



CANTIERE
DELLE
MARCHE

beyond yachting experience

CANTIERE DELLE MARCHE LEADER IN ITS MARKET, +16% IN THE 2016

Two superyachts of the Ancona-based shipyard have been nominated for "Design and Leadership Awards" by the International Superyacht Society.

Ancona, September 29, 2016 – Explorer Yachts market confirmed its success: since 2010 the sector grew by an annual average of 16%, reaching in 2016 a total volume of more than 50 yachts. The data is given on the analysis by Cantiere delle Marche - based on the Global Order Book - at the close of the nautical year 2016.

In this market, in only six years, CDM has become the world leader in its segment, ranging from 86 to 112 feet, creating about 30% of total production, and even 55% in the case of yachts in steel and aluminum. In detail, the production value of Cantiere delle Marche has increased by an average of 46% every year since 2010, reaching 24 million in 2016. With six boats already sold and to be delivered in the next two years, to date orders surpass 50 million euros.

*"In 2010, when CDM was founded with the idea of selling explorer yachts around the world, the market for explorers was a niche, not interesting for the yachting industry in general. The plan to build 1 or 2 explorer yachts a year seemed impossible to achieve for the majority of nautical operators - said **Bruno Piantini, general manager of CDM** - However, today the numbers tell us that we are on the right track and, in 2016, we expect a growth of 50%, in comparison to 2015. Our guidelines are still only three: invest in new products with the same "explorer" attitude - which, until now, has been the secret of our success, - improve quality and the satisfaction of our customers, and continue to enjoy ourselves in doing our job."*

Merits and achievements recognized by the industry itself. In fact, the International Superyacht Society, the association that brings together professionals of the superyacht industry worldwide, has nominated two Explorer Yachts from CdM for the prestigious **"Design and Leadership Awards"** to be awarded in November in Florida. The new Explorer Yacht Nauta Air 108' in steel and aluminum M/Y NARVALO, the protagonist of the last Cannes Yacht Show, and the Darwin Class 102' M/Y BABBO, which, after delivery, in June this year, has already sailed 4.000 miles on a four-month non-stop cruise in the Mediterranean Sea, will compete with other players in the industry's international recognition of the best custom displace Power Boat between 24 and 40 m.



The International Superyacht Society was founded 25 years ago in Florida with the aim of representing the interests of the superyacht industry and boasts the most prestigious players in the sector among its members. The awards, among the most coveted in the superyacht industry, reward engineering excellence, innovation and design of the best yachts manufactured worldwide.

Vasco Buonpensiere comments: *“After the efforts and incredible sacrifices of these six years, it is clear that the market and the international juries fully recognize the values at the base of Cantieri delle Marche: the quality, the consistency, and the identity of the CDM and its products are now confirmed and appreciated at all levels. Achieving absolute leadership in a market niche (large or small) is the culmination of a dream for every entrepreneur: doing it in such a short time and with such a high level of customer satisfaction is even beyond expectations for myself and Ennio Cecchini, who had the courage of initiating all of this and believing strongly in our project from day one.”*



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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