125,000 USD/week



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



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



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



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



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



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



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



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



MAYAMA 30.70 m
10/4 West & East Mediterranean
59,500/54,000 €/week



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



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



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



JAMBO 24.00 m
8/2 Pacific Ocean
30,000 €/week



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

Charter Sailing Yacht Index

Summer 2013 Charter Rates (MYBA terms)



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



RED DRAGON 51.70 m
 8/10 West Mediterranean
 175,000 €/week



DWINGER 48.50 m
 11/8 West Mediterranean
 75,000/65,000 €/week



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



INFINITY 46.00 m
 12/7 East Mediterranean
 70,000/91,000 €/week



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



BLISS (sailing yacht) 37.00 m
 10/4 West Mediterranean – Caribbean
 89,000/98,000 USD/week



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



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



WALLY B 32.72 m
 6/5 East/West Mediterranean
 56,500/45,000 €/week



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



MOONBEAM III 31.00 m
 6-12/2 West Mediterranean
 42,000 €/week



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



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



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

Charter Sailing Yacht Index (continued)

Summer 2013 Charter Rates (MYBA terms)



MED SPRIT (ex BOLLS) 29.70 m
12-16/8 West Mediterranean – Caribbean
50,000/35,000 €/week



MOONLIGHT II OF LONDON 29.70 m
8/4 West Mediterranean
24,000/27,000 €/week



WINDFALL 28.64 m
6+1/4 West Mediterranean
45,000/40,000 €/week



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



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



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



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



LADY ALLIAURA 22.70 m
8/3 Caribbean
44,000/39,500 USD/week



MAITA'1 22.56 m
9/4 West Mediterranean – Caribbean
42,000 34,000 USD/week



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



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



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



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



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



CROCODILE DADDY 18.90 m
8/3 West Mediterranean – Caribbean
26,000 €/week

◆ UPCOMING EVENTS ◆

★ **Festival de la Plaisance de Cannes**
10–15th September 2013

BGYB will this year present the S/Y WHIMSY, ETANA & ATAO during the Festival de la Plaisance de Cannes.

With more 580 boats on display in water and on land and more 150 world premiere editions, the three exceptional French Riviera sites, the 'Vieux Port', 'Port Pierre Canto' and the "Riviera", located at either end of the famous Croisette in Cannes, are just right for hosting Europe's leading in-water boat show.

The first gathering of the season, the Cannes show brings together the key players in pleasure boating and international luxury yachting, whether they be exhibitors showcasing their new vessels, products and services or visitors--yacht owners or future buyers--enthusiastic and eager to take advantage of a unique opportunity offered by this show: the sea trials! What could be better than taking the helm of a magnificent luxurious yacht, experiencing the sensation of sailing, before making the purchase? Along the quays and pontoons, the show's well-informed visitor will enthusiastically discover, in a unique atmosphere, the finest vessels on offer today from shipyards around the world, floating gems gathered together in a single showcase. Yachting lovers from every continent will appreciate the magical atmosphere of a real in-water show.



Photo: Michael Denker



Photo: Jean Bianco-Viel

★ **Les Voiles de Saint-Tropez**
28th September – 06th October 2013

The unique Gathering of hundreds of yachts of all ages and all eras in the bay of Saint Tropez, is preparing to celebrate its fifteenth consecutive year in style. Sailors, skippers and boat owners will once again flock to Les Voiles from 28 September to 6 October for one final race of the year within the very special context of the little port in France's Var region.



Three hundred yachts will be on the water for an 'haute couture' procession, gathering together nearly a century and a half of naval architecture and maritime genius. On show will be the most beautiful boats, the greatest sailors and the most unexpected crews, who

come together in their love of beautiful yachts – ancient and modern alike – and delight at seeing them being sailed superbly in an atmosphere of fairplay and conviviality. Such has been the vision of 'made in Saint Tropez' yachting every year since 1999. The grand festival of yachting!

★ **Monaco Yacht Show**
25–28th September 2013

The Monaco Yacht show is considered the most prestigious pleasure boat show in the world with the exhibition of 500 major companies in the luxury yachting and a hundred super and megayachts afloat. With around 28000 professional and private visitors per show, the MYS is the long awaited super yachting meeting of the year for the prestigious brands, allowing them to meet the most important international clientèle.



Photos: Robax - Carlo Borghetti

The waters of the bay of Saint Tropez will ripple once again during what will be an entire week, in the wake of the wooden, steel and carbon hulls of the most beautiful modern and classic yachts in the world. On the quaysides, the public can expect to cross paths with the greatest stars on the sailing planet, along with the stars of the big screen, singers, sportsmen and women and heads of business, who will be coming along to discreetly participate in the closing event of the classics' season.



PHOTO: AGS

★ **Antigua Charter Yacht Show**
06–12th December 2013



Showcasing the world's finest charter yachts

This year's show, as in the past, will take place at the Nelson's Dockyard Marina in English Harbour, the Falmouth Harbour Marina and the Antigua Yacht Club Marina both located in Falmouth Harbour.

The Antigua Charter Yacht Show gives charter yacht brokers/agents an opportunity to see and inspect each charter yacht and to interview and meet the crew in order to sell yacht charters to their clients.

► FRANCE

Montpellier, Head Office



Bernard GALLAY - CEO - +33 (0)6 86 67 80 24
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- 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 15 years



Lisa SPILLER - Charter Manager
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- Charter Manager for 6 years with BGYB
- MYBA Individual member since 2011

Paris



François BOUCHER - +33 (0)6 82 83 19 21
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- Project Manager for a number of years

► MONACO



Philippe MONNET - +33 609 01 97 84
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- For the last 4 years, he has managed the Roxy sailing yacht with his Poseidon team for the Vendée Globe
- Yacht construction consultant
- Extremely wide ranging experience and expertise in the sector

► MOSCOW



Oscar KONYUKHOV - +7 910 477 09 70
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- BGYB representative in Moscow for over 6 years
- Over all – 3 Round the world campaigns as a Project Manager and PR officer

► TURKEY



Thierry SAGNES - +90 536 976 24 38
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- 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
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- Active Captain on Large Motor Yachts since 15 years (MCA Master 3000 GT Unlimited) and at sea since 1991
- 20 years experience in East Med and Turkish yachting market, including charter



Serpil APOTHELOZ - +90 535 223 27 92
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- Engineering Degree
- Bareboats, yacht charter and mega yacht services management over 10 years.
- Organization of Marmaris Boat show for 15 years and Marmaris International Race Week for 5 years



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- Yacht broker with BGYB for 7 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



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



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- Charter Assistant for Head Office, Montpellier

La Ciotat



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- Yacht broker with BGYB for 4 years
- Extensively well known and experienced Technical, Fleet, Shore & Project Manager with companies such as Nahema, Compositeworks France, CIM shipyard and several Turkish shipyards

► PALMA DE MALLORCA



Jean-Yves CANDLOT - +34 619 05 64 19
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- BGYB representative in Palma for 5 years
- With over 26 years of sail and motor yacht navigation experience

► HONG-KONG



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- BGYB representative in Hong-Kong for 5 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.

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