



CANTIERE DELLE MARCHE

CANTIERE DELLE MARCHE LAUNCHES M / Y BABBO, 102 FEET IN STEEL AND ALUMINIUM
WITH GREAT PRECISION IN ACCORDANCE WITH THE SCHEDULED DATE

Second delivery of the four Darwin Class 102' units that have already been sold.

Ancona, May 9, 2016. It is called **Babbo** the new Explorer yachts in steel and aluminum of 102 feet and 244 GRT that Cantiere delle Marche has launched a few days ago for a South American shipowner, and which will be officially presented at the next Cannes Yachting Festival.

M/Y Babbo is a three-deck explorer yacht, tailored, like all the yachts of Cantiere delle Marche, with interiors characterized by generous amounts of space: 240 square meters which contain in detail the essence of a Explorer yacht, without sacrificing the quality of manufacturing and finishing of the typical luxury superyacht world. This is indeed one of the keys to the success of the CdM: to be the first able to combine these two worlds without diluting the essence of either of them.

M/Y Babbo is characterized by a particularly user-friendly layout and a great attention to the endowment of toys and diving center seats in the huge garage of 25 square meters. In the aft platform it will be housed a 5 meter tender, while a 6.30 meter tender will be positioned on the upper deck.

Like all Darwin Class yachts, also M/Y Babbo has been designed to navigate easily even in difficult sea conditions, resisting winds of over 50 knots without any problem from the point of view of the seakeeping and in full system efficiency, as other models of the same Class have already experienced by the navigation all over the world. As always, in fact, Cantiere delle Marche is characterised by high design standards that have turned its boats into an industry benchmark: a 12 mm steel hull, cupro nickel piping, automatic parallel generators, frequency converters, power stabilisers, treatment systems for black water, gray and bilge oils directly borrowed from the world of work ships to use 24/365, certification MCA, are just some of the standard features of the CdM production.

*"We are incredibly pleased with the results achieved this time as well: the quality of our Explorer Yachts increases launch after launch and this, together with respecting - once again - the contractual schedule, makes us very proud," said **Vasco Buonpensiere**, Commercial Director of the shipyard. "We also want to emphasize that the success of the Darwin 102, with the four units already sold, confirms the intelligence and the effectiveness of the foundational design choices: a true superyacht explorer comparable to yachts widely over 300 GRT, with the ease of management of a 24 meters yacht".*

The Chairman of Cantiere delle Marche, **Gabriele Virgili**, adds: *"Operating results in constant growth, the 6 units under construction all over 100 feet, the international recognition culminating*

this year with two boats in the Final for the World Superyacht Awards. All of these are definitely great satisfactions for those who started this adventure a little more than five years ago. But the greatest joy and the most important sense of success, I think, it's the satisfaction and pride of our clients sailing around the world on our Explorer. A real community was created among friends sharing the same passion and pride in owning a Cantiere delle Marche: real spontaneous testimonials of our brand. And this is the best result that a company can get from all points of view".

The interior design is the result of a "four hands work" between the designer Simon Hamui that on the owner's account defined style and decor, and the PFA studio from Fano that dealt with the definition of master plans, space planning and the internal project management. A modern, contemporary, and international style, brought to light thanks to the mix of work of skilled Italian craftsmen who have dressed the boat of fabrics, leathers, and woods like a tailored suit, and pieces of furniture of the most important Italian design brands such as Flexform, Baxter, Dedon. The fly, particularly warm and friendly, provides a hydromassage pool lined with Murano mosaic.

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.

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.

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.