



CANTIERE DELLE MARCHE

CANTIERE DELLE MARCHE ANNOUNCES THE LAUNCH OF EXPLORER YACHT 102'

The date of the first 2016 launch of a new Darwin Class 102' is approaching. Official presentation at the upcoming Cannes Boat Show.

Ancona, 8 April 2016. We are only a month away from the first 2016 launch of Cantiere delle Marche, which this year is also preparing to launch the 108 feet flagship of the successful range of explorer yachts in alluminium designed by Nauta Yachts, CdM Nauta Air.

The new Explorer Yacht Darwin Class M/Y Babbo, 102 feet of steel and aluminum, will be launched in early May and will be officially presented at the next Festival de la Plaisance in Cannes. This is the second out of four Darwin Class 102' sold. The yacht's layout is particularly suited for larger groups of people who want to spend time together and a great attention to toys and to the diving center, situated in the huge and fully equipped garage of almost 25 square meters. As in the sistership M/Y Acala presented at the latest Fort Lauderdale Yacht Show, the aft platform will store a tender of 5 meters while the upper deck will host a 6.30 meter tender.

A special management team who involved the experienced captain Marc Maudet and the staff at CdM, was dedicated to the yacht's configuration in order to have a yacht that is reliable in all weathers and in any part of the world, an activity that distinguishes the explorer yachts built by CdM. Just like the sistership M/Y Acala, that after the delivery crossed the Atlantic and visited diving havens like Cuba, Queen's Garden and the Blue Hole in Belize and M/Y Percheron (Darwin Class 86') crossed the Atlantic Ocean already two times. Darwin Class yachts can smoothly sail in seas with waves of 6.5 meters and winds over 50 knots without any problem of seakeeping and in full systems efficiency.

Vasco Buonpensiere and Ennio Cecchini co-founders of CDM are united in declaring: "*The success of our Darwin Class 102 is the proof of how a product developed by identifying a very specific market demand can give great commercial satisfaction even in difficult times like these. There are now four Darwin Class 102 sold and this shows that CdM continues not only to be the absolute reference for all those who want to own a real yacht Explorer, but also to be once again a shipyard that listens and translates very well the real needs of yachtsmen in every corner of the world*".

M/Y Babbo features three decks, interior generous spaces of 240 square meters and 244 GRT volume, which together hold in every detail the essence of an Explorer yacht,

maintaining the quality finishes and the luxury typical of the superyacht world.

And this is indeed one of the keys to the success of the CDM: to be the first to combine these two worlds without diluting the essence of either of them. Style and technology, design and durability, solidity and refined finishes: all this is Cantiere delle Marche, as, once again, it demonstrates in this new yacht.

The interior design is the result of a "four hands" work between the South American designer Simon Hamui on behalf of the owner, who defined the style of decor, and the PFA studio from Fano that took care of the definition of general plans, of space planning and that oversaw the entire management of the interior design of the project.

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. 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.