



CANTIERE DELLE MARCHE

CANTIERE DELLE MARCHE ANNOUNCES THE SALE OF NAUTA AIR 111'

The fourth Yacht of the range Nauta Air marks the first collaboration with the Dutch marine engineering studio Vripack.

Ancona, 29th December 2015 - Cantiere delle Marche announces the signing of a new contract for the construction of a Nauta Air 111', only a few days after having celebrated the sale of an Explorer Yacht Darwin Class 102'.

The new Nauta Air 111', with almost 8 meters beam, will reach approximately 330 GRT in volume. In order to build it, Cantiere delle Marche has recruited an international team that includes the highest excellence in the industry. In fact, the prestigious Dutch firm Vripack will be in charge of the Naval Engineering of the project, while Nauta Yachts Design of Mario Pedol and Massimo Gino will sign the entire exterior and interior design, as for all the yachts of the Nauta Air range. The yacht has been sold by Zarpo Yachts for a Latin American client.

Vasco Buonpensiere, Cantiere delle Marche partner and sales manager comments: *"Since the founding of the shipyard five years ago, we have always believed in the concept of evolution as stated by Charles Darwin. With this in mind, we have created a shipyard able to continuously adapt to the needs of the world it addresses. CdM renews its offers, month after month, showing non-stop improvement. A shipyard like ours focuses on yachts which cruise intensively and extensively for months, exploring the most remote areas of the oceans. Working with our friends of Vripack was therefore a natural evolution for us, proving that the Dutch engineering world and the Italian shipbuilding culture at its best are able to establish amazing synergies. Other than that, I want to say that all meetings with Marnix Hoekstra and his team are very pleasant also on a human and relational level. Our future together will certainly extend beyond this experience"*.

Ennio Cecchini - CEO of CDM - adds: *"The Nauta Air range represents for us the combination of the luxury and the contemporary style of a Superyacht together with the solidity and reliability of an Explorer Yacht. Two values that are perfectly embodied by the two partners involved in the project: Nauta Yachts with which we gave birth to this new range of yachts and Vripack, whose experience in designing yachts capable of extreme navigation is unparalleled. This is further evidence of the flexibility of our Shipyard, which can form a dedicated team of extremely high level, just to satisfy any requirement of our owners. This is also evidence of how our 'made in Italy' projects are appreciated by international players who have made the history of yachting"*.

The new Explorer Yacht, flagship of the range Nauta Air, is scheduled for delivery in 2017 with an experienced owner who has a great passion for underwater photography, scientific research and the study of marine animals. For this, the yacht will be designed and built to provide long permanence on board and an incredible autonomy from the shore.



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Marnix Hoekstra, Vripack's Director comments: *"The dedication of the CdM team in building their growing fleet of explorers certainly got our attention in the recent years. We're proud to now become part of their professional group which share the vision that this world is meant to be discovered still and that yachts are the best tool for that job. We'll bring to the team our experience of 7000plus yachts as well as the five North West Passages our yachts made. The Nauta Air 111 will be designed with our knowledge in safety and comfort. She will feature a CFD optimised hull with bulbous bow and enhanced scantlings on the hull and rudders for sailing in ice conditions. But most of all we look forward of becoming part of the CdM Family and friends group"*.



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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 nautical sector, providing ship owners the world over with 80- to 110-foot Explorer Yachts. These sea craft 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.

Over the last year, Cantiere delle Marche has demonstrated outstanding achievement for having delivered three Darwin Class yachts (86', 102', and 107') and for having signed contracts that guarantee an amazing four more to be built, all of them over 100 feet. The company predicts that before year end, it will have signed at least two more contracts and hold backlog orders for deliveries in 2018.

Cantiere delle Marche also benefits from its collaboration with acclaimed design professionals like Mario Pedol and Massimo Gino of Nauta Yachts who have earned their fame not only for having designed the most beautiful sailboats in the world, but also for being the ones 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. Currently, the shipyard is building its new flagship, a 108-foot Nauta Air to be presented at Cannes in 2016. Its features include ample interior spaces that carry the imprint of the big names in Italian design. Two more are to follow, both 111-foot Nautas, designed on two different platforms and already under construction.

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 make up the company structure of Cantiere delle Marche. Alongside the shipyard staff, they 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, but 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.