

Newsletter 04 - Winter 2009

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Since the company was founded, the yacht and super yacht 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.

Within a few years we rapidly obtained a reputation as an international organisation and after only 4 years, became a member of the MYBA – Mediterranean Yacht Broker Association, to which the most important international brokerage companies belong to, and of which its commercial terms and uses have become an international reference for the yachting industry.

By drawing on emblematic personalities of the sailing world to support such development, we only show our conviction that attributes of an entrepreneur and those of a sailor are closely linked: anticipation, courage, rigour and tenacity.

In 2007, we opened offices in Moscow with Oscar Konyukov – the son of Russian sailor Fédor Konyukov – and in Palma with Jean-Yves Candlot, manager and captain of large motor yachts.

Today BGYB is associated with:

Philippe Monnet – an undeniable figure of sailing; holder of the reverse non-stop solo round-the-world record in 2000, and an eclectic sportsman; twice victor of the Paris-Dakar rally, member of the French International Showjumping Team - in the Monaco office.

François Boucher – a competitor in La Route de Rhum, the Ostar, La Solitaire du Figaro and equally a yacht project manager - in the Paris office.

And finally, Thierry Barrot – a competitor in several America's Cups' and project manager for yachts and racing yachts alike, including Club Med - in the Hong Kong office.

In choosing such experienced yachtsmen, BGYB assure that our clients will benefit from our extensive knowledge of yachting and our veritable expertise in the world of boating technology.

A significant actor in the brokerage world, in the last year BGYB has successfully developed its charter and management activities. Having now firmly established herself in the very closed industry of large and super yachts, we continue to see a huge rise in the number of boats we represent as Central Agents.

Welcome to the BGYB world.

Baltic 78 "Rusalka"



At the last *Cannes International Boat Show* held in September, although experiencing a market slow down from the beginning of 2008, hopes were still being realised in the yachting world.

From the end of September, these hopes took off with the series of financial crises across the world, which prolonged themselves until the end of 2008.

This period of confusion and turmoil has now started to put a more orderly and realistic market in place.

The first positive sign which is helping us and which should significantly bolster the brokerage market, is that certain sellers have already anticipated a drop in the market and as such have brought the prices of their boats back down to a level that better conforms to buyer's expectations today.

Undoubtedly, there are some prices that remain to be too high for various reasons. Either the initial prices of certain boats that were much too elevated at the beginning of 2008 have been reduced, but not sufficiently as to bring them down to a suitable level in the current crisis market. Or, that they have not been reduced at all, and are therefore totally unrealistic. For the latter, it will be more and more difficult to catch up with the market, the risk being that they will always be too late to be able to do so.

We have also begun to see some excellent sales opportunities.

We have also begun to see some excellent sales opportunities. These are generally in the cases of the boats where owners have not waited to adapt the price of their vessel to the crisis market.

The second positive sign is that certain buyers whom we met at the end of summer 2008, principally at the Cannes and Monaco boat shows, have regained their interest in yachts.

For these clients, if the last few months have left little respite from professional affairs or income management, being too occupied with managing the risks of the economic crisis, the horizon is now clearing and they are re-launching their yachting projects, once again buyers for the near future.

Without a doubt it is through them that the market will start again. Certainly, they have the right to be particular, and as such they are not going to be willing to pay above the market price for a yacht.

2009 is going to be a period of transition where we are going to continue to assist in the readjusting of brokerage prices and the tightening of charter, management and new construction project budgets.

BGYB is going to reinforce efforts in all of our domains...

It remains for us to wait for 2010 to re-establish the dynamism and growth of the market. From this point on, BGYB is going to reinforce efforts in all of our domains: sales, charter, management and new construction.

We will be shortly announcing our new initiatives: the imminent opening of a new office in La Ciotat so that we are present in one of the principal places of refit and construction in France, a newly designed website to be launched in the spring, the reinforcing of our international network, the creation of a new charter catalogue and finally a new partnership with a shipyard.



B. Gallay
Bernard Gallay





Westport 130 “BJORG III” 2004. Simplicity, Reliability, Space, Comfort and Speed, are the principle qualities of this exceptional yacht. At her launch, BJORG III sailed 9.500 nautical miles down the US Pacific coast and across the Atlantic Ocean on her trouble free and non-stop maiden voyage.



**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.



San Lorenzo 108 2004. A unique yacht from this pedigree yard and fitted throughout with the finest equipment available. Offering a four cabin layout with marble en suite bathrooms + 3 crew cabins. Countless options, Hamann system, Air Conditioning and 'state of the art' navigation and entertainment systems. 2 x 2700 HP MTU powered giving her an impressive top speed.



90ft "BUZZY B" 1982/2000. This magnificent Martin Francis design was totally rebuilt in 2000 at C & N in Gosport. Nothing was left unturned, including the interior which benefited from a complete redesign. She is MCA compliant and also available for charter.



**Baltic 78 Custom
"RUSALKA"**

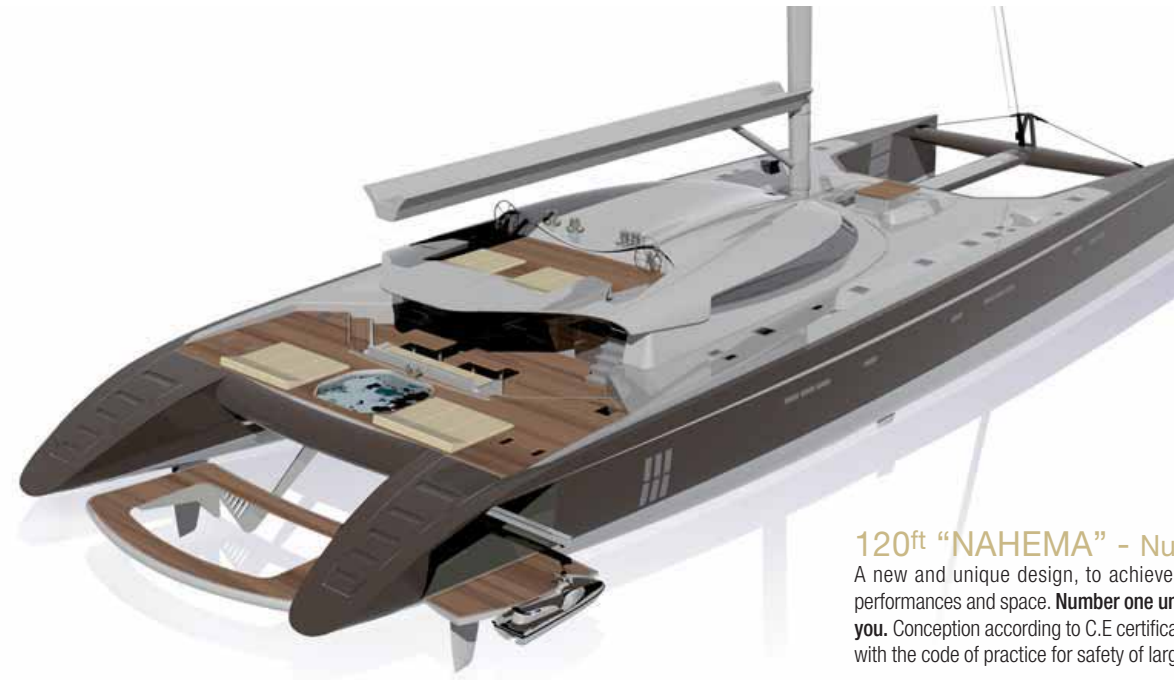
2000. Built to combine the ultimate in luxury and performance, RUSALKA offers all the comforts for cruising in a high tech package, built for speed. She boasts a canting keel to improve sailing stability. She is the ideal boat to combine enjoyable cruising and exciting racing events.



**Guy Couach 2800 Long
Range "BJORG II"**

2002. Fast long range motor yacht with fly bridge for cruising comfortably with up to 8 guests. No vibration, technically perfect and up to date. BJORG II has a special Quantum trim-tab-fin "Ride Control" system integrated which give her impressive performances in any sea condition.





120ft "NAHEMA" - Number 1 is in construction

A new and unique design, to achieve unequalled goals of construction quality, performances 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).








82ft "MAGIC CAT" 1996. Carbon Epoxy built by Multiplast. Gilles Ollier's design. Refitted in 2007. She is 25 metres in length and 12 metres in beam, and offers space, comfort and performances for great blue water cruising. In spotless condition.



Catamaran "OCEAN'S SEVEN"

2004. Elegant and powerful on the water, spacious and refined, OCEAN'S SEVEN is a very comfortable and luxurious catamaran which has been very successful for charter during the past two years in the Caribbean and in the Mediterranean. She is in the utmost condition, having been maintained by a permanent crew. Her cockpit upholstery was redone in 2008.

Motor Yacht Index

| | | | |
|---|--|--|--|
|  <p>COMO Alloy Yachts 134ft 41,40 m 2006 10 guests Price on Application</p> |  <p>GAS GAS Fast Yacht Line 34 m 34,00 m 2003 10 guests 8 200 000 €</p> |  <p>SL 108 San Lorenzo 108 32,90 m 2004 8 guests 6 500 000 €</p> |  <p>PERSEUS STAR Benetti 105 32,00 m 1985 Refit 2000-2007 8 guests 1 990 000 €</p> |
|  <p>MACALULU CANTIERI DI PISA - AKHIR 100 30,10 m 2004 8 guests 5 900 000 €</p> |  <p>ATTILA V Displacement Motor Yacht 29,55 m 1989 10 guests 790 000 €</p> |  <p>BJORG II Guy Couach 2800 LR 28,00 m 2002 8 guests 3 150 000 € 2 500 000 €</p> |  <p>YIALOUSA Guy Couach 2800 28,00 m 2001 8 guests 2 000 000 €</p> |
|  <p>SL 88 San Lorenzo 88 26,75 m 2002 6 guests 3 500 000 €</p> |  <p>AKHIR ONE Cantieri di Pisa 26,10 m 2008 8 guests 4 300 000 €</p> |  <p>BRADLEY 85ft MY Catamaran 25,81 m 2007 10 guests 8 100 000 € 5 600 000 €</p> |  <p>PARAM JAMUNA II San Lorenzo 82 25,00 m 2001 8 guests 1 900 000 €</p> |
|  <p>TENERO Sunseeker Predator 82 24,97 m 2006 8 guests 2 590 000 €</p> |  <p>SL 82 San Lorenzo 82 23,98 m 2003 8 guests 2 350 000 €</p> |  <p>APPASSIONATA Azimut 76 23,45 m 1989 8/10 guests 690 000 €</p> |  <p>PANTAREI Leopard 23 M Open 23,00 m 2005 6 guests 1 200 000 €</p> |
|  <p>CELESTIAL Navarcantieri P 21 S 22,60 m 1997 8 guests 850 000 € 750 000 €</p> |  <p>CARPE DIEM Guy Couach 2200 21,85 m 2003 8 guests 1 670 000 € 1 555 000 €</p> |  <p>SL 72 San Lorenzo 72 21,70 m 1999 6 guests 1 540 000 €</p> |  <p>MATHIGO II Morgan 70 21,24 m 2005 6 guests 1 950 000 € 1 650 000 €</p> |



SUD ONE
San Lorenzo 72
20,90 m
1992
8 guests
~~700 000 €~~ **650 000 €**



SL 62
San Lorenzo 62
18,90 m
2007
6 guests
1 800 000 €



VERSILCRAFT
Super Vanguard
18,60 m
1984
6 guests
249 000 €



FIDJI III
Guy Couach 1850
18,55 m
2000
4 guests
720 000 €



Felicity II
Ferretti 58
19,50 m
1991/2003
8 guests
~~395 000 €~~ **320 000 €**



VOGUE III
Azimut 58
17,64 m
2000
6 guests
670 000 €



HOOP
58 ft Classic Trawler
17,50 m
1904
4 guests
495 000 €



TARPON I
Bertram 54
15,82 m
1985
6 guests
495 000 €



WHITE SPIRIT II
Azimut 50
15,25 m
2005
6 guests
765 000 €



PANIA
Valk - Motorkruiser
14,80 m
1986
6 guests
60 000 €



SUANE
Pershing 45
14,20 m
1999
4 guests
325 000 €



NATHY ONE
Mainship 40 Trawler
11,20 m
2007
4 guests
280 000 €



TIPITINA
Apreamar 12
12,08 m
2000
4 guests
300 000 €



L'ARMELLE
Latitude 46
10,00 m
NC
12 passengers
160 000 €




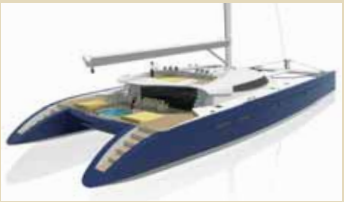

















LOCH LOMOND
NC
9,98 m
2007
12 passengers
200 000 €



CAPSULE II
Riva Ariston n° 805
6,80 m
1967-2005
5 guests
~~110 000 €~~ **80 000 €**



Sailing Yacht Index

| | | | |
|--|--|---|---|
|  <p>PRINCIPE PERFEITO 3 mast Schooner 41,52 m 1943 200 guests 1 650 000 €</p> |  <p>NAHEMA Mega Catamaran 35,00 m Under construction 8 guests Price On Application</p> |  <p>ANTSIVA Centre board schooner, aluminium 28,00 m 2004 10 guests 1 450 000 €</p> |  <p>GARANCE Steel Ketch 28,00 m 1996-2008 10 guests 890 000 € 590 000 €</p> |
|  <p>BUZZY B Sloop 27,50 m 1982/2000 6 guests 1 665 000 €</p> |  <p>BOJAROS Steel Ketch 27,00 m 2000 10 guests 800 000 € 650 000 €</p> |  <p>MAGIC CAT Catamaran 82' 25,00 m 1996/2007 8 guests 3 900 000 € 3 000 000 €</p> |  <p>RUSALKA Baltic 78 Custom 23,95 m 2000 8 guests 2 500 000 €</p> |
|  <p>LADY PACA Catamaran, aluminium 23,50 m 1991 14 guests 650 000 €</p> |  <p>FUTUNA 70 Sloop, aluminium 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, aluminium 22,00 m 1978 9 guests 1 000 000 €</p> |
|  <p>KAVIRA Gulet Ketch 22,42 m 1986/2007 6 guests 420 000 € 320 000 €</p> |  <p>SAINT AUBERT 3 Huntingford, centre board ketch 21,30 m 1985 8 guests 450 000 € 300 000 €</p> |  <p>JAIPUR Jéroboam, ketch aluminium 21,00 m 1991 8 guests 750 000 €</p> |  <p>BILLY BAKER Stanfast Yachts - Holland 20,50 m 1993 8 guests 890 000 €</p> |
|  <p>CRISS Sloop aluminium, G. Vaton 20,30 m 1985 6 guests 350 000 €</p> |  <p>AEGIR Levrier 18 18,00 m 1995 8 guests 590 000 € 420 000 €</p> |  <p>OCEAN'S SEVEN Catamaran, Alliaura 17,82 m 2004 8 guests 950 000 €</p> |  <p>ALIDADE Catana 58 17,70 m 2004 8 guests 999 000 €</p> |



HYPOCAMPE
Ketch acier
17,45 m
2005
6 guests
380 000 €



FARTWO II
X 562
17,23 m
2001
6 guests
880 000 €



SAHONA IV
Dufour 56
17,06 m
1994
6 guests
220 000 €



LE LYS
Sloop Acajou, San Germani
16,70 m
1955
6 guests
300 000 €



STERWAN
Garcia 54
16,32 m
2002
6 guests
460 000 €



CHARTREUSE BLEUE
Sloop, aluminium
16,20 m
1987
6 guests
299 000 €



BRAVA
Super Maramu 2000
15,97 m
1998
6 guests
~~330 000 €~~ **310 000 €**



SILFRANIA
Super Maramu
15,97 m
1991
6 guests
235 000 €



COMUS OF SARK
Ron Holland 52 Ketch
15,75 m
1983
6 guests
150 000 €



KAFILA
Nauticat 52
15,70 m
1984
8 guests
230 000 €



SEAWOLF
Standfast 52
15,62 m
1989
500 000 €



BLEUE MARIE
Sun Fast 52
15,56 m
1992
8 guests
160 000 €



GREGAL
Bénéteau 50
15,48 m
1999
6 guests
260 000 €



BAKEA
Alliage 50
15,25 m
2005
8 guests
~~450 000 €~~ **390 000 €**



SAHONA
Sun Odyssey 51
14,98 m
1996
8 guests
165 000 €



PAPAGENO
Centurion 48
14,90 m
1997
6 guests
~~180 000 €~~ **165 000 €**



LA RAILLEUSE
Cotre bois moulé/epoxy
14,50 m
2003
4 guests
215 000 €



PAPALAU
Centurion 45
14,08 m
1993
6 guests
~~190 000 €~~ **165 000 €**



SAMBA SI
Garcia Nouanni
13,71 m
1987-1990
4 guests
226 000 €



BLUE SHADOW
Pinta, JNP 12
11,98 m
1998
4 guests
150 000 €



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 a huge potential for development. The result of more than 20 years of maxi multihulls team experience (7 x world ranked No 1 for the past 10 years). Better than new after 2 years in the development process. Ready to reach 10% improvement in performances. Has the potential to break the Round the World record in less than 45 days and the North Atlantic record in less than 4. Holds the 24 hour record for more than 700 miles. **Save time and money !**

Photos: G. Martin-Paget



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 !



60ft Imoca "CHEMINEES POUJOULAT I" 2000. Rebuilt in 2005. The best boat available on the market. Winner of the last Velux race in 2006/2007 (all legs and overall) and of the Around Alone in 2002/2003 (all legs but one, and overall).



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



B&C 52 ex "CAIXA GALICIA"
2001 - Botin & Carkeek's design. Winner Copa del Rey 2002, IMS World Championship 2001 and 2002. Very good condition. Ideal IRC and IMS racing. Ready to race 2009 season.



GP 42 "NEAR MISS"
2008 Farr Design. A potential winner for 2009 season.

Racing Index



ORANGE II
Maxi Catamaran
36,00 m
2003
NC



ALFA ROMEO 2
Super Maxi
30,00 m
2005
~~3 900 000 €~~ **3 495 000 €**



ALYE PARUSA
Maxi Open monohull
27,00 m
2000
1 000 000 €



ARTECH 60
60 Open IMOCA
18,28 m
2002
420 000 €



CHEMINEES POUJOULAT I
60 Open IMOCA
18,28 m
2000
~~500 000 €~~ **450 000 €**



Ex ROXY
60 Open IMOCA
18,28 m
1989
~~278 000 €~~ **200 000 €**



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
175 000 €



MOANA
60 Open
18,28 m
1992
~~200 000 €~~ **160 000 €**



SAGA - ex FILA
60 Open IMOCA
18,28 m
1997
~~450 000 €~~ **260 000 €**



SOLUNE
60 Open
18,28 m
2003
~~600 000 €~~ **500 000 €**



UUDS - ex VOILA.fr
60 Open IMOCA
18,28 m
1994-2004
350 000 €



ex CAIXA GALICIA
B&C 52
15,50 m
2001
~~270 000 €~~ **225 000 €**



ETOILE AUSTRALE
50 ft Open
15,24 m
1996
~~240 000 €~~ **190 000 €**



SPIRIT OF RACE
50 ft Open
15,24 m
1999
~~120 000 €~~ **110 000 €**



NEAR MISS
GP 42
12,80 m
2008
500 000 €



SEAWOLF 2
GP 42
12,80 m
2008
640 000 €



AZAWAKH III
Jumbo 40
12,18 m
2006
~~190 000 €~~ **175 000 €**



MISTER SWING
A 40
11,90 m
2004
~~99 500 €~~ **95 000 €**

■ CHARTER ■



Antarctica



Corsica



Indian Ocean

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 offer our clients impeccable standards of professional and personal services.

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

BGYB assets:

- identifying and understanding exact requirements,
- providing numerous choices,
- delivering the experience,
- suggesting cruising itineraries,
- Corporate Event/ Team Building.

DESTINATIONS

West Med Itineraries:

- French Riviera & Corsica
- Italian Riviera : Sicily & Sardinia
- Balearic Island
- Malta

East Med Itineraries:

- Greece
- Croatia
- Turkey

Caribbean Itineraries

- Cuba & Dominican Republic
- Leeward Islands (BVI & USVI)
- Les Antilles (Guadeloupe, Martinique, Sainte-Lucie...)
- Windward Islands (The Grenadines, Grenada, Trinidad & Tobago...)
- Venezuela

Other Destinations:

- Antarctica
- Patagonia
- Indian Ocean : Maldives
- West Coast of Mexico

Les Voiles de Saint Tropez on board BUZZY B – Fall 2009



Package : **Les Voiles de Saint Tropez**
Dates: **26th September – 04th October 2009**
Sailing Yacht: **BUZZY B**, 27.50 m
Guests: **12-13 guests + 4 crew**
Rate: **32 000 € + all expenses**

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 design was totally rebuilt in 2000 at C & N in Gosport. Nothing was left unturned, including the interior which benefited from a complete redesign. She is now a modern, fast and extremely comfortable sloop. The ideal yacht for this event.

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 PR 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 – Spring 2009



Package:
Atlantic Crossing / Fast and comfortable
3 weeks/21 days in the Spring from New-York to Ibiza
or **Transatlantic passage: 12 days** approximately from Antigua to Gibraltar
Sailing Yacht: **KALIKOBASS II**
Length: 31.70 m
Guests: **8 guests + 4 crew**
Rate: **7 500 € per person**
Attractive quote on request



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 yachtswoman 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 centre 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 2009:

Low season: **40 000 €** per day

or **245 000 €** per week

High season: **60 000 €** per day

or **360 000 €** per week

Special prices offered for small groups for seminars or receptions within the port of Monaco at **25 000 €/day**



Also available for:

✦ **MIPIM 2009**

150 000 €, MYBA terms for complete event.

✦ **GP Monaco 2009**

200 000 €, MYBA terms.

✦ **Cannes Film Festival**

we require a two day minimum

or **100 000 €** MYBA terms,

for the 12 days we charge

480 000 €, MYBA terms.

✦ **Start of Tour de France in**

Monaco: also a two day minimum

or **100 000 €**, MYBA terms.



Comments: Launched in 1921 at the Great Lakes Engineering Works in Michigan, the **S.S. Delphine** is, 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.

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

Luxury Golfing Charter on board AKHIR ONE

Package: **Yachting & Golf**

Dates: **April - October 2009**

Yacht: **AKHIR ONE**

Cantieri di Pisa

Length: **26 m**

Guests: **8** - Crew: **4**

Rate: **45 000 €** per week
plus all expenses



Luxury Golfing Charter Itinerary suggested:

Day 1: After boarding AKHIR ONE at the port, acquaint yourselves with the Gulf of St Tropez as the crew take you to a secluded beach mooring.

Day 2: Enjoy your first round of golf at the prestigious Gassin Golf & Country Club, St Tropez.

Day 3: Back on board, cruise to the Lérins Isles to moor and look out onto Cannes.

Day 4: Play 18 holes at the Royal Mougins Golf Club before returning on board for a well earned dinner for you and your guests.

Day 5: After having cruised overnight, arrive in Southern Corsica where the scenery and golf are equally breathtaking at Sperone Golf Club.

Day 6: Arrive in Sardinia to anchor at the scenic Cala di Volpe. Relax on board or choose something a little more strenuous in the form of water sports.

Day 7: Experience a round at Pevero Golf Club, nestled between the Gulf of Pevero and the bay of Cala di Volpe.

Day 8: At your leisure, be transferred to the Costa Smeralda Airport in Olbia for your return.

MALTA Charter Itinerary on board SANSSOUCI STAR – Available all year round 2009

Package: **Malta & surrounding isles**

Dates: **Spring 2009**

Type: **Motoryacht**

Length: **53 m**

Guests: **12** - Crew: **8**

Rate: **42 000 €** per week
plus all expenses



Suggested itinerary:

The Maltese archipelagos offer a beautifully unspoilt location for charter.

DAY 1: On arrival, acquaint yourselves with Sanssouci Star and the stunning backdrop of the Grand Harbour.

Day 2: Cruise amongst the Maltese luzzu boats to the charming Marsaxlokk fishing village and have freshly caught fish dinner. Venture round further to St-George's Bay.

Day 3: Be taken ashore to explore the 7000 year history of Malta's capital, Valetta. Discover the likes of St-John's Co-Cathedral.

Day 4: Sail Northwards to appreciate the scenery of St Julians. Enjoy a relaxing day and vibrant evening in the town.

Day 5: Cruise to St-Paul's Bay. After visiting the grandiose walled 'Silent City', Mdina, perhaps follow it with a meal at the award winning Xara Palace restaurant.

Day 6: Awake to Mellieha Bay. Cruise around the point of Malta and dive near to the Azure Window.

Day 7: The rustic islands of Gozo and Comino cater for the intrepid explorer with the Ggantija Temples and the red sands of Ramla Bay.

Day 8: After cruising overnight, further experience the Mediterranean tempo with a relaxing Sicilian voyage. Travel along the Eastern coast towards the Aeolian Isles passing the likes of Taormina.

Day 9: Spend the day meandering between the isles of Lipari, Salina and Stromboli taking in the views of the volcanoes.

Day 10: Cruise back along the Eastern Sicilian coast to arrive in Valetta to your awaiting transfer.

Motor Yacht Index

| | | | |
|--|---|--|---|
|  |  |  |  |
| Name MY LAUREN L | Name MY ALYSIA | Name SS DELPHINE | Name RM ELEGANT |
| Lenght 90 m | Lenght 85.30 m | Lenght 78.65 m | Lenght 72.48 m |
| Guests 40 | Guests 36 | Guests 26-28 | Guests 30 |
| Crew 32 | Crew 32 | Crew 24-27 | Crew 31 |
| Area Caribbean | Area Indian Ocean-Maldives | Area South of France | Area Mediterranean / Caribbean |
| Rate 770 000 €/week | Rate 696 500 €/week | Rate 40 000 - 60 000 €/day | Rate 65 000 €/day |
|  |  |  |  |
| Name MY SEA FORCE ONE | Name MY HANSE EXPLORER | Name MY SANSSOUCI STAR | Name MY ATMOSPHERE |
| Lenght 53.80 m | Lenght 47.76 m | Lenght 47.48 m | Lenght 45.70 m |
| Guests 10 | Guests 12 | Guests 12 | Guests 10 |
| Crew 8 | Crew 14 | Crew 8 | Crew 9-10 |
| Area Mediterranean | Area Antarctic & Chilean Fjords | Area Mediterranean | Area Patagonia |
| Rate 280 000 - 300 000 €/week | Rate 95 000 €/week | Rate 42 000 - 60 000 €/week | Rate 209 000 - 250 800 US\$/week |
|  |  |  |  |
| Name MY COSTA MAGNA | Name MY BJORG III | Name MY MABRUK III | Name MY LADY EMMA |
| Lenght 44.50 m | Lenght 39.60 m | Lenght 35.00 m | Lenght 34.00m |
| Guests 10 | Guests 10 | Guests 10-12 | Guests 8 |
| Crew 8 | Crew 6 | Crew 6-7 | Crew 4 |
| Area West Medit - Based in Monaco | Area British Virgin Islands | Area French riviera | Area South of France |
| Rate 90 000 - 96 000 € /week | Rate 85 000 US\$/week | Rate 70 000 - 77 000 €/week | Rate 70 000 - 84 000 € /Week |
|  |  |  |  |
| Name MY LEPANTE | Name MY LOR | Name MY ATILA V | Name MY TALILA |
| Lenght 33.00 m | Lenght 30.20 m | Lenght 29.55 m | Lenght 29.00 m |
| Guests 10 | Guests 10 | Guests 10 | Guests 8 |
| Crew 4 | Crew 5 | Crew 3-5 | Crew 4 |
| Area West Mediterranean | Area West Mediterranean | Area West Mediterranean | Area Based in Monaco all year |
| Rate 45 000 - 50 000 US\$/week | Rate 45 000 - 48 000 €/week | Rate 21 000 €/week | Rate 35 500 - 44 000 € /Week |
|  |  |  |  |
| Name MY MABRUK II | Name MY ROMOLA | Name MY APPASSIONATA | Name MY GUSTI |
| Lenght 27.00 m | Lenght 26.00 m | Lenght 23.16 m | Lenght 22.00 m |
| Guests 8 | Guests 6 | Guests 8 | Guests 6 |
| Crew 2-4 | Crew 3 | Crew 3 | Crew 2 |
| Area French Riviera | Area French Riviera | Area Based in Cap d'Ail or Monaco | Area Caribbean |
| Rate 42 000 €/week | Rate 20 000 €/week 3 500 €/day | Rate 22 000 - 24 000 €/week | Rate 8 800 - 10 500 €/week |

Sailing Yacht Index

| | | | |
|---|--|---|---|
|  <p>Name SY ROSEHEARTY <small>by courtesy of Perini Navi</small> Lenght 56.00 m Guests 10 Crew 9 Area West Medit. - Caribbean Rate 220 000 €/week</p> |  <p>Name SY DRUMBEAT Lenght 53.00 m Guests 10 Crew 9-10 Area Mediterranean Rate 170 000 €/week</p> |  <p>Name SY PERSEUS <small>by courtesy of Perini Navi</small> Lenght 49.80 m Guests 10 Crew 9 Area West Mediterranean - Caribbean Rate 175 000 US\$/week</p> |  <p>Name SY MITSEAH Lenght 47.50 m Guests 11 Crew 7 Area Caribbean & Mediterranean Rate 147 000 - 161 000 US\$/week</p> |
|  <p>Name SY ANTARA <small>by courtesy of Perini Navi</small> Lenght 46.00 m Guests 8 Crew 8 Area West Medit - Caribbean Rate 120 000 - 150 000 US\$/week</p> |  <p>Name SY AXIA <small>by courtesy of Perini Navi</small> Lenght 37.50 m Guests 8 Crew 5 Area West Mediterranean - Caribbean Rate 65 000 - 70 000 US\$/week</p> |  <p>Name SY VAIMITI Lenght 39.20 m Guests 8/10 Crew 5 Area Caribbean & Mediterranean Rate 63 000 - 68 000 US\$/week</p> |  <p>Name SY CHARLATAN Lenght 33.94 m Guests 6 Crew 5 Area West Medit - Caribbean Rate 58 000 - 60 000 US\$/week</p> |
|  <p>Name SY MOONBEAM OF FIFE Lenght 31.00 m Guests 6 Crew 6 Area French Riviera Rate 35 000 - 35 000 €/week</p> |  <p>Name SY PERSISTENCE Lenght 29.70 m Guests 8 Crew 4 Area West Mediterranean Rate 30 000 - 35 000 €/week</p> |  <p>Name SY ANTSIVA Lenght 29.00 m Guests 7 Crew 2 Area Indian Ocean Rate 6 960 €/week</p> |  <p>Name SY BUZZY B Lenght 27.50 m Guests 8 Crew 4 Area South of France Rate 24 000 - 30 000 €/Week</p> |
|  <p>Name Catamaran LONE STAR Lenght 25.92 m Guests 12 Crew 4 Area Caribbean Rate 42 000 US\$/week</p> |  <p>Name SY ETOILE POLAIRE Lenght 25.00 m Guests 14/16 Crew 2 Area Channel/Atlantic Ocean Rate 9 000 €/week</p> |  <p>Name Catamaran ETOILE MAGIQUE Lenght 24.60 m Guests 16/24 Crew 3 Area Caribbean & Mediterranean Rate 15 536 €/week</p> |  <p>Name Catamaran ETOILE EXPLORER Lenght 22.50 m Guests 12 (bunks) Crew 2 Area Channel/Atlantic Ocean Rate NC</p> |
|  <p>Name 60 OPEN EX ROXY Lenght 18.28 m Guests N/A Crew N/A Area Monaco Mediterranean Rate Upon request</p> |  <p>Name Catamaran ETOILE FILANTE Lenght 18.28 m Guests 8/10 Crew 2 Area West Mediterranean Rate 7 865 €/week</p> |  <p>Name Catamaran OCEAN'S SEVEN Lenght 17.82 m Guests 8 Crew 2 Area Mediterranean Rate 17 000 - 20 000 €/week</p> |  <p>Name Catamaran CATANA 581 Lenght 17.70 m Guests 8 Crew 4 Area Caribbean Rate 8 000 €/week</p> |

Take to the water: luxury yacht charter with Bernard Gallay Yacht Brokerage.

One doesn't have to own a yacht to experience its comfort and indulge in its luxury...

Forget jets; disregard cars; the ultimate in luxury travel still rests on the bows of the ocean bound yacht. For many years, numerous guests have been invited on board vessels of all types and sizes, voyaging to new and undiscovered places whilst being expertly tended to by a dedicated crew.



In fact, things are little different in today's charter market, except for the options and endless possibilities that are offered to potential clients. It is this accessibility to so many

countries and different regions of the world that begs one to experience the delights of chartering a yacht; whether it be for a day, a week or even several months.

An Ibiza to New York transatlantic crossing? Eight days vigorous regatta racing in St-Tropez? A week long jaunt along the West Mexican coast? Perhaps a cocktail party in Paris? Even intrepid explorers can be catered for with expeditions to Patagonia. It is these extravagant opportunities that make chartering a yacht the 'be all and end all' of a discerning traveller – once you have done it, visited the places that exude exoticity, explored new horizons, or even simply basked in the yacht's comfort – a plane, a train or a car just aren't quite the same. *Tempted?*

Step 1: Creating the perfect charter

Chartering a yacht is an effortless experience. For our clients, all that is required is

an indication of their wants and wishes; the BGYB charter team will do the rest. Within the first step of chartering a yacht there are the following factors to consider:

Who is the charter for?

Charters evidently come in all shapes and sizes. Whether it is personal or corporate, all that needs to be decided is the number of guests you wish to have on board and how many cabins are required for your luxury accommodation.

Where and when to go?

Decide on the time of year and the type of your surroundings and we will match you to the best conditions and the best areas in that season.

To sail or motor?

Whichever your preference, there is a yacht that will guarantee your satisfaction, whether it is under sail or cruising with a motor.

Which activities to do?

If it is long trips on shore discovering new places, cruising around undiscovered islands and coves or diving several metres below the water's surface, the activities on board are your choice. Energetic or leisurely, all guests can be entertained by the specific activities that they wish for.

On board preferences?

Atmosphere on board is important, which is why everything is tailor-made for our clients. From entertainment and music to culinary choices, all aspects are catered for. As well as your dietary requests, the crew will ensure that your favourite foods and wines are on board and prepared exactly how you wish them to be. If restaurants are desired, then your reservations will be awaiting you ashore. Not forgetting how you shall arrive, your transfer on board by air or road is dutifully considered also.



Step 2: Planning your charter with your Charter Broker

It is true to say that certain things in life require careful consideration; chartering a yacht is no exception. It deserves considerable planning ahead so that every aspect of your charter is tuned to perfection. Whether it is yacht availability or destination popularity, certain factors must be considered in plenty of time to guarantee your satisfaction. It is advisable to book several months in advance to avoid disappointment.

Step 3: Finalising your charter

As Mediterranean Yacht Brokers Association (MYBA) members, the BGYB charter team work under the following terms and conditions:

The charter fee includes the charter of the yacht with its crew, fully equipped and fully insured. The Charterer will be charged for all other expenses at cost such as fuel, berthing costs and harbour charges, food and beverages and any other special services that you may request. In order to cover these

costs we will require an advanced provisioning allowance (APA) which is 20% - 30% of the charter fee. This is given to the yacht captain prior to the charter to allow for provisioning of the yacht in preparation of the charter. At the end of the charter (and during if requested) the captain will produce full accounts of all expenditure either with a refund of monies not spent or a request for payment if the APA was exceeded.



■ YACHT MANAGEMENT ■

Method & Anticipation

Our clients need support and guidance from the legal, accounting and logistics standpoints along side 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 objectives:

- daily management of all issues and problems facing yacht owners,
- obtaining the equipment, fittings, supplies and services that the ship requires under the very best conditions,
- maximising charter-related potential revenues,
- managing crew, within the budget framework, to ensure the best maintenance possible for the yacht and to optimise its resale value.



BGYB at the Genoa Charter Show – 4th-8th May 2008.



From 4th to 8th May 2009, BGYB will be present with **AKHIR ONE** at the 21st edition of the MYBA Charter Show. This is one of the most important international exhibitions dedicated to charter professionals and superyachts and an excellent opportunity to welcome our clients and colleagues on board of our new central listing, **AKHIR ONE**.

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

This exhibition is owned by MYBA, the Worldwide Yachting Association. The organisers, the Pesto group, guarantee an impeccably run show. The numerous events surrounding the show and the splendid location in the Porto Antico (Ancient Harbour) of Genoa justify this event's hard-won professional reputation.

The MYBA Charter Show is not a public show and access is restricted and requires being accompanied at all times by their broker who must be officially registered to the Show and pay for their daily Guest pass.





■ **Montpellier, Head Office (France)**

Bernard GALLAY - CEO - +33 (0)6 86 67 80 24 - bernard.gallay@bernard-gallay.com

- Founded the company in 1994
- MYBA Member since 1996
- A professional rugby player and experienced skipper: participated in 2 Vendée Globe in 1992 & 2000, single handed sailing race around the world without help or stopovers
- America's Cup in 1986/1987
- 12 Transatlantic races from 1981 to 2005



Bruno GALLIEN - Broker - +33 (0)6 82 11 96 00 - bruno.gallien@bernard-gallay.com

- Yacht broker with BGYB for 10 years
- Small Yacht Management
- Refit project Management
- Experienced yacht skipper



Nicolas MARCHAND - Broker - +33 (0)6 83 47 01 96 - nicolas.marchand@bernard-gallay.com

- Yacht broker with BGYB for 3 years
- Professional consultant
- Participated in the Mini Transat, single handed transatlantic race in 2005
- Participated in the Jacques Vabre transatlantic race in 2007
- Sailor in various regattas such as the Maxi Yacht Rolex Cup and the Giraglia



Lisa SPILLER - Charter and Management Director - +33 (0)6 33 42 45 09 - lisa.spiller@bernard-gallay.com

- In charge of charter development and marketing with BGYB for 2 years
- 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

- BGYB representative in Moscow for over one year
- 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 Mallorca - Jean-Yves CANDLOT** - Palma Representative, +34 619 05 64 19 - palma@bernard-gallay.com

- BGYB representative in Palma for one year
- With over 26 years of sail and motor yacht navigation experience,
- Project Manager and Captain of MY 145ft Abeeking & Rasmussen NOLOSE for 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 Posseidon team for the Vendée Globe.
- Yacht construction consultant
- His extremely wide ranging experience and expertise are hard to match in the sector



■ **Paris - François Boucher** - New Paris Representative, +33 (0)6 82 83 19 21 - paris@bernard-gallay.com

- Has spent 25 years 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
- 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 & Two, 2nd and 8th in 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



■ **La Ciotat - Stéphane Della** - La Ciotat Representative, +33 (0)6 82 79 08 61 - la.ciotat@bernard-gallay.com

- Extensively well known and experienced Technical, Fleet, Shore & Project Manager with companies such as Nahema, Compositeworks France, CIM shipyard and several Turkish shipyards
- Worked on projects including the Class America Areva Challenge, the Maxi One Design & the Alinghi Swiss America's Cup challenge
- Skipper on several charter yachts for 6 years in the Mediterranean and the Caribbean

BERNARD GALLAY Yacht Brokerage

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