



Press Release 2007/ 28

HanseYachts at Hanseboot, Hamburg/Germany –much breaking news within the Hanse fleet on display from October 27th until November 4th, 2007

Greifswald, September 26, 2007. The Hamburg boat show is back in its 48th year and will take place at Hamurg's fiarground and the adjacent city marina from October 27th until November 4th, 2007. More than 900 exhibitors from 30 countries will display new preoducts and services in the world of watersports. Come to Hamburg and visit the HanseYachts' team of experts at booth B2/EG11 and get more detailed information on Hanse's current product range. We look forward to seeing you daily between 10:00 am and 06:00 pm, on Wednesday until 08:00 pm!

HanseYachts will present nearly its entire fleet: Hanse 320, Hanse 350, Hanse 370, Hanse 400, Hanse 430e, Hanse 470e and Hanse 540e

The brand-new **Hanse 320 and Hanse 350** with their impressive sailing characteristics are the youngest members of the Hanse family and will have their premiere season 2007/2008. 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! Distinctive characteristic for yachts for that size: The steering wheel system is a standar with the Hanse 350 – ergonomically designed, smooth-running and perfectly balanced.

And HanseYachts stays trendsetting in another way: The Hanse 350 on display in Hamburg will be "trabbi blue", a bright blue which was typical for East Germany's former car brand Trabant. This is not only a reminiscence to Greifswald's history but a consistent continuation of gambling with new colours.

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. A current updated feature: The powerful quality heating system from Eberspächer.

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. Together with Hanse 370 the deck layout and further attributes of the Hanse 400 have been adapted to Hanse's upper class models. All hatches now are flush on deck, four large windows provide lots of daylight into the cabin and two additional hatches close to the companionway are efficiently ventilating the rear cabins. The brand-new design of the steering pedestals rounds off the upvaluation of the Hanse 370 and Hanse 400.

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. Consequently HanseYachts developed the yacht configurator – a unique planning tool which is available on HanseYachts' website.

The "e" in the type designation of the three Hanse models in Hamburg 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.

Contact:

press@hanseyachts.com

Dirk Neumann, Andrea Jany

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

www.hanseyachts.com

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 m²/ 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 m²/ 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 m² / 941 sq ft
Design: judel / vrolijk & co

Base price with standard equipment: 96,800 € 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 m²/ 1,137 sq ft
Design: judel / vrolijk & co

Base price with standard equipment: 110,800 € plus VAT

Specification Hanse 430:

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 m²/ 1,356 sq ft
Design: judel / vrolijk & co

Base price with standard equipment: 139,900 € 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 m² / 1,334 sq ft
Design: judel / vrolijk & co

Base price with standard equipment: 199,800 € 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 m²/ 1,668 sq ft
Design: judel / vrolijk & co

Base price with standard equipment: 299,800 € plus VAT