



Press Release 2007/ 21

HanseYachts at Holland's in-water boat show - the 24th „HISWA te water“ in Ijmuiden

Greifswald, August 30, 2007. More than 250 of the worlds renowned exhibitors will be displaying their products from the 4th to the 9th of September at Europe's oldest "In Water" Boat Show.

The highlight of the Hanse display presented by Hetterschijt, will be the brand new Hanse 320 and 350, which can be found in the water at stand G20. The new models offer and excellent price-performance ratio. This is also the first time that yachts under 13 metres have been designed with all the attributes of the larger more luxurious models.

The Hanse 350 has been designed with much more interior space and living comfort. The clever layout with the head/shower combination in the bow has improved living space in all areas below. This luxurious head/shower combination can be accessed from both the large forecabin and the saloon, which allows the forward section of the new 350 to double as a fabulous owners suite.

The renowned naval architects at judel/vrolijk & co. designed the Hanse 320 and Hanse 350 as very fast yachts that can also be sailed with a very small crew thanks to well-balanced sailing characteristics.

Other Hanse yachts in Ijmuiden: Hanse 370, Hanse 400, Hanse 430e, Hanse 470e and the Hanse 540e. "e" stands for epoxy – the use of premium epoxy resin in the hull construction in addition to the latest vacuum technology makes for very stiff yachts that are up to 20% lighter with higher longevity.

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 m²/ 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 m²/ 698 sq ft
Design: judel / vrolijk & co

Basic Price of the standard version: € 78.900.00,- ex VAT

Specification Hanse 370e:

LOA: 11,35 m / 37'3"
Beam: 3,75 m / 12'4"
Draft: 1,95 m / 6'5" (Standard)
1,60 m / 5'3" (Option)
Displacement: 7,2 t / 15,873 lb
6,8 t / 14,991 lb (Option mit Epoxy)
Total Sail Area: 87,40 m² / 941 sq ft
Design: judel / vrolijk & co

Basic Price of the standard version: € 94.800,- ex VAT

Specification Hanse 400:

LOA: 11,99 m/ 39'4"
Beam: 4,04 m/ 13'3"
Draft: 1,98 m/ 6'6" (Standard)
1,65 m/ 5'5" (Option)
Displacement: 8,4 t/ 18,519 lb
Total Sail Area: 105,60 m²/ 1,137 sq ft
Design: judel / vrolijk & co

Basic Price of the standard version: € 111.750,- ex VAT

Specification Hanse 430e:

LOA: 13,25 m/ 43'6"
Beam: 4,25 m/ 13'11"
Draft: 2,20 m/ 7'33" (Standard)
1,80 m/ 5'11" (Option)
Displacement: 10,4 t/ 22,958 lb
Total Sail Area: 126,00 m²/ 1356,00 sq ft
Design: judel / vrolijk & co

Basic Price of the standard version: € 149.500,- ex VAT

Specification Hanse 470e:

LOA: 14,19 m / 46'7"
Beam: 4,46 m / 14'8"
Draft: 2,60 m / 8'6" (Standard)
2,30 m / 7'7" (Option)
7,95 m / 6'5" (Option)
Displacement: 12,2 t / 26,932 lb
Total Sail Area: 124,00 m² / 1,334 sq ft
Design: judel / vrolijk & co

Basic Price of the standard version: € 199.000,- ex VAT

Specification Hanse 540e:

LOA: 16,08 m/ 52'10"
Beam: 4,91 m/ 16'1"
Draft: 2,80 m/ 9'2" (Standard)
2,43 m/ 8' (Option)
1,95 m/ 6'5" (Option)
Displacement: 18,7 t/ 41,226 lb
Total Sail Area: 155,00 m²/ 1,668 sq ft
Design: judel / vrolijk & co

Basic Price of the standard version: € 299.000,- ex VAT

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