



Press release 2007/17 – The new Hanse 320 and Hanse 350

New room dimensions in the compact category: With the renovation of the model range HanseYachts sets a new benchmark.

Greifswald, 13 July 2007. With two new models Hanse sets a new benchmark for the new sailing season. With the Hanse 320 and the Hanse 350 the boats of the compact category are not only upgraded but entirely new design approaches are realised. For the first time there will be yachts with lengths significantly below 13 meters, which possess all of the characteristic features of larger and more luxurious boats therefore providing a sensational example regarding the cost-performance-ratio. Both boats will be presented for the first time to the international dealer network at the Hanse dealer meetings between the 20th and 23rd July 2007 in Greifswald.

Performance wins.

The judel/vrolijk & co design engineers have bestowed above-average sailing characteristics upon the Hanse 320 and the Hanse 350. With sailing surfaces close to the wind of more than 52 sqm and nearly 65 sqm respectively and modern T speed keels these new models will outclass their "class mates" in every sailing trip and in every regatta.

Huge space on deck and the stretched cockpits in particular, render sailing enjoyable and the handling of the boats becomes child's play. A self-tacking foresail, the mainsail complete with battens, an elaborate single-line reefing system and the standard maindrop system contribute to the above-average performance and simple handling. A feature of all Hanse yachts!

All fittings and trim devices are where they are really needed and avoid complicated and dangerous manoeuvres on the bow. With the location of the mainsail on the cabin roof before the companion hatchway the cockpit of the Hanse 350 is extended further, making it the largest cockpit of its category.

The installation of the navigation and performance instruments in the cockpit coaming near the helmsman is another feature of the sophisticated cockpit layout.

The Hanse 320 and the Hanse 350 are therefore extremely fast boats and with their well-balanced sailing features suitable for sailing with smallest crews.

Space!!!

No only on but also below deck the two newcomers score. They offer above-average living space and comfort for yachts of their sizes – space and comfort, which so far have only been available on boats from 43 foot (13 m).

Flush-mount deck hatches and large, flush-mount salon windows in the body and in the hull provide more light than ever below decks. In particular, in the cabins, the side windows in the hull enhance the optical impact of the new yachts. Bright surfaces in the interior emphasize the luxurious spatial feeling: The use of new types of woods for the interior design (optional cherry styles) and for the floors (standard teak style) upgrade the new Hanse models even further.

With an entirely new concept for the interior of the Hanse 350, the space and the living comfort offered are raised to a new level. For example, the clever arrangement of the head with toilet in the bow area increases the living space below deck in all areas. The separate entrance to this luxurious head from the main saloon creates a comfortable and private owners cabin forward.

Award-winning: Design, Performance, Safety and Individuality.

HanseYachts builds beautiful yachts. The design agency judel/vrolijk & co of Bremerhaven, who have established their reputation worldwide with Rolf Vrolijk amongst others as principal designer of the yachts of the recent America's Cup Winner "Alinghi", see to that. The Germanischer Lloyd Yacht Plus Certification confirms that Hanse 320 and Hanse 350 meet all safety requirements. All Hanse yachts are built, tested and optionally certified according to the GL stability and safety norms. In addition to this, the two new models were also awarded the CE Certification "A" – a special attribute for yachts of this size, in particular in the case of the Hanse 320. By the way, she has already been nominated, so-to-say straight from the drawing table, for the sought-after award "European Yacht of the Year" 2007/2008. The HanseYacht customers always honour the variety of the designs per model on offer. The future Hanse owner may choose from up to 70 designs of high quality cushion fabrics, types of woods for the interior to the various divisions of the interior. And all of that from the comfort of the own home: This is possible due to the unique yacht configurator on the HanseYachts web site.

Company profile HanseYachts AG

HanseYachts is one of the fastest growing yacht dockyards in Europe. Since 1993 yachts have been built in Greifswald for the world market. The basis of HanseYachts' current success is the development of its own innovative, clear style of the exterior design as well as the design of the yacht interiors.

The HanseYachts Group is currently building sailing yachts ranging from roughly 10 metres to 19.20 metres (32 ft to 63 ft). In the fiscal year 2005/2006 (31/07/2006), HanseYachts could increase its turnover by 57 percent to Euro 66.3 million (Euro 42.3 million last year). EBIT rose by 144 percent to Euro 6.1 million (2.5 million last year). A total of 585 sailing yachts were built during the fiscal year 2005/2006. At the end of 2006 the HanseYachts Group employed more than 400 members of staff. On average the turnover at HanseYachts has increased by more than 40 percent per year since the fiscal year 1998/1999. Since March 2006, the HanseYachts Group has also built motorboats after the acquisition of a 51-percent interest in the Norwegian company Fjord Boats AS. In March 2007 HanseYachts bought the Moody trademark and it is planned that the new Moody 45 Decksaloon will be introduced to the market at the end of 2007. Since March 2007 HanseYachts AG has been publicly listed on the General Standard of the Frankfurt Stock Exchange.

Specification Hanse 320:

LOA:	9.63 m/ 31'6"
Beam:	3.30 m/ 10'8"
Draft:	1.75 m/ 5'7" (Standard)
	1.40 m/ 4'6" (Option)
Displacement:	4.7 t/ 10.362 lb
Sail area:	51.35 sqm/ 553 sq ft
Steering:	tiller, optional wheel steering
Design:	judel / vrolijk & co

Estimated basic price for the standard design: ca. 61,000, - € plus VAT

Specification Hanse 350:

LOA: 10.59 m/ 34'7"
Beam: 3.55 m/ 11'6"
Draft: 1.85 m/ 6'1" (Standard)
1.45 m/ 4'8" (Option)
Displacement: 5.75 t/ 10.699 lb
Sail area: 64.86 m²/ 698 sq ft
Design: judel / vrolijk & co

Estimated basic price for the standard design: ca. 79,000.00 € plus VAT

Contact Press:

press@hanseyachts.com

Dirk Neumann, Andrea Jany

Telephone +49 - (0) 40- 86 64 26 98

www.hanseyachts.com