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**With large yachts and shallow bays: New telescopic keel makes the Hanse 630e even more attractive!**

Greifswald, 18<sup>th</sup> of October 2007. With a new keel construction the draught of the Hanse 630e is now hydraulically adjustable between 3.10 and 2.35 metres. To the crews and owners this means additional access to smaller harbours and shallower waters without loss of the fine sailing characteristics of the Hanse – whether it is the Aegean or Antigua! The new telescopic keel is now available as an option.

HanseYachts continues to pursue the target, which they set for themselves. That is to find particularly innovative solutions for the owners. So far the draught automatically increased with the size of the yacht limiting access to many interesting sailing areas of the world unless the choice of shallower draught and a reduction in sailing ability was made. Solutions, such as the short or hoisting keels had either a negative effect on the speed and performance or required valuable space in the yacht's interior. In cooperation with the construction office judel/ vrolijk & co a new telescopic keel construction was developed, which does not require any space in the interior, and which enables the owners to cruise in the shallower waters of the world.

The largest yacht built in series in Germany ever provides more flexibility with simple handling at the same time. Even a small crew can sail this yacht safely, fast and now in significantly more areas. Above the water everything remains as it was – and under water there is more space!

**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 66.3 million Euros (previous year: 42.3 million Euros). EBIT rose by 144 percent to 6.1 million Euros (previous year: 2.5 million Euros). 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. Since March 2007 HanseYachts AG has been publicly listed on the General Standard of the Frankfurt Stock Exchange.

**Contact Press:**

[press@hanseyachts.com](mailto:press@hanseyachts.com)

Dirk Neumann, Andrea Jany

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

[www.hanseyachts.com](http://www.hanseyachts.com)

**Specification Hanse 630e:**

LOA: 19.00 m/ 62'4"  
Beam: 5.20 m/ 17'1"  
Draught: 2.95 m/ 9'7" (standard)  
2.35 m – 3.10 m/ 7'7" – 10'2" (option telescope keel)  
Displacement: 23.7 t/ 52.318 lb  
Sail area: 214.60 sqm/ 2.310 sq ft  
Design: judel / vrolijk & co

Estimated basic price for the standard design: 730,000. - € plus VAT