

# Épisode 21

Spring 2018



Damahwil, p. 11

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Photo © Kristina Strobel

The Mercy Boys, p. 18



BROKERAGE



RACING



CHARTER



100ft Carbon Sloop "BLUE DIAMOND", p. 11

Photos © Jesus Renedo



Photo Richard Sprang

Bernard Gallay

## The Yacht Market Overview

### Sales

2017 was BGYB's best year yet in terms of number and value of boats sold. Notable sales include: Privilege 615s **ETANA** and **MAEVIE**, 78ft VPLP Sailing Catamaran **CORIO LAN VI**, S/Y G75 Garcia **ANNKA 1**, Racing Volvo Open 70 **GIACOMO**, the Swan 82 **ALPINA**, 107ft Large Sailing Yacht **ROSINANTE OF NOTIKA**, as well as Apremare 65 **SATURN**.

In a market that has remained relatively stable for the past few years, it is now important that Asking Prices are reasonable in order for boats to sell. With this in mind, many of our boats have reduced prices, including M/Y 135ft Norman Foster Design **OCEAN SAPPHIRE** which saw a remarkable price reduction of €0.6M, now down to €5.9M; 110ft Maxi Cat **OCEAN PEARL**, now €2.95M after a reduction of €0.55M; Maxi Dolphin 100 **NOMAD IV**, now €5.9M after a €2.1M reduction; Racing Maxi 100 **LEOPARD 3**, now on the market for €2.95M after a reduction of €0.3M; 104ft Trehard aluminium sloop **OCEAN'S SEVEN<sup>2</sup>** at €1.995M, and the SWS 78 sailing yacht **SOUTHERN STAR** whose Asking Price is now €1.8M, to name just a few. With such impressive reductions, we are confident of numerous sales taking place over the year to come.

As well as this, we have seen a number of prestigious new listings. Beautiful 162ft Classic Gaff Schooner **ELEONORA** is now among our listings, as well as the 118ft Ocean Ongoing Motorsailer **QUEEN SOUTH III** and the 100ft Carbon Sloop **BLUE DIAMOND**, a high performer whether for blue water cruising or Super Yacht racing. M/Y 148ft Abeking & Rasmussen **KRISS** is also back in our listings, after having sold her in 2007 and then to her current owner in 2013. Having followed her extensive refit closely, we can vouch that she is ready to cruise anywhere in the world, with more than a transatlantic range capability. 121ft Ed Dubois design **DAMAHWIL**, another Sloop new to our listings, has also benefitted from a recent refit in 2016 and is in spotless condition. 84ft Fitzroy Sloop **NEPTUNE** is also back in our listings, having similarly undergone an impressive refit. Admiral Silent 76' **GIGRECA**, Lagoon 67 **PERLE NOIRE**, Ice 62 **CANTELOUP VIII** and Futuna 57 **GLAS** are two more recent additions, and all of these newcomers only strengthen the wide diversity and excellent quality of our sales portfolio.

We are very much looking forward to showcasing four of our finest yachts at this year's Palma Superyacht Show from April 27th to May 1st 2018.

### Charter

Just a few months in, and 2018 has already been an exciting year in the BGYB Charter Department. Our fleet is growing in size, with 163ft M/Y **THE MERCY BOYS** and 95ft S/Y **MARGARET ANN** proving substantial additions to our Central Agency. Further promising signings to our Charter fleet include the 90ft Classic Yacht **WHITEFIN**, with her excellent Italian crew, and the Swan 82 **KALLIMA**, formerly **ALPINA** and ever-popular. With numerous confirmed charters under our belt, we're looking forward with positivity and confidence to the year to come!

As well as these new stars, our "veteran" Charter Yachts continue to shine in 2018. FC100 **NOMAD IV** – who offers not only spacious convertible tables on deck where guests can both sunbathe and dine, but also a 360° view from the covered saloon's panoramic windows – is conveniently based in Malta, along with **THE MERCY BOYS**. Their central base allows them to be available without delivery fees in many locations across the Mediterranean. Meanwhile the magnificent Wally 100 **DARK SHADOW** and the original 83ft **WALLY ONE** continue to make waves with repeat clients in Italy, already boasting a month's worth of confirmed charters between them. And 155ft M/Y **SANSSOUCI STAR** continues to accommodate up to 12 guests in total comfort around the East and West Med in her 7 beautifully furnished double cabins.

Over to the South of France, and we are anticipating a great year of events including the MIPIM, the Cannes Film Festival and the Monaco Grand Prix. What better place to celebrate than on board 135ft M/Y **OCEAN SAPPHIRE**, based in Cannes and now authorised to welcome up to 100 guests at quay? Not far away is 79ft S/Y **GENIE**, in Monaco from April until mid-July, and then available for shorter charters in St-Tropez, including for the highly anticipated Les Voiles de Saint-Tropez.

Indeed, we have a range of exceptional boats available for Racing Charters: ultra-light trimaran 77ft **ULTIM' EMOTION**, Maxi Dolphin's **DREAM 67 SHAMLOIR**, the Maxi Cup multiple winner **AEGIR**,

the Reichel-Pugh 72 **ARAGON**, the VOR70 **OCEAN BREEZE** and the fantastic 67ft Open **HIGH SPIRIT**. For a combination of performance and comfort, the racer-cruiser Yachts **SOUTHERN STAR**, Mylius 60 **SUD**, and the ICE 62s **SUENO** and **CANTELOUP VIII** offer a great compromise for keen sailors in need of excitement!

As for our multihulls, Lagoon 620 **MELARNIE** is available in Naples, and our famous 82ft **MAGIC CAT** in locations including Croatia this year. Furthermore, custom-build sailing catamaran 50ft **CURANTA CRIDHE** will be available in destinations across the Mediterranean, offering the highest quality of food and beverages, toys, itineraries and a dedicated and professional crew consisting of Captain Thierry and Chef/Stewardess Anne.

For somewhere a little different, SW102 **FARFALLA** heads to the scenic fjords of Norway and dramatic landscapes of Scotland this summer. S/Y 70ft **ENTHALPIA** is proving popular, accommodating up to 8 guests around the idyllic islands of Greece and Turkey. Finally, our gentle giant, 159ft **DWINGER** has the full Spanish Charter License for that sun-kissed cruise in the Balearics.

We also have some exciting events coming up, starting with the MYBA Charter Show from 23rd – 26th April which will feature 84ft Fitzroy sloop **NEPTUNE**, who we sold last year to her current owner and has since benefitted from an impressive €1.5M worth of refitting. Being the 30th anniversary edition, this year is bound to be a celebration to remember.

And last but not least, the BGYB Open Day on the 1st June in Antibes aims to maximize the visibility of the luxury sailing yachts available for charter with us, or with our partners. International charter brokers will be invited on board for a light buffet lunch in order to get to know the yachts and their Crews. They will even have the chance to sail a little, and be part of our aerial photo and videoshoot of the fleet, which will promote charters among our network. It's going to be a wonderful event and we look forward to seeing you there!



## ◆ BROKERAGE NEWS - Recent Sales ◆



### Garcia GY 75 "ANNKA I"

**2009.** Very nice aluminium cutter rigged sloop for going around the world. Fitted with extensive equipment, ANNKA I has been built to a high standard of quality and craftsmanship by Garcia and designed by Berret Racoupeau. She is a blue water cruiser as well as a go-anywhere sailing yacht.



### 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.



### 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 continued to dominate on the racing circuit. This was highlighted by her recent achievement in the Rolex Sydney Hobart Yacht Race 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.



## 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.



**ICE YACHTS**  
INNOVATION  
CONFORT  
ELEGANCE

*Voilier exceptionnel construit en carbone/fibre de verre et doté de performances uniques.*

### Caractéristiques techniques

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



The breakthrough  
in the catamaran design

- semi custom
- high performances
- full carbon

World premiere  
at the Cannes  
Boat Show 2017

Exhibited at Port Canto  
from 12<sup>th</sup> to 17<sup>th</sup> September



■ ICE YACHTS s.r.l. - Via delle Arti n° 12 - 26010 Salvirola (CR) - ph. + 39.0373.729220 - info@iceyachts.it - www.iceyachts.it



# 148ft Abeking & Rasmussen KRISS



## 1974 – Refit 2017.

**KRISS (ex NO LO SE – ex SHARK) is an exciting amalgamation of comfort, luxury and technology.** She is thoroughly classic in her design, but modern in construction and engineering. She features 3-decks, a raked bow and transom stern. Having undergone several major refits (2001 & 2017), almost all that remains of the original yacht are the strong hull and the main engines. She is a true Gentleman's yacht with pedigree, maintained in immaculate turn key condition by the same Captain/Manager since 2000. KRISS is ready to cruise anywhere in the world. She has more than a transatlantic range capability.

**Year built/refit :** 1974/2017  
**Builder :** Abeking et Rasmussen  
**Naval architect :** J. H. F. Rogers  
**Classification :** Lloyds  
**Flag :** Malta  
**Length :** 45 m  
**Beam :** 7.47 m  
**Draft :** 3.30 m  
**Material :** Steel  
**Engine :** 2 x 1,050 HP Carterpilard  
**Speed :** 12.5 knots  
**Range :** 4,500 nm  
**Generator :** 2 Carterpilard  
**Fuel capacity :** 57000 L  
**Water capacity :** 12000 L







## 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.

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

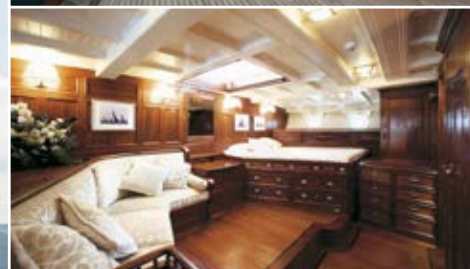


Photos credit Ben Wood



## 162ft Classic Gaff Schooner **ELEONORA**

**2000. Refit 2008. Steel hull with teak superstructure, ELEONORA is an exact replica of the schooner Westward which was designed in 1910 by Nathanael Greene Herreshoff, the 'Wizard of Bristol', who also designed five yachts that each went on to win the America's Cup between 1893 and 1920. ELEONORA not only follows Westward's heritage of big schooner racing but she also offers, with her comfort and space, an unforgettable cruising and relaxation experience. ELEONORA shows astonishing beauty under sail, her slender hull cutting a pathway through the sea.**





## ◆ 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.





## 104ft Aluminium Sloop OCEAN'S SEVEN<sup>2</sup>



**1998. Designed and built for an experienced yachtsman, O7<sup>2</sup> 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 hers baths.

O7<sup>2</sup> is in truly superb condition, with numerous important improvements having been made to update her and bring maximum enjoyment to the Owner, Guests and Crew.



Photos © Roderick Grimes Graeme



## 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 © Tim Wright





## 100ft Finot Conq Design nomad IV

Photos © Richard Sprang

**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 available for charter.



## 100ft 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 of 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 stunning 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.







Photo © Gary Felton

## 118ft Ocean Going Motor Sailer “QUEEN SOUTH III”

**1999 – Refit 2013.** QUEEN SOUTH III has a well-equipped interior, featuring high quality wood finishes from Viareggio Italy. Her interior highlights the finest Italian craftsmanship. Her graceful clipper bow and lovely lines belie the capability of this robust blue water cruiser. Equally suitable for worldwide cruising, QUEEN SOUTH III is an excellent yacht for family cruising or yacht charters alike. She has an extensive list of equipment including 2 stabilisers.

This single-family-owned yacht has been consistently maintained to the highest standard. QUEEN SOUTH III underwent a 2-phase complete refit in 2012 and 2013 at Rybovich Spencer Shipyard in Florida and the Hinckley Shipyard in Rhode Island.

## 84ft Fitzroy Yachts “NEPTUNE”

**2004. Refit 2017.** She is now back in turn key condition and in compliance with the commercial French Registry.

She is a Judel/Vrolijk design built from aluminium and a true long distance sailing yacht with luxurious accommodation and numerous high quality equipment. The spacious accommodation includes a three-guest cabin layout aft, all with ensuite bathrooms. The two forward crew cabins also have separate heads.

The generous main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.

Photo © Gilles Martin-Pagat



Photo © J&B Photodesign

## Silent 76 “GIGRECA”

**2015.** Built by the Italian Sea Group and designed by Jacques Fauroux. The Silent 76 has outstanding performance under sail or engine. The standard double engine configuration assures a speed of up to 13 knots with a minimum level of noise and vibration throughout the yacht, while the joystick docking system makes any berthing operation easy and safe. GIGRECA accommodates up to 8 guests in 4 double bed cabins plus 2 crew in a forward access cabin.





121ft Ed Dubois  
**DAMAHWIL**



**2010. Fantastic Ed Dubois Design sloop. She is extremely comfortable and a true ocean going sailing yacht.**

Her owner sails her with only 2 crew thanks to her very reliable system which makes her extremely seaworthy and easy to manoeuvre. She has not been used heavily and having undergone a complete refit in 2016, she is in spotless condition.



100ft Gilles Vaton Design  
**BLUE DIAMOND**

**2004. Fantastic cruiser-racer built of Carbon Fibber. She combines a lifting keel, five-star comfort and high performances, for blue water cruising or on the Super Yacht racing circuit!**

Her luxury interior can accommodate up to eight guests in 4 double cabins, around a wide saloon and dinner table, well isolated from the galley and the crew quarters. She offers a safe and protected cockpit, separated from the manoeuvring area, which features an open transom leading to the ocean. The flush deck, sleek lines and powerful rig make for sensational sailing in all conditions!



Photos © Jesus Ranedo



## Motor Yacht Index



**SANSSOUCI STAR** Steel/Aluminium Large Motor Yacht  
53.53 m 1982  
*Location:* Sète, South of France **4,450,000 €**



**KRISSE** Abeking & Rasmussen Built  
45.00 m 1974, Refit 2017  
*Location:* Malta or Palma **6,000,000 €**



**OCEAN SAPPHIRE** Norman Foster Design  
41.10 m 2010  
*Location:* Cannes, South of France **5,900,000 €**



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



**ABOU MAYA** Monte Fino 83  
25.29 m 1994  
*Location:* Morocco **335,000 €**



**PELICANO** YC 80 Joubert-Nivelt Design  
23.95 m 2005  
*Location:* Sète, South of France **990,000 €**



**GLAZMOR** Expedition Power Catamarann  
18.60 m 2009  
*Location:* Port Napoleon, South of France **790,000 €**





## ♦ SALES ♦

## Multihull Index

**OCEAN PEARL**

Maxi Catamaran

33.50 m

2000

Location: Barcelona, Spain

2,950,000 €

**PRINCE DE BRETAGNE** Ultim 80

24.38 m 2012

Location: Brittany, France 1,200,000 €

**PELICANO** YC 80 Jouvert-Nivelt Design

23.95 m 2005

Location: Sète, South of France 990,000 €

**TRITIUM** 72ft Ultime VPLP Design

23.38 m 2002

Location: California 495,000 €

**LORD DICKIE** Velum 72

22.00 m 2009, Refit 2018

Location: Port Napoleon, South of France 790,000 €

**PERLE NOIRE** Lagoon 67

20.60 m 2006

Location: Barcelona, Spain 1,150,000 €

**ICE CAT 61** New Cruising catamaran

18.60 m 2019

Location: Italy P.O.A.

**GLAZMORE** Expedition Power Catamaran

18.60 m 2009

Location: Port Napoleon, South of France 790,000 €

**NO LIMIT** Carbon VPLP Design

18.46 m 2015

Location: Brittany, France 2,300,000 USD

**WATER MUSIC** MRS B525

15.99 m 2010

Location: Brittany, France 375,000 €

**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 €

**ZED 6** TS 42

12.98 m 2015

Location: Canary Islands, then Caribbean 550,000 €



## Sailing Yacht Index



**ELEONORA** Classic Gaff Schooner  
49.50 m 2000, Refit 2008  
Location: Spain 7,900,000 €



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



**DAMAHWIL** Ed Dubois Oceangoing Sloop  
37.00 m 2010, Refit 2017  
Location: La Seyne, South of France 4,995,000 €



**QUEEN SOUTH III** Oceangoing Ketch  
35.97 m 1999, Refit 2013  
Location: La Seyne, South of France 1,900,000 €



**OCEAN'S SEVEN²** Trehard Aluminium Sloop  
31.80 m 1998  
Location: Marseille, France 1,995,000 €



**NOMAD IV** Maxi Dolphin  
30.48 m 2013  
Location: La Seyne, South of France 5,900,000 €



**BLUE DIAMOND** Bermudian Sloop  
30.00 m 2004  
Location: Palma, Spain 3,750,000 €



**LEOPARD 3** Farr Yacht Design Super Maxi Yacht  
30.00 m 2007  
Location: Palma, Spain 2,950,000 €



**SOUTHERN CROSS** Maxi 88 Sloop  
29.70 m 1991/2004  
Location: Croatia 700,000 €



**DARK STAR OF LONDON** Aluminium Centre Board Cutter Rig  
27.50 m 1982  
Location: Port Napoleon, South of France 790,000 €



**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: Port St Louis du Rhône, South of France 1,495,000 €



**NEPTUNE** Fitzroy Aluminium Sloop  
25.65 m 2004, Refit 2017 -  
Location: Sète, South of France 1,890,000 €



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



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



## ♦ SALES ♦

## Sailing Yacht Index (continued)



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



**WILD SALMON** Locwind 80  
24.00m 1997  
*Location:* Port Napoleon, South of France **590,000 €**



**SOUTHERN STAR** SWS 78  
23.95m 2004  
*Location:* Montfalcone, Italy **1,600,000 €**



**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 **420,000 €**



**GIGRECA** Admiral Silent 76  
23.15 m 2015  
*Location:* Carrara, Italy **2,300,000 €**



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



**FOREST HILL** Garcia 70  
22.20 m 2002  
*Location:* Agde, South of France **700,000 €**



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



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



**TUSCAN SPIRIT** Hanse 630e Custom  
19.00 m 2014  
*Location:* Trapani, Italy **1,000,000 €**



**SUENO** ICE 62 with 2 years warranty  
18.82 m 2015  
*Location:* Sardinia, Italy **1,395,000 €**



**CANTELOUP VIII** ICE 62 with 2 years warranty  
18.82 m 2014  
*Location:* Les Embiez, South of France **1,150,000 €**



**GLAZ** Futuna 57  
18.00 m 2006  
*Location:* Croatia **490,000 €**



**LEVITHA** Azzuro 53  
16.85 m 2007  
*Location:* South of France **590,000 €**



## Racing Index



**OCEAN PEARL** Maxi Catamaran  
33.50 m 2000  
Location: Barcelona, Spain 2,950,000 €



**NOMAD IV** Maxi Dolphin  
30.48 m 2013  
Location: La Seyne, South of France 5,900,000 €



**LEOPARD 3** Farr Yacht Design Super Maxi Yacht  
30.00 m 2007  
Location: Palma, Spain 2,950,000 €



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



**PRINCE DE BRETAGNE** Ultim 80  
4.38 m 2012  
Location: Brittany, France 1,200,000 €



**TRITIUM** 72ft Ultiple VPLP Design  
23.38 m 2002  
Location: California 495,000 €



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



**HIGHT SPIRIT** Botin 65  
20.00 m 2015  
Location: Valencia, Spain 3,900,000 €



**COME IN VENDEE** Ex Imoca 60  
18.28 m 1997  
Location: West France 150,000 €



**COMPAGNIE DU LIT** IMOCA 60  
18.28 m 2007  
Location: Brittany, France 750,000 €



**TEAM VISION FUTURE** TP 52  
15.85 m 2008  
Location: Toulon, South of France 455,000 €



**BOOGALOO** Open 50  
15.85 m 2007  
Location: Brittany, France 345,000 €



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



**MAGIC TWELVE** Farr 46  
13.70 m 2005  
Location: Marseille 170,000 €



**AXAR** Pogo 40 S2  
12.19 m 2015  
Location: West France 175,000 €



# 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	- Spitzberg
- Italian Riviera	- Montenegro	- Windward Islands	- Fiji		- South America
- Sicily	- Turkey	- Cuba	- New Zealand		- Scandinavia
- Aeolian Islands		- Panama			(Norway, Sweden, Finland)
- Balearic Islands					- Iceland
					- Greenland

Photo © Gilles Martin-Raget



New CA Listing

# Mega Motor Yacht THE MERCY BOYS



**Luxury Motor Yacht THE MERCY BOYS was built in 1986 by the Shipyard Schweers and then entirely refitted in 2008.**

Lloyds classed and MCA compliant, her stylish interior was designed by John Munford and can accommodate up to 12 guests with a master stateroom, 2 double staterooms and 2 twin staterooms with 2 pullman beds.

The first true 'Expedition Yacht', she offers the opportunity to explore the world in comfort and safety. She is one of the most seaworthy yachts of her size, is full of character and offers unparalleled deck and dining space with 3 dining locations, a disco / entertainment area and a vast array of watersports equipment.

Year: 1986, Refit 2008  
Designer: Gerhard Gilgenast  
Builder: Fr. Schweers Shipyard  
Interior designer: John Munford  
Type: Mega Motor Yacht  
Length: 49.00 metres  
Beam: 9.20 metres  
Speed: 13.5 knots  
Cabins: 5 for up to 12 guests  
Crew: 11  
Engine: MAK 1700 Kw





135<sup>ft</sup> Motor Yacht

## OCEAN SAPPHIRE



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.

Now authorised to welcome up to 100 guests at quay!

The perfect yacht for hosting during events in the South of France such as the Cannes Film Festival and the Monaco Grand Prix.



Year: 2010

Designer: **Foster and Partners**

Builder: **Rodriguez Cantieri Navali**

Type: **Signature 40 Aluminium**

**Displacement Motor Yacht**

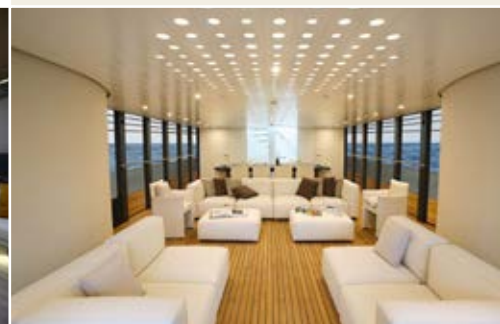
Length: **41 metres**

Beam: **8.40 metres**

Speed: **12 to 16 knots**

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

Crew: **7**







## Maxi Dolphin FC100 **nomad IV**

Photos © Richard Sprang

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.

NOMAD IV accommodates 12 guests sleeping on board in one master cabin, 2 guest cabins with double beds, one cabin with twin beds (bunk beds) and one quadruple cabin with a large double bed and 2 twin beds (bunk beds). Each cabin has an ensuite bathroom.



New CA Listing

## Pendennis 95 **MARGARET ANN**



2004 - Length: 29.15m - Guest/Crew: 8/4

Margaret Ann is a 95.5 foot sailing yacht capable of comfortably sleeping up to 12 passengers as well as the crew. This yacht is in pristine condition. It has a full complement of electronics and equipment for cruising globally in luxury and absolute comfort. Its history of Atlantic crossings and cruising both European waters and the Caribbean are a testament to its true pedigree, with the highest build quality and optimum design.



2012 - Length: 48.50 m - Guest/Crew: 11/7  
**157' DWINGER is unique; a magnificent, innovative sailing yacht built by Royal Huisman.**

Such is her stability and seaworthiness that she is capable in sailing in a variety of waters, and she has just returned from a season in the Far North. Her customised interior includes a galley which lies open to the dining area allowing the chef to put on a culinary show for the guests each day, while the extensive outside covered spaces provide plentiful scope for events on board. She can welcome 10 guests in 5 ensuite double cabins.

Photo © Richard Sprang

## Expedition sailing yacht **DWINGER**





## ♦ CENTRAL AGENCY CHARTER FLEET: WALLY YACHTS ♦

2002 - Length: 30.45 m

Guest/Crew: 6/5

**Wally yacht DARK SHADOW is a 30 m (100<sup>th</sup>) high-performance cruising yacht that is instantly recognizable with her sleek lines and her pure, contemporary design.**

This makes her one of the most sought after yachts on the regatta circuit with her impressive racing pedigree and Wally credentials. However, DARK SHADOW is just as capable at being the ideal charter for a family holiday as she easily converts into a comfortable and relaxing cruising yacht. This flexibility, matched with her stunning interior, has made her an extremely popular vessel for any sort of charter.

Photos © Marc Paris

## Wally Yachts DARK SHADOW



## Wally 77 GENIE

1995 - Length: 24.00 m

Guest/Crew: 6/3

**Exceptional and relentless sailing yacht.**

One of the first and finest WALLY designs with pure German Frers lines. Not only is she high-performing, but is also capable of welcoming guests with all possible luxuries.

WALLY Tender, 'The Lamp' is also available for charter with the yacht upon request.

Photos © Gilles Martin-Raget



1991 - Length: 25.30 m - Guest/Crew: 8/3

**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 8 guests.



## Wally 83' WALLY ONE

Photo © Bluebird







## SW 102RS FARFALLA

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

Launched in Cape Town in 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 layout, with Owner's cabin forward, three guest cabins amid ship and crew quarters aft.

SW102RS Farfalla, Courtesy of Southern Wind Shipyard



## SW 94 WINDFALL

SW 94 Windfall, Courtesy of Southern Wind Shipyard



## SW 78 SOUTHERN STAR

Photo © Blueprod

2004 - Length: 23.95m  
Guest/Crew: 6/3

**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).



Photos © Southern Wind Shipyard

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

**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.



## ♦ CENTRAL AGENCY CHARTER FLEET ♦



Classic Yacht  
**WHITEFIN**

1983 - Length: 27.43 m - Guest/Crew: 8/4

**WHITEFIN** was designed by Californian Bruce King. The result is an exquisitely proportioned mix of agility, lightness and grace. **Whitefin** was given a complete refitting in January 2015.

The centre of life on board is the open space area in the wider part of the boat which includes the galley, partially recessed, the nav station, the bar and the saloon with fireplace and piano.



The boat layout consists of four cabins: the owner suite, all aft; the VIP guest cabin with a queen size bed and two guest cabins, with two single beds each.

2004 - Length: 25.65 m - Guest/Crew: 7/4

**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. The large main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.



84ft Sloop  
**NEPTUNE**



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.

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, with 2 double cabins forward and one triple cabin with single beds, a large saloon, a comfy cockpit table for up to 8 guests and a large sunbed area on an open transom.

Finishing 1st in IRC 1 at the Palma Vela Regatta in 2017, **AEGIR** has proven once again her full potential on the Maxi Racing Circuit!



2001 - Length: 24.89 m - Guest/Crew: 8/3

**The Swan 82 Kallima (Ex Alpina)** is an updated model of the Maxi-cruiser concept.

She is the result of accumulated knowledge and experience, drawn afresh. 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. Complete refit in 2018!



Photo © Martin Baum

Swan 82  
**KALLIMA**





## Maxi Catamaran MAGIC CAT



Photo © Marc Paris

Photos © Eric Pinel

**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.



## 77ft Racing Trimaran "ULTIM EMOTION"

**2001** - Length: **23.38 m** - Guest/Crew: **12/3**

This is the first and only time that such a unique maxi trimaran can be privately chartered either for day sailing, regattas and team building. ULTIM EMOTION will also be available to compete in a host of prestigious racing events throughout the year, including the Caribbean RORC 600, Rolex FASTNET, Rolex Middle Sea Race, RORC Transatlantic Race, Les Voiles de St Tropez and numerous others.

**2017** - Length: **18.90 m** - Guest/Crew: **8/3**

**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.



Photo © Le Studio photo

## Lagoon 620 MELARNIE



**Outremer 5X "NO LIMIT" 2015** - Length: **18.29 m** - Guest/Crew: **6/2**

**Built by Outremer Yachting, NO LIMIT is a completely new 18m sailing catamaran.** Although her design is that of 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.



## ♦ CENTRAL AGENCY CHARTER FLEET ♦



1992/2015 - Length: 21.60 m - Guest/Crew: 8/3

She was built in 1992 by the Garcia Shipyards and designed by Philippe Harlé, whose reputation is long established in the world of sailing yachts.

ENTHALPIA is characterised by several points: her exceptional sailing qualities; an extremely agreeable and comfortable interior layout furnished with traditional varnished woodwork; and the sense of great comfort on board.

ENTHALPIA is a centerboarder, meaning she can take you to wonderful places unknown of and out of bounds to other yachts.

Photo © Blueprod



2012 - Length: 22.40 m - Guest/Crew: 6/2

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

The luxury yacht DREAM 67 SHAMLOR stands out thanks to her superior performance, a result of the extremely high-quality construction standards upheld by her shipbuilder Maxi Dolphin. Like a luxury fast car, equipped with the best racing engines, wheels and systems, SHAMLOR boasts the latest technologies, meticulous engineering, and constant attention to economizing on weight throughout the project.

Photo © Blueprod



Narcira 67  
**SHAMLOR**



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 her adjustable keel

allowing access to shallow waters and tiny typical Mediterranean ports.

Photo © Blueprod



2011 - Length: 15.40 m - Guest/Crew: 6/2

**Curanta Cridhe (Gaelic for Braveheart) is a custom-built catamaran by Dixon Yacht Design.**

Fully air-conditioned, this 50-foot luxury yacht boasts three cabins, each equipped with an en-suite bathroom, a desk/vanity area and lots of storage. With a Queen master and two King cabins (which can also be configured as singles) Curanta Cridhe is ready to welcome you, your family and friends to a luxurious and comfortable home-away-from home.



Cruising catamaran  
**CURANTA CRIDHE**





## Motor Yacht Index

Spring 2018 Charter Rates (MYBA terms)



**Name:** CHRISTINA O      **Length:** 99.13 m  
**Guest/Crew:** 34/38      **Area:** Mediterranean  
**Rate (high/low):**      **630,000/560,000 €/week**



**TITANIA**      73.00 m  
12/21      West Mediterranean  
                 **630,000/525,000 €/week**



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



**SANSSOUCI STAR**      53.50 m  
12/8      West & East Mediterranean  
                 **70,000 €/week**



**BROADWATER**      50.29 m  
12/12      West Mediterranean  
                 **280,000/260,000 €/week**



**HALAS**      50.00 m  
24/17      Turkey  
                 **122,500/108,500 €/week**



**AMARULA SUN**      50.00 m  
12/9      Bahamas, Florida and Caribbean  
                 **195,000 USD/week**



**MOSAIQUE**      49.90 m  
12/12      West Mediterranean  
                 **180,000/160,000 €/week**



**EXUMA**      49.90 m  
9/9      Caribbean  
                 **189,000 €/week**



**HIGHLANDER**      49.45 m  
12/11      Caribbean  
                 **190,000/150,000 €/week**



**THE MERCY BOYS**      48.60 m  
12/11      West & East Mediterranean  
                 **106,250/93,750 €/week**



**HANSE EXPLORER**      47.76 m  
12/14      Bahamas  
                 **145,000/125,000 USD/week**



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



**TATIANA**      44.88 m  
12/9      Spain, Balearic Islands  
                 **165,000/150,000 €/week**



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



## ◆ CHARTER ◆

*Spring 2018 Charter Rates (MYBA terms)*

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



**BINA** 43.25 m  
12/9 West Mediterranean  
175,000/150,000 €/week



**DAYDREAM** 42.60 m  
10/7 Norway  
99,000 €/week



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



**OCEAN SAPPHIRE** 41.00 m  
12/7 West Mediterranean  
110,000/90,000 €/week



**DHAAINKAN'BAA** 40.00 m  
14/19 Maldives  
85,000/75,000 USD/week



**W** 39.62 m  
10/7 Bahamas, Florida  
140,000/130,000 USD/week



**SWEET ESCAPE** 39.62 m  
12/8 Mediterranean  
110,000/105,000 €/week



**AZALEA** 38.75 m  
18/13 Maldives  
59,000/49,000 USD/week



**MABRUK III** 35.00 m  
10/6 West Mediterranean  
57,000 €/week



**MAYAMA** 37.00 m  
10/6 Mediterranean  
99,000/85,000 €/week



**PARIS A** 35.00 m  
12/6 Caribbean  
73,000/63,000 €/week



**LADY EMMA** 34.10 m  
8/4 West Mediterranean  
72,000/69,000 €/week



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



**SILAOS III** 25.07 m  
6/3 French Riviera  
30,000 €/week



## Sailing Yacht Index

Spring 2018 Charter Rates (MYBA terms)



**Name: DRUMBEAT** Length: 53.00 m  
Guest/Crew: 11/10 Area: French Polynesia  
Rate (high/low): 175,000 USD/week



**TRINAKRIA** 49.06 m  
10/8 West Mediterranean  
80,000/70,000 €/week



**DWINGER** 48.50 m  
11/7 Balearics, Spain  
70,000/75,000 €/week



**HYPERION** 47.42 m  
6/8 Carribean  
112,000/91,000 USD/week



**VAIMITI** 39.20 m  
8/5 Mediterranean  
65,000 €/week



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



**BLISS** 37.00 m  
10/5 South of France  
75,000/67,000 €/week



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



**CHE** 34.70 m  
8/5 West Mediterranean  
75,000/70,000 €/week



**AMADEUS** 33.50 m  
12/6 Greece  
42,500/38,500 €/week



**MOONBEAM IV** 35.00 m  
6/6 West Mediterranean  
48,000 €/week



**FARFALLA** 31.78 m  
8/5 Norway  
70,000 €/week



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



**NOMAD IV** 30.48 m  
12/4 East/West Mediterranean  
56,000/52,000 €/week



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



## ♦ CHARTER ♦

Spring 2018 Charter Rates (MYBA terms)



**FAR & WIDE** 30.20 m  
8/4 West Mediterranean  
50,000/46,000 €/week



**LEOPARD** 30.00 m  
8/5 West Mediterranean  
50,000 €/week



**MARGARET ANN** 29.10 m  
8/4 West Mediterranean  
40,000/37,000 €/week



**GRAND BLEU VINTAGE** 29.00 m  
8/4 West Mediterranean  
43,000/39,000 €/week



**WINDFALL** 28.64 m  
8/4 West Mediterranean  
45,000/40,000 €/week



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



**VINTAGE 1** 27.00 m  
8/3 West Mediterranean  
19,500/17,500 €/week



**NEPTUNE** 25.65 m  
7/4 West Mediterranean  
24,000/18,500 €/week



**WALLY ONE** 25.30 m  
8/3 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



**DJANGO TOO** 24.98 m  
8/3 West Mediterranean  
25,000 €/week



**GENIE** 24.00 m  
6/3 West Mediterranean  
25,000/20,000 €/week



**SKIP'N BOU** 24.00 m  
6/3 Mediterranean  
28,000/24,000 €/week



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



## Sailing Yacht Index (continued)

Spring 2018 Charter Rates (MYBA terms)



**ULTIM EMOTION** 23.40 m  
6-12/2 West Mediterranean  
35,000 €/week



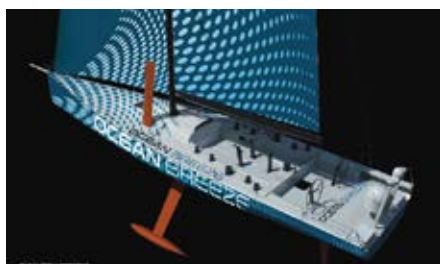
**SHAMLO** 22.40 m  
6/2 West Mediterranean  
19,000/17,500 €/week



**ARAGON** 22.00 m  
6/2 West Mediterranean  
35,000 €/week



**ENTHALPIA** 21.60 m  
8/3 East/West Mediterranean  
15,500/12,500 €/week



**OCEAN BREEZE** 21.34 m  
Upon request West Mediterranean  
48,000 €/week



**HIGH SPIRIT** 20.60 m  
Upon request West Mediterranean  
50,000 €/week



**CONSTANTER** 19.82 m  
6/2 West Mediterranean  
18,500/16,500 €/week



**MELARNIE** 18.90 m  
8/3 Caribbean/West Mediterranean  
26,000/24,000 €/week



**CANTELOUP VIII** 18.82 m  
6/2 West Mediterranean  
19,000/18,000 €/week



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



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



**NO LIMIT** 18.30 m  
6/2 Caribbean  
18,000/16,000 €/week



**IPANEMA 58** 17.80 m  
8/2 West Mediterranean & Caribbean  
Upon request



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



**CURANTA CRIDHE** 15.30 m  
6/2 West Mediterranean  
17,500/14,000 €/week



## ◆ UPCOMING EVENTS ◆

★ **MYBA Barcelona Charter Show 2017**  
**23<sup>rd</sup> to 26<sup>th</sup> April 2018**

As a Professional Trade Show, the MYBA Charter Show, with its long history and dedication to quality, is a business occasion and a true celebration of yachting. It brings together the world's leading luxury charter professionals and provides them with the opportunity to appraise some of the finest yachts available for charter, meet with captains and crew, and explore an exceptional array of ancillary services. The Chefs' Competition places the benchmark high, the seminars are enlightening and the social calendar provides excellent networking possibilities.

The 30th edition of the Show will be held in Barcelona from Monday 23<sup>rd</sup> April to Thursday 26<sup>th</sup> April 2018. The on site Show Managers, OneOcean Port Vell, with their unrivalled facilities and infrastructure guarantee an impeccably run Show while the vibrant and diverse centre of Barcelona creates a spectacular backdrop. This is the place to be in April if yachting is your business and your passion!



*This year BGYB will exhibit the 84<sup>ft</sup> Fitzroy sloop NEPTUNE.*

★ **Palma Yacht Show 2018**  
**27<sup>th</sup> April – 1<sup>st</sup> May**

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 2018 Palma Superyacht Show, which will be held from the 27<sup>th</sup> of April to the 1<sup>st</sup> 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 M/Y 148<sup>ft</sup> Abeking & Rasmussen KRISS (in the vicinity of the show), the S/Y 121<sup>ft</sup> Ed Dubois Sloop DAMAHWIL, the S/Y Maxi Dolphin 100 NOMAD IV, the S/Y 100<sup>ft</sup> Maxi Cruiser Racer LEOPARD 3, the S/Y 100<sup>ft</sup> Carbon Sloop BLUE DIAMOND, the S/Y 84<sup>ft</sup> Fitzroy sloop NEPTUNE and the S/Y Carbon Ocean 82 Cruiser Racer AEGIR (in the vicinity of the show).*

★ **BGYB Charter Open Day Sail 2018 - Antibes**

*This year, on 1<sup>st</sup> June, we are hosting the third 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.*

**1<sup>st</sup> June, Antibes, 10:00-16:00**

- ◆ 10:00-11:00 Guests welcomed at the "Buvette" of Port Gallice or another precise meeting point in Antibes. All the tenders will take the guests out to the yachts at anchorage.
- ◆ 11:00-14:00 Guests will enjoy an aperitif and light buffet lunch style on board. There will then be the opportunity to visit the yachts using the tenders. The crew will serve some tapas-style food, this way we will avoid having a "sit down" lunch. This will help keep visitors moving around between all the yachts.
- ◆ 14:00-16:00 Weather permitting, we invite all the guests for a sail on one of the yachts and around the Cap d'Antibes as a fleet.
- ◆ 16:00 By 4pm the sail will end and all will disembark at the port. Visitors disembark with their brochures, USB keys and with their eyes brimming with the awesome memories, ready to sell some charters!

*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.*

**This year, the following yachts will be attending:** SUD 2 ◆ CANTELOUP VIII ◆ KALLIMA ◆ WALLY ONE ◆ WHITEFIN ◆ DARK SHADOW ◆ OCEAN SAPPHIRE ◆ MARGARET ANN ◆ NEPTUNE ◆ MAGIC CAT ◆ GENIE ◆ CURANTA CRIDHE





## ► FRANCE

### Montpellier, Head Office



**Bernard GALLAY** - CEO  
+33 (0)6 86 67 80 24 - [bernard.gallay@bernard-gallay.com](mailto:bernard.gallay@bernard-gallay.com)

- Founded the company in 1994, MYBA Member since 1996
- Experienced skipper: 2 Vendée Globe in 1992 & 2000
- America's Cup in 1986/1987



**Bruno GALLIEN** - Broker  
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- Charter Manager for 10 years with BGYB
- MYBA Individual member since 2011



**Paris - François BOUCHER**  
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- Yacht broker with BGYB for 10 years
- Owner Representative for Refitting & New construction
- Very experienced sailor as yacht captain & Long distance races



**La Ciotat - Stéphane DELLA**  
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- 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



**Nicolas MARCHAND** - Sales Manager - +33 (0)6 83 47 01 96  
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- Yacht broker with BGYB for 11 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



**Elena Vita** - Brokerage assistant  
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- Brokerage Assistant for Head Office, Montpellier
- Manages the listings, specifications and viewings



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

## ► 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 11 years
- Over all – 3 Round the world campaigns as a Project Manager and PR officer

## ► TURKEY



**Thierry SAGNES** - +90 536 976 24 38  
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- On the water sailing the 5 ocean since 1982
- 2001 to 2011 Arctic journey project manager and captain on JFA 85 "SUN TENAREZE"



**Christophe APOTHELOZ** - +90 530 461 50 95  
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- Active Captain on Large Motor Yachts since 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



**Jean-Yves CANDLOT** - +34 619 05 64 19  
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- BGYB representative in Palma for 10 years
- With over 26 years of sail and motor yacht navigation experience



**Morgane CANDLOT** - +34 619 05 64 19  
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- Studied International Management for 4 years
- Yacht Agent since 2015

## ► HONG-KONG



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- BGYB representative in Hong-Kong for 8 years
- Service manager for Simpson Marine in HK
- Construction Management of Cortenzo 26M in China at DHS shipyard

## ► GRENADA



**Richard SZYJAN** - +1 473 439 4495  
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- Multi and monohull racer
- Sailmaker and rigger since 1991
- Owns Turbulence Ltd in Grenada, Caribbean.

## ► USA - California



**Sylvain BARIELLE** - +1 510 872 6894  
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- Sails maker in San Francisco
- He has participated in several America's Cup Events

## ► ITALY



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## ► SWITZERLAND



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