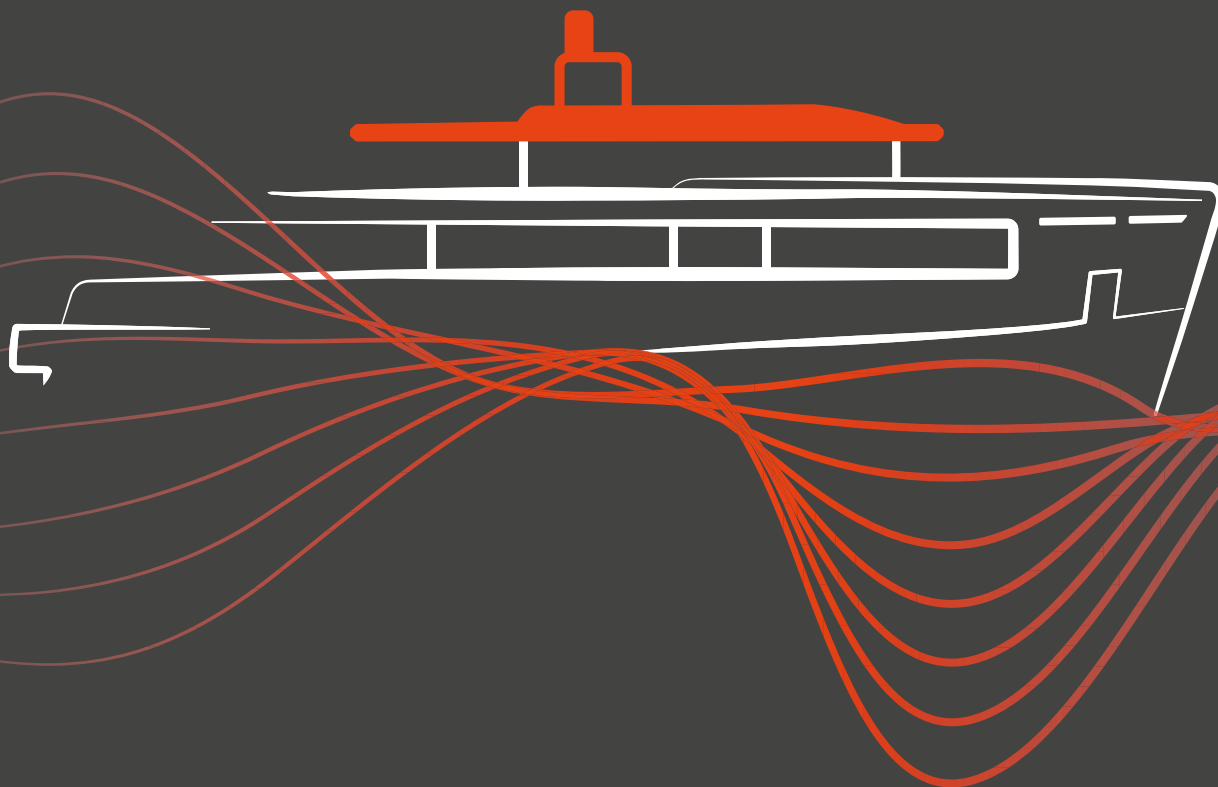


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Keel laying of RAW 110 and Interview with the Owner



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RAW 110

Cantieri delle Marche announces *the keel laying of RAW 110*



The keel laying of the first RAW 110 took place during a private event at Cantieri delle Marche's facilities in Ancona.

The **keel laying of a yacht** is a highly symbolic and significant milestone in the construction process, as it marks the moment when the vessel truly begins to take shape. The **keel** forms the structural backbone of the yacht, the very foundation upon which every other component will be built. In maritime tradition, this ceremony represents the **birth of the ship**, embodying the beginning of its journey from a design or dream into a tangible reality. It is often seen as the foundation of "everything," symbolizing strength, stability, and the promise of the vessel's future life at sea.



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RAW 110



RAW's keel laying was no exception, and it was a deeply emotional and joyful private ceremony.

When asked about the features that attracted him most, the Owner said that much appreciated was **the refreshing aesthetics crafted by Cassetta**, with whom an immediate affinity was felt. From a functional point of view, **extremely generous livable spaces (and volumes), and the seamless connection between large indoor and outdoor spaces were winning points, alongside the yacht's technical reliability**. Among his early requests, already anticipated in the design, was **the inclusion of a large tender and ample storage space for multiple toys at the bow**. Additionally, he wanted to enjoy biking, his favorite sport, even while on holiday aboard his yacht. To accommodate this, **several bicycles will be stored in a dedicated, easily accessible area on the aft beach, enclosed by bulwarks**.

"Our goal is not to impress with eye-catching features, but to create projects that stay true to their mission: ensuring comfortable and safe journeys over long distances," says Vasco Buonpensiere, Co-founder and CEO of Cantieri delle Marche. "RAW is the pure expression of this philosophy, a project born from our relentless commitment to the evolution of yacht design. We never settle for past achievements — we keep moving forward, seeking new solutions and charting new courses."



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RAW 110

An interview with the Owner of RAW 110

In his early fifties, athletic, and possessing a pleasant, straightforward attitude, the owner of the first RAW 110 perfectly embodies the ideal profile of the owner of an explorer yacht like this: smart, unconventional, yet firmly aligned with the core values that make every yacht built by CDM so appealing: reliability, functionality, and top-notch design.

To better understand why he chose to purchase the first RAW, we asked him to share more about himself, his work, passions, and family. He generously offered insights, painting a clear picture of the reasons behind his decision and his future plans as the proud owner of the RAW 110. Among other things, with a well-balanced mix of pride and self-irony, he described himself as a nerd and spoke about the successful tech company he founded, a leading name in the IT world.



Have you always had a passion for the sea?

Surprisingly, no. I wasn't always fond of the sea. It wasn't until adulthood that I developed a real interest in boating. My first love was actually the mountains, I've always enjoyed mountain sports, both in winter and summer.

So, what sparked your love for the sea?

It was thanks to my beloved wife. About twenty years ago, she introduced me to the joys of life at sea. That discovery completely changed things for me. It opened up a whole new world of adventure.

What was your first boat?

We started out with a vintage gozzo, a classic Ligurian fishing boat in excellent condition. We used it to explore the stunning coasts of the Northern Tyrrhenian Sea.

Did your family share your enthusiasm?

Absolutely. As our family grew, so did our passion for the sea. We began taking our three children out with us, and before long, it became clear we needed a bigger boat.

What came next?

Our first real yacht was a Bluegame 60. It allowed us to comfortably cruise the Mediterranean. But eventually, even that felt limiting, so we upgraded to the first Bluegame 73, a sporty, yet spacious yacht that was perfect for summer holidays with the whole family.

Over time, how did your approach to yachting evolve?

I started caring less about speed and more about quality time with family and friends. I learned to appreciate long passages, peaceful swims, water sports, and above all, relaxation. But one thing was still missing: my bike.

You're also a cyclist?

Yes, I'm an avid cyclist and a former owner of a professional cycling team. I dreamed of exploring coastlines by bike, even while on holiday.

What made you decide to have a yacht built by Cantieri delle Marche?

After years of yachting, I knew I wanted something that could take us farther, in all seasons. The Mediterranean wasn't enough anymore, we were ready to explore beyond. I came across CDM's Darwin Class explorer yachts and was impressed by their no-compromise design and their reputation as leaders in the field.

Was everyone in the family on board with that decision?

Well, I was immediately drawn to the rugged design, but my wife wasn't as taken with its utilitarian look. Still, I had full confidence in CDM. The only question was which model to choose.



How did you get involved in the yacht's development?

I visited the shipyard in Ancona while they were developing a new model with designer Giorgio M. Cassetta. It was the perfect time as many features were still being finalized. I was able to request several customizations to align the yacht with our family's lifestyle. We wanted a yacht that reflected who we are: an active, young, sporty family. RAW was the perfect fit: large and comfortable, yet unconventional. At around 30 meters, it struck the ideal balance between space, comfort, range, and maneuverability.

Why was maneuverability such a key factor?

Anything larger would've made entering bays and marinas difficult. Bigger yachts come with more complexity. I don't want to deal with those issues.

What features were most important to you in this yacht?

Spacious living areas, a seamless flow between indoor and outdoor spaces, and, crucially, technical reliability. I also appreciated the refreshing aesthetic created by Cassetta, with whom an immediate affinity was felt. I requested a large tender, ample toy storage at the bow, and a dedicated bike storage area on the aft beach, enclosed by bulwarks, has been included in the design.

So you can cycle during your trips?

Exactly. Having the bikes on board means I can explore the coastline on two wheels, even while at sea. It's the best of both worlds.

Have you already planned journeys to distant destinations?

Nothing definite yet, but I'm sure we will make the most out of the yacht's possibilities in term of range and reliability, reaching distant lands, exploring remote and pristine areas, places that we have only dreamt of reaching by boat up to now.





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