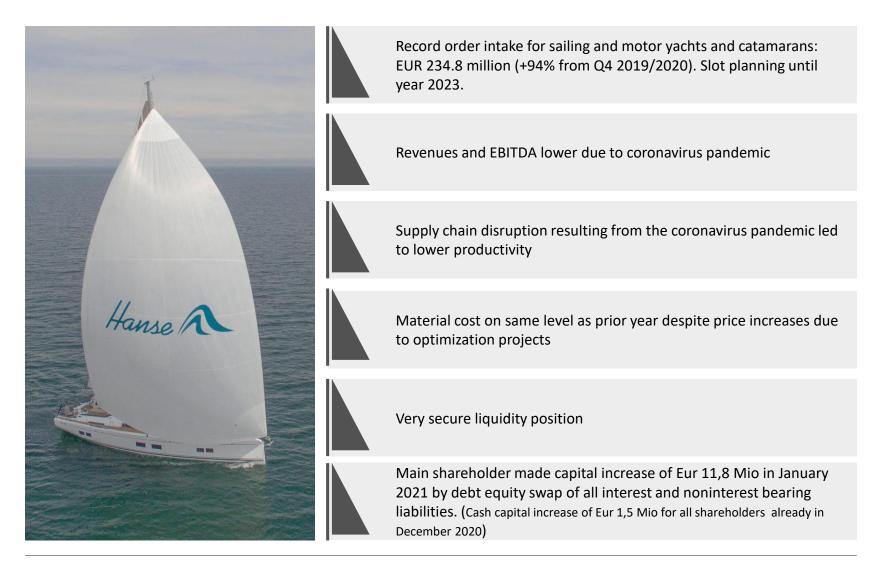
Hanse Yachts AG FY 2020/21 EARNINGS CALL

October 18, 202

Record level of new orders in 2020/2021



Management Statement for 2020/21

KEY FIGURES TABLE EUR million	01.07.2020- 30.06.2021	01.07.2019- 30.06.2020 1)	01.07.2018- 30.06.2019	01.07.2017- 30.06.2018
Turnover	120,8	128,4	152,0	140,3
Cost of materials in % of total output	54%	54%	56%	57%
EBITDA	-2,3	3,8	10,9	5,0
Order intake	234,8	120,9	120,3	142,7
1) 2019/20: including initial consolidation of Privilège Marine SAS				

- Order intake of more than 1.000 boats with a volume of 234,8 mEUR (+up by 94%). Production slot planning for some type of ships reach until year 2023.
- Digital web-based marketing successful
- Revenues in 2020/2021 EUR 120,8 million; lower than the year-ago level due to the coronavirus pandemic incl. 2 months shorttime work (Kurzarbeit)
- Very safe liquidity situation due to:
- Positive cash flow from operating activities in the amount of EUR 8.7 million, as compared to EUR 3.7 million in prior year because high number of new orders led to higher customer-downpayments which overruled lower EBITDA
- Fresh liquidity from banks in September 2020

Current Trading

Profit and loss statement FY 2020/21 in EUR million

	01.07.2019-	
in MEUR	30.06.2020	30.06.2021
Turnover	128,4	120,8
Work in progress	9,1	0,2
Capitalized costs	2,6	1,9
Operating performance	140,1	122,9
Other income	4,1	3,2
	.,_	0)-
Cost of material	-75,7	-66,4
Cost of material in %	-54%	-54%
Labor costs	-43,0	-42,3
Labor costs in %	-31%	-34%
Other expenses	-21,7	-19,
EBITDA	3,8	-2,3
Depreciation	-18,2	-5,8
EBIT	-14,4	-8,
Financial result	-1,3	-1,
EBT	-15,7	-9,4
Taxes	-0,2	0,4
Profit/Loss	-15,9	-9,(

- Turnover lower due to coronavirus pandemic, only 9 months of production
- Decline in operating performance as a result of lower new orders in spring / summer 2020 which led to production freeze in Aug/Sep 2020
- Global supply chain disruption resulting from the coronavirus pandemic hit HanseYachts AG and leads to lower productivity since January 2021
- Labor cost ratio in % increased due to lower operating performance; no reduction of well skilled employees in order to be able to speed up production as soon as corona makes it possible
- Improvement in other expenses due to lack of trade fair costs





Principle dimensions

LOA		14.60 m	47' 11"	
Hull length		13.87 m	45' 6"	
LWL		13.05 m	42' 10"	
Beam		4.79 m	15' 9"	
Draft				
shallow keel		1.75 m	5' 9"	
L-keel, medium		2.25 m	7' 5"	
Displacement				
L-keel, medium	approx.	12.60 t	27,778 lbs	
Engine Diesel				
standard	approx.	57 PS	57 hp	
option	approx.	80 PS	80 hp	
Fuel tank	200702	210	55 gal	
	approx.		-	
Fresh water	approx.	450 I	119 gal	
CE Certifcate	A - 12			
Design	Berret - Racou	ipeau		

Berret - Racoupeau

Mast length above WL	approx.	21.90 m	71' 10"
Upwind sail area	approx.	114.00 m ²	1,227 sq ft
Downwind sail area	approx.	234.00 m ²	2,519 sq ft
Main sail	approx.	64.00 m ²	689 sq ft
Jib	approx.	42.00 m ²	452 sq ft
Genoa	approx.	50.00 m ²	538 sq ft
Reacher	approx.	78.00 m ²	840 sq ft
Gennaker	approx.	170.00 m ²	1,830 sq ft

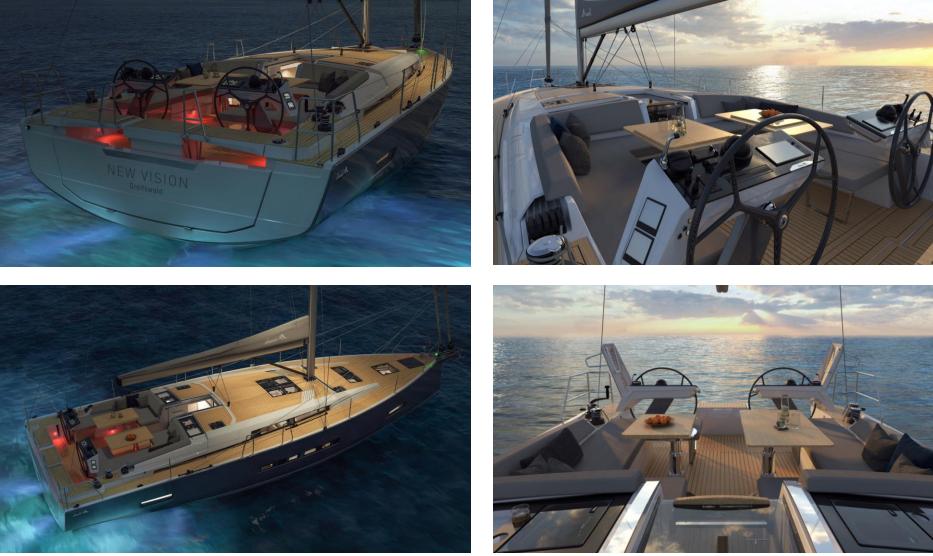
Base Price 270900€ excl. VAT Launch 24.06.2021 Sold Boats 153

A



Interior

A Hanse 460





A Hanse 460







A Hanse 460











Ryck 280







*	Price:	58.690€
*	Loa:	9.51 mt
•	Beam:	2,81 m

- 2,07 t Disp: ••••
- Engine: Outboard Max 1 x 350HP Fuel: 300 L •
- •



Fjord 53 XL





Price: 1.149.000 €
 Loa: 16.70 mt
 Beam: 4,79 m
 Disp: 17,8 t
 Engine: Volvo IPS 700



10



Sealine S390







*	Price:	344.950€
•	Loa:	11.99 mt
•	Beam:	3,85 m
•	Disp:	10,52 t
*	Engine:	Volvo D4 320HP
	_ /	0001





Sealine S335





- ♦ Price: 214.950 €
 ♦ Loa: 10.31 mt
 ♦ Beam: 3,50 m
 ♦ Disp: 6,14 t
 ♦ Engine: Volvo D3-220HP
- ✤ Fuel: 570 L





Sealine S335v







♦ Price: 158.950 €
 ♦ Loa: 10.31 mt
 ♦ Beam: 3,50 m

- ✤ Disp: 6,14 t
- ✤ Engine: 2 outboard max 300HP
- ✤ Fuel: 570 L



BDI official Opening 2. September 2021



Together with the subsidiary TTS (Technologie Tworzyw Sztucznych Sp. Z.o.o.), Dr. Jens Gerhardt, Sales Director, Raoul Bajorat, Development Manage and Maciej Twardowski, CEO of TTS now opened the Baltic Design Institute in Szczecin, Poland

- 40 guests from politic and water sports industry attended
- Among Deputy Marshal of the Voivodeship, Stanisław Wziątek, the Mayor of Szczecin, Piotr Krzystek, and the President of the Regional Sailing Association, Marcin Raubo
- Currently they have seven employees and will increase to 20 in the next three years



France Cannes 07. – 12. September 2021



USA Annapolis 14. – 18. October 2021



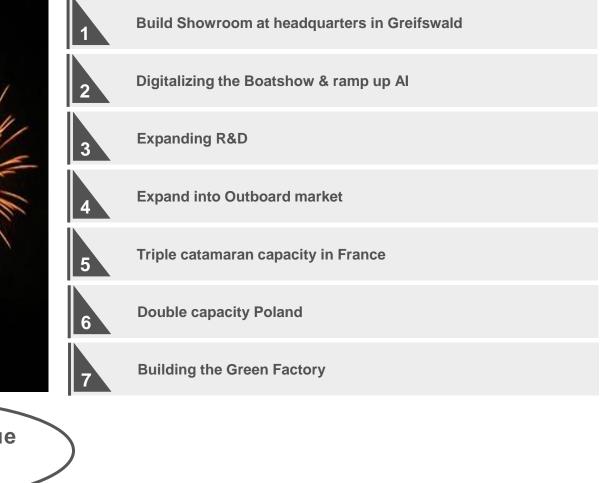
7 Growth projects started

Official midterm Target



10% EBITDA

Current growth projects



Financial Calendar - 2021/2022

21. October 2021 23. November 2021 29. November 2021 30. November 2021 07./08. December 2021 28. February 2022 30. May 2022 Market Capital Conference Family Office Day Annual shareholders' meeting 2021 Quarterly report Q1 2021/22 Annual report 2020/21 32. MKK Munich Market Capital Conference Six months report 2021/22 Quarterly report Q3 2021/22