

**Spring 2016**

# Episode 17



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BROKERAGE



RACING



CHARTER



SW 102RS Farfalla, Courtesy of Southern Wind Shipyard

SW 102RS "Farfalla", p.18



Photo Richard Sprang

Bernard Gallay

## The Yacht Market Overview

**Having broken our yearly sales record** some months before the close of 2015, the eventual end of the year was celebrated here at BGYB, as we confirmed a final count of 24 sales. Although extremely happy with this success, it has been achieved through various skills and expertise and it is this combination of which the BGYB sales team are most proud.

Difficult economic conditions and increasingly conservative buyers have posed a challenge over the last year. Our sensitivity to the market, however, and our owners' understanding of the need to adapt to the current fiscal climate, has allowed the Sales team to adapt to such difficulties and maintain commercial success.

Consistently broadening our network of clients and owners is a crucial part of BGYB's development, and one that ultimately depends on our ability to select the best yachts for our Central Agency listings. Recent additions confirm that the Sale's team is as discerning as ever: we have welcomed Marc Lombard's impressive S/Y 107ft ROSINANTE OF NOTIKA, S/Y 90ft QUINTA SANTA MARIA, the result of a fantastic collaboration between Composite Works and Mondomarine, and S/CAT 55ft AUF DER FREIHEIT, a superb catamaran from the innovative Swiss Catamaran Concept boatyard.

The Sales team has also looked to increase the number of motor yachts in our CA listings, and has seen similar success, acquiring M/Y 175ft SANS-SOUCI STAR, M/Y Prestige 620 DÉJÀ VU and reacquiring the timeless M/Y 112ft DONA DEL MARE (ex. LA SULTANE).

We are also aware of the various shows within the yachting calendar as important opportunities for BGYB to raise its profile, and for clients, owners and brokers alike to see the best yachts on offer.

The Palma Superyacht Show 2016, for example, will see BGYB exhibit S/Y 147ft MARI-CHA III, S/Y 97ft CELANDINE and S/Y 86ft BENIGUET. These are some of the most prestigious vessels on the market and will be sure to generate much interest, ahead of the remaining events of 2016. The work and activity of the Sales department, proven in 2015 and already apparent in early 2016, fills us with confidence for another very successful year.

**As a company always looking for opportunities for growth**, BGYB is delighted to announce the extension of its network to Switzerland, thanks to its new partnership with Schmidt Yachting. Well established in the Swiss yacht market, Mathieu Densa and his team will guarantee proximity, professionalism and integrity, and thus provide BGYB with the ideal platform to support our growing Swiss clientele.

**The BGYB Charter Department** finished 2015 on another note of success. With yet more Central Agency yachts joining the fleet and the BGYB Open Day Sail taking place on 27<sup>th</sup> May 2016, the Charter Department has an exciting year ahead.

Each year the International Charter Market evolves and the BGYB charter team adapts accordingly. Recently the market has been ultra-competitive. Nevertheless, our Charter Department manages enquiries proactively and efficiently, and the results demonstrate that our core strategies are effective and reliable.

One distinguishing feature of the BGYB charter department is its focus on racing charter. In 2015, we published the first BGYB "Racing Folio". The publication is a racing charter directory, targeting clients interested in sailing regattas all across the world and who search the most high performance sailing yachts available.

May 2016 will welcome the BGYB Open Day Sail, which takes place once every three years, and is a fantastic opportunity for journalists, photographers, and charter brokers to visit twelve of our Central Agency charter yachts.

This year we also have the pleasure of being the Central Agent for charter of several yachts available in niche destinations. S/Y 159ft DWINGER is heading to Northern Europe and the Arctic. She will be available in Greenland, Iceland and Norway from May 2016. The cruising trimaran 65ft STERGANN II will begin in the West Mediterranean this summer and continue on to Croatia and Montenegro. Thirdly, S/Y SWS 102 FARFALLA will be available in French Polynesia, then to follow in New Zealand. The aim is to offer an exciting variety of destinations to our clients.

We have also welcomed new yachts to the BGYB charter fleet recently, those being: 65ft STERGANN II, 60ft SUD, 72ft ENTHALPIA, 82ft AEGIR, 90ft QUINTA SANTA MARIA and 60ft PROSPECTOR. Meanwhile, others have longstanding memberships to the BGYB charter fleet, such as 80ft MAGIC CAT, SWS 100 CAPE ARROW, SWS 102 FARFALLA, SWS 94 WINDFALL, 78ft GENIE, 100ft DARK SHADOW and 65ft SHAMLOR. 83ft WALLY ONE has also just come out of a year-long refit and photos of her interior are now available. She is based in the South of France this summer.

In the BGYB Charter Department we will be continuing to add to our fleet of CA yachts over the year, aiming for a yet more diverse selection of sailing yachts and motor yachts available in still more breath-taking destinations.



## ♦ BROKERAGE NEWS - Recent Sale ♦

### Privilege 585 "OCEAN'S SEVEN"

**2004.** Elegant and powerful on the water, spacious and refined, reassuring and reliable, the flagship of the Privilege range OCEAN'S SEVEN will give you all the pleasures of a boat with a full range of capabilities.



### Levrier de Mer 20 "CAPO DI FORA"

**1991.** S/Y CAPO DI FORA is a fast and comfortable sailing yacht for long voyages. Her design and philosophy were inspired by the first Open 60 Imoca designed by Groupe Finot, and from the well known series of the Levriers des Mers also designed by Groupe Finot and built by Leguen Hemidy.

### 65ft Sailing Yacht "ARMIDE"

**1938.** ARMIDE (ex LA BOUFFONNE) was built in France in 1938 at the Bas Fort shipyard in Marseille. In 1966 she was bought by Mr Marchand & Mr Grimaldi, and then in 1990 by Mr Jean Paguero, who undertook a complete refurbishment of the boat at Chantier du Pharo in Marseille. ARMIDE is now part of the South of France maritime patrimony. She regularly takes part in events such as Les Voiles de St-Tropez, where her performance and attractive build are often admired.



### GEM 610 "KINZANA"

**1989.** KINZANA is a beautiful, very well maintained yacht which has logged many nautical miles on the Atlantic and Mediterranean seas. A fast yacht, she boasts a fantastic racing record and has never come last in a regatta (Antigua sailing week, Atlantix rally, Trophée Zegna Portofino, Giraglia etc.). She will provide her new owners with fantastic nautical experiences in the years to come.





## Ice 62

### Italian Style meets Blue Water Cruising.

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

The brand ICE YACHTS inherits the knowledge, facilities, and the experience of the past and adds a precise vision of the future with the objective to combine the best of the 'Made in Italy' lifestyle and taste, with technologically sound construction and the features of a real Blue Water Yacht. ICE 62 is an evolution and update of the proven 61 model by Felci, which excelled in numerous off-shore international regattas, including the legendary Trans-Atlantic Crossing Rally, the ARC. All the materials, the construction, the components and the equipment on ICE 62 is engineered and designed to provide maximum safety and comfort. The concept of the yacht, and her construction are optimized to enjoy the best sailing performances with all cruising comforts.

Photos Richard Sprang



Type:	<b>Sloop</b>	Material:	<b>Laminated Eglass and Epoxy</b>
Model:	<b>ICE 62</b>	Engine:	<b>VOLVO D3 150HP</b>
Length:	<b>18.825 m</b>	Generator:	<b>FISHER PANDA 8 Kw</b>
Beam:	<b>5.210 m</b>	Fuel:	<b>310 L</b>
Draft:	<b>2.5 - 4.0 m</b>	Water:	<b>800 L</b>





## ◆ BROKERAGE NEWS - Motor Yachts ◆

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

1982. A yacht of quality German construction, **SANSSOUCI STAR** is a strong, reliable steel motor yacht with the capacity for transatlantic crossings. She accommodates up to 20 guests in 9 cabins and up to 12 crew in 6 cabins. She is one of the few yachts of her type still available, and has great potential for family cruising and charter.



### Sunseeker Predator 82 "GECKO"

2006. **GECKO** is a beautiful example of the ever popular model, yet boasts several subtle differences, making it unlike any other.

Despite her mid-range size she offers nearly the same amount of accommodation as a larger vessel. With plenty of space to enjoy your time aboard and relax, she offers the perfect blend of luxury and performance.

### Monte Fino 83 "ABOU MAYA"

1984. **ABOU MAYA** is a superb, 4 double stateroom motor yacht.

She has a full time captain, who has ensured that she has remained in great condition over the years. The owner is seeking a quick sale, and so viewings are highly recommended.



### Prestige 620 "DEJA VU"

2013. This **Prestige 620** is little used and in spotless condition.

Boasting four spacious cabins and a luxurious saloon, she offers the highest levels of comfort while cruising. Similarly, the yacht's exterior is spacious, with the main deck and flybridge providing ample space to relax in the open air.



## 112ft "DONA DEL MARE"

2006. An extremely elegant motor yacht finished to the highest standards, DONA DEL MARE combines the fine taste and cosy ambience of a traditional vessel with modern technology and comfort.

She boasts grand living spaces and a classic look that won't go unnoticed along the coasts of Europe and beyond.



## 82ft New Classic "ATAO"

2006. Built by JFA Yachts, France, ATAO is a beautiful centreboard sloop, with a stunning classic look and modern equipment.

The central point of this beautiful yacht is the finely-crafted deckhouse, the view from which is unparalleled. Her finely crafted woodwork hides much technological innovation, something which becomes apparent when experiencing her astonishing sailing performance.

## Morgan 70 "MATHIGO"

2007. A Kevlar composite built from a Tom Fexas design, MATHIGO is a true gentleman's yacht with a classic touch, inspired by the lobster boats of Maine.

She is fast, seaworthy, extremely comfortable and luxurious. Having seen relatively little use and having undergone a complete refit in 2014/2015, she is in pristine condition.





## ♦ BROKERAGE NEWS - Maxi Sailing Yachts ♦



## 147ft "MARI-CHA III"

**1997. Designed by Philippe Briand and John Munford, and built by Sensation Yachts, the award winning, record breaking MARI-CHA III is a super yacht of true distinction.**

She was conceived as a hybrid high performance cruising yacht with a lavish interior, so that her owner could enjoy fast, comfortable and safe cruising whilst entertaining guests in style and luxury. To this day she is regarded as one of the fastest 'super sailors' afloat and still turns heads at any Anchorage, with her sleek hull and huge carbon ketch rig.

Exhibited at the Palma Superyacht show 2016

Photo Nicolas Claris



## 137ft "QUEEN NEFERTITI"

**1986. QUEEN NEFERTITI is a splendid schooner rigged sailing yacht with large deck space, a tremendous deck house and very comfortable accommodation for up to 8 guests and 7 crew.** She boasts a tremendous spacious interior. Thanks to her Sparkman & Stephens design, she sails extremely well in medium to strong winds. She easily reaches 11/12 knots under sail and has little healing angle. Having travelled the world extensively, (sailing tours in the Mediterranean, Atlantic, Pacific and Arctic) QUEEN NEFERTITI is a yacht of proven distinction and seaworthiness.







### 107ft "ROSINANTE OF NOTIKA"

**1998. A very nice cold molded wood ketch designed by Marc Lombard.**

She is extraordinarily strong and light. Her internal structure contains no less than 40 frames, which gives her hull a great stiffness. The weight of the entire structure of the boat is comparable to the yachts built out of carbon Nomex sandwich, although she remains stronger and more durable. The roof and the interior are remarkably functional. The ketch rig makes her easy to handle for a short crew. With her huge aft canting platform, the deck plan has a large open space for relaxing.

### 98ft "CELANDINE"

**1993. CELANDINE is a beautiful steel and aluminium sloop from the board of Doug Peterson.**

She underwent a full Jongert refit in 2008. She boasts 3 generous double cabins which comfortably accommodate up to 6 guests. The master cabin is found in the bow and contains a large queen size bed, comfortable seating, a desk and a spacious bathroom. The 2 guest cabins both have twin beds (both convertible into double beds) and private bathrooms. A large saloon occupies the centre of the ship, providing space for comfortable seating and dining. The separated crew area has a galley, crew mess and 2 cabins that accommodate 4 crew. CELANDINE'S exterior is no less spacious, providing seating to enjoy the panoramic views.

**Exhibited at the Palma Superyacht show**



### 84ft "NEPTUNE"

**2004. Neptune is a stunning aluminium sloop of Judel/Vrolijk design.**

The spacious accommodation includes a three guest cabin layout aft, all with private en suite bathrooms. The two forward crew cabins also have separate bathrooms. The large main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.





### 86ft "BENIGUET"

**2005. A Berret-Racoupeau design, BENIGUET is a sleek aluminium sloop with a lifting keel.**

She is exceptionally well built and maintained, as proven by her round the world tour. She had a major refit in 2014 and is now ready to undertake similar cruising trips. In short, she is a very comfortable, strong and reliable sailing yacht, capable of covering vast distances with ease.

**Exhibited at the Palma Superyacht show 2016**

### Swan 82 "ALPINA"

**2001. The Swan 82 ALPINA is an updated model of the Maxi-cruiser concept.**

The vessel is a modern sailing yacht which has been built for speed, yet retains the company's high standards and style: elegant lines, luxurious interiors, ease of handling and reliability. Her streamlined hull and practical deck layout mask a comfortable interior and a wealth of technology, which combine to offer outstanding long range cruising performance.



### Vismara 78 "KORENOC"

**2003. Alessandro Vismara has been the Baltic Yachts agent in Italy for over 30 years and has been involved in many of the leading projects at this yard.**

KORENOC, built by Valdetaro, Italy, has benefitted from this vast accumulation of experience. Elegant and extremely well balanced at sea, KORENOC's carbon build is highly advanced, putting her at the forefront of the yacht market. She has been well-maintained by her owner, who has always been very demanding with regards to her condition and upgrades since taking ownership in 2006.



## Motor Yacht Index



**SANSSOUICI STAR** Steel/Aluminium Large Motor Yacht  
53.53 m 1982 *Location: Baltic Sea*  
**5,900,000 €**



**DONA DEL MARE** Luxury Motor Yacht  
34.10 m 2006 *Location: Croatia*  
**2,200,000 €**



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



**GECKO** Sunseeker - Predator 82  
24.71 m 2006 *Location: South France*  
**750,000 GBP**



**ROA** Falcon 73  
23.55 m 1987 *Location: French Polynesia*  
**195,000 €**



**KIA ORA C** 78ft Classic Benetti  
22.86 m 1981 *Location: South France*  
**1,100,000 €**



**AIGUE MARINE** Canados 70  
22.05 m 1992 *Location: South France*  
**250,000 €**



**MATHIGO** MORGAN 70  
21.00 m 2007 *Location: Spain*  
**950,000 €**



**DEJA VU** Prestige 620  
19.50 m 2013 *Location: South France*  
**895,000 €**



**ALLEGIANCE** Réplique C&N 1925  
15.00 m 2004 *Location: South France*  
**195,000 €**



**LIMITED EDITION** Davis 47' Fly SF0  
14.30 m 1989/2009 *Location: Caribbean*  
**220,000 €**



**RAMY II** RIO - Colarado Super  
8.45 m 1974 *Location: Italy*  
**195,000 €**





## ◆ BROKERAGE INDEX ◆

## Multihull Index



**STERGANN II** Neel 65  
19.80 m 2015 *Location: South France*  
2,200,000 €



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



**PARADOX 2.0** Racing/Cruising Trimaran  
18.90 m 2010 *Location: Mediterranean Sea*  
1,190,000 €



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



**SJÖVILLAN** Orma 60 Trimaran  
18.28 m 1998 *Location: Sweden*  
400,000 €



**AUF DER FREIHEIT** Swiss Cat 50  
18.00 m 2010 *Location: South France*  
930,000 €



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



**NOW** Catana 50  
16.00 m 2009 *Location: Italy*  
660,000 €



**TRIBULATION** Multi 50 Racing Trimaran  
15.24 m 1987/2012 *Location: West France*  
160,000 €



**TRILOGIC** Multi 50 Racing Trimaran  
15.24 m 2003 *Location: Canary Islands*  
125,000 €



**MARANA IV** Catana 50  
15.20 m 2010 *Location: South France*  
788,000 €



**REALTEAM** Extreme 40 Racing Catamaran  
12.19 m 2009 *Location: Switzerland*  
150,000 €



Photo Olivier Blanchet



## Sailing Yacht Index



**MARI-CHA III** 147' Luxury Ketch  
44.72 m 1997 Location: Palma, Spain  
*Exhibited at the Palma Superyacht show 2016* US\$ 8,950,000



**QUEEN NEFERTITI** Classic Yacht  
41.58 m 1986/2005 Location: South France  
2,490,000 €



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



**AVENTURA** Danish Yacht & Holland Jachtbouw Sloop  
33.24 m 2005 Location: St Martin  
US\$ 2,990,000



**ROSINANTE OF NOTIKA** Mega Sailing Yacht  
32.60 m 1998/2013 Location: Turkey  
US\$ 1,395,000



**CELANDINE** Jongert 2900 M  
29.70 m 1993 Location: Turkey  
*Exhibited at the Palma Superyacht show 2016* 2,190,000 €



**SOUTHERN CROSS** Maxi 88 Sloop  
29.70 m 1991/2004 Location: Turkey  
990,000 €



**QUINTA SANTA MARIA** Fast Sloop  
27.42 m 2002 Location: Italy  
1,290,000 €



**BENIGUET** Garcia 86 QR  
26.33 m 2005 Location: South France  
*Exhibited at the Palma Superyacht show 2016* 1,950,000 €



**AMAALTA** Pleasure Yacht  
26.10 m 1981 Location: South France  
290,000 €



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



**WALLY ONE** Wally 83  
25.30 m 1991 Location: Portugal  
1,350,000 €



**DJANGO TOO** Cutter Rigged Sloop  
25.00m 1991 Location: South France  
990,000 €



**ATAO** Neo-classic JFA Yachts  
24.90m 2005 Location: Caribbean  
1,990,000 €



**ALPINA** Swan 82  
24.89m 2001/2011 Location: South France  
1,700,000 €



## ◆ BROKERAGE INDEX ◆

## Sailing Yacht Index (continued)



**MALIZIA** Perini Navi  
24.22 m 1989 *Location: Sardinia, Italy*  
950,000 €



**WILD SALMON** Locwind 80  
24.00m 1997 *Location: South France*  
780,000 €



**KORENOC** VISMARA 78' Carbon  
24.00 m 2003 *Location: South France*  
980,000 €



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



**LA FORZA DEL DESTINO** Swan 77  
23.44 m 1992 *Location: St Marteen*  
US\$ 1,300,000



**ICHTUS** Futuna 70  
21.75 m 2010 *Location: South France*  
690,000 €



**TARA BAY** Scorpio 72  
21.60 m 1991 *Location: South France*  
480,000 €



**FLY** Custom Aero-rig Cruiser  
21.34 m 1991 *Location: West Scotland*  
375,000 GBP



**JAIPUR** Ketch Dérive moderne  
21.00 m 1991 *Location: South France*  
720,000 €



**OKIO** Nordia 62 ketch  
19.79 m 1982/2014 *Location: Caribbean*  
340,000 €



**ARLEQUIN** Dynamique 62  
19.20 m 1997 *Location: South France*  
300,000 €



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



**GRANDE ORAZIO** Starkel 60  
18.31 m 2006 *Location: Italy*  
550,000 €



**SPOCK** FARR 585 CC Fast Cruiser  
18.10 m 2009 *Location: Palma, Spain*  
*Present at the Palma Superyacht show 2016* 865,000 €



**EXPLORA** OCEANIS 473 CP  
14.30 m 2005 *Location: South France*  
149,000 €



## Racing Index



**ALPINA** Swan 82  
24.89m 2001 Location: South France  
1,700,000 €



**KORENOC** VISMARA 78' Carbon  
24.00 m 2003 Location: South France  
980,000 €



**LA FORZA DEL DESTINO** Swan 77  
23.44 m 1992 Location: USA/St Marteen  
US\$ 1,500,000



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



**PARADOX 2.0** Fast racing/cruising Trimaran  
18.90 m 2010 Location: Mediterranean Sea  
1.190,000 €



**GREY POWER** Open 60 ECO Class  
18.28 m 1997 Location: South England  
190,000 €



**ESPRIT D'EQUIPE II** Aluminium cruiser/racer  
18.28 m 1982 Location: South France  
150,000 €



**SJÖVILLAN** Orma 60 Trimaran  
18.28 m 1998 Location: Sweden  
400,000 €



**TRIBULATION** Multi 50 Racing Trimaran  
15.24 m 1987/2012 Location: West France  
160,000 €



**SEAWONDER** 46ft Racing Sailing Yacht  
14.00 m 2006 Location: Italy  
260,000 €



**AQUARELLE 1 & 2** Frers 44  
13.70 m 2005 Location: South France  
140,000 €



**REALTEAM** Extreme 40 Racing Catamaran  
12.19 m 2009 Location: Switzerland  
150,000 €



**JUMPA LAGI** Pogo 40  
12.18 m 2009 Location: North West France  
160,000 €



**BLACK LEGEND II** Code 1  
12.00 m 2014 Location: South France  
550,000 €



**GLEN ELLEN V** A 40  
11.98 m 2008 Location: South France  
120,000 €



# Charter

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

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

#### BGYB assets:

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

#### DESTINATIONS

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



# Exclusive Travel Designer



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## ♦ CENTRAL AGENCY CHARTER FLEET: WALLY YACHTS ♦

**DARK SHADOW**

2002 - Length: 30.45 m

Guest/Crew: 6-12/5

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

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

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



© Marc Paris



© Ingrid Abney

**Wally 77 "GENIE"**

1995 - Length: 24.00 m

Guest/Crew: 6-11/3

**Exceptional and relentless sailing yacht.**

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

**WALLY ONE**

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

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

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

© Rui Coutinho / Global Imagens





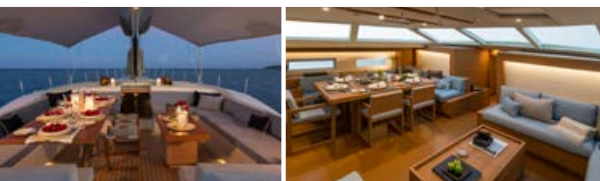
## SW 102RS "FARFALLA"

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

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

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

SW102RS Farfalla, Courtesy of Southern Wind Shipyard



SW 94 Windfall, Courtesy of Southern Wind Shipyard

## SW 94 "WINDFALL"

2013 - Length: 28.64 m - Guest/Crew: 8-12/4

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

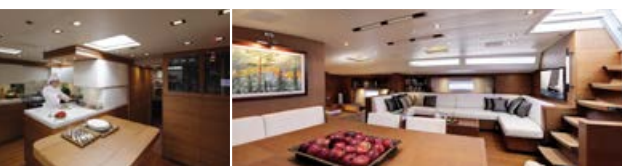


## SW 100RS "CAPE ARROW"

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

CAPE ARROW is a result of the winning collaboration between Farr Yacht Design for the naval architecture and Nauta Design for the general concept, interior design and exterior styling. SW 100 RS is aimed at guests who enjoy the aggressive, sporty lines and open transom of low coachroof profile whilst not compromising the generous interior space of a Raised Saloon version. A performance package including high modulus carbon mast and CARBON EC6+ has caused over a tonne of weight loss.

SW 100RS CAPE ARROW, Courtesy of Southern Wind Shipyard



SW 78 SOUTHERN STAR, Courtesy of Southern Wind Shipyard

## SW 78 "SOUTHERN STAR"

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

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

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



## ♦ CENTRAL AGENCY CHARTER FLEET UPDATE ♦



© Richard Sprang

### Maxi Dolphin FC100 "NOMAD IV" 2013 - Length: 30.48 m - Guest/Crew: 12/4

NOMAD IV is a sailing yacht with cutting-edge characteristics that set her apart from other 100 footers today. The world-renowned naval architects Finot-Conq have an enviable reputation within the sailing world; among their previous racing builds are IMOCA 60s and their latest creation is the 100ft cruiser S/Y NOMAD IV. She is probably the fastest 100' performance cruiser in the world, as well as being a very comfortable yacht for luxury family charter. Aesthetic proportions: the wide chinned hull; a low and wide coachroof; an extremely wide cockpit for a radical exterior style.

- Large cockpit with two tables for twelve guests sitting each and/or two sunbathing areas.
- A very wide yacht which is pleasant at sea.
- A performance yacht with the sensation of speed and power and enjoyable steering.
- The cockpit is also able to accommodate at least 50 people for a party.
- A 360° panoramic view of the sea from the dining room and the saloon.

- First class accommodation for 12 guests and 3-4 crew.
- 2 x large exterior sunbathing areas in the cockpit.
- 3.50m retractable keel which allows access to shallow anchorages.
- Garage equipped with an abundance of toys, a bathing platform and a ladder.



© Christophe Launay

### Dream 67 "SHAMLOIR" 2012 - Length: 22.40 m - Guest/Crew: 6-12/4

**Luxury cruising and racing on an open 60 naval architecture concept.**

The luxury yacht DREAM 67 SHAMLOIR stands out for her superior performance, which necessitates extremely high quality construction standards, entrusted to Maxi Dolphin, which was chosen as the shipbuilder: further confirmation of the excellent levels reached by the Erbusco boatyard and recognised in the international sailing world. We could compare the concept to a luxury fast car equipped with the best racing engines, wheels and systems. Latest technologies, exhaustive engineering, constant weight watching all along the project were the major keys used.





## Maxi-Yacht 82 “AEGIR”

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

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

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



## Mylius 60 “SUD”

2013 - Length: 18.35 m - Guest/Crew: 6/2

**SUD** is exhilarating to sail due to her sleek lines, her medium-light displacement and high waterline length.

She has a deep keel and good stability thanks to the generous length of her beam. Her sleek lines and the careful distribution of volumes mean she sails with real performance, but is also able to provide her guests with all the necessary comfort when cruising.



## ICE 62 “CANTELOUP VIII”

2014 - Length: 18.82 m  
Guest/Crew: 6/2

**CANTELOUP VIII** is the ideal yacht for those in search of a true sailing experience, whatever the conditions, without compromising the comfort of a luxury cruise due to her modern and spacious interior.

She will give you the desire to cruise fast and far, either upwind or downwind, or relaxing in a small, isolated bay, thanks to its adjustable keel allowing access to shallow waters and tiny typical Mediterranean ports.



© ANWB Audio Visuele Dienst



## 90ft Fast Sloop “QUINTA SANTA MARIA”

2002 - Length: 27.42 m - Guest/Crew: 8/4

**QUINTA SANTA MARIA** is a fantastic fast cruising sloop. She was constructed for her current owner, an experienced yachtsman who demanded the highest standards of construction.

Her hull, deck and superstructure were built by Composite Works, and her interior and electrical systems fitted by Mondomarine. As well equipped as she has been designed, QUINTA SANTA MARIA has successfully raced in numerous cruising racing events as well.





Photos Eric Pinel



### Maxi Catamaran "MAGIC CAT"

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

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

### Trimaran, "STERGANN II"

2015 - Length: 19.80 m  
Guest/Crew: 8/3

**The Trimaran, STERGANN II, is a new concept sailing yacht which is very comfortable at sea and at anchor. She is fast and efficient with a limited heeling. She tacks without difficulty and is very seaworthy in any sailing conditions.**

The boat is fully air conditioned. She has four passenger cabins offering maximum space and comfort. One in each float and two on the main deck. A spacious lounge offers a wide panoramic view. The cockpit and flybridge offer a large reception area with sun bathing chairs. Crews cabins are completely independent and are located in the central hull below the main deck.



Photos Blue prod



© Olivier Blanchet/NEEL TRIMARANS



## DWINGER & SANSSOUCI STAR available in Scandinavia and the Arctic over Summer 2016: Norway, Sweden, Spitzberg, Iceland, Greenland



### DWINGER

Type: Expedition sailing yacht

Builder: Royal Huisman

Length: 48.50 m

Guests: 11 - Crew: 8

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



### "One of a kind"

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

- A Royal Huisman built Yacht
- 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...

Photos Richard Soriano



### SANSSOUCI STAR

Type: Luxury Motor Yacht

Length: 53.50 m

Guests: 12 - Crew: 8

Charter Rate (MYBA terms):  
90,000/70,000 € per week



### Best Value Yacht for its size

The SANSSOUCI STAR motor yacht is one of the few remaining classic/traditional super yachts available at very accessible rates. Enjoy living in style on a true ocean going vessel. This elegant and classic Motor Yacht is a perfect base for both relaxation and activities whether it is in port or at sea.

## Suggested Itineraries

### ♦ "SPITZBERG" (July & August 2016)

1 week itinerary (stopovers possible): Longyearbyen – Isfjord – Ny-Alesund – Baie du Roi or Baie de la Croix or Baie de la Madeleine – fjord Rouge et de Smmeerenburg – Raudfjord Ytre Norskoya



Photo: Nord Lof

### ♦ "LOFOTEN ISLANDS" – Norway (June & September 2016)

1 week charter Itinerary (stopovers possible): Svolvær – Nusfjord – fjord d'Hamnoy – Reine – Sorvagen – «A» - Henningsvaer – Skrova – Trollfjord – Svolvær





## ◆ CHARTER INDEX ◆

## Charter Motor Yacht Index

Summer 2016 Charter Rates (MYBA terms)



**Name: O'MEGA** Length: 82.50 m  
 Guest/Crew: 30/30 Area: East/West Mediterranean  
 Winter rate (high/low): 525,000 €/week



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



**RM ELEGANT** 72.40 m  
 30/31 East/West Mediterranean  
 455,000 €/week



**SHERAKHAN** 69.65 m  
 26-28/19 East/West Mediterranean  
 425,000/385,000 €/week



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



**SANSSOUCI STAR** 53.50 m  
 12/8 Scandinavia & Artic  
 90,000/70,000 €/week



**AQUAVITA** 49.99 m  
 12/11 Central America, California, Caribbean  
 295,000 USD/week



**AMARULA SUN** 49.99 m  
 12/9 Bahamas, Florida and Caribbean  
 230,000/195,000 USD/week



**BROADWATER** 49.68 m  
 10/11 East/West Mediterranean  
 210,000/185,000 €/week



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



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



**RHINO** 46.94 m  
 10/10 West Mediterranean  
 160,000/150,000 €/week



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



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



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



## Charter Motor Yacht Index (continued)

Summer 2016 Charter Rates (MYBA terms)



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



**BINA** 42.65 m  
12/9 West Mediterranean - Riviera/Corsica/Sardinia  
175,000/150,000 €/week



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



**POLLY** 41.15 m  
9/7 Bahamas  
89,000 USD/week



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



**DHAAINKAN'BAA** 40.00 m  
14/20 Maldives  
105,000/90,000 USD/week



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



**SWEET ESCAPE** 39.62 m  
10/8 Bahamas/New England  
95,000 USD/week



**SUNSHINE** 37.80 m  
12/7 Bahamas  
75,000 USD/week



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



**KAI** 36.58 m  
12/7 West Mediterranean - Riviera/Corsica/Sardinia  
110,000/100,000 €/week



**CAMARINA ROYALE** 35.05 m  
10/6 Bahamas  
79,000 USD/week



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



**ANTISAN** 33.00 m  
11/6 West Mediterranean  
56,000/49,000 €/week



**SYNERGY** 30.70 m  
11/5 West Mediterranean  
52,500/45,500 €/week



## ◆ CHARTER INDEX ◆

## Charter Sailing Yacht Index

Summer 2016 Charter Rates (MYBA terms)



**Name: DRUMBEAT** Length: 53.00 m  
 Guest/Crew: 11/10 Area: Northern Europe + Arctic.  
 Rate (high/low): 190,000 €/week



**DWINGER** 48.50 m  
 11/7 Northern Europe + Arctic  
 75,000 €/week



**ANTARA** 46.00 m  
 10/8 East/West Mediterranean  
 120,000 €/week



**TWILIGHT** 38.10 m  
 8/6 East/West Mediterranean  
 100,000/90,000 €/week



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



**WHISPER** 35.36 m  
 6/5 Wint.: Caribbean, Sum.: New England  
 65,000/60,000 USD/week



**VITA DOLCE** 32.00 m  
 10/4 West Mediterranean  
 23,500/19,800 €/week



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



**FARFALLA** 31.78 m  
 8/5 South Pacific  
 65,000 €/week



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



**XNOI** 30.65 m  
 10/4 West Mediterranean  
 60,000/55,000 €/week



**NOMAD IV** 30.48 m  
 12/4 East/West Mediterranean  
 65,000/57,000 €/week



**DARK SHADOW** 30.45 m  
 6/5 Wint.: Caribbean, Sum.: West Mediterranean  
 45,000/40,000 €/week



**CAPE ARROW** 30.20 m  
 8/4 Wint.: Caribbean, Sum.: West Mediterranean  
 52,000/47,000 €/week



**MRS SEVEN** 30.20 m  
 8/4 East Mediterranean  
 52,000/46,000 €/week



## Charter Sailing Yacht Index (continued)

Summer 2016 Charter Rates (MYBA terms)



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



**NEFERTITI** 27.70 m  
8/4 West Mediterranean  
49,000/44,000 €/week



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



**QUINTA SANTA MARIA** 27.42 m  
8/4 West Mediterranean  
26,000/24,000 €/week



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



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



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



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



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



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



**SHAMLOP** 22.40 m  
6/2 Wint.: Caribbean, Sum.: West Mediterranean  
22,000/20,000 €/week



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



**STERGANN II** 19.80 m  
8/3 West Mediterranean  
35,000/30,000 €/week



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



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



## ◆ UPCOMING EVENTS ◆

### ★ Palma Yacht Show 28<sup>th</sup> April – 2<sup>nd</sup> May 2016

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

The 2016 Palma Superyacht Show, which will be held from the 28th of April to the 2nd of May, is unsurprisingly already gathering momentum. Apart from being a vibrant yachting destination, Palma is also fast becoming a hub for all services related to superyachts. From custom refits and repairs to sailmakers and surveyors, Palma seems to be bringing together the very best that the industry has to offer and it is only natural that it hosts a show of yachting excellence.

**This year BGYB will exhibit the 147<sup>ft</sup> S/Y MARI-CHA III, the Jongert 2900 S/Y CELANDINE & the 86<sup>ft</sup> Lifting Keel Sloop BENIGUET.**



Photos © G. Westphal Yachtingphoto



*MARI-CHA III is regarded as one of the fastest 'super sailors' afloat and still turns heads at any anchorage.*



*CELANDINE is a beautiful steel and aluminium sloop from the board of Doug Peterson. She underwent a full Jongert refit in 2008.*



*Beniguet, Berret-Racoupeau design, is a sleek aluminium sloop with a lifting keel. She had a major refit in 2014.*

### ★ MYBA Genoa Charter Show 2016

**From the 2<sup>nd</sup> to the 5<sup>th</sup> May 2016**

Genoa will host the 28th edition of the MYBA Charter Show. This is one of the most important international exhibitions dedicated to Charter professionals and Superyachts.

As tradition goes, there will be a lively social program, to ensure everyone makes the best of the opportunity for networking.

This is an event not to be missed by yacht charter professionals, attended by the most prestigious Charter Agencies and Brokers globally. The exhibition is a select showcase for luxury charter yachts and the most exclusive display of ancillary services for the yachting industry. The MYBA Charter Show's continued success is highlighted by the number and quality of attendees over the years.



### ★ BGYB Charter Open Day Sail 2016 - Antibes

*This year, on 27<sup>th</sup> May, we are hosting the second BGYB Charter Open Day, in Antibes. The opportunity allows charter brokers to meet the crews onboard and to discover a selection of the luxury yachts that we manage.*

**27<sup>th</sup> May, Antibes, 10:00-16:00**

- ◆ 10:00-11:00 Guests will take one of the BGYB yachts' tenders over to the yachts.
- ◆ 11:00-14:00 All will enjoy an aperitif and a light lunch on board. There will then be the opportunity to visit the different yachts: charter brokers will be able to rotate around the yachts on display via the tenders.
- ◆ 14:00-16:00 Next, if the weather is nice enough, we invite you for a sail on one of the yachts.
- ◆ 16:00 By 4pm the sail will end and all will disembark at the port.

*We currently have 12 of our spectacular yachts taking part in the Open Day.*

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

**The yachts:** DARK SHADOW ◆ MAGIC CAT ◆ STERGANN II ◆ AEGIR ◆ GENIE ◆

SHAMLORE ◆ ENTHALPIA ◆ SUD ◆ CANTELOUP VIII ◆ WALLY ONE ◆ QUINTA SANTA MARIA ◆ SOUTHERN STAR





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