



CANTIERE  
DELLE  
MARCHE

*beyond yachting experience*

**CANTIERE DELLE MARCHE PRESENTS NAUTA AIR M/Y NARVALO, EXCLUSIVE 108 FEET FLAGSHIP YACHT BUILT IN ALUMINUM AND STEEL**

*The new Explorer Yacht Nauta Air ready to debut at Cannes Yachting Festival.*

Cannes, 6 September 2016. It is called **Narvalo the new 108 feet Nauta Air Explorer Yacht built in aluminum and steel that Cantiere delle Marche has presented at this Cannes Yachting Festival.**

M/Y Narvalo is a three deck displacement explorer yacht, custom-made like all the yachts built at Cantiere delle Marche. The project is by Nauta Design, a celebrated Milan-based studio that also designed the largest private motor yacht in the world and boasts a number of collaborations with some of the world's top shipbuilders.

*"Cantiere delle Marche Nauta Air 108' is the flagship of our range of over 30-meter long yachts. When we designed it, we wanted to give shape to the vision of a motor yacht defined by an innovative relationship between interior and exterior space. In our projects for superyachts, our guiding idea is lightness in both meanings of the word: a general absence of weight and a widespread sense of brightness" says **Mario Pedol, co-founder of Nauta Design.***

**Vasco Buonpensiere, Cantiere delle Marche's Sales Director,** adds: *"Narvalo is the first boat in a new class of Explorer Vessels, featuring a groundbreaking balance among solidity, elegance, volume and design. Building this new boat in the Nauta Air series, we are responding to a very specific market demand with a product whose features are unmatched: an overengineered, long-range three-deck displacement hull yacht featuring about 20% more volume than the competition, with both exterior and interior spaces inspired by the latest trends in Italian boating and industrial design. Once again, Cantiere delle Marche brings its clients beyond traditional yachting and introduces them to a revolutionary world of sense, excitement and unending possibility."*

Nauta Design fitted M/Y Narvalo with a wide range of characteristics that maximize on-board comfort during the long cruises the owners of this kind of yacht have in mind. On the upper deck, just behind the wheelhouse, there is a sky lounge only a few square meters smaller than the main saloon. The deck also boasts more than 50 square meters of outdoor spaces, including a dining area and a well for a 5.5m tender that is possibly the best and most accessorized unit ever built by that company. The sun deck is a stunning observatory on the sea, an oasis for entertaining friends and guests equipped with a dedicated area for sunbathing, a whirlpool and a dining and



cocktail area for refreshments. Its centerpiece is a strikingly designed bar, a true design statement around which the whole deck revolves.

The lower deck comprises four guest cabins, all of which are of unprecedented size for this class of yachts, and an incredibly spacious lobby that provides guests with the perfect space for relaxing. The crew area features significant storage space and a sublower deck entirely dedicated to provisions, allowing the yacht to remain at sea for weeks without the need to dock to resupply. The owners of this 108' vessel love both a luxurious, elegant lifestyle and the great outdoors: combined with its signature Nauta Air style, the state-of-the art Hydrotec technical specifications of the yacht bridge both worlds, fulfilling the expectations of the most discerning clientele.

Cantiere delle Marche Nauta Air 108' applies the company's know how to a class of vessels over 30 meters long, combining the reliability, safety, skilled construction and powerful seaworthiness of Cantiere delle Marche yachts with Nauta Design's style and design philosophy, summed up in the words: *"simplicity is the essence of good design"*.



## **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](http://www.cantieredellemarche.it)**

**[www.cdmexperience.com](http://www.cdmexperience.com)**