

An aerial, high-angle photograph of a sailboat's deck. The deck is finished with light-colored teak planking. A white cabin structure with large, dark-framed windows is visible. The boat is moving through deep blue water, with white foam from the wake visible at the top. A large, white sail is partially visible on the right side of the frame.

HanseYachts AG

Q3 2020/21 EARNINGS CALL

May 26, 2021

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Record level of new orders in the first nine months 2020/2021



Record order backlog for sailing and motor yachts and catamarans after the first nine months: EUR 163.5 million (+100% from Q3 2019/2020). Slot planning until year 2023)

Revenues and EBITDA lower due to coronavirus pandemic

Supply chain disruption resulting from the coronavirus pandemic led to lower productivity

Lower material cost due to optimization projects

Very secure liquidity position

Main shareholder made capital increase of Eur 11,8 Mio in January 2021 by debt equity swap of all interest and noninterest bearing liabilities. (Cash capital increase of Eur 1,5 Mio for all shareholders already in December 2020)

Interim Management Statement for the third quarter of 2020/21

KEY FIGURES TABLE	01.07.2020- 31.03.2021	01.07.2019- 31.03.2020	01.07.2018- 31.03.2019	01.07.2017- 31.03.2018
EUR million	1)			
Turnover	71,0	82,7	94,7	85,2
Cost of materials in % of total output	53,90%	55,90%	57,10%	58,50%
EBITDA	-4,6	-2,0	3,8	-0,4
Order book	163,5	81,7	63,9	69,4

1) 2019/20: including initial consolidation of Privilège Marine SAS

- Order book up by 100% . Production slot planning for some type of ships reach until year 2023
- Digital web-based marketing successful
- Revenues in the third quarter of 2020/2021 EUR 71,0 million; lower than the year-ago level due to the coronavirus pandemic incl. 2 months short-time work (Kurzarbeit)
- Decline of costs of materials due to implementation of optimization projects in production and procurement.
- Very safe liquidity situation due to:
 - Positive cash flow from operating activities in the amount of EUR 4.0 million, as compared to negative EUR 1.1 million in prior year because high number of new orders led to higher customer-downpayments which overruled lower EBITDA (9 months comparison)
 - Fresh liquidity from banks in September 2020

Current Trading

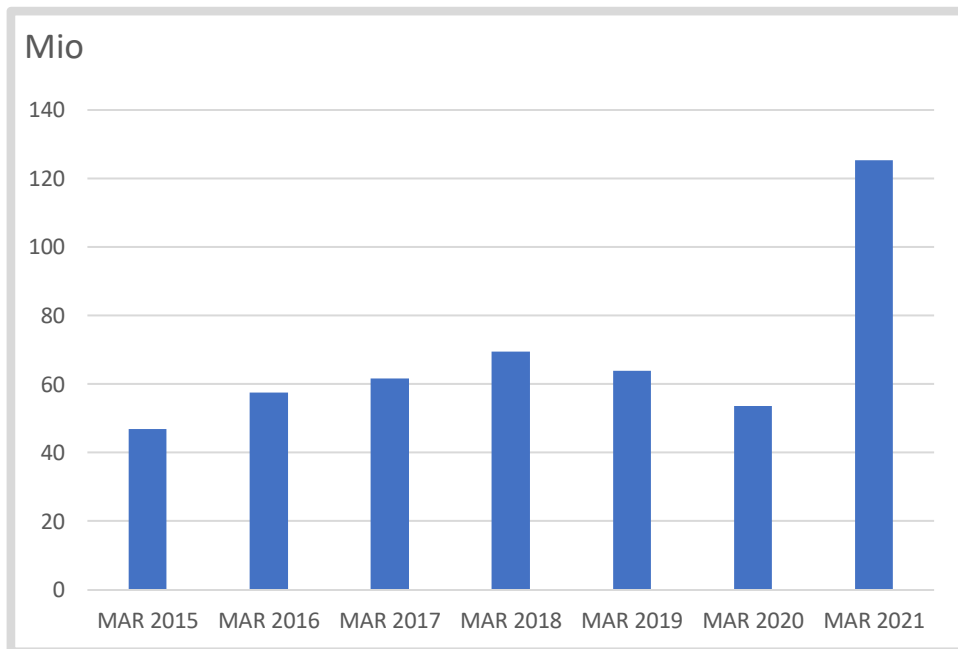
Profit and loss statement Q3 2020/21 in EUR million

in MEUR	01.07.2019- 31.03.2020	01.07.2020- 31.03.2021
Turnover	82,7	71,0
Work in progress	16,5	8,5
Capitalized costs	2,1	1,4
Operating performance	101,2	80,9
Other income	1,6	1,5
Cost of material	-56,6	-43,6
Cost of material in %	-56%	-54%
Labor costs	-31,3	-29,8
Labor costs in %	-31%	-37%
Other expenses	-16,9	-13,8
EBITDA	-2,0	-4,8
Depreciation	-4,9	-4,3
EBIT	-6,9	-9,2
Financial result	-1,0	-1,0
EBT	-7,9	-10,2
Taxes	0,4	-0,3
Profit/Loss	-7,5	-10,5

- ▶ Turnover lower due to coronavirus pandemic, only 7 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
- ▶ Improvement of material costs through various rationalization measures and projects
- ▶ 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
- ▶ Significant improvement in other expenses due to lack of trade fair costs

Order book value of the last 7 years

ORDER ENTRY IN MIO EUR PER YEAR



SOLID FINANCING IN PANDEMIC CRISIS

- EUR 19,8 Mio of free cash and unused overdraft facilities (31.3.2020: EUR 4,1 Mio)
- Safe financing secured by bank loans of EUR 16 Mio. collected in year 2020 and all-time record of order entries cause many downpayments from customers
- EUR 12,0 Mio capital increase in kind in January 2021 by debt-equity swap. All older liabilities from main shareholder Aurelius, with a total nominal value of EUR 12.0 million repaid at once with 3,148,006 new HanseYachts shares at a price of EUR 3.80
- Cash capital increase with 1,5 Mio. EUR in December 2020

Project Green Factory

First steps are made



- HanseYachts AG and its large production site in Greifswald now use 100% green electricity
- We are building on a multistage plan that will transform us into a 'Green Factory'
- We are also involved in research to develop the world's first yacht with fuel cell instead of a diesel engine.
 - The motor will be powered by ammonia which is not only safer to use but also consumes less energy
 - This way the world's fleets can finally bunker renewable energy

Renderings Showroom

Outside



Renderings Showroom

Inside



84 Awards since 2011...

Year	Model	Award	Status	Logo
2021	Fjord 41XL	European Powerboat of the Year	Winner	 2021 Fjord 41XL
2021	Moody DS41	European Yacht of the Year	Nominated	
2021	Privilege Signature	Multihull of the Year - 45 to 55 feet	Nominated	 2021 Moody DS41
2020	Dehler 30od	Best Boats (Sail Magazine)	Winner	
2020	Dehler 30od	European Yacht of the Year	Winner	 2020 Dehler 30od
2020	Fjord 44 Coupé	Motor Boat Award	Nominated	
2020	Hanse 675	Best Boats (Sail Magazine)	Nominated	 2020 Hanse 548
2020	Hanse 675	Cruising World Boat of the Year	Nominated	
2020	Moody DS41	British Yachting Award	Winner	 2020 Hanse 548
2020	Sealine C390	Motor Boat Award - Sports cruisers up to 40ft	Nominated	
2019	Dehler 30od	British Yachting Awards	Nominated	 2019 Sealine C430
2019	Fjord 44 Coupé	Asia Boating Awards	Nominated	
2019	Hanse 348	Cruising World Boat of the Year - Best Value	Winner	 2019 Sealine C430
2019	Hanse 508	British Yachting Awards	Nominated	
2019	Privilege Euphorie 5	Multihull of the Year	Nominated	 2019 Sealine C430
2019	Privilege Signature 510	British Yachting Awards	Nominated	
2019	Sealine C390	Best of Boats Award International - Best for Family	Nominated	 2019 Sealine C430
2019	Sealine F430	European Powerboat of the Year	Nominated	
2019	Sealine F430	Motor Boat Award	Nominated	 2019 Sealine C430
2018	Fjord 36 Xpress	Motor Boat Award	Nominated	
2018	Fjord 48 Open	Motor Boat Award	Nominated	 2019 Sealine C430
2018	Hanse 348	Croatian Boat of the Year	Winner	
2018	Hanse 348	Plovilo Leta - Yacht of the Year	Winner	 2019 Sealine C430
2018	Hanse 458	British Yachting Awards	Nominated	
2018	Hanse 548	European Yacht of the Year	Nominated	 2019 Sealine C430
2018	Hanse 588	Best Boats (Sail Magazine)	Winner	
2018	HanseYachts AG	British Yachting Awards - Bootsbauer des Jahres	Winner	 2019 Sealine C430
2018	Privilege Euphorie 5	World Yachts Trophies	Nominated	
2018	Privilege Signature 510	British Yachting Awards	Nominated	 2019 Sealine C430
2018	Sealine C430	European Powerboat of the Year	Nominated	
2018	Sealine C430	Motor Boat Award - Sports cruisers up to 45ft	Nominated	 2019 Sealine C430
2017	Dehler 34	Cruising World Boat of the Year - Best Performance Cruiser	Winner	
2017	Dehler 34	European Yacht of the Year	Nominated	 2019 Sealine C430
2017	Dehler 34	Sailing Today Award	Winner	
2017	Hanse 315	Sailing Today Green Award	Winner	 2019 Sealine C430
2017	Sealine F530	European Powerboat of the Year	Nominated	
2017	Sealine F530	Motor Boat Award	Nominated	 2019 Sealine C430
2016	Dehler 42	i-Novo Award - Design Eco Tech	Nominated	
2016	Dehler 46	Best Boats (Sail Magazine)	Nominated	 2019 Sealine C430
2016	Hanse 315	Best Boats (Sail Magazine)	Nominated	
2016	Hanse 315	Croatian Boat of the Year	Winner	 2019 Sealine C430
2016	Hanse 315	Cruising World Boat of the Year - Best Value	Winner	

84 Awards since 2011...

Year	Model	Award	Status	Logo
2016	Hanse 315	European Yacht of the Year - Family Cruiser	Winner	 2016 Hanse 315
2016	Hanse 315	HISWA – Boat of the Year	Winner	
2016	Hanse 455	Best Boats (Sail Magazine)	Nominated	
2016	Privège Serie 640	Sailing Today Award	Nominated	
2016	Privège	Coup de Coeur - Prix Etienne Marcel	Winner	 NOMINATED 2015 Dehler 46
2016	Sealine C330	Motor Boat Award	Winner	
2016	Sealine S330	Motor Boat Award	Winner	
2015	Dehler 46	European Yacht of the Year	Nominated	
2015	Hanse 455	Adriatic Boat of the Year	2nd	 2014 Dehler 38
2015	Hanse 455	Sailing Today Award	Nominated	
2015	Hanse 505	Best Boats (Sail Magazine)	Nominated	
2015	Hanse 505	Cruising World Boat of the Year	Nominated	
2015	Hanse 575	Best Boats (Sail Magazine)	Nominated	 2012/13 Hanse 415
2015	Hanse 575	Cruising World Boat of the Year	Nominated	
2015	Moody DS54	Adriatic Boat of the Year	Winner	
2015	Moody DS54	European Yacht of the Year	Nominated	
2015	Sealine F380	Motor Boat Award	Winner	 2011 Dehler 32
2015	Sealine S330	Best of Boats Award International - Best for Family	Nominated	
2014	Dehler 38	Cruising World Boat of the Year - Best Cruising Sailboat under 38 Ft	Winner	
2014	Dehler 38	European Yacht of the Year - Best Performance Cruiser	Winner	
2014	Dehler 38	Sailing World Boat of the Year - Best Crossover	Winner	 2010/11 Hanse 445
2014	Dehler 38	Voile Magazine - Voilier de l'annee	Winner	
2014	Hanse 385	Asian Marine & Boating Awards	Nominated	
2014	Hanse 575	Asia Boating Awards	Winner	
2014	Hanse 575	Wind and Water Boatshow - Best Sailingyacht	Winner	 2011 Dehler 32
2013/2014	Hanse 345	Arets Segelbat (Yacht of the Year - Crusing Boat)	Winner	
2013	Dehler 38	Internationale Deutsche Meisterschaften - Inshore & Offshore	Winner	
2013	Hanse 345	Vene Bat (Boat of the Show)	Winner	
2013	Hanse 385	Best Boats (Sail Magazine)	Nominated	 2011 Dehler 32
2013	Hanse 415	Best Boats (Sail Magazine)	Nominated	
2013	Hanse 415	Cruising World Boat of the Year	Nominated	
2013	Hanse 415	European Yacht of the Year	Nominated	
2013	Moody AC41	Boat of the Year (Cruising World)	Winner	 2011 Dehler 32
2012	Hanse 345	Boat of the Year (Vela e motore)	Winner	
2012	Hanse 345	Natante dell'anno 2012	Winner	
2012	Hanse 385	Best Sailingyacht (Wind and Water Boatshow, Poland)	Winner	
2012	Hanse 495	Best Boats (Sail Magazine)	Nominated	 2011 Dehler 32
2011	Dehler 32	Croatian Boat of the Year	Nominated	
2011	Dehler 32	European Yacht of the Year	Nominated	
2011	Dehler 45	Croatian Boat of the Year	Winner	
2011	Hanse 445	Croatian Boat of the Year	Nominated	 2011 Dehler 32
2011	Hanse 445	European Yacht of the Year	Nominated	



Financial Calendar - 2020/2021

26 May 2021

Quarterly report about end of March 2021

26 August 2021

Hamburger Investor's Day, Montega AG

27 October 2021

Annual and consolidated financial statements 2020/21

23 November 2021

Annual general Meeting 2021

30 November 2021

Annual report 2020/21