

## CANTIERE DELLE MARCHE | FLEXPLOLER THE FUTURE IS FLEXIBLE

DIVING DEEP INTO THE SUCCESS OF CANTIERE DELLE MARCHE AND THEIR LATEST FLEXPLOLER SERIES. CANTIERE DELLE MARCHE (CDM) IS CERTAINLY NOT THE OLDEST SHIPBUILDER IN ITALY. STILL, IN JUST TEN SHORT YEARS, THE ANCONA-BASED YARD HAS PROVEN THEMSELVES AS A SERIOUS PLAYER IN THE WORLD OF LUXURY EXPLORATION.

**C**elebrating the yard's 10th anniversary in 2020 and delivering two superyachts despite unprecedented global challenges, the yard has shown that they still have a lot to offer in the face of adversity. The delivery of the 42-metre custom explorer *Crowbridge* in summer was followed by the very first yacht in the innovative Flexplorer line, the 39.3-metre *Aurelia* in September. With news of another Flexplorer sold and under construction by November, clearly, CdM is a shipyard that's here to stay.

"I think that we have been among the first ones who have had the courage to bet on a segment which basically didn't exist over a decade ago", says CdM's CEO Ennio Cecchini as he reflects on how Cantiere Delle Marche has conquered the luxury explorer yacht market. "But this is a segment in which we felt perfectly corresponded to the changes the world was going through: the need for sustainability and the request for low impact vessels, the need to depart the usual yachting routes and live an authentic yachting lifestyle composed of active experiences. The demand for this was very clear to us, and we just gave the yachtsmen and women the right tools for the trade".

Being at the forefront of explorer innovation and setting a new benchmark in the evolving explorer yacht market was in CdM's DNA from the very beginning, and has stayed front and centre of every explorer bearing Cantiere Delle Marche's name since. The latest explorer line of 40-metre Flexplorer yachts is a testament to this - and one of the reasons CdM has not only survived but thrived over the past decade serving the niche market of capable, comfortable, luxury explorer yachts.

### Flexplorer: a closer look

"The development of the Flexplorer line has been a very interesting process", Vasco Buonpensiere, Sales and Marketing Director says as he explains the story behind the latest addition to the CdM fleet. "It started with a client who was looking for a vessel to go surfing and mountain biking around the world with his children. He was looking for an explorer vessel with a lot of deck space and storage for equipment to go exploring onshore. But, being a resident on the French Riviera, he also wanted a yacht that was appropriate to drop anchor in front of La Voile Rouge in Saint Tropez. He asked us to come back to him with a preliminary design".

Returning home and heading to the drawing board with long-time CdM collaborator Sergio Cutolo and his team at HydroTec, they began brainstorming a vessel that would not only tick all of the boxes but reinvent the box entirely. The biggest challenge was how to incorporate space for large tenders and a wide range of explorer equipment without sacrificing style or interior space.

After months of development, the final result of the collaboration between CdM and HydroTec is the Flexplorer, an impressive piece of technology wrapped in an elegant design. The eye-catching superstructure, almost vertical bow, and substantial deck spaces are not just exercises in superyacht styling, however, but serve to provide the vessel with a performance that makes her a perfect





The Flexplorer also introduces an exceptional piece of engineering purpose-developed by CdM and never seen before on a yacht: the A-Frame crane. Constructed from carbon fibre by Advanced Mechanical Solutions (AMS), this innovative crane is located on the main deck aft and can launch an 8.5-metre, 3-tonne tender in complete security, as well as providing substantially safer loading and offloading operations without any heeling of the boat. Better yet, the crane seamlessly disappears below deck when not in use, becoming virtually invisible to the eye.

In addition to the A-Frame crane, other features worth noting onboard the 39.3-metre Flexplorer include the fold-down bulwarks on the aft deck which work to create an impressive terrace of 115-square-metres. The Flexplorer is also the first CdM yacht to use the CMC stabilisation system connected to the rudder system, drastically improving onboard comfort during navigation for outstanding seaworthiness and stability.

A personal stand out feature for designer Sergio Cutolo is her asymmetric design. "A stand out feature of the Flexplorer for me is the asymmetry of the main deck salon: we introduced this feature many years ago, with Paolo Caliri, on two fast explorer vessels designed in the early 2000s. This design enabled us to keep a large salon area despite the long open deck aft. It disrupts all the conventions about the main deck salon onboard yachts in a positive way, rotating the layout 90 degrees and creating a wonderful observation spot, thanks, also, to the 3.5-metre-wide windows".

PG. 68-69: Flexplorer Aurelia  
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## Flexible yachting

Staying true to CdM's dedication to providing passionate owners with the right tools for the trade, Cutolo continues: "We had investigated the concept of support vessels many times for clients who already had a more conventional yacht and were looking to have a second vessel to simply carry toys and spares. The basic idea of the Flexplorer is to create a yacht that does not need a support vessel because it incorporates all the features an explorer owner is looking for in one yacht".

And those features seemingly face no limit for Flexplorer owners. The Flexplorer offers a truly vast amount of customisation in design and layout. In fact, she must be the most versatile yacht in the 100'+ segment available. From multiple layout configurations to adding another deck entirely, with the Flexplorer, each owner has the chance to create their individual explorer yacht.

Explaining the technical aspects behind the level of flexibility offered in the design, Vasco Buonpensiere says: "This high level of flexibility is made possible thanks to the naval platform. It has been studied in a way that makes it possible to modify it to a certain level without having to engineer it. A good example of that is a Flexplorer we have just designed for a client with an additional deck".

"The second aspect that makes flexibility possible is the innovative use of the space", he continues. "It makes the Flexplorer capable of being outfitted for anything from the most luxurious and glamorous holidays in Ibiza or Mykonos to the toughest of ocean explorations at the highest or lowest latitudes in the world".





Flexplorer  
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## Aurelia

Although the initial client ultimately decided not to go ahead with the Flexplorer, it was a repeat client of CdM that fell in love with the final design not long after and set to making the first Flexplorer a reality. "The owner of the Darwin Class 102 Galego 'accidentally' saw the drawings of the first Flexplorer", continues Buonpensiere. "He immediately fell in love with it. In just a couple of months, we defined the specifications with his expert team, and we signed the contract for *Aurelia*!"

After 24 months under construction, *Aurelia* was delivered to her owners in September 2020 with plans to visit some of the world's best surfing spots. *Aurelia*'s owner opted for a four-cabin layout, with the spacious owner's suite located on the main deck. Two VIP cabins and one twin cabin are found on the lower deck, where three cabins also accommodate a professional crew of six. A large laundry and service room occupies the area of the fourth guest cabin. Powered by CAT C32 engines, she has a cruising speed of 10 knots, a maximum speed of 14 knots and an impressive autonomous range of 5,000 nm.

The main talking point onboard *Aurelia* is, of course, the full

but she is filled with a wide range of impressive features. This includes a fully-equipped gym filled with plenty of natural light, as well as the extensive, all-glass wine rack that extends across two decks and is undeniably a centrepiece of individuality onboard *Aurelia*. Speaking of another noteworthy feature onboard *Aurelia*, Cutolo highlights the Jacuzzi area as the perfect spot for intimate moments at sea. "The jacuzzi area on the sun deck is a stand out feature for me", he says. "At first, the client was not interested in having any living areas above the bridge deck, but in the end he fully appreciated that very intimate spot on top of the superstructure, protected by the wind blowing from the bow and with 360-degree visibility".

Inside, *Aurelia* is reminiscent of a sophisticated New York loft and is as cool as they come. Italian designers Francesco Paszkowski Design and Margherita Casprini utilised brushed oak flooring and combined it with industrial materials such as slate, concrete, glass, iron and aluminium to create a distinctive interior look. Teamed with vintage furniture and modern art pieces, the result is an achingly cool, wonderfully unique but, still, warm and welcoming home on the sea.

## More to come

Proving the demand for a yacht as unique as the Flexplorer, just weeks following *Aurelia*'s delivery, CdM announced that the second hull in the Flexplorer line had been sold. Being built for an experienced German yachtsman who was looking for a robust explorer capable of taking on the roughest seas, her name is *Maverick*, and she will again feature interior design by Francesco Paszkowski in collaboration with Margherita Casprini.

The most visible differences from her sistership and again, illustrating the Flexplorer line's high-level of flexibility, is the 13-guest layout. With four cabins on the lower deck, *Maverick* will also include two master suites: one on the main deck and another on the upper deck with an adjoining single cabin. *Maverick*'s hull will feature an 'ice-belt' 400mm above and below the water line to navigate the planet's coldest climates, and she will feature an infinity swimming pool taking centre stage on the main deck aft.

Announcing the news in late November, CdM's Buonpensiere, said: "We are proud to be able to sign this contract despite the restrictions caused by the pandemic. Thanks to the excellent relationship with the owner and his feedback, in spite of the present circumstances, details such as layout,

general styling, power, size, special features and delivery date have already been defined".

And that is another impressive point when it comes to looking at the success of CdM. Despite the challenges of 2020, CdM is a yard that has fully adapted to the new normal to ensure that interruptions to building boats have been minimal. "Frankly speaking, besides the complete lockdown imposed by the Italian government in March and April and the consequent delay, we haven't faced any particular complications", Buonpensiere explains. "We adopted the requested safety measures and, after some time, adapted to them. So, for example, working with a maximum of two people per cabin etc. We found our pace, and we got to delivery quite smoothly".

CdM did indeed find their pace this year, and business is booming. Four boats are scheduled for delivery in 2021, including a custom H. Bozzo-designed 43-metre yacht, a Darwin 106, a Darwin 112 and an MG129. Two MG 115 are scheduled for 2022 and 2023. We can expect to see the next two Flexplorers in 2023 and, although the third hasn't been officially signed yet, the yard confirms that they are in the closing stages for a client whose individual take on the Flexplorer yacht will include a full additional deck. Looking forward, it's clear that CdM will continue to prove their staying power for the next decade and beyond.

Flexplorer *Aurelia*  
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