

Für die nächste Ausgabe . Mittwoch, 30. Oktober 2019
For next issue . Wednesday, 30 October 2019

HanseYachts AG: Results 2018/2019

HanseYachts reports the highest turnover in the history of the Group and a strong increase in earnings

- Further sales increase of 8% to EUR 152.0 million
- Best year-end results for more than ten years: EBITDA doubled to EUR 10.9 million

Greifswald, 30.10.2019 – In the past fiscal year 2018/2019 (to 30 June 2019), HanseYachts AG (ISIN: DE000A0KF6M8 / WKN: A0KF6M) achieved the highest revenue in its company history and thus underscored its position as Germany's largest series yacht manufacturer.

In the reporting period (1 July 2018 to 30 June 2019), HanseYachts AG increased aggregate turnover compared to the previous year for the eighth consecutive year. Turnover rose by 8% to EUR 152.0 million (previous year: EUR 140.3 million). This significant increase is due in particular to the increase in market share in the Motor Boat segment. In addition, the measures initiated in the previous fiscal year to increase efficiency are taking effect. Greater production efficiency in the year resulted in lower production costs and, at the same time, significantly higher profit margins. Earnings before interest, taxes, depreciation and amortisation (EBITDA) doubled to EUR 10.9 million (previous year: EUR 5.0 million) - an increase of EUR 5.9 million. The net earnings of EUR 3.3 million generated in the past fiscal year (previous year: loss of EUR -2.3 million) is the best consolidated result since the 2007/2008 fiscal year. Average revenue per boat also improved from EUR 239,000 to a record EUR 250,000; this figure has doubled since 2010/11.

"We generated additional sales of EUR 11.7 million during this fiscal year," says Dr. Jens Gerhardt, CEO HanseYachts AG. "Three new products with outboard engines were successfully launched by Sealine and Fjord. Fjord in particular has contributed to our success as a pioneer of the new boat class "Open Day Boats". Today, more than 500 iconic Fjord boats cruise the world's oceans. This is a very

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large number for a new boat class. In addition, our targeted productivity increases on the shop floor were fully achieved, and we were able to achieve the 8% increase in turnover with fewer employees than in the previous year.”

Further sales growth expected

Towards the end of the last financial year, HanseYachts AG acquired the French boatbuilder Privilège Marine SAS. Privilège is a leading manufacturer of oceangoing luxury catamarans from 16 to 24 metres in length, based on France’s Atlantic coast. For the first time in the history of HanseYachts, sailing and motor catamarans are now also part of the Group’s product portfolio. HanseYachts AG is developing three new products for Privilege: the 510 and 580 Signature sailing catamarans, which stand out due to their innovative interior layout and robust seaworthiness, as well as a particularly high-quality selection of materials; and the motor catamaran Euphorie 5, which combines low consumption and long range with luxury. The inclusion of these new product segments is expected to further increase sales in the current 2019/2020 financial year.

Integration of catamaran production into the Group

The integration of Privilège Marine SAS into the Group will lead to one-off start-up losses in the low single-digit million euro range in the current 2019/2020 financial year. Although all the new products are currently under construction and several advance orders have already been received, long planning and construction periods mean that the first boats will not be launched until early autumn 2020, and thus in the next financial year. The Management Board therefore expects an exceptional fall in EBITDA in the current 2019/20 financial year.

Ende der Pressemitteilung . End of press release

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