



CANTIERE DELLE MARCHE

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

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

Ancona, 23rd December 2015 – Today, Cantiere delle Marche has just announced the signing of a new contract to build another Darwin Class 102', confirming its on-going success in this line of yachts. In the five years since being launched, the Darwin Class and the Nauta Air lines have pushed the shipbuilder into a dominant position, representing approximately 60% of the 80- to 110-foot steel and aluminum Explorer Yacht market.

The new Darwin Class 102', is due for delivery in 2017 to a European owner. Also this contract has also been signed in the aftermath of the Cannes Boat Show.

While maintaining all of the features of the pure Darwin Class style, this 102' boasts a series of interesting customizations, both with regards to function and design. One of the first requests of personalization made by the buyers was to include a fully-equipped fitness area so to keep up with their daily workout routines, even when they are at sea and far away from their regular gym. In order for them to live an active life while enjoying the oceans and their sailing destinations, careful attention was devoted to the lay out of the garage; it will be equipped for - and designed to - hold numerous toys and transportation vehicles, as well as a complete diving center.

The already ample spaces were specifically designed and reportioned in height, exceeding the already excellent standards that are the norm on all Explorer yachts in the Darwin Class. The interior height allowances were increased to 2.18 meters (incredible for a 100-foot yacht) and consequently, all of the doors and windows were reportioned, too. This way, the owner will not have to suffer any of the classic problems that particularly tall people experience on a yacht of this length.

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.

The interior spaces will be designed by Italian interior firm PFA & Partners, which is partnering with Cdm's project managers and the owner, to design the interior layout. They will offer four cabins (one Master, one VIP, and two guest cabins) plus three crew cabins and one Captain's cabin adjacent to the bridge.



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The owners have proposed a warm and welcoming interior style, where the walnut wood tones find their perfect complement in the wallpapers, the leathers, and the other luxury materials used to create a very cozy atmosphere. The theme that pulls it all together will be the pairing of classical style and modern touches, especially in accessories and free standing pieces of furniture that offer a tremendous visual impact in terms of form. The owners' personal cabin was the object of particular focus – a large full-beam space in the center of the yacht, with a highly original solution for connecting the sleeping area with the bath and dressing room area.

Vasco Buonpensiere, partner and Director of Sales & Marketing for the shipyard, comments: *"We are extremely pleased with this contract: not only because it confirms the success of the Darwin 102' as a model in which the balance between size and usability are - in our opinion - unparalleled, but above all because we have built a relationship, since the start of the contract negotiation, based on mutual understanding and a great atmosphere among all the parties involved. One cannot help but be happy thinking of building another of our Explorer yachts for such lovely and special people! Our sincere heartfelt thanks, from every level in the company, definitely go to the owners and their team"*.

Ennio Cecchini, CEO of CdM, added: *"I am proud to be able to personally follow the building of this boat: it is a huge project from every aspect and I am certain that the relationship we have with these clients will make it just amazing. After the successful debut of the Darwin 102' Acala in Fort Lauderdale, I am truly convinced that this model is indeed unique because, with its 244 GRT and the intelligent layout, it is comparable to vessels measuring 115 feet and more: I think this is precisely the key to the success we are seeing on a worldwide level."*

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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 Ancona-born Gabriele Virgili, one of the foremost entrepreneurs in the territory 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 nautical sector, providing ship owners the world over with 80- to 110-foot Explorer Yachts. These sea craft 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 2015 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 a new contract every two to three months for boats over 100 feet. The company predicts that before year end, it will have signed at least two more contracts and 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 – the *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. For the Darwin Class line, instead, the design and naval engineering are signed by Hydrotec.

The quality of CdM-made 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.