



CANTIERE
DELLE
MARCHE

beyond yachting experience

A RECORD ACHIEVING JULY FOR CANTIERE DELLE MARCHE

CdM has announced the sale of a custom built 105' explorer yacht. Other 3 negotiations in progress for boats over 100 feet. The Ancona shipyard affirms itself as the World leader in the niche of Explorer yachts in steel and aluminum between 80 and 112 feet.

Ancona, July 27th 2016 – This was a golden July for Cantiere delle Marche. This hot month, which began with the signing of a contract for the construction of a new Darwin Class 102' for a Malaysian owner, continues with a further sale of a new custom made Explorer Yacht, "**Acciaio**" 105', for a European ship owner introduced by Konstantin Kolpakov and Richard Kaye from Arcon Yachts.

The shipyard does not cling onto the successes of the first part of 2016, which are record breaking themselves, and is nearing completion of 3 negotiations, all for yachts over 112 feet.

The prestigious Ancona- based shipyard reinforces its leadership in the segment of steel and alluminium Explorer Yachts between 80 and 112 feet, as certified also this year by the Global Order Book 2016. In fact, CdM remains the leader in the world for its specific segment, representing about 60% of the world market.

Built at CdM and designed by Hydrotec, the new explorer yacht will be a newly designed Custom Explorer. It has been developed for a customer attracted by the world of Explorer Yachts and their technical characteristics, but looking for softer and more contemporary lines. The new Acciaio 105' has been designed precisely starting from a sketch drawn by the client, during a dinner with the Sales Director of the shipyard, Vasco Buonpensiere, which was done working on the profile of a Darwin Class 102'. This is an elegant, timeless Explorer Yacht which for the first time at Cantiere delle Marche will have a tender inside the garage, placed aft of the engine room, instead of the usual lazarette totally dedicated to toys and diving station.

More details will be provided in the coming weeks in regard to external lines and interior design.

Bruno Piantini, general manager of CdM, comments: "*As anticipated earlier in the year, 2016 is certainly the year that proves Cantiere delle Marche begins to express its maturity, both on the commercial and on the product level. The data that we are analyzing and we will disclose at the CDM annual press conference at the Yachting Festival in Cannes in September are simply amazing, especially when you consider that*



CDM was born only six years ago and produces yachts in such a niche segment, that of the small, three decks Explorer Yachts in steel".

The President, **Gabriele Virgili**, adds: *"In addition to commercial and industrial successes, I think that there is to be truly proud of the fact that CdM has remained the shipyard that we have always wanted: a shipyard where passion, human relationships and - why not? - the fun when doing what we love the most, remained at the center of our daily life".*



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