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BGYB since *1994*  
*International Influence*

Specialising in high-end yachting, BGYB was founded by Bernard Gallay, an experienced sailor who has taken part in two Vendée Globes, no less than 14 transatlantic races or records, as well as the America's Cup.

**With this navigation experience, we offer many tailor-made services : sales, crewed charters, and yacht management:**

**+60**

Yachts in Central Agency for Sale

**+15**

Experienced Brokers, based all over the world

**+30**

Years of experience in the sale and rental of boats



We are a member of the Mediterranean Yacht Broker Association. Our practices, contracts and our code of conduct fit perfectly with the association: a complete and high-end service, as well as a constant ethics in the relations with customers and colleagues.

## *Charter*

+ 150 contracts

1963 yachts available for charter

+ 60 destinations

+ 1000 days booked

## *Sales*

+ 45 mandates of sale

25 yachts sold

1284 enquiries

11 371 potential sales clients

*You are entrusting a company that rises to the international challenges of yachting!*

## Network

**Create interest** among potential clients:

- directly through our own international network
- through our large network of correspondent brokers.

France, Palma de Mallorca, Moscow, Hong Kong, USA, Italy, Switzerland, New Zealand, Noumea

## Marketing

**A 360° marketing strategy:**

- brokerage shows
- press, brochures
- multiple web platforms
- digital advertising
- partnerships
- regular communication to our database and network through emailing, news, social networks...

## Negotiation

BGYB fully **assists you** in the process of **negotiation** with a buyer and/or their representative.

## Contract

BGYB assists you with the **contractual, legal, and financial aspects** of the sale. This requires the use of MYBA contracts, written and updated by many lawyers specialising in maritime law.

## Establishing your *wants and needs*

To tailor our help as much as possible, BGYB conducts an **in-depth search** for the boat you are looking for :

- Motor or sailing ?
- Racing or cruising ?
- How many cabins ?
- What is your budget ?

## Finding and selecting *the right yacht for you*

Having done a thorough search, we provide you with a selection of yachts with all specifications. We can arrange for viewings of one or more potential yachts !

**BGYB will be on call to answer any questions that you might have.**

## Managing the sale

BGYB can take care of the negotiations until an agreement is reached ! All offers are subject to sea trials and expert appraisal. **We help organise** the proper procedures, including all the aspects for the different transactions and finances.

## What you can do *with your yacht*

BGYB team would be delighted to **support and advise you** ! We can provide the management of your yacht. Your yacht should retain her value at the highest level possible. For the chartering of your yacht, we can advise the best way to go about it.

# Offer your yacht for Charter with BGYB as your *Central Agent*

## Why should I put my yacht *up for charter*?

- Careful maintainance thanks to the work of the crew.
- The revenues generated can be used to help fund refits.

## Unlocking your yacht's *potential*

- Consider that the yacht assures suitable crew quarters and that your yacht is marketed at the appropriate charter rate.
- We determine your yacht's strengths.
- Our experience allows us to operate in a dynamic way.

## Who will charter *your yacht*?

- The clientele is mostly regular charterers but in case of indirect customers, we always ask for referees.
- We collaborate with different Charter Agencies, seeking references to ensure their clients are suitable for the yacht.

## How to put your yacht on the *charter market*

### **Contact us to offer your yacht for charter!**

- We study her potential on the market together.
- We provide you with a detailed proposal. If you accept, a contract will be signed and we will start marketing your yacht straight away.

## Creating the *perfect charter*

For our clients, all that is required is an indication of your wishes and desires. Within the first step of chartering a yacht there are the following factors to consider:

- Who is the charter for ?
- Where and when to go ?
- Which activities to do ?
- Sailing or Motoring ?
- On board preferences ?

## Planning your Charter

It merits 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 well in advance to guarantee your satisfaction. It is advisable to book several months in advance to avoid disappointment. 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.

## Finalising your *charter*

As Mediterranean Yacht Brokers Association (MYBA) members, we 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 supplementary expenses.
- We require an advanced provisioning allowance (APA).
- At the end of the charter (and during if requested) the captain will produce full accounts of all expenditure.
- Upon disembarkation the charterer either will receive a refund of monies not spent or a request for payment if the APA was exceeded.



And should you wish to  
*build your own sailing yacht...*



Y YACHTS  
BY MICHAEL SCHMIDT YACHTBAU



As a french official distributor of the YYachts shipyard, we offer you the best in luxury yachting. The YYachts shipyard is located on the Baltic Sea, almost directly on the water. The shipyard is equipped with modern and technologically advanced systems to guarantee efficiency and precision in production. At the sametime, the structure is simple and straightforward to live up to the YYachts philosophy of

"Keep It Simple. Sail easy."



YYACHTS WINS WALLPAPER DESIGN AWARD

The most important design magazine in the world honored the Y7 'Bella' for its interior design. →



YYACHTS NOMINATED FOR INT. YACHT & AVIATION AWARDS

With the YC/Tripp 90, the German shipyard has been listed at the International Yacht & Aviation Awards 2022. →



TRIPP 90 NOMINATED FOR ANOTHER DESIGN AWARD

The almost 30-metre-long PREVAIL from YYachts' custom division is a finalist in two categories at the BOAT International Design and Innovation Awards. →



Y7 AWARDED 2022 DESIGN INNOVATION AWARD

Y7 impresses the jury at Salone Nautico in Genoa. An international jury chose YYachts for its innovative and consistent design efforts. →



YYACHTS WINS DESIGN & INNOVATION AWARD

The nearly 30-meter BELLA from YYachts won the "Outstanding Exterior Design Sailing Yachts" category at BOAT International's Design & Innovation Awards. →

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through

Bernard Gallay  
Yacht Brokerage



And should you wish to  
*build your own sailing yacht...*



Y YACHTS  
 BY MICHAEL SCHMIDT YACHTBAU

Y7

READ MORE



This luxury yacht was designed for family vacations as it can be operated with a very small crew or even alone. Easy handling combined with excellent performance and an interior completely tailored to the owner has made the Y7 a bestseller in the YYachts portfolio.

YB75

READ MORE



With the all-new YBREEZE 75 daysailer, we have created - in collaboration with Cossutti Yacht Design - what promises to be a whole new type of yacht. More a coastal speed machine than an offshore cruiser, this eye-catching 75-foot carbon-fibre craft has been designed for sailors who want to enjoy relaxing afternoons with friends or the excitement of a regatta.

Y8

READ MORE



The Y8 has good potential for regatta victories. Since the mast has been placed further aft, the new Y8 carries a larger headsail, which provides better height in the wind. In the cockpit, guests enjoy a wonderful sailing atmosphere al fresco. The crew has a separate entrance here. With its soft edges and coachroof, and flooded with natural light, the Y8 has a relaxing atmosphere !

Y9

READ MORE



Our Y9 is unique and so is every single Y9. Above all, she is as individual as our customers themselves, because her layout and equipment are completely variable. Complementing this, the Y9 offers the volume of a 100-foot yacht in 90 feet. And she is available in three exciting versions - Y9, Y9 Pilot House, Y9 Custom. The main focus for Y9 owners is spending time with family and friends on board.

YC

READ MORE



YYachts has developed an entire custom division of the company specialized in the design and production of unique customized luxury super yachts. Our team of specialists with many years of experience develops fully customized yachts according to the owner's dreams and wishes.

The Range

click to read !

Who Are We ? | Sale | Purchase | Charter | Construction | Contact Us

through Bernard Gallay Yacht Exchange



Head Office - Montpellier

Palma De Mallorca Office



Bernard *GALLAY*  
*Partner & Chief Executive*  
*+33 (0)6 86 67 80 24*  
*bernard.gallay@bernard-gallay.com*



Emerald *ROACH*  
*Charter Assistant*  
*+33 (0)4 67 66 39 93*  
*charter@bernard-gallay.com*



Youri *LOOF*  
*Partner - Sales & Charter Broker*  
*+33 (0)6 88 96 11 50*  
*youri.loof@bernard-gallay.com*



Audrey *LUCAS*  
*Head of Charter & Chief Marketing*  
*+33 (0)6 68 89 22 80*  
*audrey.lucas@bernard-gallay.com*



Madisson *GONZALEZ*  
*Sales & Marketing Assistant*  
*+33 (0)6 86 67 80 24*  
*assistant@bernard-gallay.com*



Tatiana *FLIEGNER*  
*Charter Broker*  
*+34 (0)6 95 43 63 33*  
*tatiana.fliegner@bernard-gallay.com*



Chloé *PAGES*  
*Sales & Marketing Coordinator*  
*+33 (0)4 67 66 39 93*  
*chloe.pages@bernard-gallay.com*



Oscar *RELIER*  
*Private Banks,*  
*Family Offices Relationship*  
*Manager*  
*+33 (0)6 20 61 02 84*  
*oscar.relier@bernard-gallay.com*

Sales Team



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



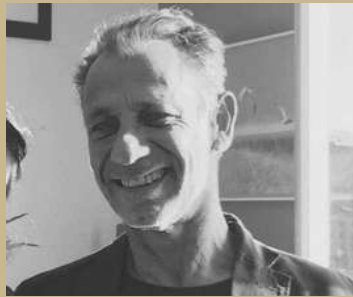
François *BOUCHER*  
*Broker & Project Manager*  
*+33 (0)6 82 83 19 21*  
*francois.boucher@bernard-gallay.com*



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



Laurent *PAGES*  
*Broker & Project Manager*  
*+33 (0)6 08 04 00 28*  
*laurent.pages@bernard-gallay.com*



Stéphane *DELLA*  
*Broker & Project Manager*  
*+33 (0)6 82 79 08 61*  
*stephane.della@bernard-gallay.com*

Charter Team



Lou-Andréa *GUICHARD*  
*Charter Broker*  
*+33 (0)467.66.39.93*  
*lou.guichard@bernard-gallay.com*



Nadia Najah *HASSAN*  
*Charter Assistant*  
*+33 (0)4 67 66 39 93*  
*nadia.hassan@bernard-gallay.com*

BGYB around the world



**USA California**

Sylvain *BARIELLE*

*US Representative*

+1 510 872 6894

*california@bernard-gallay.com*



**ITALY**

Andrea *CARACCI*

*Italian Representative*

+39 335 763 90 77

*andrea.caracci@bernard-gallay.com*



**SWITZERLAND**

Patricia *JACQUOD*

*Swiss Representative*

+41 76 340 37 57

*switzerland@bernard-gallay.com*



Please do not hesitate to  
*contact us :*

Mail :  
**[info@bernard-gallay.com](mailto:info@bernard-gallay.com)**

Phone :  
**+33 (0)4 67 66 39 93**

Postal Adress :  
**1, rue Barthez, 34000 Montpellier, FRANCE**

Website :  
**[www.bernard-gallay.com](http://www.bernard-gallay.com)**



