

Episode 9

Autumn 2011



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BROKERAGE



RACING



CHARTER



Bernard Gallay

Yacht Market Overview

Until now, BGYB has experienced a very similar year in 2011 to that of 2010. We have enjoyed continued success in all aspects of our business which has been very exciting for us in this challenging time.

BGYB have signed more and more wonderful yachts as Central Agents this year. This provides us with the ability to create and maintain strong relationships with the owners and also the opportunity to work with other brokers around the world. These relationships are based upon honesty and trust, thus what is important at BGYB at this time is realistic pricing. This allows us to be true to not only our potential buying clients but also to the owners of the boats we have for sale. The asking prices here at BGYB and indeed worldwide, have become very interesting meaning that there are intriguing proposals to be seen and fantastic opportunities to be had in what has continued to be a buyers' market in 2011.

The charter area of our business has increased in productivity over this year. We are about to finish the summer season with several charters booked for the famous "Les Voiles de St. Tropez" at the end of September. We have also secured a year long charter on 53 metre

MY SANSSOUCI STAR, demonstrating the ambition and enthusiasm inherent throughout our business and providing us with a real sense of achievement.

BGYB are currently gearing up for the Cannes and Monaco Yacht Shows 2011 and will also be present at a number of others, including Antibes Yacht Show next year. Perhaps the most exciting event that BGYB will be attending is the London Luxury Yacht Exhibition in November at the Henry Moore Gallery in Kensington, which we are very much looking forward to as this will allow us to prepare the 2012 season.

Going into 2012, there are still a few key questions that need to be addressed ; Has demand stabilised? How will the market develop? What is clear is that after this year's yacht shows that will finish in October, we will be able to get a clearer idea of the shape of the market and take this into 2012 full of optimism.

For us here, 2012 looks to be a very compelling year. We will continue to invest time in developing our offices in Hong Kong and Moscow while ensuring that BGYB continues to be a firm that moves with these challenging times.



102ft "MOONBEAM OF FIFE III"

1903. The story of the Moonbeams began in 1858 with Moonbeam I & II. In 1902, Charles Plumtree Johnson, an eminent London lawyer, decided to go back to William Fife for the creation of his 3rd yacht. Taking into account his plans to race under the new RORC tonnage, which included sailing ships with fitted-out interiors, MOONBEAM OF FIFE III was born. MOONBEAM OF FIFE III was launched in 1903, hull n° 491 to leave the Fife yard. The result was a magnificent yacht which has now become one of the most successful classic yachts in the world. Her streamlined shape and large sail surface area both make for an extremely elegant and unique yacht.

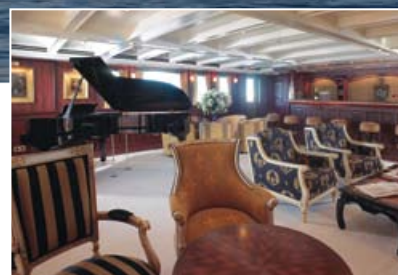
Voiles de Saint-Tropez 2011



258ft Steam Ship "SS DELPHINE"

DELPHINE is an exceptional ship. Built in 1921 and totally rebuilt between 1997 and 2003 into a modern super yacht she still maintains her unique and classic character.

DELPHINE has some incredible history having been placed into US naval service during World War II, then used as a training ship until 1997. In 2004 she received the annual showboats award for best refit. Although she has kept her 2 incredible steam engines, she is now equipped modern technology and equipment throughout and boasts a very luxurious interior for up to 26 guests.





80ft Power Catamaran “SONG SAIGON”

2008. An exceptional ocean passage aluminium motor catamaran, designed by Joubert Nivelt, has a 3 300 NM range and accommodates up to 9 guests plus 2 crew in 5 cabins. The space on her main and upper decks is just huge.

Cannes and Monaco Yacht Show 2011.



60ft Multiplast “OURSON RAPIDE”

2009. Fantastic fast sloop designed by Finot Conq. All composite built with a futuristic design inspired by the 60ft Open boats, she boasts a very nice interior with 3 guest cabins & crew. She is extremely well equipped with some of the features that are usually found on racing machines, for example a carbon pivoting wing mast. Not only is she incredibly fast, she is also suited for short handed long distance crossings.

Voiles de Saint-Tropez 2011



100ft Aluminium Sloop “SUSANNE AF STOCKHOLM”

1990. Gilles Vaton designed, she was totally reconditioned in 2008 into a modern, comfortable, seaworthy and performance sailing yacht with a brand new stylish interior. She has a terrific potential for private cruising and / or for charter.



Morgan 70 “MATHIGO”

2007. Kevlar composite built and from a Tom Fexas design, she is a true gentleman's yacht with a special, classic touch inspired from the lobster boats in Maine. She is fast, seaworthy, luxurious and extremely comfortable. She is like new having been used only one summer and stored indoors since.



84ft Fitzroy Yachts "NEPTUNE"

2004. Aluminium built from a Judel/Vrolijk design. The spacious accommodation includes a three-guest cabin layout aft, all with private en suite heads. 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.

Cannes and Monaco Yacht Show 2011.



Baltic 78 Custom "LUPA OF LONDON"

2000. Built to combine the ultimate in luxury and performance, LUPA OF LONDON 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 for enjoyable cruising and exciting racing events.



90ft Fast Sloop "QUINTA SANTA MARIA"

2002. A fantastic, fast cruising sloop. She has been specially designed for her current owner who is an experienced yachtsman and who has exclusively used her for family cruising and a few Mediterranean cruising racing events. She has been kept in great condition by the same captain since launched.

Cannes and Monaco Yacht Show 2011.



Swan 60/65 "EARLY PURPLE"

2002. Designed by German Frers and built by Nautor Swan. Since 2006, Early Purple has been in the same private ownership and with the same skipper to this day. She has been maintained to meticulously high standards, and looks immaculate. She is totally MCA compliant. Carbon fibre rig with Park Avenue style boom.

Motor Yacht Index



DELPHINE Steam Ship 258ft
78.50 m 1921/2003 26 guests
38,000,000 €



EP 148 Displacement Motor Yacht
45.00 m 2011 10 guests
19,100,000 €



COMO Alloy Yachts 134ft
41.14 m 2007 10 guests
13,950,000 €



AMNESIA Veb J Warnke, Germany
33.53 m 1990/1999 6 guests
1,900,000 US\$



AFRICAN QUEEN San Lorenzo 30
30.48 m 1995 8 guests
1,350,000 €



LADY KATANA II Maiores 30 DP
30.20 m 1997 8 guests
1,980,000 €



BJORG II Guy Couach 2800 LR
28.00 m 2002 8 guests
1,995,000 €



YIALOUSA Guy Couach 2800
28.00 m 2001 8 guests
1,400,000 €



SONG SAIGON Displacement Motor Yacht
24.00 m 2008 8 guests
Cannes and Monaco YS 2011 1,780,000 €



CHARLESTON Classic Motor Yacht
23.00 m 1939 8 guests
295,000 €



CELESTIAL Navarcantieri P 21 S
22.60 m 1997 8 guests
490,000 €



BST San Lorenzo 72
21.70 m 1999 8 guests
990,000 €



MATHIGO II Morgan 70
21.24 m 2007 7 guests
1,110,000 €



POINTE ROYALE III Princess 66 Fly
20.12 m 1995 8 guests
395,000 €



ALLEGIANCE Réplique C&N 1925
14.40 m 2004 6 guests
330,000 €

Sailing Yacht Index



QUEEN OF ANDAMAN Modern Classic Motor Sailor
41.00 m 2007 8 guests
6,500,000 €



NAHEMA 120ft Catamaran
35.00 m Under construction 8 guests
14,000,000 €



MOONBEAM OF FIFE III Gaff Cutter
31.00 m 1903 10 guests
Voiles de Saint-Tropez 2011 2,500,000 €



SUSANNE AF STOCKHOLM Aluminium sloop
30.16 m 1990/2008 8 guests
3,500,000 €



DHARMA Southern Wind Shipyard
29.00 m 2005 8 guests
3,700,000 €



ANTSIVA Centre board schooner, aluminium
28.00 m 2004 10 guests
1,190,000 €



GARANCE Steel Ketch
28.00 m 1996-2008 10 guests
590,000 €



QUINTA SANTA MARIA Composite Cruising Sloop
27.42 m 2001 8 guests
Cannes and Monaco YS 2011 2,500,000 €



SUN TENAREZE Catamaran-JFA
25.75 m 2004 8 guests
2,500,000 €



NEPTUNE Fitzroy Aluminium Sloop
25.65 m 2004 7 guests
Cannes and Monaco YS 2011 3,700,000 €



BOJAROS Steel Ketch
25.60 m 2000 10 guests
395,000 €



SCHEHERAZADE Palmer and Johnson Ketch
25.50 m 1983 6 guests
690,000 €



FORTUNA Ex Maxi IOR
25.40 m 1989 12 guests
900,000 €



LUPA OF LONDON Baltic 78 Custom
23.95 m 2000 8 guests
1,950,000 €



TEBA Pouvreau 72
21.60 m 1986 8 guests
600,000 €



SILANDRA Nauta 72
21.33 m 1991 8 guests
995,000 US\$



EQUINOX Selestra 64, aluminium
20.54 m 1996/2010 8 guests
450,000 €



CHARIS Maxi Dolphin 65.3
20.01 m 2004 6 guests
1,270,000 €



EARLY PURPLE Nautor Swan 65
19.82 m 2002 6 guests
1,295,000 €



JEMAYKA Maia 180
19.50 m 2001 8 guests
659,000 €



ZARIK Dynamique 62
18.73 m 1985 8 guests
300,000 €



OURSON RAPIDE 60ft Multiplast
18.28 m 2009 ? guests
Voiles de St-Tropez 2011 2,750,000 €



EUPHONIE Sydney 60 converted
18.20 m 1998/2005 4 guests
280,000 €



AEGIR Levrier 18
18.00 m 1995 8 guests
420,000 €



OCEAN'S SEVEN Privilege 585, Catamaran
17.82 m 2004/2007 8 guests
836,000 €



SCARAMOUCHE Swan 57
17.37 m 1978 6 guests
225,000 €



IMAGINE Brenta 55
17.10 m 2003 6/8 guests
450,000 €



MELINA I Ocean Passage Cruising Sloop
17.10 m 2004 6 guests
450,000 €



SARANAÏA Saranaïa 50
15.00 m 2005 6 guests
230,000 €



LANSART 47 Lansart 47
14.76 m 2007 6 guests
340,000 €



60ft Imoca "Brit Air"

2007. IMOCA Open 60 – Fantastic model built by MULTIPLAST in France with a proven track record and great potential for the upcoming Vendée Globe.

2007 – 7th JACQUES VABRE Transat

2008 - 2nd ARTEMIS Transat

2009 – 2nd VENDEE GLOBE

2010 – SNSM registered record + 2nd Route du Rhum.



Photos © B. Stichebauf/Britair



60ft Imoca "AKENA" **1998.** One of the 2 best boats available on the market. She has completed the 2009 Vendée Globe, finishing 7th overall. High pedigree and remarkably well built having finished the last 3 editions of the race : 6th, 4th and 7th respectively.



A40 RC "GERANIUM KILLER"

2008. Participator in the Tour de Course, Giraglia, Voiles de Saint-Tropez, Semac e.t.c.



60ft Imoca "CHEMINEES POUJOULAT I"

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



60ft Trimaran "HIQ"

1998. One of the fastest sailing boats in the world. In good conditions, the boat can sail faster than 40 knots – last year's record speed was 41,6 knots. The sail area is very large compared with the size of the boat, making the vessel quick and light on the rudder. An advanced craft to sail – the Formula 1 of sailing. The new trimaran HIQ has successfully sailed in competitions such as the ORMA, Jaques Vabre and Route du Rhum.

♦ RACING INDEX ♦

Racing Index



MOONBEAM III Circuit CIM
28.20 m 1903
2,500,000 €



MED SPIRIT Super Maxi Yacht
29.70 m 2003
800,000 €



ALYE PARUSA Maxi Open monohull
27.00 m 2000
750,000 €



FORTUNA Ex Maxi IOR
25.40 m 1989
1,500,000 €



CHARIS Maxi Dolphin 65.3
20.01 m 2004
1,270,000 €



BRIT AIR 60ft Open IMOCA
18.28 m 2007
1,450,000 €



CHEMINEES POUJOULAT I 60ft Open IMOCA
18.28 m 2000
290,000 €



CORRE CAMINO ex Margaret Anna 60ft Open Eco Class
18.28 m 1989
169,000 US\$



ENERGIE AUTOUR DU MONDE 60ft Open IMOCA/Eco Class
18.28 m 1996
200,000 €



HIQ 60ft ORMA Trimaran
18.28 m 1998
Major price reduction 600,000 €



LE CIGARE ROUGE 60ft Open Yawl
18.28 m 1991
140,000 €



OZ 60ft Open IMOCA
18.28 m 1991
290,000 GBP



PAKEA BIZKAIA 60ft Open IMOCA
18.28 m 2005
600,000 €



EX ROXY 60ft Open IMOCA
18.28 m 1989
Major price reduction 220,000 €



SPARTAN, ex SAGA 60ft Open IMOCA
18.28 m 1997
200,000 GBP

Racing Index (contined)



EUPHONY Sydney 60 converted
18.20 m 1998/2005
320,000 €



IMAGINE Brenta 55
17.10 m 2003
550,000 € 450,000 €



TOP 50 Open 50
15.24 m 1995
170,000 €



NEAR MISS GP 42
12.80 m 2008
220,000 €



JUMPA LAGI Pogo 40
12.18 m 2009
220,000 €



GERANIUM KILLER A40 RC
11.98 m 2008
230,000 €



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 professional and personal services.

Classic or contemporary, fast or tranquil, formal or friendly, the BGYB charter team will find you the best fit for your 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 best yacht and the best destination for your needs.

BGYB assets:

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

DESTINATIONS

West Mediterranean

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

East Mediterranean

- Greece
- Croatia
- Venice
- Turkey

Caribbean

- Leeward Islands
- Les Antilles
- Windward Islands
- Venezuela
- Panama

Pacific Ocean

- Polynesia
- Galapagos Islands
- New Zealand

Indian Ocean

- Maldives
- Seychelles

Other Destinations

- Scandinavia
- South East Asia
- South America

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 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.

A transatlantic crossing from Ibiza to New York? Eight days vigorous regatta racing in Saint-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 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 hopes and desires; 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 surroundings you desire and we will match your requirements up to the best conditions and areas for that season.

To sail or motor?

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

What 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 to your demands. 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 also dutifully considered.

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 a great deal of 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 advance 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 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

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.

(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 for 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.



◆ PACKAGE CHARTER ◆

Mediterranean Charter: West to East**SANSSOUCI STAR**Type: **Motor yacht**Length: **53.50 m**Guests: **12** Crew: **8**Rate: **65,000 €** per week
(MYBA Terms)

There are very few large yachts remaining today that echo the traditional grandeur of travel and offer such worldwide seagoing capability as that of the Sanssouci Star. Spacious enough to accommodate 12 passengers and yet able to make the journey intimate and enjoyable, the SANSSOUCI STAR provides a perfect balance for both relaxation and activities whether it is in Port or at Sea.

**Split to Bodrum**

Day 1 – The charter begins with embarkation aboard SANSSOUCI STAR on the shores of the east Mediterranean at the picturesque **Croatian city of Split**. Heading south from Split, the charter will follow the Croatian coast on an 8 hour cruise to **Dubrovnik**, the jewel of Croatia with its well preserved historical centre and its 13th century walls.

Day 2 – Continuing south through the **Adriatic Sea**, the Montenegrin town of **Kotor** awaits the charter, situated in the middle of the UNESCO World Heritage site with one of the best preserved medieval old towns in the Adriatic.

Day 3 – A day spent in the heart of this most picturesque and beautiful heritage site.

Day 4 – From **Montenegro** to **Greece**, after a 15 hour cruise, the journey continues onto the second largest island in the **Ionian Sea**, **Corfu**.

Day 5 – For the second day in Greek waters, the boat heads south easterly for a cruise around six and a half hours to the second Ionian island of **Levkas**, connected to mainland Greece by a giant causeway.

Day 6 – A short trip from **Levkas** to **Meganissi**, navigating the breathtakingly unspoilt coastline of Levkas, before arriving in Meganissi, a small island to the south east with its gin-clear waters and quaint fishing harbours.

Day 7 – At the mid way point of the charter, a cruise through the canal that slices mainland **Greece** in two, four kilometres in length takes the guests directly to the heart of the Greek capital.

Day 8 – From **Athens**, a short cruise of around two and a half hours will take the charter to the famous third largest municipality of Athens, **Piraeus**, the port city of classical Athens.

Day 9 – From the capital, the charter heads directly east to the relatively small island of **Kea**. With its picturesque coastline, the island never fails to disappoint.

Day 10 – After a five hour cruise from **Kea**, again heading directly eastwards, the island of **Syros** in the heart of the **Aegean Sea** awaits with its famous port town.

Day 11 – The Island hopping continues onto the predominantly granite **Mykonos**, only an hour and a half cruise away. With its sugar cube villages and cosmopolitan character, the island caters for almost all types of clients.

Day 12 – Guests have a choice to travel to either the historical islands of Patmos or Leros.

Day 13 – From either one of the islands, the charter continues further east towards Turkey, arriving in **Bodrum** after around a four hour cruise.

Day 14 – This international centre for yachting is an ideal location to finish a fantastic charter satisfying the needs of almost any client.



Southerly Bound Charter



CAPE ARROW

Type: **Fast cruising sloop**

Naval architect: **Farr Yacht Design**

Length: **30.20 m**

Guests: **8/12**

Crew: **4**

Rate: **50,000 €** per week
(MYBA terms)



Designed by the winning collaboration between Farr Yacht Design for the naval architecture and Nauta Design for the general concept, interior design and exterior styling, SW 100 RS is aimed at guests who enjoy the aggressive, sporty lines and open transom of low coachroof profile whilst not compromising the generous interior space of a Deck Saloon version.

The absence of the deckhouse, the new design of furniture, a performance package including high modulus carbon mast and PBO has caused over a tonne of weight loss. Thanks to this a maximum speed of 30 knots was achieved.



Monaco to Palermo

Day 1 – The charter begins in Monaco at the heart of the European yachting community where guests have the opportunity to dine in this most famous of principalities before embarkation onto the wonderful WALLY B

Day 2 – Heading directly south towards Corsica where the charter visits Ajaccio, the island's capital on the west coast of the island, where guests have the opportunity to explore this modern harbour in a truly historic town.

Day 3 – From the west coast, the boat will head south following the coast all the way to the most southerly tip of the island where the town of Bonifacio awaits with its ancient caves and prehistoric sites.

Day 4 – From Bonifacio, the charter continues on its journey south towards the island of Maddalena, only a short cruise away. Guests can take full advantage of some of the most beautifully clear water the Mediterranean has to offer, experiencing any range of water based activity.

Day 5 – The charter then heads to the Sardinian seaside town of Porto Cervo, where the upstart and quaint town never fails to disappoint guests on the beautiful east coast of the island.

Day 6 – Only a short cruise away from Porto Cervo, the charter follows the coast southwards to Olbia, a livelier seaside town but with no less character and history than the rest of Sardinia where guests can take full advantage of these gin-clear waters.

Day 7 – After a long cruise to Palermo, guests can disembark in this most cultural of Sicilian towns. Famed for its varied architecture, history and gastronomy, Palermo is by no means a sad end to this fulfilling and varied Mediterranean charter.



Suggested accommodation for embarkation or disembarkation:

Situated at the foot of Mount Pellegrino, Villa Ignea Hilton Palermo, with its blossoming garden, overlooks the bay of the Sicilian capital.

The luxurious rooms and suites of Villa Ignea Hilton Palermo, all recently restored and offering spacious, comfortable bathrooms, are spread over 4 stories.

The beauty of the original furniture is perfectly united with the most modern comforts, perfect for leisure or business stays.

Explore Caribbean



MAGIC CAT

Type: **Fast cruising catamaran**

Builder: **Multiplast** (France)

Naval Architect: **Gilles Ollier**

Length: **25 m**

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

Charter area: **Caribbean
Mediterranean**

Charter Rate: **28,000 €** per week
(MYBA Terms)



Magic Cat will be available for charter in Mediterranean early in May 2011. This is a fantastic new BGYB opportunity and not to be missed. Not only is she a superb yacht, but with her diligent new crew and fantastic new destinations it really is a fantastic offer.

A Unique Vessel: new Interior Design

MAGIC CAT is one of the fastest cruising yachts in the world and furthermore you can charter her in total comfort and perfect safety. Her interior has just been re-designed by Franck Darnet Design.

She is in immaculate condition after a major refit in 2009. She has been fantastically well maintained by his new crew.

A Friendly, Experienced and Professional Crew

We are happy as well to announce her new crew on board: Captain Bruno Mabire and Chef Susanna "Suzu" Jokkala (Cordon Bleu Qualified). Here are a few examples of charter broker comments: "friendly smiles and warm welcome on board"; "professionalism and vast yachting experience", "an excellent team, who will provide you everything that you could wish for".



Explore Caribbean

From the Bahamas in the north to St Vincent and the Grenadines in the South, there are hundreds of islands in the Caribbean that can accommodate for all range of demands, satisfying those who want water sports and activity based excursions to those wanting to take time to explore the islands. Experiencing unrivalled cuisine, originating from years of practice by welcoming locals to exploring an abundance of dive sites and fishing areas, the region offers one of the most rounded and fulfilling packages in the world."

Suggested itinerary

Day 1: Port of embarkation : Le marin, Martinique

Day 2: Saint Lucia

Day 3: Saint Vincent and the Grenadines

Day 4: Bequia

Day 5: Mustique

Day 6: Tobago Cays

Day 7: Palm Islands, Grenadines

Day 8: Petit St Vincent

Day 9: Union Island: Port of disembarkation
and private flight back to Martinique



Great Opportunity: Les Voiles de Saint-Tropez onboard MED SPIRIT



MED SPIRIT (ex BOLs)

Zone: **West Mediterranean**
Available for event charters
Type: **Super Maxi Yacht**
Length: **29.70 m**
Guests: **12/16**
Crew: **8**
Rate: **20,000€ + APA**



MED SPIRIT still available and officially registered for Les Voiles de Saint-Tropez From 25th September – 2nd October

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.

MED SPIRIT is a 92^{ft} Super Maxi, designed to win the most prestigious regattas in the world and break sailing records. The construction, by the custom yacht builder Boatspeed in Australia, who has 20 years experience in the construction of Maxi Yachts, is remarkable for both its technical ability and strength, with an elegant, modern and sleek style.

ROLEX MIDDLE SEA RACE on board the Swan NEFERTITI



NEFERTITI

Type: **Fast cruising sloop**
Builder: **Nautor' Swan**
Length: **27.70 m**
Guests: **8**
Crew: **4**
Rate: **53,100€ + APA**
+ Security Deposit



The Rolex Middle Sea Race starts on October 22nd 2011.

The Rolex Middle Sea Race is a highly rated offshore classic, often mentioned in the same breath as the Rolex Fastnet, The Rolex Sydney-Hobart and Newport-Bermuda as a "must do" race. The Royal Malta Yacht Club and the Royal Ocean Racing Club co-founded the race in 1968 and 2010 will be the 31st Edition. Save for a break between 1984 and 1995 the event has been run annually attracting 25 -30 yachts. In recent years, the number of entries has risen sharply to 78 boats thanks to a new Organising Committee who managed to bring Rolex on board as title sponsor for the Middle Sea Race.

NEFERTITI is a sleek, high performance sailing sloop. With her elegant composite hull and superb flush deck, she perfectly combines comfort and performance. The atmosphere onboard is zen with a natural and Scandinavian interior. A voluminous main saloon can seat up to 8 guests for dinner. Well appointed accommodation includes a queen size master cabin, a double cabin with extra Pullman bed, and two twin cabins each with a Pullman bed. All cabins have their individual and comfortable ensembles.

◆ CHARTER INDEX ◆

Charter Motor Yacht Index



Name: **TURAMA** Length: 117.35 m
Guest/Crew: 70/58 Area: East Mediterranean
Rate: 90,000 €/day



MOONLIGHT II (Ex Alysia) 85.30 m
36/27 Indian Ocean/Maldives
695,000 €/week



O'MEGA 82 m
32/30 Caribbean
450,000 €/week



SS DELPHINE 78.65 m
26-28/24-27 East Mediterranean
350,000 €/week



RM ELEGANT 72.48 m
30/31 Costa Rica
455,000 €/week



SOLEMATES 60.00 m
12/15 West Mediterranean - Caribbean
340,000 €/week



MOSAIQUE 50.01 m
12/12 West/East Mediterranean
200,000 €/week



SANSSOUCI STAR 53.50 m
12/8 Mediterranean
65,000 €/week



BELLA STELLA 45.00 m
14/9 West/East Mediterranean
105,000 €/week



MAR 49.90 m
12/12 West Mediterranean
150,000 €/week



HANSE EXPLORER 47.76 m
12/14 South America/Northern Europe
115,000 €/week



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



BLISS 44.17 m
10/9 West Mediterranean
160,000 €/week



SENSEI 39.98 m
10/7 West Mediterranean
98,000 €/week



MABRUK III 35.00 m
10/6 West Mediterranean
70,000 €/week

Charter Motor Yacht Index (continued)



PARIS A 35.00 m
12/6 East Mediterranean
59,500 €/week



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



VvS1 34.00 m
12/6 South Pacific/New Zealand
Available for the Rugby World Cup 58,000 €/week



ANTISAN 33.00 m
11-40/6 West Mediterranean
56,000 €/week



LA FENICE 33.00 m
8/5 West Mediterranean
30,000 €/week



NYMPHAEA 33.00 m
6/3 South-East Asia, Indian Ocean
30,000 €/week



PAOLYRE 32.70 m
10/5 West Mediterranean
49,000 €/week



MARIA II OF LONDON 30.95 m
10/6 East Mediterranean
60,000 €/week



MAKARENA 30.00 m
10/5 Other destinations
35,000 €/week



TALILA 29.00 m
8/4 West Mediterranean
40,000 €/week



MABRUK II 27.00 m
8/4 West Mediterranean
34,800 €/week



ANTALEX 26.00 m
8/4 West Mediterranean
36,000 €/week



LAMPQUICK 26.00 m
9/4 West Mediterranean
35,000 €/week



SILAOS 25.10 m
7-12/2 West Mediterranean
33,000 €/week



JAMBO 24.00 m
8/2 Pacific Ocean
28,000 €/week

Charter Sailing Yacht Index



Name: PHOCEA Length: 75.15 m
 Guest/Crew: 12/16 Area: Mediterranean-Caribbean
 Rate: 160,000-180,000 €/week



ROSEHEARTY 56.00 m
 12/16 West Mediterranean-Caribbean
 147,000 €/week



DRUMBEAT 53.00 m
 11/10 West Mediterranean
 170,000 €/week



PERSEUS 49.80 m
 10/9 Pacific Ocean
 130,000 €/week



HYPERION 47.42 m
 6/8 West Mediterranean
 90,000 €/week



ANTARA 46.00 m
 12/8 West Mediterranean/Caribbean
 125,000 US\$/week



VAIMITI 39.20 m
 10/5 East Mediterranean
 52,500 €/week



AXIA 37.49 m
 6/6 Caribbean
 48,000 €/week



BLISS 37.00 m
 10/4 Pacific Ocean
 65,000 €/week



OFELIA 36.00 m
 12/6 Western & Eastern Med
 32,000 €/week



HIGHLAND BREEZE 34.34 m
 8/5 West Mediterranean
 46,000 €/week



AMADEUS 33.50 m
 12/5 East Mediterranean
 40,000 €/week



OCEAN'S SEVEN² (ex KALIKOBASS II) 31.70 m
 8/4 West Mediterranean
 50,000 €/week



MOONBEAM III 31.00 m
 6-12/2 West Mediterranean
 Available for Les Voiles de Saint-Tropez 10,000 €/day



CAPE ARROW 30.20 m
 8/4 West Mediterranean
 45,000 €/week

Charter Sailing Yacht Index (continued)



Mrs SEVEN 30.20 m
8/5 West Mediterranean/Caribbean
52,000 €/week



MED SPRIT (ex BOL) 29.70 m
12-16/8 West Mediterranean
35,000 €/week



GRAND BLEU VINTAGE 29.00 m
8/4 West Mediterranean
45,000 €/week



SOLLEONE 27.40 m
8/4 West Mediterranean
38,000 €/week



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



ORIANDA 26.00 m
8-12/3 West Mediterranean
16,000 €/week



Catamaran MAGIC CAT 25.00 m
8/4 East Mediterranean
30,000 €/week



DJANGO TOO 25.00 m
8/4 West Mediterranean/Caribbean
25,000 €/week



ATAO 24.90 m
6-10/3 West Mediterranean
30,000 €/week



MARIELLA 24.08 m
6-12/3 Caribbean
24,000 €/week



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



LUPA OF LONDON 23.95 m
6/3 West Mediterranean
27,000 €/week



SWALLOW & AMAZONE 23.70 m
8/3 Mediterranean-Caribbean
23,000-25,000 €/week



EMOTION (ex SOPRA) 21.00 m
9/3 West Mediterranean
48,000 €/week



Catamaran WORLD'S END 19.67 m
10-12/3 West Mediterranean
25,000 €/week

♦ 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.

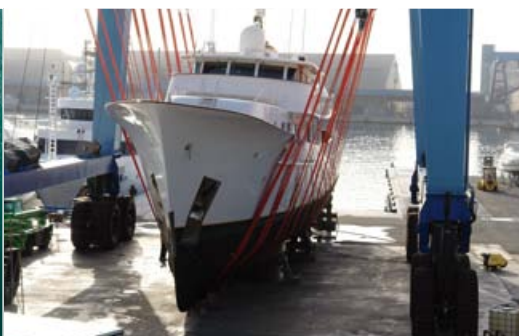
These and other reasons have brought the BGYB-Management team to contribute their experience and expertise to the requirements inherent in their clients' yacht management operations. BGYB-Management clients benefit from the team's savoir-faire and skills acquired through years of experience. BGYB-Management 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.



♦ EVENT – CANNES & MONACO YACHT SHOW – SEPTEMBER, 2011

♦ **FESTIVAL DE LA PLAISANCE DE CANNES 2011**
6/11 September 2011

*From 6th to the 11th September 2011,
BGYB will be present at the Cannes Yacht Show.*

Along the quays and pontoons, the show's well-informed visitor will enthusiastically discover, in a unique atmosphere, the finest vessels on offer today from shipyards around the world, floating gems gathered together in a single showcase.

Yachting lovers from every continent will appreciate the magical atmosphere of a real in-water show.

BGYB will present the following yachts:

M/Y SONG SAIGON in Port Canto PCT 103 and the sailing yacht
S/Y 84ft Fitzroy Yachts "NEPTUNE"
90ft Fast Sloop "QUINTA SANTA MARIA" (both anchored in the bay)

♦ **MONACO YACHT SHOW**
21/24 September 2011

The Monaco Yacht Show presents the greatest showcase of luxury yachting in the world. A high-end show guaranteed by the meticulous selection of the exhibitors (solid references in the international superyacht industry are required). The 500 exhibitors present top quality services and products and whose expertise is recognized by the industry.

The unique opportunity to meet the top managers of leading international superyacht companies directly, or discover products with all the latest technologies and luxury services in yachting-related activities.

BGYB will present the following yachts:

M/Y SONG SAIGON and the sailing yacht
S/Y 84ft Fitzroy Yachts "NEPTUNE"
90ft Fast Sloop "QUINTA SANTA MARIA" (anchored in the bay)



"SONG SAIGON"
2008 – Length: 24.00 m



"NEPTUNE"
2004 – Length: 25.65 m



"QUINTA SANTA MARIA"
2001 – Length: 27.42 m

► **FRANCE**

Montpellier, Head Office



Bernard GALLAY - CEO - +33 (0)6 86 67 80 24
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 - +33 (0)6 82 11 96 00
bruno.gallien@bernard-gallay.com

- Yacht broker with BGYB for 13 years



Lisa Spiller - Charter Manager
+33 (0)6 33 42 45 09 - lisa.spiller@bernard-gallay.com

- Charter Manager for 4 years with BGYB



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

- Yacht broker with BGYB for 5 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



Max Haywood - Brokerage assistant
+33 (0)4 67 66 39 93 - assistant@bernard-gallay.com

- Brokerage Assistant for Head Office, Montpellier:
- Manages the listings, specifications and viewings.

Paris



François Boucher - +33 (0)6 82 83 19 21
paris@bernard-gallay.com

- Project Manager for a number of years

La Ciotat



Stéphane Della - +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

► **MONACO**



Philippe MONNET - +33 609 01 97 84
monaco@bernard-gallay.com

- For the last 4 years, he has managed the Roxy sailing yacht with his Poseidon team for the Vendée Globe
- Yacht construction consultant
- Extremely wide ranging experience and expertise in the sector

► **PALMA DE MALLORCA**



Jean-Yves CANDLOT - +34 619 05 64 19
palma@bernard-gallay.com

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

► **MOSCOW**



Oscar KONYUKHOV
+7 910 477 09 70 - russia@bernard-gallay.com

- BGYB representative in Moscow for over four years
- Over all – 3 Round the world campaigns as a Project Manager and PR officer

► **HONG-KONG**



Thierry Barot - +852 9549 5135
asia@bernard-gallay.com

- Service manager for Simpson Marine in HK
- Construction Management of Cortenzo 26M in China at DHS shipyard

► **GRENADA**



Richard Szyjan - +1 473 439 4495
grenade@bernard-gallay.com

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

BERNARD GALLAY YACHT BROKERAGE

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