

For immediate release

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TANKOA S693 – M/Y Suerte – complete press release

- A True Technical Achievement -

Tankoa Yachts – the first boutique shipyard with a multi-cultural approach for yacht construction – and its global sales and marketing agent, Yacht-Ology, are particularly proud of its first yacht, M/Y *Suerte* – S693-69.30m.

Tankoa S693 *Suerte* was contracted in March 2014 by one of Yacht-Ology's loyal client and is officially introduced to the public and the yachting industry on the occasion of the 2015 Monaco Yacht Show.

Tankoa's philosophy of offering knowledgeable buyers an alternative to Dutch and German built high quality yachts is evidenced in this build by the large number of changes to the original plans that were successfully carried out to constantly raise the bar of quality and equipment. These changes were carried out without Tankoa having to claim any permissible delay in the build: the best demonstration of Tankoa's commitment to excellence and flexibility.

Exterior and interior design

Owner's requests had been received loud and clear by Francesco Paszkowski and Margherita Casprini. Interiors shall be modern, but warm and inviting using only noble and natural materials. Circulation onboard was to be made easy by wide passages and crew was to be able to perform their tasks without interfering with guests privacy. According to the owner, a very knowledgeable yachtsman, this task has been 100% achieved.

Exteriors details

Guests will be able to board the yacht either from the swimming platform, by the gangway or the hydraulic Royal ladder. When boarding from the platform, they will access the interior walking through the magnificent "Beach Club" equipped with saloon, large TV screen, bar, day head, shower, massage room, sauna and hammam, both with direct access to the sea, thanks to their fold out terraces.

The "Beach Club" is all dressed in washed teak panels, while the back wall is entirely made of slate. In the center of that wall, a central staircase leads directly to the main deck and its reception area.

From the gangway, guests will discover an oversized lounge. The owner being very attentive to the well being of his family and numerous friends wanted this space generous. Around 20 people will be able to take place on the aft deck sofas.

The garage houses Seabobs CAYAGO F7 and two 7.50 meters DARIEL tenders powered by 260 hp Yanmar engines for 13 passengers. A door allows to access the beach club from the tender bay. The multiple jetskis are installed in the two side foredeck garages.

From the side Royal ladder, guests will find an even wider space amidships on starboard side and a massive glass door allowing access to the main lobby, the interior stairwell and the main elevator, S693 being equipped with two elevators.

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The upper deck is equipped, in its aft section protected by the overhang of the sun deck, with a 16 person dining table, a lounge and two L-shaped sofas allowing perfect view to the sea. Usual stainless steel balconies have been replaced by tempered glass.

The fore part of this deck is devoted to the owner's private terrace with direct side access from his suite. He enjoys a 6 meters long sofa with its own built-in refrigerator and a four people Jacuzzi surrounded by sun-pads. The position of this terrace offers total privacy considering the set back of the wheelhouse on the top deck and the lower position of the fore-pick.

This outdoor space is equipped aft and fore with gates showing the crew the owner wants privacy. This entire section of the boat will also be equipped with trendy carbon fiber poles and sun tents.

The sun-deck, aft of the top deck, is another great social area with a touch-and-go helipad which is large enough for a twin turbine helicopter such as an Augusta 109 to bring guests onboard. At night, the heli-deck becomes a dance floor with lights, speakers and a DJ station.

Further to the front, two sun pads will allow guests to dry up in the sun after using the 5 meter swimming pool with built-in stools to enjoy drinks at the bar that ends the pool. The pool is also equipped with a waterfall flowing like a water blade from the superstructure.

Another interesting feature is the crew's nest that has been designed on the roof where owner and guests will surely enjoy navigation. This area is accessible via an invisible ladder or using the second elevator leading there from the gym.

Interiors details

MY/ *Suerte* Tankoa S693 has been designed by Francesco Paszkowski in collaboration with Margherita Casprini and engineered to offer the utmost comfort. From the aft deck, access to the interior is not made by the usual aft automatic sliding door - that constantly opens and closes when people are moving on the aft deck - but through lateral sliding glass doors.

Guests will therefore arrive in a real winter garden, entirely surrounded by glass walls. Here, the atmosphere and decor will offer a nice transition between outdoor space and interior space. Decoration was very inspired by Japanese houses, with greens, floor to ceiling windows and slate floors. The bar, with its airplane wing shaped portion is an eye blink to the owner's taste for everything that flies. This entire area will in fact have three functions. It will be used as a meeting/rest space flooded by natural light but still under air, as a social area with its gorgeous designed bar or as a true reception area where the chief steward will literally act as a concierge.

Further to the front is the main saloon the owner wanted to be actually a true family/TV room. The U shaped sofa is surmounted by a library. Including the armchairs, over 16 people will be able to watch the latest blockbusters on the recessed 88 inches curved screen 4K TV that follows the shape of the black slate wall. Further to the front, a 16 people dining table is centrally located and benefits huge floor to ceiling windows too. On the saloon side, the partition wall is highlighted by a fish tank while the fore bulkhead is a giant wine display created by Paszkowski.

On starboard side, the lateral corridor will lead guests to the main lobby with its central stairwell and main elevator. From there, the entire rest of the main deck is devoted to guests accommodations. Four guest cabins and a full width VIP suite which are designed in a very zen style will enjoy total silence compared to usual lower deck located guests cabins. All cabins, considering their main deck position, are flooded by natural light, thanks to oversized

windows instead of conventional portholes. Decoration is a mixture of washed teak, elegant piano black lacquered details and black marble with some touches of rich leather upholstery.

The lower deck is entirely devoted to crew members who are benefiting particular attention to volume and ease of work including TV room, rest area and crew mess. On that deck, two lateral doors open directly to the sea. On one side, it allows loading of provisions directly into the cold room space while on the other side, crew will be able to board the vessel without interfering with the guests. This deck also hosts a professional grade galley that was designed by a team of yachts' chefs and one of Italy's most renowned restaurateur.

The upper deck is basically divided in two sections. The fore part is entirely devoted to the owner's apartment with study/library, bathroom with his and her toilets, wardrobe and the cabin itself which floor is elevated to offer a 180-degree view from the king size bed.

The aft part of this deck is a true achievement in design and functionality for guests. The central column funnel the engine dry stack exhaust pipes (the usual options of under water exhaust was not retained considering Tankoa's will to reduce vibration and noise to the minimum). One of the two Northern Lights generators is also connected to dry stacks to make sure, when guests are enjoying the beach club, that no fumes could run along the hull when the boat is at anchor. These are some of the multiple reasons why the RINA Green Plus certification has been awarded to *Suerte*.

One side of this column is dressed with 3D effect Jerusalem stone while the other three faces are covered with leather "sellier" panels. On starboard side is an sofa/bed facing a flat screen TV hidden by a glass panel. This section will be used as a casual TV room but, thanks to sliding walls, it can be isolated to be turned into an extra cabin with bathroom. On port side, there is a Sushi Bar with stools and restaurant styled tables.

The center aft portion of the deck is a panoramic salon with giant flat screen TV, fireplace and baby grand piano. The ceiling, here, is a masterpiece with high glass skylights installed in the bottom of the swimming pool. This will give a truly fresh atmosphere to the sofa zone with natural light flowing through the water.

The panoramic deck is shared between the all integrated glass panel wheelhouse, the captain's office and the captain's cabin. The aft part of the deck is the gym, with state of the art equipment, bathroom, and elevator to access the crew's nest as well as a rest area.

Silence and Environmental Consciousness

Suerte is not only an extremely comfortable yacht to cruise on-board, thanks to her volume of 1,467 Gross Tons, but she is also very quiet, due to her up-to-date sound and vibration insulation devices and technologies. The fore section of her superstructure is made of high tensile steel instead of aluminium. This reduces the propagation of vibrations when the vessel suddenly decelerates when running in big swells. All of the floors, bulkheads and ceilings are floating, thus eliminating parasitic noise.

Both engine's dry stack exhausts are equipped with carbon filters to limit emissions, satisfying the RINA Green Plus Platinum annotation certificate. Generators are equipped with pressurized exhaust mufflers, mixing exhaust gas with water to reduce noise when at anchor or in a marina as well as soot burners to avoid the black stain that is visible on the sides of most yachts running under generators.

Comments after the first sea trials

Tankoa is really thrilled with the results right off the first sea trials. According to the contractual specification, the top speed was to be 16.5 knots at half load. Like any other builder,

Suerte performances are to be obtained by calm sea with 5 knots wind. A first sea trial always requires a lot of organization and it happened that on the programmed date, *Suerte* had to face a solid 2 to 2.5 meter swell with wind blowing from 18 up to 35 knots in gusts but the shipyard in agreement with the crew still decided to go.

The 7 to 8 hours sea trial was just terrific! *Suerte* reached top speeds in excess of 18 knots with a load close to 70 percent. *Suerte* has her 5,000 Nautical Mile range at 14 knots, which makes a true difference when going across the Atlantic. Vibrations are inexistent and sound levels are under the contractual specs. The project simply exceeds all yard expectations! A happy owner will be Tankoa's best reward!

1st of July 2015 – The celebration event

The launching of this first yacht in the Tankoa 70 meter series has been celebrated July 1st with a seat down dinner for 500 people gathering Tankoa's employees, subcontractors, suppliers, designers and a selection of international journalists. The 500 guests arrived to the shipyard where a particularly original set up was in place inside our 100-meter dry dock with *Suerte* berthed right in front of it.

The dinner was followed by a very fresh and original light show with flying bubble dancers doing evolutions between the barge and *Suerte* with a concomitant spectacular light show. Those present were literally blown away by the warmth of the atmosphere that was created on our industrial site reflecting the passion Tankoa Yachts cultivates in the way relationships are handled and how we produced our yachts.

Management team quotes

Edoardo Ratto, GM of Tankoa declared right after *Suerte* left the floating dock: *“Achieving such perfect balance at first launch happens once every 40 new launches. I am truly and sincerely emotional about it because this is our first yacht as Tankoa and despite our impressive technical office, the highest level of professionalism of our engineers and our background in yacht building there are always some unforeseen factors that can affect balance at the time of first launching. Most builders are still capable to compensate an eventual slight balance issue with all that is left to install onboard, but here, we have nothing to correct.”*
Edoardo Ratto, adds: *“From Germany to Holland and Italy, we all use the same suppliers and subcontractors, as well as the equipment and electronics, so there is no secret: time, processes, organization and corporate culture make the difference. At Tankoa, quality processes and quality control are widely enforced, with a minimum of three daily onboard visits for each yacht, by our CEO, Euro Contenti, myself, Andrea Parodi, the head of the technical office, and Renzo Chelazzi, sales representative, who is the interface between the yard and Michel Karsenti. We can't wait to be at the Monaco Yacht Show for clients, surveyors and brokers to inspect *Suerte* S693 and truly understand what Tankoa is all about. This launch will set new standards in the Italian yacht building sector”.*

For **Michel Karsenti and Yacht-Ology**, the sales and marketing force behind Tankoa, this was not just one more launch as per his words: *“This launch was very emotional for all of us. The entire design phase conducted with Francesco Paszkowski was heading towards creating a modern yacht that would still look very good in ten years down the road. From color renderings to the yacht being assembled in the shed, it is always difficult to get a true feel of what the effect will be once in the water. Seeing her sitting perfectly in her lines gave all of us the feel of a well-achieved teamwork. Getting to such level of technical achievement with a first yacht is the living proof that an Italian yacht builder when investing wisely can compete with the world's best shipyard. Lots of other builders asked me why when they heard about the Yacht-Ology-Tankoa agreement almost two years ago. I bet they will perfectly un-*

derstand why after they see Suerte during the Monaco Yacht Show! Tankoa is a first class builder, and on our side, at Yacht-Ology, we pride ourselves to be marketers. I guess we will have to work even harder to keep up with the incoming demand we are facing for Tankoa Yachts.”

Karsenti commented right after the first sea trials: *“I am very proud of the Yacht-Ology / Tankoa association has this shipyard as a true winning technical team and I can only admire the rigor, professionalism and expertise of the management team including Euro Contenti, Edoardo Ratto, Renzo Chelazzi and Andrea Parodi. I, too, remained deeply impressed with the work of Naval Architect, Professor Ruggiero whose experience is second to none and by Albert McIlroy, the owner’s surveyor commitment to built the best boat.”*

Naval Architect and designer statements

Naval Architect Professor Ruggiero, standing on the dock was speechless after seeing *Suerte* being towed out of the barge and declared later: *“I launched more than 400 boats in my life. I don’t remember when I saw last such a perfect result from first time in the water. As good a naval architect can be, once the underwater lines are delivered and tank testing reached satisfactory results, we don’t have full control of what the builder’s technical office and project management do all along the project. In this specific case, I can tell that all they did is just amazing”*.

Yacht Designer Francesco Paszkowski Q&A

Question: You were the designer of the original two 65 meter Tankoa projects. You were asked to considerably modify the design to grow the project to 69,30 meter. How did you live with this?

Answer: *I did it with a lot pleasure and passion because it gave me the possibility to “revise and upgrade” some parts of the project that were to be revised to be more in line with today’s market trends, I hope.*

Question: The vertical transom has been replaced by a more traditional one, with side stairs and an oversized sliding glass door. A lot of the vertical design elements have been replaced by curves. Do you feel this completely changed the philosophy of the yacht and the essence of the project?

Answer: *I honestly believe that the project did not suffer negative modifications; at the opposite, it maintained its initial scheme and offers even better solutions. The layout was giving extreme privacy to the owner and his guests and this “evolution” of the initial project reinforce that aspect of the overall project.*

Question: The management team at Tankoa Yachts is not new to you as an important part of your career was made with them at the time they were the managers/owners of Baglietto from 1996 to 2004 “golden era”. Is this a return to your “roots”? Does it make the understanding between Tankoa Yachts and your studio easier?

Answer: *Absolutely! Working with the same individuals who have been the spine of the Baglietto shipyard in Varazze from 1996 to 2004 with whom I did a number of unique projects is making my task (the realization of this project) very easy. Clearly much easier than it would be with a start-up shipyard and in general manner much easier than with most builders.*

Question: What is it that would characterize Tankoa Yachts as a builder compared to other builders? Are the work processes and the organization at Tankoa usual compared to other Italian builders? How would you describe their work procedures?

Answer: *I believe that the work methods at Tankoa can be compared with the one of most other yards. What I felt, though, is that with each person of their team, there is a profound wish to produce high quality work with personal implication and direct attention to every single detail. And I must confess this is something I only found, to that extend, with some*

highly experienced foreign builders. It really seems to me, Tankoa has the ambition to show the world that the Italian Excellence is alive in the yachting industry, not only in the fashion, the sport cars or the design spheres.

SHORT GENERAL SPECIFICATIONS

Hull type:	Twin Propeller Motor Yacht
Classification:	Dual class RINA/Lloyd's (MCA LYC2)
Hull material:	High resistance steel
Superstructure:	Aluminum
Project Engineer:	Ruggiero S.r.l. (Genova)
External Designer:	Francesco Paszkowski Design S.r.l. (Firenze)

DIMENSIONS

Length O.A.:	69,30 mt (228 feet)
Beam O.A.:	11,60 mt (38' feet)
Draft:	3,38 mt (11 feet 1 Inch)
Full displacement:	1.220 t.
GRT:	1.467 GT
Max. speed (1/2 load):	16,5 knots
Range at 12.5 knots:	>5.000 Nm
Fuel:	160,000 liters
Fresh Water:	37,000 liters

PROPULSION SYSTEM

Main engines:	2 x Caterpillar 3516B
Maximum power:	2 x 1.825 kW [2 x 2480 HP]
Propellers:	Fixed Pitch propellers
Generators:	Northern Lights, 2 x 230 kW + 1 x 155 kW + Emergency gen.
Bow Thruster:	VT Naiad, Electric drive 200 kW
Stabilizing System:	VT Naiad, four fins, at anchor

About TANKOA YACHTS

TANKOA Yachts is a project born late 2008, thanks to a very competent team of managers and investor already involved in the yachting industry, and with a long professional history of successes. Since its inception, TANKOA Yachts' business plan is based on a new philosophy of yacht construction. "Boutique Shipyard" are the most accurate words to describe TANKOA's philosophy, a top quality shipyard focused on yachts ranging mainly from 50 to 90 meters. Limited production, attention to details, use of the latest technologies, precision, rich specifications, ethics and emphasis on Italian building excellence are just a few of TANKOA's values. TANKOA Yachts has opted for "a multi-cultural approach of yacht construction" by integrating various criteria. At TANKOA, the management team is proud to have successfully merged business ethics, high quality precision engineering, and Italian DNA in design and flexibility.

Two experienced and well-known professionals were deeply involved from the first steps of this fascinating industrial history: world renown and respected designer Francesco Paszkowski and naval architect Professor Vincenzo Ruggiero. They are working together on the first two yachts of 70 meters, following TANKOA's philosophy guidelines in yacht construction, based on a total custom production where quality, exclusivity, precision and reliability are the main focuses.

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