

Épisode 20

Autumn 2017



Ocean Sapphire, p. 5, 19

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BROKERAGE



RACING



CHARTER

*Simply click on photos
to get more information*

Mariquita, p. 6

SALE, CHARTER & MANAGEMENT
Also specialises in Transoceanic charter
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Photo ©Roman Hryciw

S/Cat "OCEAN PEARL"



Photo Richard Sprang

Bernard Gallay

The Yacht Market Overview

This year, the BGYB team has continued both listing and selling high-quality yachts across a range of categories, from 60 to 150^{ft} in length.

Business activity has remained steady and the market is set to continue in much the same vein as it has in recent years, with only well priced boats consistently in a position to finalise sales. A realistic price and widespread marketing are the keys to success. The market is still a long way off from its peak in 2007, however interest in yachting is as high as ever.

In terms of business, BGYB is working on the development of a Yacht Management service and currently manages motor and sailing yachts between 60 and 135^{ft}. Our Palma office is also expanding; working through an intermediary, Morgane Candlot, who has contributed to our charter activity.

BGYB has had numerous yacht sales including sailing yachts: 82^{ft} JFA New Classic ATAO; Nautitech 64 Catamaran ABYSSE; Privilege 615 Catamaran ETANA; Privilege 615 Catamaran MAEVIE; Sly 53 FURTIF; Racing A13 RORC Boat of the Year 2016 TEASING MACHINE; and Frers 44 AQUARELLE 2. We have also sold the motor yacht C&N Commuter 50 ALLEGIANCE.

We continue to add to our sales portfolio as we acquire new listings of all varieties. It comes as no surprise therefore, that we have been entrusted with some exciting new projects. We are delighted to announce that BGYB has been involved in the construction of 2 new sailing yachts; a 70^{ft} Finot Cong Monohull with JFA under the project management of François Boucher, as well as an Ice 72 designed by Felci Yacht Design and built by Ice Yachts. The diversity and quality of these additions is further proof of BGYB's standing in the brokerage market, and our reputation for securing sales for our clients.

All in all, this summer season has been an exciting one, with a highlight being BGYB's participation

in the Palma Superyacht Show 2017 back in May to showcase not one but two sailing yachts; 108^{ft} OCEAN'S SEVEN² and 83^{ft} WALLY ONE.

As we enter the 2017 Autumn/Winter season there is also a lot on the table for BGYB sales including several new listings such as S/Y FC 100 NOMAD IV, S/Cat 110^{ft} Maxi OCEAN PEARL, S/Cat 78^{ft} CORIOLAN VI and Racing VOR 70 GIACOMO winner of the last Rolex Sydney Hobart Race 2016.

We are also extremely excited about our participation in the Cannes Yacht Festival 2017 (12th to 17th September), the Monaco Yacht Show (27th to 30th September) and the Voiles de Saint-Tropez (30th September to 7th October, just before the winter season kicks off) where we will be exhibiting several yachts:

- ♦ Cannes : NOMAD IV at the Brokerage department. OCEAN PEARL at anchor. BGYB will also be working with Ice Yachts, as their agent, for the unveiling of a new ICE 52 as well as the world premiere of the new ICE Cat 61 in le Vieux Port. This will no doubt be the highlight of the New Yachts category.
- ♦ Monaco: LEOPARD 3 and OCEAN SAPPHIRE at anchor.
- ♦ Voiles de Saint-Tropez: OCEAN PEARL, NOMAD IV, LEOPARD 3, DARK SHADOW, AEGIR, SOUTHERN STAR, WALLY ONE, GENIE, CANTELOUP & OCEAN SAPPHIRE. Les Voiles de St Tropez will be a chance to witness our fleet in amongst the racing action as well as the perfect opportunity to meet the crews and experience what some of these yachts have to offer. All these yachts but one are also available for charter.

As the summer season draws to a close, BGYB is delighted to announce a record number of charters on board our fleet this year. With many charters already booked for the winter season, 2017 has been hugely successful for BGYB.

The summer months have seen happy clients throughout the Mediterranean on board our ever growing charter fleet. We have also recently

welcomed S/Y 87^{ft} Sloop NEPTUNE to our Central Agency who offers exceptional comfort and luxury thanks to a recent extensive refit, a spacious cockpit and a large shaded outside dining space.

With a Spanish charter licence new for summer 2017, S/Y 83^{ft} WALLY ONE – the first ever Wally Yacht – has been an ever popular choice. She has booked charters in the Balearics for the first time and also returned to old haunts in Sardinia, Corsica and the South of France.

With the Western Mediterranean receiving more enquiries than ever, WALLY ONE has been joined by other sailing yachts FC100 NOMAD IV, 87^{ft} SHAMLOP, SW100 CAPE ARROW and 83^{ft} Performance Yacht AEGIR. S/Y SW 79 SOUTHERN STAR has also booked multiple charters in the West Med, after returning from charters in Greece. Wally 78 GENIE and her Wally tender THE LAMP have booked many successful charters from St Tropez alongside M/Y OCEAN SAPPHIRE whose sleek modern look and ample deck space have put her in high demand for entertaining at events along the South Coast and across the Mediterranean.

Meanwhile, our other sailing yachts 70^{ft} Ketch ENTHALPIA, Advanced 66 ONE SHOT OF COWES and Wally 100 DARK SHADOW have cruised the beautiful Amalfi Coast and 82^{ft} Catamaran MAGIC CAT has been booked out for another busy summer in Greece.

There is still plenty to look forward to in the coming months as FC100 NOMAD IV will fight to defend her title in the RORC Transat and SW 79 SOUTHERN STAR will compete in the ARC Race. They will be joined in the Caribbean for the already busy winter season by SW102 FARFALLA, SW94 WINDFALL and Lagoon 620 Catamaran MELARNIE who, despite being a new addition to the fleet this summer, has entertained many successful bookings. In addition, 50^{ft} catamaran CURANTA CRIDHE will be available for charter in the Canary Islands.

◆ BROKERAGE NEWS - Recent Sales ◆



107ft "ROSINANTE OF NOTIKA"

1998. A very nice cold molded wood ketch designed by Marc Lombard. She is extraordinarily strong and light. The ketch rig makes her easy to handle for a reduced crew.



82ft JFA New Classic "ATAO"

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



Privilege 615 Catamaran "ETANA"

2007. The Catamaran Privilege 615 ETANA is the jewel of the Alliaura Marine range. Designed by Marc Lombard, she is aesthetically pleasing and fully sea worthy...



Privilege 615 Catamaran "MAEVIE"

2007. Comfort in its purest form; Designed by Marc Lombard, built by Alliaura Marine, the Catamaran Privilege 615 is testimony to faultless craftsmanship and design.



Nautitech 64 Catamaran "ABYSSE"

1994. This 64 foot (19.50m) catamaran is ideal for sailing in the warm waters of the Caribbean, the Pacific, or the Mediterranean.



Helia 44 Catamaran "YANDY"

2013. This catamaran HELIA 44 is an OCEANIC Version. Ready to set sail again, she is excellent for family cruises thanks to her safety, reliability and comfortable interior.



Sly 53 "FURTIF"

2008. FURTIF was constructed with sophisticated techniques and software which have enabled the perfect combination of weight, length, width and waterline.



Racing A13 "TEASING MACHINE"

RORC Boat of the Year 2016

2015. Prototype of the A13 model designed by JNYD and built by Archambault.



Frers 44 "AQUARELLE 2"

2005. AQUARELLE 2 is ideal for racing, match racing or day sailing, and would be also suitable as a sailing toy on a superyacht.



C&N Commuter 50 "ALLEGIANCE"

2004. A yacht with a real spirit of tradition, inspired by Camper & Nicholson's plans from 1925 and updated by Shipyard in 2005, ALLEGIANCE is a true gentleman's yacht.

ICE YACHTS, Italian style meets blue water sailing

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



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Exposé au prochain Yachting Festival de Cannes en septembre 2017

Caractéristiques techniques

Longueur hors tout :	15,80 m
Longueur à la flottaison :	14,84 m
Largeur :	4,65 m
Déplacement :	12,80 t
Tirant d'eau :	2,50/2,80 m
Grand voile :	90 m ²
Génois 108% :	67 m ²
Genaker :	300 m ²
Moteur :	75 Cv
Réservoir d'eau :	520 L
Réservoir de gasoil :	350 L
Construction :	Sandwich Verre/Carbone Infusion Epoxy
Mât :	Carbone



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◆ BROKERAGE NEWS - Motor Yachts ◆

135ft Sir Norman Foster Design

OCEAN SAPPHIRE



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

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

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

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

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

Year: **2010**

Designer: **Foster and Partners**

Builder: **Rodriguez Cantieri Navali**

Type: **Signature 40 Aluminium**

Displacement Motor Yacht

Length: **41 metres**

Beam: **8.40 metres**

Speed: **12 to 16 knots**

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



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

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

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



80ft Power Catamaran "PELICANO"

2005. An exceptional ocean passage composite motor catamaran.

Designed by Joubert Nivel, she has a 3.800 NM range at 10 knots of cruising speed and accommodates up to 8 guests plus 2 crew in 5 cabins.

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

Complete refit in 2015. Ready to go again.



Apremare Maestro 65 "SATURN"

2008. A very nice Maestro 65 model with limited engines hours and little use.

She can accommodate up to 6 guests in 2 double bed cabins and 1 twin bed cabin, plus 2 crew in one aft cabin. She is in very good condition indeed and ready to go.



125ft Classic Sailing Yacht MARIQUITA

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

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

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

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

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

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

Year: 1911

Designer: William Fife III

Builder: W. Fife & Son, Fairlie

Type: First International Rule 19 Metre

Length: 38.10 metres

Beam: 5.30 metres

Sail area: 6,171 sq ft upwind

Keel: 36 ton of lead

Photos credit Ben Wood



◆ BROKERAGE NEWS - Maxi Sailing Yachts ◆



100^{ft} Finot Conq Design nomad IV

2013. NOMAD IV is a fantastic sailing yacht, designed by the famous architects Finot Conq. She is a new concept of large sailing yachts with a high freeboard, huge beam and sail area allowing her unequalled sailing performances as well as tremendous spaces for the accommodation.

She is particularly comfortable thanks to her length and her equally large interior and exterior spaces. Her lateral ballasts mean she can sail almost flat and a lifting keel permits entry into a variety of ports and anchorages. Her large cockpit with 2 tables, each capable of seating up to 12, is ideal for relaxed dinners on board, and the ample sunbathing space permits owners and guests to soak up the rays in total comfort. Her deck saloon has stunning 360° panoramic views. Also for charter.

Photos © Richard Sprang



100^{ft} Super Maxi LEOPARD 3

Photo © Carlo Borlenghi

2007. Leopard is arguably the most high profile racer cruiser yacht in existence. This speed machine has a history for trophy-hunting and record-breaking around the world and represents a pinnacle in the evolutionary timeline of super maxi development. She is an entirely new species of big boat: a 100-foot yacht that undergoes a stunning metamorphosis between a potent racing machine and a 5-star luxury crewed charter yacht.

The concept behind Leopard was to create a yacht with a radical dual purpose: high performance for racing with a canting keel and twin dagger boards, combined with startling internal space, accessories and creature comforts to meet the demands of the top-end charter market. The designers excelled in their task and Leopard was launched as the first ever super maxi yacht with this dual role in June 2007.





Photos © Rhoderick Grimes Graeme

104ft Aluminium Sloop "OCEAN'S SEVEN²"

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

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



Simon Rogers 82 "AEGIR"

2011. A Simon Rogers Design built in 2010 and designed as a modern Racer-Cruiser to compete in the Maxi Class of the most prestigious race events, has fulfilled her goals at the Rolex Maxi Yacht Cup in Porto Cervo, winning both the 2012 and 2013 editions, and finishing 2nd in her class in 2016! She is also a proven Offshore racer with a 3rd place at the Caribbean RORC 600 in 2011, and a 4th at the Middle Sea Race in 2016! Light, strong, fast and sharp on the water, she can also turn into an ideal blue water cruising yacht, offering excellent comfort and all the amenities of high standard sailing style.

Photo © TimWright



Photo © Carlo Borlenghi

Southern Wind 78 "SOUTHERN STAR"

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

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

◆ BROKERAGE NEWS - Multihulls/Racing ◆



Photo ©Roman Hryciow

Maxi Catamaran "OCEAN PEARL"

2000. OCEAN PEARL is the ex Club Méditerranée winner of the Race in 2001 (around the world regatta) with New Zealand skipper Grant Dalton. She had a fantastic track record and list of prizes before undergoing a complete refit and conversion project into a fantastic maxi cruiser catamaran with light and comfortable accommodation for fast crossing and blue waters cruising.

One of the major achievements of OCEAN PEARL is that she has successfully been converted from being one of the best performing racing machines in the world to the fastest sailing cruising catamaran ever.

**78ft VPLP Design "CORIOLAN VI"**

2003. A fast and light classic 24m catamaran, built from Epoxy glass fibre and carbon structure. A seaworthy catamaran capable of 300-350 miles passage per day. She is designed to give a real sailing experience while ensuring maximum comfort on board. The transverse structure and mast are made of carbon fiber in order to keep her strong but light. She is easy to handle with electrical winches, twin helms and a clear view over the coach roof from the cockpit. Dining indoors and outdoors for 12.

**60ft VPLP Design "NO LIMIT"**

2015. Built by Outremer & No Limit shipyards, NO LIMIT is a completely new 18m performance catamaran. Although her design is close to a racing catamaran, NO LIMIT is also the ideal yacht for a relaxed and comfortable luxury cruise. She has the capacity to sail at high speeds, but is a favourite in the charter market due to her uniqueness. Thanks to the intelligent usage of space and the minimalist layout of the deck and cockpit, guests are able to enjoy spacious living and cruising areas. Accommodating 6 guests in 3 double cabins.

**VOR 70 GIACOMO**

2011. GIACOMO also known as GROUPAMA 4 is a Volvo Open 70 yacht. She was the Overall Winner of the 2011-12 Volvo Ocean Race skippered by Franck Cammas.

Since then she has continue to dominate on the racing circuit. This highlighted by her recent achievement in the Rolex Sydney Hobart Yacht Race 2016:

- Overall winner
- Tattersall's Cup
- 2nd Line Honours
- 2nd Race record

Motor Yacht Index



SANSSOUCI STAR Steel/Aluminium Large Motor Yacht
53.53 m 1982
Location: Sète, South of France **4,900,000 €**



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



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



ABOU MAYA Monte Fino 83
25.29 m 1994
Location: Marocco **350,000 €**



PELICANO YC 80 Joubert-Nivelt Design
23.95 m 2005
Location: Marina degli Aregai, Italy **1,100,000 €**



SATURN Apremare Maestro 65
20.15 m 2008
Location: Montenegro **639,000 €**



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

♦ SALES ♦

Multihull Index



OCEAN PEARL Maxi Catamaran
33.50 m 2000
Location: Barcelona, Spain 3,500,000 €



PELICANO YC 80 Jouvert-Nivelt Design
23.95 m 2005
Location: Marina degli Aregai, Italy 1,100,000 €



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



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



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



ICE CAT 61 Cruising catamaran
18.60 m 2017
Location: Italy P.O.A.



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



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



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



M'PULSE Racer-Cruiser Trimaran
15.00 m 1994
Location: West of France 149,000 €



YANDY HELIA 44
13.30 m 2013
Location: South of France 430,000 €



ZED 6 TS 42
12.98 m 2015
Location: Canary Islands, then Caribbean 550,000 €



Sailing Yacht Index



MARIQUITA William Fife III Design
38.10 m 1911/2003
Location: Lymington, England **3,500,000 €**



OCEAN'S SEVEN² Trehard Aluminium Sloop
31.80 m 1998
Location: Marseille, France **2,495,000 €**



NOMAD IV Maxi Dolphin
30.48 m 2013
Location: South of France **8,000,000 €**



LEOPARD 3 Farr Yacht Design Super Maxi Yacht
30.00 m 2007
Location: South of France/Palma **4,000,000 €**



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



DARK STAR OF LONDON Aluminium Centre Board Cutter Rig
27.50 m 1982
Location: Port Napoleon, South of France **1,090,000 €**



QUINTA SANTA MARIA Fast Sloop
27.42 m 2002
Location: Marina degli Aregai, Italy **790,000 €**



BENIGUET Garcia 86 QR
26.33 m 2005
Location: Canet en Roussillon, South France **1,950,000 €**



AMAALTA André Mauric / Pina Farina Design
26.10 m 1981
Location: Sète, South France **290,000 €**



WALLY ONE Wally 83
25.30 m 1991
Location: South of France **1,190,000 €**



AEGIR Simon Roger Design
25.10 m 2011
Location: South of France/Palma **3,599,000 €**



DJANGO TOO Trehard Aluminium Sloop
25.00 m 1991
Location: La Ciotat, South of France **990,000 €**



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



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



CAPRICORNO McConaghy - Maxi 79
24.01 m 1995
Location: Italy **850,000 €**

♦ SALES ♦

Sailing Yacht Index (continued)



WILD SALMON Locwind 80
24.00m 1997
Location: Port Napoleon, South of France **640,000 €**



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



ANNKA 1 GY 75
23.72 m 2009
Location: Genova, Italy **1,495,000 €**



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



LA FORZA DEL DESTINO Swan 77
23.44 m 1992
Location: East America **US\$ 895,000**



MARICEA CNB 76 German Frers Sloop
23.35 m 1990
Location: Sète, South of France **495,000 €**



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



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



ARGENTELLA Scorpio 72
21.60 m 1991
Location: Antibes, South France **390,000 €**



TOAD Cutter Rigged Sloop
21.14 m 1996
Location: Italy **695,000 €**



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



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



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



SUENO ICE 62 with 2 years warranty
18.82 m 2015
Location: Sardinia, Italy **1,490,000 €**



LEVITHA Azzuro 53
16.85 m 2007
Location: Martinique, Caribbean **650,000 €**

Racing Index



MARIQUITA William Fife III Design
38.10 m 1911/2003
Location: Lymington, England **3,500,000 €**



OCEAN PEARL Maxi Catamaran
33.50 m 2000
Location: Barcelona, Spain **3,500,000 €**



NOMAD IV Maxi Dolphin
30.48 m 2013
Location: South of France **8,000,000 €**



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



AEGIR Simon Roger Design Carbon Sloop
25.10m 2011
Location: South of France /Palma **3,599,000 €**



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



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



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



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



COME IN VENDEE Ex Imoca 60
18.28 m 1997
Location: West France **190,000 €**



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



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



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



MAGIC TWELVE Farr 46
13.70 m 2005
Location: Marseille **275,000 €**



AXAR Pogo 40 S2
12.19 m 2015
Location: West France **205,000 €**

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

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

East Mediterranean

- Greece
- Croatia
- Montenegro
- Turkey

Caribbean

- Leeward Islands
- Les Antilles
- Windward Islands
- Cuba
- Panama

Pacific Ocean

- Polynesia
- Galapagos Islands
- Fiji
- New Zealand

Indian Ocean

- Maldives
- Seychelles

Other Destinations

- South East Asia
- South America
- Scandinavia
- (Norway, Sweden, Finland)
- Spitzberg
- Iceland
- Greenland

Transatlantic Charter

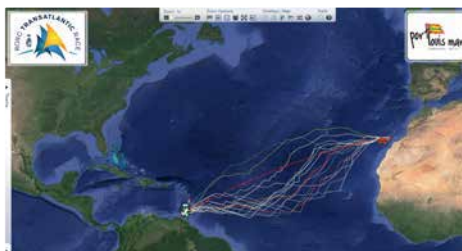
A Transatlantic Crossing is a once in a lifetime offshore sailing experience that will leave unforgettable memories in its wake!

Being part of the crew on this journey; sailing day and night through the trade winds; adjusting the sails to each shift, gust and lull; rocked by the rolling Atlantic swell and battering through its squalls, a Transatlantic crossing is the ultimate experience for those who seek freedom and adventure... Fair winds !!!

RORC Transat

♦ From Lanzarote to Virgin Gorda

This year's race is organised in association with the Yacht Club Costa Smeralda and celebrates their 50th anniversary. The race starts on the 25th of November 2017 in Lanzarote and finishes at the YCCS yacht club in Virgin Gorda.



ARC Rally

♦ From Gran Canaria to Sainte Lucia

What is a Rally? Our definition of a rally is safe and social cruising. We offer an element of competitive, but it isn't a race! Rallies are about crossing oceans with friends; feeling confident and prepared on departure day; having support and friendship at sea; and providing a welcome to salute your achievement on arrival.

Fun Competition. We use data collected about your boat and sails to give the boat its "handicap". This is a time correction factor that allows us to compare the passage times of different types and sizes of cruising boat, providing an element of friendly competition. We still allow you to use your engine for propulsion as well as charging the batteries, so this isn't a race! At the end we compare the elapsed times, adjust for the handicap and motoring hours and then work out the results.

There is no obligation to join the fun competition. If you prefer to simply cruise at your own pace with no results calculated, then you can sail in the Open Division in any rally.

The ARC Racing Division. The ARC has a specific Racing Division that is different from the usual competition. Boats sailing in the Racing Division are usually seasoned racing boats, with racing crews. These boats must have a current IRC handicap certificate, and they are not allowed to use their engine for propulsion. The majority of ARC boats sailing in the Cruising Division use World Cruising Club handicaps for fun competitions only.



Confident Cruising. We know that undertaking a long voyage can be a daunting prospect, even for seasoned sailors. The whole rally pre-departure schedule is designed to help crews to relax and to prepare their boats with confidence. Talking to other ralliers is a great way to share knowledge and concerns, and to make friends who will become cruising companions. Parties are the best way to meet people!

When you join a rally, we provide you with a comprehensive Rally Handbook that is full of advice on how to prepare your boat and crew. We've been running rallies since 1986, so we have lots of practical knowledge to help you make the most of your experience of a lifetime.

Your Safety. We take your safety very seriously. We hold information about your boat and crew that can be passed to coastguard authorities in an emergency (float plan), and we require all rally boats to carry a minimum level of safety equipment. Before the start we will check that this equipment is onboard and ready to be used in an emergency, for example a man overboard, a fire or a sinking.

Statistically, you are very safe taking part in a rally! We have run successful ocean cruising rallies since 1986, and can provide advice on all aspects of preparing boat and crew for offshore sailing.

Available Yachts



Dream 67 "SHAMLOR" 2012 - Length: 22.40m - Guest/Crew: 6-12/2
Luxury cruising and racing on a open 60 naval architecture concept.

The luxury yacht DREAM 67 SHAMLOR 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.

Marten 72 "ARAGON" 2006 - Length: 22.00m - Guest/Crew: 8/2+
ARAGON, a Marten Yacht 72 designed by Reichel-Pugh as a light weight racer-cruiser, is the optimal racing yacht for those who wish to have a sharp and reactive experience on the Maxi circuit. She is constructed from Carbon fibre and Nomex to the highest standards, and equipped with a full North Sails racing wardrobe.



◆ BGYB CENTRAL AGENCY FLEET ◆

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

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

**Wally yacht "DARK SHADOW"**

2002 - Length: **30.45 m** - Guest/Crew: **6-12/15**

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 Wally credentials.

**84ft Fitzroy Yachts "NEPTUNE"**

2004 - Length: **25.65 m** - Guest/Crew: **6/2** - **Neptune is a stunning aluminum 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.

**Maxi-Yacht 82 "AEGIR" 2010** - Length: **25.10m** - 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. AEGIR, after a successful cruising charter season, has turned into her race mode, and has made a Second Place on the Podium at the Rolex Maxi Yacht Cup in Porto Cervo, after winning the 2012 and 2013 Editions!

**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. MAGIC CAT will captivate sailing enthusiasts, who will be charmed and surprised by the sensations at the helm.

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

2010 - Length: **20.50 m** - Guest/Crew: **6/3** - **ONE SHOT is the perfect sailing yacht for an exhilarating sailing experience that guarantees high speeds even in light breezes.**

ONE SHOT offers breath-taking performance in the midst of impeccable luxury. She is sleek and modern with two decks, lower and main, which is partially covered.

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

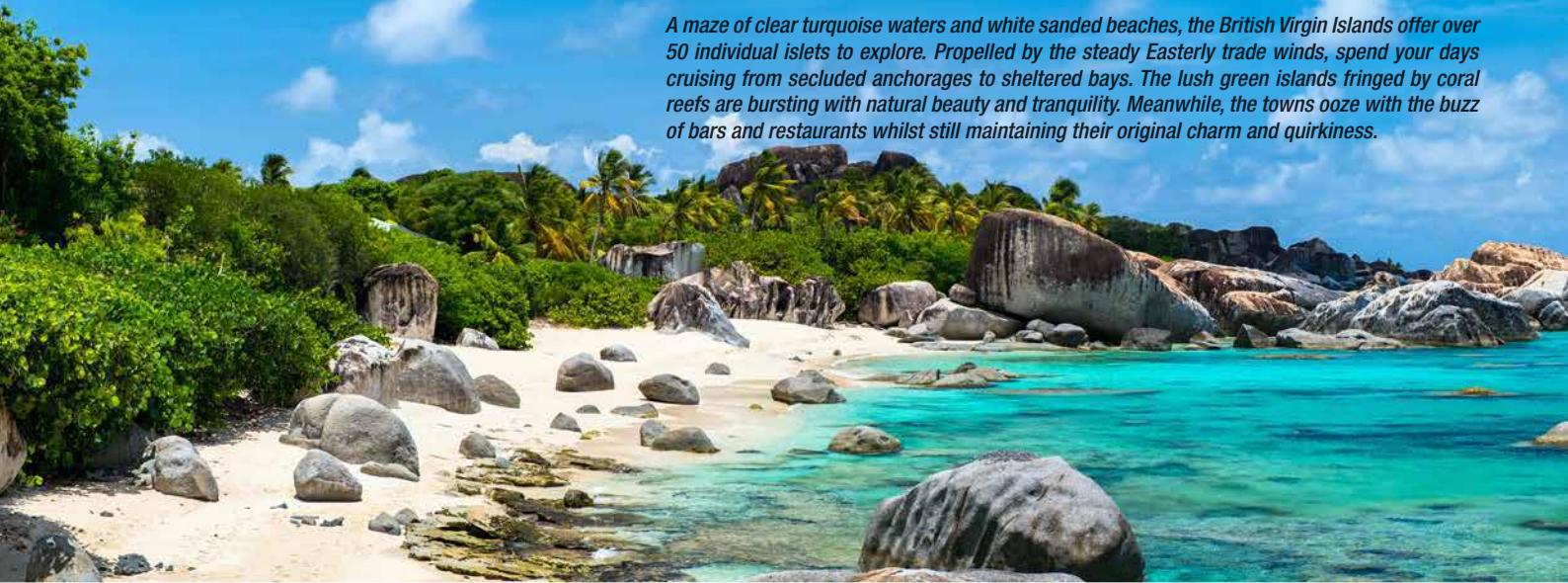
She is the ideal yacht for those in search of a true sailing experience, whatever the conditions, without compromising the comfort of a luxury cruise. She will give you the desire to cruise fast and far, or relax in a small, isolated bay, thanks to its adjustable keel allowing access to shallow waters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

**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. The interior is spacious and comfortable with three cabins. The forward double cabin can be turned into a twin bed cabin if desired.

British Virgin Islands

A maze of clear turquoise waters and white sanded beaches, the British Virgin Islands offer over 50 individual islets to explore. Propelled by the steady Easterly trade winds, spend your days cruising from secluded anchorages to sheltered bays. The lush green islands fringed by coral reefs are bursting with natural beauty and tranquility. Meanwhile, the towns ooze with the buzz of bars and restaurants whilst still maintaining their original charm and quirkiness.



Available Yachts

SW 102RS "FARFALLA"

2014 - Length: 31.78 m - Guest/Crew: 8/5
Launched in Cape Town in May 2014,
FARFALLA is the first Raised Saloon
version of the SW 102 model.

Notable features of **FARFALLA**, which 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.

SW 102RS Farfalla, 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).

PHOTO © BILIERICO



Suggested Itinerary

♦ From Tortola to Virgin Gorda - 8 days

Day 1: Embarkation on Beef Island, anchored by the airport arrival dock, set sail to the Baths. Swimming and snorkelling, stay overnight at anchor and visit Spanish Town

Day 2: Sail to Prickly Pear Island, kitesurf session for beginners, stay overnight in the bay of the Bitter End Yacht Club

Day 3: Sail down to Jost Van Dijk, relax in the bay and enjoy the famous Foxy's beach restaurant. Stay overnight anchored in Great Harbour

Day 4: Move the yacht to White Bay for a swim, before setting sail to Great Cruz Bay in St John's US Virgin Islands

Day 5: Sail to Coral Bay, lunch at anchor and a chilled out afternoon of swimming and snorkelling. Stay overnight at anchor in Coral Harbour

Day 6: Set sail to Peter Island in the BVI and enjoy several calm anchorages

Day 7: Sail around Salt Island and Copper Island, and anchor by Ginger Island. Sail North to Tortola for the night and visit Road Town

Day 8: Sail around Tortola to Beef Island Airport



Ocean Sapphire

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

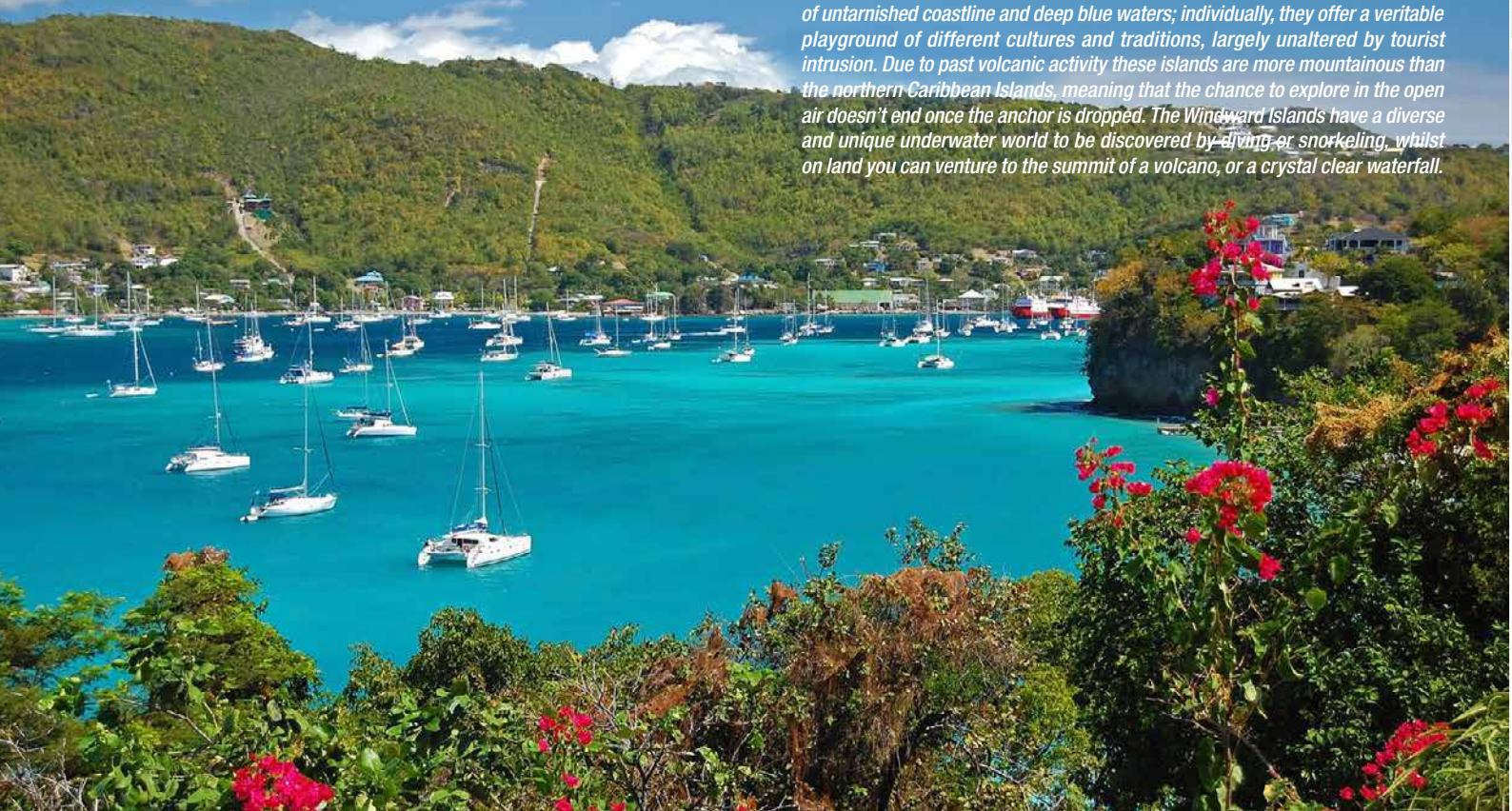
This new private luxury yacht, designed by Norman Foster, has four deck levels, offering more exterior and interior space than any other yacht in her category.

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

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

Grenadines

Together, the islands that compose the Grenadines boast several hundred miles of untarnished coastline and deep blue waters; individually, they offer a veritable playground of different cultures and traditions, largely unaltered by tourist intrusion. Due to past volcanic activity these islands are more mountainous than the northern Caribbean Islands, meaning that the chance to explore in the open air doesn't end once the anchor is dropped. The Windward Islands have a diverse and unique underwater world to be discovered by diving or snorkeling, whilst on land you can venture to the summit of a volcano, or a crystal clear waterfall.



Available Yachts

Maxi Dolphin FC100 "NOMAD IV"

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



Photo © Richard Sprang



Photo © LAGOON

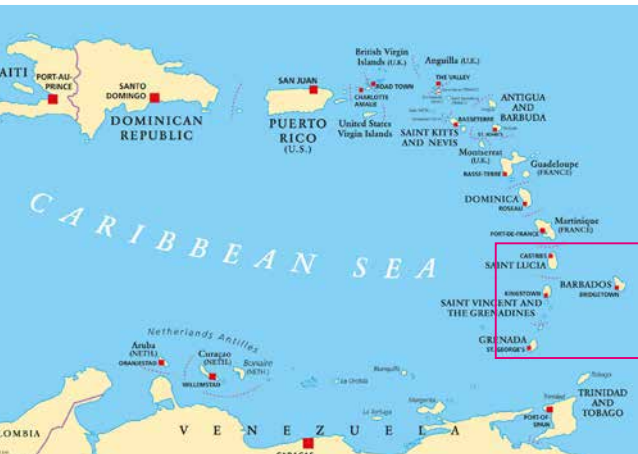
Lagoon 620 "MELARNIE"

2017 - Length: **18.90m** - Guest/Crew: **2/8**

Designed by renowned architects Van Peteghem and Lauriot Prévost (VPLP) in association with the Lagoon shipyard, the 620 is an innovative catamaran designed to suit the needs of yachtsmen looking for a relaxing cruise in the most luxurious of surroundings.

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

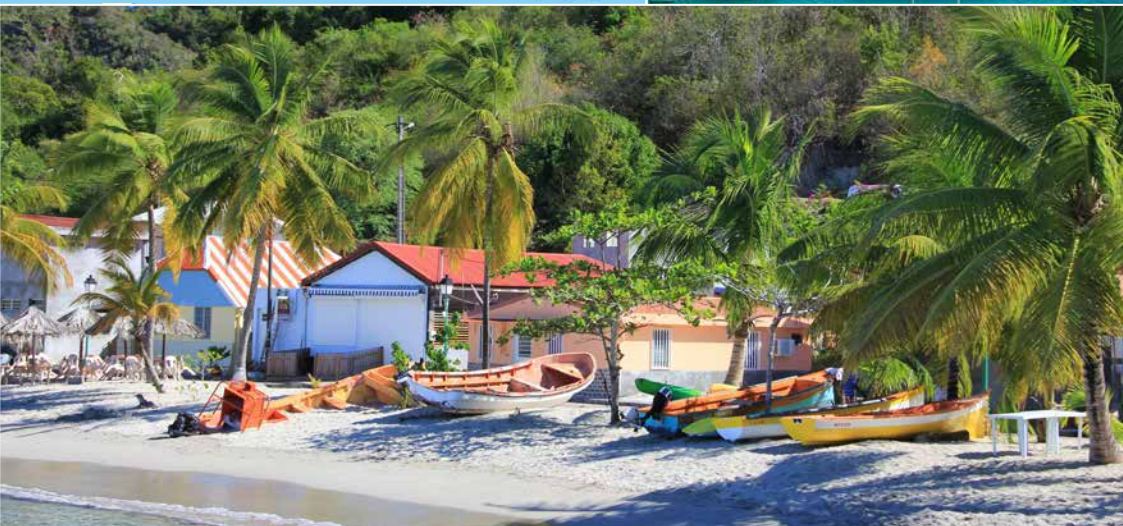
◆ CHARTER DESTINATIONS ◆



Suggested Itinerary

◆ From Grenada to Mustique Island - 8 days

- Day 1:** Embark in St. George's, Grenada
- Day 2:** Sail North to Ronde Island, Lunch & chill out in anchorage
Sail to Carriacou, stay overnight on anchor in the Bay
- Day 3:** Sail to Clifton, lunch, swimming and snorkelling. Set sail to Canouan and stay overnight at anchor
- Day 4:** Sail to Mustique and pass the afternoon and evening enjoying the famous beach restaurant
- Day 5:** Sail around Mustique Island and have lunch & an afternoon of relaxation
- Day 6:** Sail to Port Elizabeth
- Day 7:** Sail down South to Carriacou, Petite Martinique
- Day 8:** Sail back to St Georges, Grenada



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.



SW 102RS "FARFALLA"

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

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

Courtesy of Southern Wind Shipyard



Photo © 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. She is probably the fastest 100' performance cruiser in the world, as well as being a very comfortable yacht for luxury family charter.



Photo © Carlo Borlenghi

SW 78 "SOUTHERN STAR"

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

◆ CHARTER ◆

Motor Yacht Index

Winter 2017-2018 Charter Rates (MYBA terms)



Name: CHRISTINA O Length: 99.10 m
 Guest/Crew: 34/38 Area: Caribbean
 Rate (high/low): 630,000 €/week



TITANIA 73.00 m
 12/20 Caribbean
 600,000/420,000 USD/week



SHERAKHAN 69.65 m
 26-28/19 Caribbean
 425,000 USD/week



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



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



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



AQUAVITA 49.99 m
 12/12 Caribbean
 295,000 USD/week



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



BROADWATER 49.68 m
 12/12 Caribbean
 280,000/260,000 USD/week



HIGHLANDER 49.45 m
 12/11 Caribbean
 195,000/100,000 USD/week



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



RHINO 46.94 m
 10/10 Bahamas
 150,000/140,000 USD/week



EXCELLENCE 45.72 m
 10/9 Bahamas
 160,000/140,000 USD/week



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



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

Motor Yacht Index (continued)

Winter 2017-2018 Charter Rates (MYBA terms)



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



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



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



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



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



W 39.62 m
10/7 Caribbean
140,000/130,000 USD/week



SWEET ESCAPE 39.62 m
12/7 Caribbean
115,000/95,000 USD/week



AZALEA 38.70 m
18/13 Indian Ocean
75,000/65,000 USD/week



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



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



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



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



Sailing Yacht Index

Winter 2017-2018 Charter Rates (MYBA terms)



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



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



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



BLISS 37.00 m
 10/5 South East Asia
 98,000/84,000 USD/week



WHISPER 35.36 m
 6/5 Wint.: Caribbean, Sum.: New England
 65,000/55,000 USD/week



FARFALLA 31.78 m
 8/5 West Mediterranean
 70,000 €/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
 59,000/54,000 €/week



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



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



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



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



NEPTUNE 25.65 m
 6/2 West Mediterranean
 24,000 €/week



WALLY ONE 25.30 m
 8/3 West Mediterranean
 24,000/18,000 €/week

Sailing Yacht Index (continued)

Winter 2017-2018 Charter Rates (MYBA terms)



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



SKIP'N BOU 24.00 m
6/3 Caribbean
34,000/30,000 USD/week



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



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



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



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



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



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



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



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



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



SUD 18.35 m
6/2 West Mediterranean
20,000/18,000 €/week



EAGLE OF NORWAY 17.27 m
10/2 Croatia
26,170/12,600 €/week



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

◆ UPCOMING EVENTS ◆

★ Cannes Yachting Festival 12–17th September 2017

The Cannes Yacht Show takes place every September in the elegant and luxurious surroundings of the sparkling waters of Cannes bay. As the first show in the boating season, this show is Europe's leading in-water yachting event. The major players in pleasure yachting come here to launch their show season in style by showcasing their new worldwide models. With 530 exhibitors, 630 boats and over 51 000 visitors, this promises to be an unforgettable event.

Exhibitors and visitors meet in two exceptional French Riviera ports: "The Vieux Port" and "The Port Pierre Canto", with the boats being displayed both in water and on land in these two locations. The shipyards offer trips out to sea so that new buyers can try out the finest yachts in the world. Yachting lovers from every continent will appreciate the magical atmosphere and unrivalled opportunities for boat viewing that are provided by this show.



★ Monaco Yacht Show 27–30th September 2017

Set in the iconic Port Hercules of the Principality of Monaco since 1991, the Monaco Yacht Show is the only place to admire, visit and purchase around 125 extraordinary one-off superyachts built by the world's most respected shipyards. 40 new launches are unveiled in world premiere at every edition.

With 580 exhibiting companies and partners participating in the Monaco Yacht Show, the discerning yacht-lover will discover, amongst the world leading luxury yachting companies, the trendiest superyacht builders, yacht designers, luxury manufacturers and the most important brokerage houses.

The Monaco Yacht Show is the one and only occasion in the year - and in the world - to discover the greatest superyachts on offer in the unrivalled glamour of Monaco.

★ Les Voiles de Saint-Tropez 30th September – 08th October 2017

Les Voiles de Saint Tropez is the major sailing event of the year; an unmissable highlight of the race calendar that is masterfully orchestrated by the Société Nautique de Saint-Tropez for a selection of the finest traditional and modern yachts in the world, combining a subtle mix of latest generation yachts and those dating back to well over a hundred years, as well as bankable names and new additions to the fleet.

A number of top-flight skippers and racers, from the offshore racing scene to the America's Cup, will be competing in Saint-Tropez. Among the many stars will be Sébastien Josse, Philippe Monnet, Marc Pajot, Bruno Peyron, Lionel Péan and Marie Tabarly, to name but a few, all brought together by their love of beautiful yachts, classic and modern alike, and their delight in seeing such a variety of yachts being sailed together in such an atmosphere of fair play and conviviality.



A Cocktail Evening with BGYB 04th October 2017

The BGYB team is delighted to announce a cocktail evening to be held at the Hotel de Lices in Saint-Tropez on the evening of the 04th of October 2017 from 6.00pm to 9.00pm.

Please join us for a small get-together in order to catch up on this week's exciting racing exploits over a glass of wine, a cocktail or two and some canapés.

Visit & Sea Trials

BGYB invites you to make an appointment for a visit or sea trial on board the following yachts which will be based in the bay of St Tropez all week:

Ocean Sapphire, Ocean Pearl, Nomad IV, Dark Shadow, Leopard 3, Aegir, Wally One, Alpina, Genie, Southern Star, Canteloup VIII.

We look forward to receiving you on board these one-of-a-kind yachts!



► 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 18 years



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



Paris

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



La Ciotat

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

- Yacht broker with BGYB for 5 years
- Extensively well known and experienced Technical, Fleet, Shore & Project Manager with companies such as Nahema, Compositeworks France, CIM shipyard and several Turkish shipyards

► MONACO



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

► MOSCOW



Oscar KONYUKHOV - +7 910 477 09 70
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- BGYB representative in Moscow for over 9 years
- Over all - 3 Round the world campaigns as a Project Manager and PR officer

► TURKEY



Thierry SAGNES - +90 536 976 24 38
thierry.sagnes@bernard-gallay.com

- On the water sailing the 5 ocean since 1982
- 2001 to 2011 Arctic journey project manager and captain on JFA 85 "SUN TENAREZE"



Christophe APOTHELOZ - +90 530 461 50 95
christophe.apotheloz@bernard-gallay.com

- Active Captain on Large Motor Yachts since 16 years (MCA Master 3000 GT Unlimited) and at sea since 1991 - 20 years experience in East Med and Turkish yachting market, charter

► PALMA DE MALLORCA



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- BGYB representative in Palma for 8 years
- With over 26 years of sail and motor yacht navigation experience



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- Studied International Management for 4 years
- Yacht Agent since 2015



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- Yacht broker with BGYB for 10 years
- Yacht Manager - University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



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



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Antibes

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

► HONG-KONG



Thierry BAROT - +852 9549 5135
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- BGYB representative in Hong-Kong for 6 years
- Service manager for Simpson Marine in HK
- Construction Management of Cortenzo 26M in China at DHS shipyard

► GRENADA



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- Multi and monohull racer
- Sailmaker and rigger since 1991
- Owns Turbulence Ltd in Grenada, Caribbean.

► USA - California



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- Sails maker in San Francisco
- He has participated in several America's Cup Events

► ITALY



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