



## **Press Release 2007/19 – Hanse 320 and Hanse 350**

### **Hanse Yachts proudly presents their new yacht models – Luxury now even in the compact class**

**Greifswald, 10th August 2007.** The Hanse 320 and the Hanse 350 not only enhance the compact class of HanseYachts but they show a completely new design approach. For the first time there are yachts considerably below the 13-metre length that offer features of the high-end models and are thus a great example of value for money.

Both new Hanse yachts were thoroughly inspected by the international dealer network during the dealer meeting at the end of July in Greifswald. All participants confirmed that the new models offered great sailing characteristics, lots of space above and below deck as well as never before experienced comfort and an unusually comprehensive inventory of high quality for yachts in this category.

During the Boat Show „Öppna varv“ in Orust/ Sweden from 24th to 26th August we will present these two new models to the public.

#### **Fast & easy**

The yacht design team judel / vrolijk & co from Bremerhaven, who have put their name on the global map as the design team led by chief designer Vrolijk is responsible for the yachts of the recently crowned America's Cup Winner „Alinghi“, have equipped the Hanse 320 and the Hanse 350 with extraordinary sailing characteristics. With a total sail area on the wind of more than 51 sqm, or almost 65 sqm respectively and modern T-speed keels these two new models will be leading their class by far.

Very spacious on deck and a stretched cockpit make them a pleasure to sail and the handling of the boats a piece of cake. The positioning of the traveller for the main sail on the coach roof in front of the companion way of the Hanse 350 makes the cockpit the biggest of her class. A powerful self-tacking jib, the fully battened main sail, a well-thought-through single-rope reefing system and the main-drop system that are part of the standard package contribute to the superior performance and the easy handling of these two yachts.

The installation of the navigation and performance instruments in the cockpit near the steering position are another feature of this well-designed cockpit layout.

In short: The Hanse 320 and the Hanse 350 are particularly fast yachts and are due to their balanced sailing characteristics particularly suited to small crews.

#### **Complete new design: Lots of space, lots of light and even more comfort**

Below deck the Hanse experts were also able to increase the living space and the comfort -objectively measurable and definitely sensible!

The hatches have been embedded into the deck and two windows on each side of the coach roof allow for a lot of natural day light and fresh air to get in. Tinted glass is a particular characteristic of the new Hanse models and links these visually to the high-end yachts.

Not only the aft cabins and the forward cabins benefit from the space of the new design but also the saloon gains considerably in space. The use of new timbers for the interior furnishing (cherry style as an option) and for the flooring (teak style) add to the enhancement of this yacht. The integration of the navigation table into the U-shaped seating area creates additional space.

Particularly in the case of the Hanse 350 a completely new concept for the use of interior space and living comfort is reaching for new levels. Another example is the clever positioning of the bath and toilet in the bow which creates more space in the living area below deck. A separate door to this luxurious bath from the bow turns the forward section into a comfortable owner's cabin.

Full headroom throughout the saloon and the bow and a minimum length of all berths of 2 metres are sure proof of the additional space and the perfect use of space in these two new yachts.

Through broadening the galley area by one cupboard space and a considerable improvement of the access to the aft cabins HanseYachts is able to present „a great owner's concept, as a starter option for families.“ Larger tank capacities for fuel and fresh water turn both new Hanse models into serious long distance cruisers.

#### **Awarded: Safety and Individuality.**

That the Hanse 320 and the Hanse 350 are also compliant with the highest safety standards is acknowledged in the Yacht Plus Certificate awarded by the German Lloyd. All Hanse yachts are being built in accordance with the stability and safety standards of the GL, are being checked and optionally certified. The two new models have also been awarded the CE-Certificate „A“ – a rarity for yachts of this size, particularly with the Hanse 320. She has also been nominated for the desirable award „European Yacht of the Year“ 2007/2008.

The large number of variations for each model is one of the strengths of HanseYachts. The future owner of a Hanse can choose between up to 70 variations from high quality fabrics to different timbers for the interior design to various cabin layout options. And all this from the comfort of your own home: The yacht configuration on the HanseYachts website makes it possible.

#### **Company profile HanseYachts AG**

HanseYachts is one of the fastest growing ship yards in Europe. Since 1993 the yachts are being built in Greifswald for the world market. Basis for the current success of HanseYachts is on the one hand the development of new clear lines in the hull design as well as in the design of the interior of the yachts. The HanseYachts Group currently builds sailing yachts ranging from 10 m to 19.2 m (32 to 63 foot). In the business year 2005/2006 (31.7.2006) HanseYachts was able to increase their sales by about 57 percent to €66.3 million (previous year: €42.3 million). The pre-tax figures rose by 144 percent to €6.1 million (Previous year: €2.5 million). Overall during the business year 2005/2006 585 sailing yachts were produced. At the end of the year 2006 HanseYachts Group employed over 400 people. On average the increase in sales for HanseYachts since the business year 1998/1999 has been of 40 percent each year. With the acquisition of 51 percent of the shares in the Norwegian company Fjord Boats AS the HanseYachts Group has also been producing power boats since March 2006. In March 2007 HanseYachts acquired the trademark Moody and will present the new Moody 45 Deck Saloon for the coming business year. Since March 2007 the HanseYachts AG has been listed on the Regulated Market of the Frankfurt stock exchange (General Standard).

#### **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
Total Sail Area:	51.35 m <sup>2</sup> / 553 sq ft
Steering:	tiller, wheel steering optional
Design:	judel / vrolijk & co

Basic Price of the standard version: € 60.950,- ex 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  
Total Sail Area: 64.86 m<sup>2</sup>/ 698 sq ft  
Design: judel / vrolijk & co

Basic Price of the standard version: € 78,900.00 ex VAT

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