



CANTIERE
DELLE MARCHE

explorer yachting starts here

EXCLUSIVE PARTNERSHIP FOR THE US WITH THE INTERNATIONAL YACHT COMPANY - IYC



CANTIERE
DELLE MARCHE

explorer yachting starts here

CANTIERE DELLE MARCHE ANNOUNCES EXCLUSIVE PARTNERSHIP FOR THE US WITH THE INTERNATIONAL YACHT COMPANY - IYC

"Over the years, we have strengthened our presence in almost all markets. We have gained the trust of mature, experienced Owners throughout the world as we specialized in the construction of explorer yachts that combines top technical aspects (robust steel hull, construction quality, machineries, high-end systems and equipment, large storages, seaworthiness, extraordinary range) with beauty and comfort (eye-catching lines, generous volumes, almost unlimited personalization, functional layouts, large tenders and all sort of equipment to enjoy life at sea to the fullest). One of our goals was to win the US market over... and, with three recent sales to American Owners, we can say we did it, eventually!" **says Vasco Buonpensiere, co-founder and CEO of Cantiere delle Marche.**

"Our explorer yachts perfectly match the way many US yacht owners use their boats. All explorer yachts built by Cantiere delle Marche, no matter their size, allow maximum freedom, range and reliability to enjoy the beauty of tropical archipelagoes, Bahamas, Caribbean, without stopping for refueling or provisioning," **Buonpensiere adds**

"To further strengthen our presence in the USA and offer our Clients the best possible service and assistance on site, we decided to team up with one of the most reputed and well-

established company in the field, IYC, which will provide forward-thinking advice and support to Owners and Brokers throughout the process of purchasing and managing a yacht built by Cantiere delle Marche. IYC will act as a real CDM sales office in the US, therefore becoming also a very important reference point for the American brokerage community which will deal with IYC on the same terms as they would deal directly with the shipyard. We have chosen IYC as a partner for the US market because we have already had the opportunity to realize that we share the same approach and enthusiasm to yachting and we both are truly committed to customer care. Cantiere delle Marche and IYC will attend boat shows together and organize monthly events in the States jointly. Cantiere delle Marche's Sales team looks forward to working with IYC passionate and skilled professionals."

"We are delighted to partner with Cantiere delle Marche," says IYC's CEO Raphael Sauleau. "Their exceptional reputation in the industry aligns with our core values and commitment to excellence. We believe that this partnership will offer our clients an unparalleled level of service. This partnership reflects our shared dedication to setting the highest standards in yacht design, construction and customer satisfaction. In addition, this collaboration expands our companies' reach and underscores our mission to make an impact on the yachting landscape."



**CANTIERE
DELLE MARCHE**

explorer yachting starts here



About Cantieri delle Marche

Cantieri delle Marche is the undisputed global leader in the explorer yachts market.

We pride ourselves to be the only shipyard worldwide specialized in the construction of explorer yachts designed and built to sail the seven seas in full comfort and utmost safety. Over the years, we gained an unrivaled expertise and reputation in this highly specific sector of the yachting industry and we can safely say that we master it. Our production includes a small number of finely designed lines signed by internationally renowned designers (all models are fully customizable) and we build also custom explorer yachts at clients' request. Please, visit our web site at www.cantieredellemarche.it



About IYC

IYC is one of the world's largest international yachting companies with over 130 passionate professionals based in 15 strategically located offices around the globe offering all around services including yacht management. We are committed to expanding our network, employing the best professionals in the industry and investing in the development of proprietary software solutions, to deliver our clients unrivaled service of the highest industry standard. We deliver forward-thinking advice, insight and support to yacht owners, buyers, charterers and captains worldwide.

To find out more please visit www.iyc.com

Cantieri delle Marche S.r.l.

Via E. Mattei - 36
60125 Ancona / Italy

www.cantieredellemarche.it

info@cantieredellemarche.it
T 071/206705



**CANTIERE
DELLE MARCHE**

explorer yachting starts here

**Three Explorer Yachts recently
delivered by Cantieri delle Marche**



CdM - MY ACALA





CANTIERE
DELLE MARCHE

explorer yachting starts here



CdM - FLEXPLOER 130 MY AURELIA



Cantieri delle Marche S.r.l.
Via E. Mattei - 36
60125 Ancona / Italy

www.cantieredellemarche.it
info@cantieredellemarche.it
T 071/206705



CANTIERE
DELLE MARCHE

explorer yachting starts here



CdM - MY RJ 130

