



How Tankoa have coped since the global financial crisis

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Superyacht Investor spoke to Edoardo Ratto, General Manager of Tankoa, at last week's Monaco Yacht Show about their upcoming projects and how they have coped since the global financial crisis in 2007.

With 69 metre *Suerte* (<http://superyachtinvestor.com/deliveries-launches/first-photos-of-suerte-281/>) on display just metres away from us, Ratto told us that there is already speculation about the construction of a 71 metre sister ship.

They currently have three superyachts under construction, an 80 metre, a 53 metre, and a 50 metre which has been sold to a French company and is scheduled for delivery in 2017.

Ratto joined Tankoa in 2008 just after the financial crash. That year, they had two boats in the planning stages. The first – the S65 – was successfully sold, but the second contract was cancelled. With only one build in 2009 and one refit in 2010, the next few years were very quiet for the shipyard. Ratto explains this as Tankoa's resistance to lower their prices whilst "other shipyards lowered prices by around 25%".

Today, however, with the launch of *Suerte*, Ratto was optimistic about the current market. He said there was "good momentum, we have sold two boats, and there is lots of discussion". He said Tankoa's philosophy was centred on "high quality, custom made boats" and emphasised that "first and foremost, the client comes first not the number of boats built and speculative buying".