



120ft MAXI CATAMARAN "ORANGE II"

The fastest Oceanic sailing vessel around the world!

- + Instant record speed: 43,7 knots.
- + Potential to break Round the World Record in less than 45 days.



Newsletter 03 - Fall 2008

Summary

- Brokerage News2-3
- Brokerage Index4-5
- Racing News5-6
- Racing Index7
- Charter Packages7-8-9
- Charter Index10
- Management11
- Yacht Show11
- BGYB Contacts12



BERNARD Gallay Yacht Brokerage - BGYB - is pursuing its strong development in the yacht and super yacht industry, reinforcing its international network. BGYB is now located in Montpellier (Head office), Monaco, Paris, Palma, Moscou, Hong Kong.

The Newsletter focus this season is the presentation of the significant technological expertise of its brokers, all of whom have great experience in high-tech yachting and/or competitive sailing.

Headline events in September:

- 2 yachts available for viewing in Cannes International Yacht Show: M/Cat 88 "BRADLEY" & Guy Couach 28m "BJORG II"
- New BGYB logo, new website in construction, reinforced marketing force.

Photo: G. Marni-Fagot



MC CAT 88 "BRADLEY" **New 2007.** Fast, silent, incredibly spacious and comfortable catamaran with 188 m² of refined modern interior. She accommodates a fantastic saloon and 5 double guests staterooms. She is powered with 2 Hamilton HM 571 hydrojet propulsion units allowing high speed performances and low fuel consumption.



120ft "NAHEMA" - New Construction A new and unique design to achieve unequal goals of perfection, performance and space. **Number one under construction is sold, number two awaits you.** Conception according to C.E certification, Bureau Veritas class rules and to comply with the code of practice for safety of large commercial sailing & motor vessels (MCA).



Guy Couach 28 m "BJORG II" **2002.** Long range motor yacht with a special Quantum trim-tab-fin "Ride Control" which gives her impressive performance in any sea conditions. One owner. She is in spotless condition. Powered with 2 great 1.500 HP MTU engines.



90ft "BUZZY B" **1982/2000.** This magnificent Martin Francis's design has been totally rebuilt in 2000 at C&N in Gosport. Nothing was left unturned, included a complete re-design interior. She is now a modern, fast, extremely comfortable sloop. She is MCA compliant. Also available for charter.



82ft "MAGIC CAT" 1996 - Carbon Epoxy built by Multiplast. Gilles Ollier's design. Refitted in 2007. She offers on 25 metres of length and 12 meters of beam, space, comfort and performances for great blue water cruising. Also available for charter.



Morgan 70 "MATHIGO" 2007. Kevlar composite built form the board of Tom Fexas, she is a true gentleman yacht with a special classic touch inspired from the Main lobsters' boats. She is fast and seaworthy, extremely comfortable and luxurious.



2200 Guy Couach "CARPE DIEM" 2003 - Extremely well built and equipped by famous French shipyard Guy Couach. She combines great seaworthiness, performances and huge comfort. She accommodates 4 double staterooms. She is powered with 2 great 1.300 HP MTU engines.



FUTUNA 70 2009 - Performance sailing cruisers. High standing of quality. The hulls are built in aluminium for increased longevity and robustness. Their exceptional craftsmanship along with their outstanding performance, comfort, and seaworthy, will satisfy even the most demanding sailors. The Futuna Yachts are available from 50 to 70 feet, and a brand new 80 footer is coming soon.

▪ RECENT SALES ▪



"NO LO SE" sold Bernard Gallay Yacht Brokerage has recently completed the sale of the 145ft steel motor yacht Abeking & Rasmussen. This demonstrated again the BGYB's capability for selling very large yachts.



Guy Couach 2200 "Santof VII" sold 2002 - Fantastic fast motor yacht cruising at 22 knots using only 210 litres of fuel per hour. In perfect condition and very lightly used. She accommodates 4 double staterooms. She is very well decorated indeed. 2 great 1.150 HP MTU engines.



EUPHONY sold 1998 /2005
Sydney 60 converted - 18,20 m



Cantieri di Pisa sold 1970 - 21 m, 2 x 550 GM, MCA compliant. 4 double cabins + crew. **Now available for charter in Caribbean (St-Martin)**
8 800 €/day + all expenses

Motor Yacht Index

 <p>PERSEUS STAR Benetti 105 32,00 m 1985 Refit 2000-2007 8 guests 1 950 000 €</p>	 <p>LADY ROXANNE Benetti 30,00 m 1975 10 Guests 1 200 000 €</p>	 <p>ATTILA V Displacement Motor Yacht 29,55 m 1989 10 Guests 790 000 €</p>	 <p>BJORG II Guy Couach 28 m 28,00 m 2002 6 Guests 3 150 000 €</p> <p><i>Cannes Yacht Show</i></p>	 <p>BRADLEY 85 ft MY Catamaran 25,81 m 2007 10 Guests 9 500 000 €</p> <p><i>Cannes Yacht Show</i></p>
 <p>MY TENEO Sunseeker Predator 82 24,97 m 2006 - 2 596 000 €</p>	 <p>CELESTIAL Fast Motor Yacht 22,60 m 1997 8 Guests 950 000 €</p>	 <p>CARPE DIEM Guy Couach 2200 21,85 m 2003 8 Guests 1 650 000 €</p>	 <p>SUD ONE San Lorenzo 72 21,60 m 1992 8 Guests 700 000 €</p>	 <p>MATHIGO Morgan 70 21,24 m 2005 6 Guests 1 650 000 €</p>
 <p>FELICITY II Ferretti 58 18,50 m 1991/2003 8 Guests 395 000 €</p>	 <p>FIDJI III Guy Couach 1850 18,55 m 2000 4 Guests 720 000 €</p>	 <p>VOGUE III Azimut 58 17,64 m 2000 6 Guests 670 000 €</p>	 <p>HOOP Classic Trawler 17,50 m 1907 4 Guests 495 000 €</p>	 <p>WHITE SPIRIT II Azimut 50 15,25 m 2005 6 Guests 765 000 €</p>
 <p>STAR 50 ft Bertram Convertible 15,24 m 1991 6 Guests 350 000 €</p>	 <p>SUANE Pershing 45 14,20 m 1999 4 Guests 325 000 €</p>	 <p>MATHIGO Apreamar 12 Confort 13,72 m 2003 4 Guests 390 000 €</p>	 <p>36 ft BERTRAM MOPPIE OPEN Sportfisherman 10,93 m 2005 2 Guests 335 000 €</p>	

Sailing Yacht Index

 <p>PRINCIPE PERFEITO 3 mast Schooner 41,52 m 1943 200 guests 1 000 000 €</p>	 <p>NAHEMA Mega Catamaran 35,00 m Under construction 8 Guests 18 700 000 €</p>	 <p>ANTSIVA Centre board schooner 28,00 m 2004 10 Guests 1 450 000 €</p>	 <p>BUZZY B Sloop 27,50 m 1982/2000 6 Guests 2 000 000 €</p>	 <p>BOJAROS Steel Ketch 27,00 m 2000 10 Guests 650 000 €</p>
 <p>MAGIC CAT Catamaran 82' 25 m 1996/2007 8 Guests 3 900 000 €</p>	 <p>FUTUNA 70 Futuna 70 23,47 m 2009 - New 6 guests On request</p>	 <p>ZIA Wooden Ketch 22,75 m 1958 8 guests 450 000 €</p>	 <p>BERNIC Ketch 22,00 m 1978 9 Guests 890 000 €</p>	 <p>KAVIRA GULET KETCH 22,00 m 2003 6 Guests 420 000 €</p>

				
SAINT AUBERT 3 ketch 21,30 m 1985 8 Guests 300 000 €	CRISS Sloop 20,30 m 1985 6 guests 389 000 €	NOMADE Gulet 20,00 m 1993 6 Guests 330 000 €	JAMAYKA MAIA 180 19,50 m 2001 8 Guests 1 080 000 €	AEGIR Levrier 18 18,00 m 1995 8 Guests 590 000 €
				
HYPPOCAMPE Ketch 17,45 m 2005 6 guests 380 000 €	FUTUNA 57 Futuna 57 17,32 m 2009 - New 6 guests On request	FARTWO II X 562 17,23 m 2001 6 Guests 880 000 €	SAHONA IV Dufour 56 17,06 m 1994 6 Guests 220 000 €	CHARTREUSE BLEUE Sloop 16,20 m 1987 6 guests 299 000 €
				
BRAVA Super Maramu 2000 15,97 m 1998 6 guests 330 000 €	LOVING AFFAIR Super Maramu 2000 15,97 m 1998 6 guests 295 000 €	COMUS OF SARK Ketch 15,75 m 1983 6 guests 150 000 €	KAFILA Nauticat 52 15,70 m 1984 8 Guests 210 000 €	BAKEA Alliage 50 15,25 m 2005 8 Guests 450 000 €
				
SAHONA Sun Odyssey 51 14,98 m 1996 8 guests 165 000 €	PAPAGENO Centurion 48 14,90 m 1997 6 Guests 200 000 €	TERRIFI Passoa 47 14,60 m 1999 6 guests 249 000 €	LA RAILLEUSE Cotre bois moulé 14,50 m 2003 4 Guests 215 000 €	PAPALAU Centurion 45 14,08 m 1993 6 Guests 190 000 €

■ Palma Superyacht Regatta

Last June, 12 superyachts raced against each other in the bay of Palma at the Superyacht Cup Ulysse Nardin. The yachts ranged from the 24.5m Nimrod to the 47m Scheherezade. Once again, Bernard Gallay raced on board SY HYPERION.

The 2008 Palma regatta was one of the most important event of the year for anyone owns, works one, sails, designs or builds yachts. Its exclusiveness and informal atmosphere have made this trophy grown in size and popularity every year, attracting yacht owners from all over the world.

Participants enjoyed three days of exciting racing and fun social events in the beautiful bay.

Hyperion won the traditional class of the Superyacht Cup Ulysse Nardin





120ft Maxi Catamaran "ORANGE II" The Fastest sailing vessel around the world ever - Top speed : 43,7 knots. Ready to break any oceanic record with huge potential of development. Result of more than 20 years of experience of the team in maxi multihulls (7 times world ranked Nb 1 in the past 10 years). Better than new after 2 years of development process. All studies ready to reach 10% improvement in performances. Potential to break Round the World Record in less than 45 days. North Atlantic in less than 4 days. 24 H record in more than 700 miles. **Save time and money !**

Photos: G. Martin-Raget
(More pictures on
www.orangesailingphotos.com)




99ft Super Maxi ALFA ROMEO 2 2005. Designed by Reichel Pugh. Built by Mc Conaghy - New Zealand. A master piece of technology and performances. Very high pedigree.



60ft ORMA Trimaran GEANT 2002 - Winner of THE TRANSAT 2004 and ROUTE DU RHUM 2002. A great potential winner !

RORC Yacht Of The Year - 60ft SOLUNE 2003
In 2006 she achieved again an incredible campaign : 1st RORC Allan Paul and Stradivarius Season Trophies – 2nd RORC all classes.

Racing Index

				
ORANGE II Maxi Catamaran 36,00 m 2003 5 500 000 €	ALFA ROMEO 2 Super Maxi 30,00 m 2005 3 900 000 €	ALYE PARUSA Maxi Open monohull 27,00 m 2000 950 000 €	GRAND MISTRAL Maxi One Design Grand Mistral 24,50 m 1996 350 000 €	ARTECH 60 60 Open IMOCA 18,28 m 2002 420 000 €
				
Ex ROXY 60 Open IMOCA 18,28 m 1989 280 000 €	GEANT Trimaran ORMA 18,28 m 2002 800 000 €	GLOBE - Ex Bagages Sup. 60 Open Imoca 18,28 m 1992 260 000 €	MAX HAVELAAR 60 Open IMOCA 18,28 m 1992 120 000 €	OCEAN PLANET 60 Open IMOCA 18,28 m 2001 250 000 \$
				
SAGA - ex FILA 60 Open IMOCA 18,28 m 1997 450 000 €	SOLUNE 60 Open 18,28 m 2003 500 000 €	UUDS - ex VOILA.fr 60 Open IMOCA 18,28 m 1994-2000 350 000 €	ex CAIXA GALICIA B&C 52 15,50 m 2001 270 000 €	DEFI VENDEEN 50 Open 15,24 m 2002 295 000 €
				
ETOILE AUSTRALE 50 ft Open 15,24 m 1996 240 000 €	SPIRIT OF RACE 50 ft Open 15,24 m 1999 110 000 €	TREDICI 50 Open 15,24 m 2001 330 000 €	MISTER SWING A 40 11,90 m 2004 100 000 €	AZAWAKH III Jumbo 40 12,18 m 2006 225 000 €

■ Two racing yachts available for Team Building and Transatlantic Charter

Maxi Ketch Steinlager 2

Designer: Bruce Farr - Year: 1989
LOA: 25.50 m - **10 guests** and 6 crew
Offshore Racing programme: Rolex Middle Sea Race, Rolex Fastnet, Rolex Maxi Cup, ARC and corporate team building programs.
Caribbean Racing January 2008 - May 2009
Rates: **30 000 - 48 000 € / racing week**

History and records: She is the only one to have ever won all six legs of the Whitbread Round the World Race. Her record is without precedent. No other maxi ketch has ever had such a series of victories.

Steinlager II serves as Sir Peter Blake's fingerprint on the ocean waves. Sir Peter Blake was the skipper of the boat that won the 1989/1990 Whitbread Race and also won the 1995 and 2000 America's Cup for Team New Zealand.

1st place Whitbread 89/90
1st place Europe Tour UAP
1st place World Circuit (Maxi)
1st place Trans des Alizees
1st place Boston - New York
1st place Nioularge
1st place Ostende-Helgoland

VO 60 AAG BIG ONE

Designer: Bruce Farr - Year: 1997
LOA: 19.50 m - **8 guests** + 4 crew
Offshore Racing programme: Rolex Middle Sea Race, Rolex Fastnet, Rolex Maxi Cup, ARC and corporate team building programs.
Caribbean Racing January 2008 - May 2009
Rates: **16 000 - 26 000 € / racing week**



Corporate Sailing: Create your own event for the ultimate experience in corporate hospitality, for you and your clients.

Team Building: Intensive short theoretical courses by an experienced trainer and practical team building exercises that are sure to build the strongest team.

Events and Incentives: We can tailor events to suit your requirements; client entertainment or employee incentives for up to several days.

Her sailing performances are exceptional... in good conditions she can «surf» up to more than 20 knots!

Les Voiles de Saint Tropez on board BUZZY B – Fall 2008



Package : **Les Voiles de Saint Tropez**
Dates: **27th September – 05th October 2008**
Sailing Yacht: **BUZZY B**, 27.50 m
Guests: **12-13 guests + 4 crew**
Rate: **35 000 € + expenses**
(registration fees for the race included)

Comments: Over 3000 seafarers, almost 300 modern and traditional sailing boats, innumerable encounters, images that will stay in your mind long after the event and marine-inspired friendships. Festivities, entertainment, competition and dreams will once again be the key ingredients for this unique event, held on an exceptional site.

Buzzy B: This magnificent Martin Francis's design has been totally rebuilt in 2000 at C&N in Gosport. Nothing was left unturned, included a complete re-design interior. She is now a modern, fast and extremely comfortable sloop. The ideal yacht for this event and she is ever registered.

Special Events on board LADY EMMA – Spring 2009



Motor Yacht: **LADY EMMA**, Guy Couach Fly 3300
Guests: **Sleeping 8 guests - Cruising 12 guests**
Rate: **14 000 €/day + expenses**

♦♦ Event: **GP Monaco** - Dates: **21-24 May 2009**

Comments: Take advantage of the Monaco Grand Prix to get away from it all on a yacht for a day, a night or during the whole of the Grand Prix. The Monaco Grand Prix is one of the most prestigious sporting events in the world. Ideal package for RP Cocktail Event.

♦♦ Event: **Cannes Film Festival** - Dates: **13-24 May 2009**

Comments: Over the years, the Cannes Film Festival has built up its reputation based on the fine balance between the artistic quality of the films it presents and its commercial impact. What better way to charm and impress your partners and clients than by chartering a luxury yacht, anchored just a few metres from the Palais des Festivals. Providing you with luxury accommodation at the very heart of the Festival, a yacht will also allow you to organise lavish private receptions and unforgettable cruises.

Transatlantic Charter on board KALIKOBASS II – Automne 2008 or Spring 2009



Package:
Atlantic Crossing / Fast and comfortable
Dates: **14 days** from the Canaries to the Caribbean
3 weeks/21 days in the Spring from New-York to Ibiza
Sailing Yacht: **KALIKOBASS II**
Length: **31.70 m**
Guests: **8 guests + 4 crew**
Rate: **46 000 € per week plus expenses**



Comments: Designed and built for charter, *Kalikobass II* raises the standard for vacations under sail. Two goals were set in the very first stage of planning *Kalikobass II*: full-on comfort for the most discerning guest and sailing excellence for her yachts-man owner. The interior, lined with the cool simplicity of pale birchwood, offers escape from the heat of the day. Glove-soft suede seating in the saloon invites a recap of the day's adventures, games, a night at the movies, mellow music and fine cognac. Each cabin has a complete entertainment center plus a refrigerator, private safe, and individually controlled air conditioning. En suite bathrooms for each cabin offer full showers. All dividing walls are insulated for sound proofing and privacy.

Glamorous Itinerary on board SS DELPHINE – Summer 2009

Package: **Glamorous West Mediterranean Itinerary**
Dates: **Summer 2009**
Yacht: **SS DELPHINE**
Length: 78.65 m
Guests: **26-28 + 24-27 Crew**
For special event **180 guests** cruising is the limit.
Rate: **360 000 €/week**

The Route suggested:

Day 0: St Tropez;
Day 1: Cannes;
Day 2: Nice;
Day 3: Monaco;
Day 4: Calvi (West Corsica);
Day 5: Ajaccio (West Corsica);
Day 6: Porto Cervo (Sardinia);
Day 7: Cala di Volpe (Sardinia);
Day 8: Elba (East Corsica);
Day 9: French Riviera (Antibes);
Day 10: Monaco



Also available for:

✦ **MIPIM 2009**
200 000 €,
this for 4 days + 1 day
preparation + delivery
and redelivery fee.

✦ **GP Monaco 2009**
200 000 €,
this for Wednesday
to Monday.

✦ **Cannes Film Festival**
50 000 € per day,
minimum 2 days.

Comments: Launched in 1921 at the Great Lakes Engineering Works in Michigan, **S.S. Delphine**, was at 257.8 ft (78.65 m) and 1,255 tons, the largest yacht built in the United States that is still in existence today. According to legend the yacht went down in history as the yacht of Yalta, where the rulers of the world at that time, Churchill, Truman, Stalin, prepared the Yalta convention. This extraordinary yacht with its 13 staterooms, ample entertaining spaces, has artfully recreated the bygone era of the roaring 20's with all the latest amenities and communication facilities. Re-christened in September of 2003, by H.S.H. Princess Stephanie of Monaco, S.S. Delphine is one of the most unique and exceptional yachts for charter in the Mediterranean fleet. In 2004 she received the annual showboats award for best refit.



Patagonia/Expedition Charter on board ATMOSPHERE – Oct 2008 – April 2009

Package: **Patagonia by Air, Land, and Water**

Dates: **October 2008 – April 2009**

Yacht: **ATMOSPHERE** - Length: 45.7 m

Guests: **28 - Crew: 32**

Charter Rate: **ECO TRIPS:**

Low season **209 000 USD** - High season **250 800 USD**

The program includes:

- ✦ Accommodations for a maximum of 28 passengers (14 cabins)
- ✦ Breakfast, lunch, dinner and appetizers
- ✦ Open bar (except for special liquors)
- ✦ All activities on board (Sauna, Thalassotherapy, lectures, etc.)
- ✦ Daily whale watching and ecotourism excursions as scheduled.
- ✦ Nomads of the Seas offers complimentary in and out transfers while in Puerto Montt.

Comments: This program presents stimulating outdoor activities with a unique scientific focus.

Environmental experts guide the whale and bird watching excursions sharing a lot of information and facts about the different species. These expeditions can also be combined with nature photography. The program includes an array of outdoor activities created for explorers interested in actively admiring the natural beauty of Chilean Patagonia, as seen from a fresh angle. The invitation is to experience the scenery with a unique perspective: the thrill of jet-boating or rafting, the charm of kayaking and trekking, or the unending joy of horseback riding through Patagonia.



West Coast Mexico on board IL DIAVOLO – Winter 2008-2009

Package: **Mexico / Caribbean**

Dates: **Winter 2008-2009**

Type: **AZIMUT** - Length: 98ft

Guests: **8 - Crew: 4**

Rate: from **30 000 to 50 000 USD**
+ expenses

Itinerary suggested:

DAY-1: When you get to the ship, the crew will be awaiting for you with a Welcome Cocktail. Cruising to Mogote, peninsula in front of the port where you can admire a birds sight and enjoy the night - on board dinner.

DAY-2: Make one's way to the Espiritu Santo island, known for the existing contrast existing between the red color of the volcanic rocks and the turquoise blue from the sea. A paradise to be discovered doing kayak or snorkeling. Separated by a narrow water channel, next to the Espiritu Santo Island, you'll find Isla Partida, easy place to anchor and discover its magnificent sea life.

DAY-3: Make one's way to Isla San Francisco. Rocky colored and inclined cliffs are the characteristics of the landscape in this place. To have been explored is still Bahia Amortajada, which keeps a beautiful lagoon where it is possible to practice snorkel or kayak along the reef.

DAY-4: Sail through San Evaristo, little town established close to a series of salt water ponds. Along this runs a beautiful beach. Night in San Evaristo.









DAY-5: Sail up north, to Agua Verde where it is totally recommendable to spend the evening and night. Here you'll find the most spectacular waters form the Sea Of Cortes with a scenery where the dusk joins with the bay's colors. It is possible to come down and take a walk into the small town to discover the richness of the culture.

DAY-6: Go to Isla Montserrat where there are beautiful beaches and is a perfect place for snorkeling, swimming, etc. Close to this island you'll find more small islands such as Isla Carmen, with ghost towns like Bahia Salinas. Further on explore the great caves located along the sea.

DAY-7: At the end of the week after living a great natural experience you'll get to Puerto Escondido, B.C. where you'll be taken to Loreto's Airport.



Motor Yacht

 <p>Name SS DELPHINE Length 78.65 m Guests 26-28 Crew 24-27 Area South of France Rate (l/h) 40 000 - 60 000 €/day</p>	 <p>Name RM ELEGANT Length 72.48 m Guests 30 Crew 31 Area Méditerranée / Caraïbes Rate (l/h) 65 000 €/day</p>	 <p>Name MY ATMOSPHERE Length 45.70 m Guests 10 Crew 9-10 Area Patagonia Rate (l/h) 209 000 - 250 800 US\$/week</p>	 <p>Name MY COSTA MAGNA Length 44.50 m Guests 10 Crew 8 Area West Médit - Based in Monaco Rate (l/h) 90 000 - 96 000 €/week</p>	 <p>Name MY MABRUK III Length 35.00 m Guests 10-12 Crew 6-7 Area French Riviera Rate (l/h) 70 000 - 77 000 €/week</p>
 <p>Name MY LADY EMMA Length 34.00 m Guests 8 Crew 4 Area South of France Rate (l/h) 70 000 - 84 000 €/Week</p>	 <p>Name MY LEPANTE Length 33.00 m Guests 10 Crew 4 Area West Méditerranée Rate (l/h) 40 000 - 45 000 €/week</p>	 <p>Name MY LOR Length 30.20 m Guests 10 Crew 5 Area West Méditerranée Rate (l/h) 45 000 - 52 000 €/week</p>	 <p>Name MY ATTILA V Length 29.55 m Guests 10 Crew 3-5 Area West Méditerranée Rate (l/h) 21 000 €/week</p>	 <p>Name MY TALILA Length 29.00 m Guests 8 Crew 4 Area Based in Monaco all year Rate (l/h) 38 500 - 42 000 €/Week</p>
 <p>Name MY PULENA Length 27.03 m Guests 8/10 Crew 4 Area Adriatic Sea Rate (l/h) 50 000 - 55 000 €/week</p>	 <p>Name MY MABRUK II Length 27.00 m Guests 8 Crew 2-4 Area French Riviera Rate (l/h) 42 000 €/week</p>	 <p>Name MY ROMOLA Length 26.00 m Guests 6 Crew 3 Area French Riviera Rate (l/h) 20 000 €/week 3 500 €/day</p>	 <p>Name MY APPASSIONATA Length 23.16 m Guests 8 Crew 3 Area Home base is Cap d'Ail or Monaco Rate (l/h) 22 000 - 24 000 €/week</p>	 <p>Name MY GUSTI Length 22.00 m Guests 6 Crew 2 Area Caribbean Rate (l/h) 8 800 - 8 800 €/week</p>

Sailing Yacht

 <p>Name SY ROSEHEARTY Length 56.00 m Guests 10 Crew 9 Area West Médit. - Caraïbes Rate (l/h) 220 000 €/week</p>	 <p>Name SY DRUMBEAT Length 53.00 m Guests 10 Crew 9-10 Area Méditerranée Rate (l/h) 150 000 - 170 000 €/week</p>	 <p>Name SY PERSEUS Length 49.80 m Guests 10 Crew 9 Area West Méditerranée - Caraïbes Rate (l/h) 175 000 US\$/week</p>	 <p>Name SY ANTARA Length 46.00 m Guests 8 Crew 8 Area West Médit - Caraïbes Rate (l/h) 150 000 - 175 000 US\$/week</p>	 <p>Name SY AXIA Length 37.50 m Guests 8 Crew 5 Area West Méditerranée - Caraïbes Rate (l/h) 65 000 - 70 000 US\$/week</p>
 <p>Name SY CHARLATAN Length 33.94 m Guests 6 Crew 5 Area West Médit - Caraïbes Rate (l/h) 58 000 - 60 000 US\$/week</p>	 <p>Name SY ATTIMO Length 31.45 m Guests 8-10 Crew 5 Area West Méditerranée - Caraïbes Rate (l/h) 41 500 - 49 500 €/week</p>	 <p>Name SY MOONBEAM OF FIFE Length 31.00 m Guests 6 Crew 6 Area French Riviera Rate (l/h) 35 000 - 35 000 €/week</p>	 <p>Name SY PERSISTENCE Length 29.70 m Guests 8 Crew 4 Area West Méditerranée Rate (l/h) 30 000 - 35 000 €/week</p>	 <p>Name SY ANTISIVA Length 29.00 m Guests 7 Crew 2 Area Indian Ocean Rate (l/h) 6 960 €/week</p>
 <p>Name SY BUZZY B Length 27.50 m Guests 8 Crew 4 Area South of France Rate (l/h) 24 000 - 30 000 €/Week</p>	 <p>Name SY JAVELIN Length 22.60 m Guests 6 Crew 2 Area East Méd - Grèce - Turquie Rate (l/h) 18 000 - 18 000 €/week</p>	 <p>Name SY 60 OPEN EX ROXY Length 18.28 m Guests N/A Crew N/A Area Depending on races Rate (l/h) Depending on races</p>	 <p>Name Catamaran OCEAN'S SEVEN Length 17.82 m Guests 8 Crew 2 Area Médit. - Indian Ocean Rate (l/h) 16 000 - 20 000 €/week</p>	 <p>Name Catamaran CATANA 581 Length 17.70 m Guests 8 Crew 4 Area Caribbean Rate (l/h) 12 000 - 15 000 €/week</p>

■ YACHT MANAGEMENT ■

Since the company was founded in 1992, the pleasure craft industry has undergone enormous changes. The number and size of boats have increased, technical complexity has intensified, and legislation, standards and safety have all changed. Our clients need support and guidance from the legal, accounting and logistics standpoints, and assistance with safety considerations, given the latest MCA and ISM regulations.

These and other reasons have brought the BGYB-Management team to contribute their experience and expertise to the requirements inherent in their clients' yacht management operations. BGYB-Management clients benefit from the team's savoir-faire and skills acquired through years of experience. BGYB-Management offers thorough, specialised assistance in every aspect of the yachting field, including:

- ✦ Crew management and crew-related financial administration
- ✦ Ship accounting and administrative management
- ✦ Insurance contract management
- ✦ Logistics support and supplier relations
- ✦ Legal assistance with regulations, taxes and recording requirements
- ✦ Ship certificate of compliance with the standards in effect (MCA, ISM, etc.)

BGYB-Management accomplishes the following objectives for its clients:

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

The Spring Moscow International Boat and Yacht Show – 9-12 April 2009 ✦✦



BGYB will take part to the MIBS next April. MIBS is an established highly-successful international forum in which local and international companies can network, find partners and make significant business deals. Covering 20,000 sqm, including sectorised Halls (Super Yacht – Power Boats & Yachts – Aftermarket & Equipment) this show is a unique opportunity to gain direct access to thousands of professionals and end buyers in Russian Market. International experts talk about a Russian 'yachting boom'. According to dealers, distributors and independent experts, turnover in the Russian yachting market has experienced annual increases of 25-30% since 2004. According to Nautical Superyachts report: from analysis of emerging yacht markets over the last sailing season, Russia is one of the countries where the growth in imports of luxury yachts was greatest.



■ **Montpellier, head office (France)** - +33 467 66 39 93 - info@bernard-gallay.com

Bernard GALLAY - CEO

- Started the company in 1994
- MYBA Member since 1996
- 2 Vendée Globe 1992 & 2000 – Sailing race around the world, for single hander without any stopover
- America's Cup in 1986/1987
- 12 Transatlantic races from 1981 to 2005



Bruno GALLIEN - Broker

- 10 years yacht broker with BGYB
- Small Yacht Management
- Refit project Management
- Yacht skipper and long cruising experienced



Nicolas MARCHAND - Professional consultant experienced - Broker

- 3 years yacht broker with BGYB
- Professional consultant,
- Mini Transat, single hand transatlantic from la Rochelle to Salvador de Bahia in 2005
- Jacques Vabres Transat in 2007
- Sailor in regattas like the Giraglia and the upcoming Maxi Yacht Rolex Cup in Porto Cervo



Lisa SPILLER - Charter and Management Director

- MBA in International Business
- International Marketing-Management Specialisation
- Yachting experience through family shipyard



■ **Moscow** - **Oscar KONYUKHOV** - Russian Representative, +7 910 477 09 70 - russia@bernard-gallay.com

- Over all – 3 Round the world campaigns as a Project Manager and PR officer.
- 5 transatlantic crossings on board Open 60, Open 85 yachts and 100 ft catamaran.
- RYA Yacht Master Offshore



■ **Palma de Majorque** - **Jean-Yves CANDLOT** - Palma Representative, +34 619 05 64 19 - palma@bernard-gallay.com

- With over 26 years of sail and motor yacht navigation experience,
- Project Manager and Captain of MY 145ft Abeeking & Rasmussen NOLOSE during 8 years,
- Consulting in Yacht Sales – New construction – Refit



■ **Monaco** - **Philippe MONNET** - Monaco Representative, +33 609 01 97 84 - monaco@bernard-gallay.com

Precursor of extreme sailing records with:

- 1990: New York - San Francisco, first single hand record by the Horn in a multihull.
- 1991: First record - Hong-Kong - London (La Route du Thé), single hand record in a multihull.
- 1998: 6th in the Route du Rhum in a monohull.
- 2000: Non-stop round-the-world 'the wrong way' (East to West) record on Uunet.
- 2001-2005 ORMA circuit
- For the last 4 years, he has managed the Roxy sailing yacht with his Poseidon team for the Vendée Globe.
- Yacht construction consultant
- His extremely wide experience and expertise are hard to match in the sector



■ **Paris** - **François Boucher** - New Paris Representative, +33 682 83 19 21 - paris@bernard-gallay.com

- 25 years spent sailing the open seas on racing boats, with crews or single hand, in monohulls and multihulls, taking in Fastnet to Cape Horn, the Bermuda islands, the Route du Rhum and Monaco-New York as well as the Ostar, the Twostar and the Round Britain races
- Project Manager for a number of years



■ **Hong-Kong** - **Thierry Barot** - Hong-Kong Representative, +852 9549 5135 - asia@bernard-gallay.com

- Member of French America's Cup campaign as sailor
- Service manager for Simpson Marine in HK
- Team Manager for Catamaran CLUBMED, winner of The Race around the world
- Team Manager of Amer Sport One & Too 2nd and 8 of the Volvo Ocean Race
- Construction Management of Cortenzo 26M in China at DHS shipyard
- 2004-2007 Team Manager and in charge of all the operation in China for China Team for the 32 America's Cup

BERNARD GALLAY Yacht Brokerage

France (head office): Montpellier - Tel +33 467 66 39 93

1, rue Barthez - 34000 Montpellier

info@bernard-gallay.com

