



CANTIERE
DELLE
MARCHE

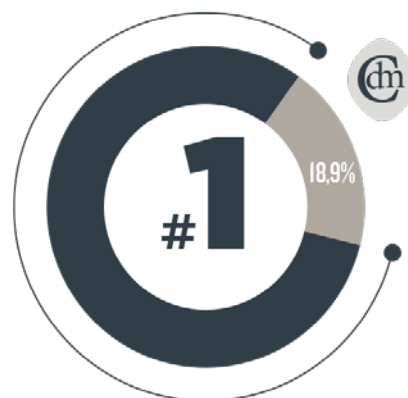
beyond yachting experience

Cantiere Delle Marche 2018

Official data confirm the absolute leadership of Cantiere delle Marche in its segment.

2018 is an important year for Cantiere delle Marche in many ways. Founded in 2010 by Ennio Cecchini, Gabriele Virgili and Vasco Buonpensiere, the Ancona based shipyard specialized in the construction of explorer yachts continues on its splendid growth path. Results achieved thanks to the management commitment represent a resounding success. The Global Order Book 2018 states that **Cantiere delle Marche**, only 8 years after its debut into the yachting market, **made its entrance in the top 20 yacht builders worldwide** joining the most renowned and blazoned yards.

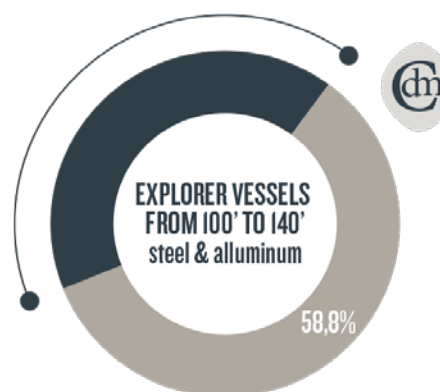
With 10 yachts between 31 and 43 metres under construction, Cantiere delle Marche is building **18.9% of the explorer vessels' entire production worldwide** no matters size and construction materials of the yacht.



CDM WORLD LEADER IN THE EXPLORER SEGMENT.

With 10 units for a combined LOA of 1,162 ft or 354 mt, CDM is building 18,9% of the explorer vessels' entire production worldwide.

Narrowing down to the **100-140 feet segment in steel and aluminium**, Cantiere delle Marche is building an astonishing **58.8% of all explorer vessels currently under construction worldwide**.



140 feet
100 feet

CDM IS BUILDING **58,8%** of all the explorer vessels under construction.

In its own specific market CDM is by far the most successful shipyard in the world.

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In a few words, in less than a decade, **Cantiere delle Marche overthrew its direct competitors**, even the Northern European ones, acquiring an undisputed leading position. The Ancona based yard, a David compared to the Goliaths among the international yacht builders, is able today to build almost 60% of the entire production of explorer vessels: this means that **6 out of 10 explorer vessels in steel and aluminium between 100 and 140 feet** are built by Cantiere delle Marche.

Widening our analysis to all displacement and semi-displacement yachts under construction between 100 and 140 feet not in direct competition with Cantiere delle Marche's as for typology and construction materials, Cantiere delle Marche places 3rd worldwide right behind the two world leaders (Azimut-Benetti and Ferretti Group). It is worth remembering that the two above mentioned groups, taken together, have around 200 years of history and a turnover of nearly one billion Euros.



CDM RANKS THIRD

**COMPETING HEAD-TO-HEAD WITH
THE BIGGEST AND HISTORIC
YACHTING GROUPS WORLDWIDE**

Cantiere delle Marche's chairman and majority shareholder Gabriele Virgili says: *"The Global Order Book 2018 witnesses 8 years of commercial success achieved thanks to the passion and commitment of a skilled and motivated team. These extraordinary people allow us to build and sell extraordinary pieces of engineering, ingenuity and creativeness that benefit of global appreciation. Thanks to them and to our committed and passionate management, Cantiere delle Marche has a solid double-digit growth and its production is growing in both figures and quality. We are also improving our facilities and work environment. As for today our order book spans to 2021 and we are always focused on new projects, quality improvement and we look at our future with hope and commitment, our Mantra being: we don't want to grow in size but in quality. Throughout the years the shareholders are more and more satisfied with the company's profitability."*



In **Ennio Cecchini – Cantiere delle Marche's CEO and shareholder** – words:

“When we started this wonderful adventure, in 2010, the hardest time for our industry, we saw that a new generation of yacht owners looked for over engineered and reliable yachts built to the highest standards. Sustainability and exclusivity had become key words. Being aware of these inputs arriving from the market we focused on a segment of the market composed by experienced and passionate owners who couldn't find what they looked for. We caught their attention and appreciation. We have indeed created – and fill – a niche which became progressively a trend. Nowadays, we benefit from being the first movers in the explorer vessel segment and are moving forward to explore new unexplored frontiers.”

Vasco Buonpensiere, co-founder and Sales and Marketing Director, adds:

“No need to further comment data reported by the Global Order Book: they speak for themselves (especially if analysed and run by an objective third party). They report a splendid commercial and industrial growth built with commitment, knowledge and great understanding of the yachting market. I am proud to say that we have shown the yachting world that our fastidious attention to values and products alongside great ingenuity and originality going hand in hand with the market which deeply changed in these last 10 years, sometime anticipating it, rewarded us with results that meet and even exceed our expectations.”

VESSELS CONSTRUCTION

NR.	YACHT NAME	MODEL	LENGTH ⁰⁶	DELIVERY
1	M/Y MIMÌ LA SARDINE	Nauta Air 110'	33,5	2018
2	M/Y TENGGIRI	Darwin Class 102'	31	2018
3	M/Y AUDACE	K42	42,8	2019
4	M/Y ASTRUM	Acciaio 123'	37,5	2019
5	PROJECT CP	One-Off TS	39,5	2020
6	M/Y AURELIA	Flexplorer	40	2020
7	PROJECT MG	One-Off FP	39	2020
8	M/Y ACALA 2	One-Off HB	39	2020
9	M/Y ALMA	Darwin Class 112	34	2021
10	PROJECT TBD	Darwin Class 102	31	2021
TOTAL LOA			368 ^(M)	



CANTIERE DELLE MARCHE

COMPANY PROFILE

Cantiere delle Marche, leader mondiale nel mercato degli yacht dislocanti in acciaio e alluminio, viene fondato nel 2010 da Ennio Cecchini, Amministratore Delegato, Vasco Buonpensiere, direttore Sales & Marketing e Gabriele Virgili, imprenditore anconetano di grande rilevanza sul territorio, Presidente del Cantiere delle Marche e proprietario della facility di CdM, costruita specificamente per la realizzazione di grandi yacht. In pochi anni il Cantiere basato ad Ancona si è affermato nella nautica internazionale, consegnando ad armatori di tutto il mondo Explorer Yacht tra gli 80 e i 110 piedi dalle caratteristiche uniche, capaci di affrontare anche le navigazioni più impegnative alle latitudini più estreme, nella massima sicurezza e affidabilità.

Il Global Order Book 2015 di Showboats International riflette appieno il successo a livello internazionale, illustrando che nel segmento Explorer Yachts – senza distinzione di materiale e dimensione – CdM rappresenta il 12.5% della produzione mondiale indipendentemente da misura e materiale di costruzione, mentre - restringendo l'analisi agli Yacht Explorer in metallo tra gli 80 e i 112 piedi - Il cantiere anconetano rappresenta addirittura il 60% del mercato di riferimento. In soli 6 anni, Cantiere delle Marche ha quindi conquistato la leadership assoluta del mercato di riferimento.

Nell'ultimi 12 mesi, Cantiere delle Marche si è distinto per la consegna di ben quattro Darwin Class (86, 102, 107, 102) e per avere siglato circa un contratto ogni 2/3 mesi per barche oltre i 100 piedi e consegne fino al 2018/inizio 2019 a seconda delle dimensioni.

Cantiere delle Marche si avvale inoltre della collaborazione di acclamati professionisti del design come Mario Pedol e Massimo Gino di Nauta Yachts designer tra gli altri dello yacht più grande del mondo: Azzam. Il Cantiere, grazie all'apporto di Nauta Yacht e alla propria visione di questo particolare mercato, ha per la prima volta creato una sintesi tra lo stile dei superyacht dal linguaggio estetico leggero e contemporaneo e la solida sostanza degli Explorer Yacht: la linea Nauta Air di Cantiere delle Marche. Il primo Nauta Air 108 verrà presentato al Salone di Cannes 2016. Per la linea Darwin Class, il design e l'ingegneria navale sono a firma Hydrotec.

La qualità delle imbarcazioni realizzate è garantita dall'esperienza di un network consolidato e fidelizzato di affermate aziende per la carpenteria metallica, le sale macchine, gli arredamenti che, insieme allo staff del cantiere, hanno costruito per decenni navi e yacht apprezzati in tutto il mondo.

Un piccolo cantiere che costruisce piccoli yacht, ma di grande qualità, soprattutto capaci di garantire ogni tipo di navigazione a coloro che - come i fondatori del cantiere - amano esplorare grandi orizzonti e andare oltre i limiti dello yachting.

www.cantieredellemarche.it

www.cdmexperience.com