



CANTIERE
DELLE
MARCHE

beyond yachting experience

NEW SALE FOR CANTIERE DELLE MARCHE

The Ancona-based shipyard closes the year with the sale of a new Nauta Air 108 Explorer Yacht with a sold full production until 2018.

Ancona, 21st December 2016. Cantiere delle Marche closes the year with a new sale and adds to its order book a new Explorer Yacht 108 of the successful range CdM Nauta Air (with this sale the shipyard reaches the number of five units of Nauta Air yachts already sold).

The new Nauta Air 108' has been bought by a northern europe client who was immediately impressed by the sistership M/Y Narvalo during its presentation at the last Cannes Yacht Show.

The choice of the new owners was determined by the perfect match between the sturdiness and seaworthiness of an Explorer yacht in steel and aluminium built at CdM and the refined elegance and timeless design, typical of Nauta Yachts style.

With this new Nauta Air 108' – winner at the latest ISS Design and Leadership Award 2016 and recently nominated as finalist at the next Showboats Design Awards – Cdm fulfilled the dream of many owners: sailing with a real Explorer Vessel that stands out for its lines and quality through details.

Vasco Buonpensiere, Sales & Marketing Director of Cantiere delle Marche says: *"We are very proud of this new success that closes a great 2016 for CdM, both in sales and in awards for our yachts. Also, we are thrilled to have this new family among our client owners: they have an incredible eye on design and their approach to navigation and to the life on board make them perfect ambassadors of our CdM soul"*.

Bruno Piantini, Director General of CDM adds: *"With this contract Cantiere delle Marche fullfills all the available slots until April 2019 and – as per business plan – it will reach the maximum number of 4 yachts delivered per year in order to mantain our high standards of quality, customer care and to be faithful to our mantra: we want to be better and better, not bigger"*.



CANTIERE DELLE MARCHE

COMPANY PROFILE

A world leader in the steel and aluminum displacement yacht market, Cantiere delle Marche was founded in 2010 by Ennio Cecchini, CEO, Vasco Buonpensiere, Director of Sales & Marketing, and Gabriele Virgili, one of the foremost entrepreneurs in the territory of Ancona and President of CdM. Virgili also owns the facility that was specifically built for the construction of big yachts. In just a few short years, the Ancona-based shipyard has distinguished itself in the international yachting sector, providing shipowners in the world over with 80- to 110-foot Explorer Yachts. These explorer yachts have unique features that allow them to handle even the most challenging navigation in the most extreme latitudes, with the utmost safety and reliability.

Showboats International's Global Order Book 2015 testifies to the shipyard's international success: in the Explorer Yacht sector – overall, regardless of materials and size - CdM represents 12.5% of worldwide production in terms of units produced, while in the 80- to 112-foot metal Explorer Yacht sector, it commands 60% of the reference market. In only 6 years, Cantiere delle Marche has become leader in its market sector.

Over the last 12 months, Cantiere delle Marche has demonstrated outstanding achievement for having delivered four Darwin Class yachts (86', 102', 107', 102') and for having signed contracts every 2/3 months to build yachts over 100 feet and deliveries planned until 2018/2019.

Cantiere delle Marche also benefits from its collaboration with acclaimed design professionals like Mario Pedol and Massimo Gino of Nauta Yachts who designed the biggest yacht in the world – Azzam. Thanks to the contribution made by Nauta Yachts and to its own vision in this very special market, Cantiere delle Marche has, for the first time, created a synthesis of the style of the superyacht, with its light and contemporary aesthetic language, and the Explorer Yacht, with its solid substance: CdM Nauta Air.

The first 108-foot Nauta Air will be presented at Cannes Yachts Festival in 2016. Darwin Class range has been designed by Hydrotec.

The quality of CdM boats is backed by the experience of a consolidated network of well-established specialized companies, in sectors such as metal carpentry, machine rooms, interior furnishing, all of which, together with the CdM staff, have all worked together for decades to build boats and yachts that are appreciated all over the world.

It is a small shipyard that builds small yachts of enormous quality and above all, capable of guaranteeing huge navigation experiences to those who, like the founders of the shipyard, love to explore huge horizons.

www.cantieredellemarche.it

www.cdmexperience.com