



**Press Release 2007/ 26**

**HanseYachts at Salone Nautico Internazionale, Genoa – HanseYachts' entire fleet on display from October 6th – 14th**

Greifswald, September 18, 2007. The Genoa boat show is back in its 47<sup>th</sup> year and will take place at the show grounds and the adjacent marina from October 6th – 14th, 2007. More than 1,500 exhibitors from all over the world will display more than 2,300 boats and yachts.

HanseYachts will present its entire fleet: Hanse 320, Hanse 350, Hanse 370, Hanse 400, Hanse 430e, Hanse 470e, Hanse 540e, and the flagship, the Hanse 630e.

The brand-new Hanse 320 and Hanse 350 with their impressive sailing characteristics are the youngest members of the Hanse family. Judel/vrolijk & co. designed them with considerable upwind sail area, modern T-speed keels, and a fast hull. Below deck, the interior design experts at HanseYachts optimised the living space and added new elements of style for a more spacious and luxurious interior. Flush hatches and one opening port on either side of the cabin top provide ample light and fresh air. Tinted ports are characteristic of these new Hanse models and a shared feature with their larger sisters in the premium class/segment. The Hanse 320 has already been nominated for the European Yacht of the Year Award!

The Hanse 370 prototype "Schüddelfrost" has already shown her tremendous speed potential in international regattas. Hanse's self-tacking jib, fully battened mainsail, quick-release gennaker pin, intelligent placement of fittings, and ingenious single-line reefing system make it easy to handle this performance cruiser. Below decks, the Hanse 370 is special too. Her standard equipment list includes amenities that are not normally included on a boat this size: A large shower stall that is separate from the sink and the head, a large top and side loading refrigerator (130l), and a water heater.

The Hanse 400, „European Yacht of the Year 2006“, is an impressive example of Hanse's cross-over concept: Maximum speed with maximum comfort. The oversized berth in the owner's cabin, unique among 40-footers, is testimony to her spacious interior. Hanse offers its customers a terrific value with features like Lewmar winches and satin varnish on all mahogany interior surfaces.

The Hanse 430e has the same flair as her larger sisters, the 470e, 540e, and the 630e. A modern, clean design with a skylight built flush into the deck, flush hatches on deck, an open transom, a 9/10 rig, enormous stowage, and consistent use of first-rate equipment are also characteristics shared with the yachts of Hanse's premium line. Another example: Space for the genoa's roller-furler is incorporated into the deck mould, resulting in less clutter and improved performance. Because the genoa tack is lower, the foresail is bigger and more efficient.

The Hanse 470e marks the entry to our newly defined premium line. The new approach is particularly recognizable in the cockpit and on deck. Halyards, sheets, the track for the self-tacking jib ahead of the mast, and the spray hood are all completely integrated into the deck. Those features, together with flush hatches, radically increase the amount of open deck area. Two freestanding steering pedestals and the lack of a bridge deck at the companionway make the cockpit extremely functional and create a second living space on board. The new enlarged swim platform in the transom extends this space even further.

The Hanse 540e reflects the incredible talent at Judel/vrolijk & co, especially Rolf Vrolijk's enormous experience designing successful America's Cupper Alinghi. This premium model

has clean lines and is both fast and elegant. Her interior is spacious, luxurious, and can be configured to suit the owner's taste. Hanse star designers gave the 540e extra performance with an iron/lead keel. A deep centre of gravity, and optimal total weight and keel profile "turbocharge" the performance of the 540e. The customer can choose from approximately 70 different interior design variations, including a variety of fine woods and cabin layouts.

The largest production boat ever built in Germany, the Hanse 630e, will also be on display in Genoa. The 19 meter flagship commands attention with her sleek lines and clean deck. A well-organised and clear deck is not just optically pleasing; it also has a practical purpose: All sailing controls are convenient to the helm. "Ease of use" – allows even a small crew to safely sail the Hanse 630e and make quick passages. The Hanse 630e also features Hanse's Individual Cabin Concept: Four sections (bow, forward cabin, main saloon, and aft cabins) with different variations offer numerous combinations for a custom interior. Owners can design the interiors of their yachts to their own specifications with Hanse's unique online design tool, the yacht configurator.

The "e" stands for epoxy: The hulls are a sandwich construction using Corecell structural foam and wet epoxy pre-preg fibre from SP-Systems, moulded using vacuum technology for uniform compression of the laminate. This system produces significantly greater stiffness while reducing weight. Durability and high resale values are the result.

Visit the HanseYachts team of experts in Genoa and get more detailed information on Hanse's current product range. They look forward to seeing you!

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An overview of all Hanse yachts on display:

**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" (Optional)  
Displacement: 4.7 t/ 10,362 lb  
Sail Area: 51.35 m<sup>2</sup>/ 553 sq ft  
Design: judel / vrolijk & co

Base price with standard equipment: 60,950 € 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" (optional)  
Displacement: 5.75 t/ 10,699 lb  
Sail Area: 64.86 m<sup>2</sup>/ 698 sq ft  
Design: judel / vrolijk & co

Base price with standard equipment: 78,900 € plus VAT

**Specification Hanse 370:**

LOA: 11.35 m / 37'3"  
Beam: 3.75 m / 12'4"  
Draft: 1.95 m / 6'5" (standard)  
1.60 m / 5'3" (optional)  
Displacement: 7.2 t / 15,873 lb  
6.8 t / 14,991 lb (optional with epoxy)  
Sail Area: 87.40 m<sup>2</sup> / 941 sq ft  
Design: judel / vrolijk & co

Base price with standard equipment: 94,800 € plus 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" (optional)  
Displacement: 8.4 t/ 18,519 lb  
Sail Area: 105.60 m<sup>2</sup>/ 1,137 sq ft  
Design: judel / vrolijk & co

Base price with standard equipment: 111,750 € plus 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" (optional)  
Displacement: 10.4 t/ 22,958 lb  
Sail Area: 126 m<sup>2</sup>/ 1,356 sq ft  
Design: judel / vrolijk & co

Base price with standard equipment: 149,500 € plus 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" (optional)  
7.95 m / 6'5" (optional)  
Displacement: 12.2 t / 26,932 lb  
Sail Area: 124.00 m<sup>2</sup> / 1,334 sq ft  
Design: judel / vrolijk & co

Base price with standard equipment: 199,000 € plus 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' (optional)  
1.95 m / 6'5" (optional)  
Displacement: 18.7 t / 41,226 lb  
Sail Area: 155 m<sup>2</sup> / 1,668 sq ft  
Design: judel / vrolijk & co

Base price with standard equipment: 299,000 € plus VAT

**Specification Hanse 630e:**

LOA: 19.00 m / 62'4"  
Beam: 5.20 m / 17'1"  
Draft: 2.95 m / 9'7" (standard)  
2.20 m – 3.50 m / 7'2" – 11'7" (optional)  
Displacement: 23.7 t / 52,318 lb  
Sail Area: 214.60 m<sup>2</sup> / 2,310 sq ft  
Design: judel / vrolijk & co

Base price with standard equipment: 695,000 € plus VAT