

Who Controls Access?

A business teaser on MYBA, YachtFolio, Central Yacht Agent and broker-network power in the Mediterranean superyacht market



“The core question is not whether one actor has a formal monopoly, but whether a tightly linked network of associations, platforms, contract standards and brokers creates dependency, exclusion, or coercive pressure for owners trying to access the market.”

What is being scrutinised

The Mediterranean charter market appears to depend on a narrow operating layer: recognised central agents, broker distribution networks, industry-standard contracts, show access, and shared listing systems. That structure can be efficient, but it can also create a practical dependency for owners who need visibility, booking flow, and commercial acceptance.

The market lens

This review examines whether the infrastructure around MYBA, YachtFolio, Central Yacht Agent and leading brokers acts as a neutral coordination system or as a gatekeeping architecture with real power over market access.

The legal lens

The focus is on dependency, discriminatory access, tying, information asymmetry, foreclosure risk and whether commercial pressure may cross into competition or unfair-practice concerns in France, Monaco and the wider Mediterranean environment.

Why owners may care

Superyacht owners do not always experience control through formal exclusivity. It may instead appear through reduced broker engagement, reputational signalling, lower listing visibility, pressure to stay inside accepted channels, or discomfort about challenging the ecosystem that controls introductions and demand.

Page 1 summary: The issue is whether concentrated market infrastructure produces soft control over access, pricing influence, and owner behaviour, even without a declared monopoly.

Key hypotheses and diligence paths

A focused workplan for testing whether market coordination remains lawful and proportionate, or whether it creates abusive dependency risk.

Hypotheses to test

- **Gatekeeping:** whether visibility and access to prime Mediterranean charter demand are materially dependent on a narrow circle of recognised intermediaries and systems.
- **Information concentration:** whether data on availability, itineraries, pricing signals, offers or broker behaviour is centralised in ways that advantage insiders and weaken independent competition.
- **Owner dependency:** whether owners are commercially pressured to remain within accepted channels even where they feel uncomfortable, constrained or poorly served.
- **Jurisdictional risk:** whether cross-border conduct affecting France or Mediterranean trade could engage competition, economic-dependence, or unfair-practice issues.

Indicators that would increase legal sensitivity

Commercial indicators	Legal indicators
Repeated exclusion from meaningful listing visibility; pressure to use preferred channels; unequal treatment of owners or rival brokers; reputational signals discouraging alternative routes; or practical lock-in through show, contract, or listing dependence.	Evidence of discriminatory access, tying, retaliation, opaque criteria, coercive commercial conditions, systematic information asymmetry, or conduct that exploits a party's economic dependence rather than competing on merit.

Recommended outputs

1. **Market map:** identify the real control points across associations, platforms, central agents, contract standards, and broker distribution.
2. **Legal issues note:** test the fact pattern against EU, French and Monaco competition and unfair-practice principles.
3. **Owner protection strategy:** propose practical steps for evidence preservation, conflict checks, diversified listing routes, and pressure-resistant communications.

Bottom line

This is not a claim that any specific platform, broker or association is acting unlawfully. It is a structured invitation to investigate whether a concentrated superyacht distribution network can move from efficient coordination into dependency, exclusion or uncomfortable control over owners who rely on it to trade in the Mediterranean.

Prepared as a presentation-style teaser for discussion, diligence planning and strategic review.