



Press Release 2007/ 32

HanseYachts in Croatia: New Hanse models on display at the Biograd Boat & Charter Show from October 18 – 21, 2007

Greifswald, October 10, 2007. Exhibitors from all over the world are presenting their products at Croatia's Biograd Boat & Charter Show. Royal Sailing Limited is HanseYachts' dealer in Croatia and will be presenting new Hanse models. Their stand is a must-see for all sailing enthusiasts.

The brand-new **Hanse 320** and **Hanse 350** are likely to be the highlights of this boat show as well. They prove that Hanse yachts are not developed on paper but on the water.

Judel / vrolijk & co's design promises impressive sailing characteristics with large sail areas, fast hull lines, and modern T-speed keels.

Below decks, the luxurious and spacious living space continues to surprise visitors. Flush hatches and a total of four opening ports each provide ample light and fresh air. Tinted ports are characteristic of these new Hanse models and a shared feature with their larger sisters.

And don't miss Europe's „Yacht of the Year 2006“. The **Hanse 400** embodies HanseYachts' cross-over concept impressively: Maximum speed with maximum comfort at a fair price.

The Hanse 400 is a perfect example of the optimal price-performance ratio. Just consider the uniquely spacious owner's cabin, top quality hardware, or the satin finished mahogany surfaces below decks.

Many of the details on the Hanse 400 – especially the deck layout – have been adopted from her larger sisters. All hatches are now flush, four opening ports in the cabin top provide plenty of light, and two additional ports adjacent to the companionway provide optimal ventilation.

Last but not least, HanseYachts will be displaying the **Hanse 470e**. The Hanse 470e represents the entry level to the newly defined premium line. Her deck is well-organised with lots of room to move around: Halyards and sheets are integrated into the deck; the track for the self-tacking jib is flush with the deck just ahead of the mast; and the spray hood is fully integrated into the cockpit coaming. The large swim platform is integrated into the stern and very popular when at anchor in picturesque coves.

By the way: The “e” stands for epoxy: The hulls are a sandwich construction using vacuum technology. This system produces significantly greater stiffness and durability while reducing weight, resulting in high resale values for Hanse yachts.

Come to see us in Biograd. The city is easily reachable from the airports in Zadar or Split. The team at Royal Sailing Limited is looking forward to seeing you!

HanseYachts AG: Company Profile

HanseYachts is one of the fastest growing boat manufacturers in Europe. HanseYachts has been building sailing yachts in Greifswald since 1993 and selling them all over the world. The company's most recent success is based on the development of new, clean hull lines and innovative interior design concepts. Currently, the HanseYachts group builds sailing yachts from about 10 metres to 19.20 metres (32 – 63 feet). During the 2005/2006 (July 31, 2006) business year, HanseYachts increased their turnover by about 57 % for a total of 66.3 million Euros (42.3 million Euros in the preceding year). A total of 585 boats were produced in the 2005/2006 business year. At the end of 2006, the company had more than 400 employees. Since 1998/1999, HanseYachts averaged an annual increase in sales of about 40%.

In March 2006, HanseYachts began building motor boats after purchasing 51% of the Norwegian boat builder Fjord Boats AS. Since March 2007, HanseYachts AG is traded on 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
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" (Option)
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 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
Sail area: 105.60 m²/ 1,137 sq ft
Design: judel / vrolijk & co

Base price with standard equipment: 111,750 € plus VAT

Specification Hanse 470e:

LOA: 14.19 m / 46'7"
Length: 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

Contact Press:

press@hanseyachts.com

Dirk Neumann, Andrea Jany

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

www.hanseyachts.com