



**CANTIERE
DELLE
MARCHE**

beyond yachting experience

CANTIERE DELLE MARCHE ANNOUNCES THE SALE OF A DARWIN CLASS 102'

Success continues unabated for the Ancona-based shipyard as the fifth contract is signed for the building of an Explorer Yacht Darwin Class 102'

Ancona, 29th June 2016 - Today, Cantiere delle Marche has just announced the signing of a new contract to build the fifth Darwin Class 102', confirming its on-going success in this line of explorer yachts. In the five years since being launched, the Darwin Class and the Nauta Air lines have pushed the shipyard into a dominant position, representing approximately 60% of the 80- to 110-foot steel and aluminum Explorer Yacht worldwide market.

The new Darwin Class 102' is due for delivery in 2018 to a Malaysian owner. The boat was sold by Lee Marine Phuket in conjunction with CdM Sales and Marketing Director Vasco Buonpensiere. The client, a mature owner with a passion for explorer navigation, will cruise with his large family through the islands of the Indian Ocean.

Vasco Buonpensiere, Sales & Marketing Director for the shipyard, comments: *"In addition to the satisfaction of having sold one of our explorer yachts in an exotic country like Malaysia, we are thrilled to have found a ship owner who embodies 100% the Darwin Class spirit: not only an experienced and excellent diver but also a passionate adventurer in search of wrecks and marine relics. With this latest success, CdM confirms its strong international presence, thanks to a product line and characteristics sought after by connoisseurs of all nationalities. In fact, in line with our core values, the CdM Explorer Yacht in substance and content makes itself easily appreciated anywhere in the world".*

Like all Darwin Class yachts, also this new Darwin Class 102' has been designed by *Hydrotec* and boasts a series of interesting customizations requested by the owner: the master cabin will be on the main deck, wide kitchen and breakfast area for all the family, big living area with cinema. In the lower deck, a double full beam cabin/suite can be turned into two VIP cabins with bathrooms. The tender will be a 45 knots speed custom boat in alluminium. The lazarette will be equipped with a custom diving station with nitrox compressor.

All the technical standards that have made CdM a benchmark in its sector have been maintained: 12mm steel hull, cupronickel piping, independent rudders, automatic generator parallel, electric fins stabilizers, as well as wastewater treatment systems for black, gray, and bilge waters that have been adapted from the world of work ships and designed to be used 24/7 year round.



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.