

PRESS RELEASE

Tuesday, 27 December 2022

HanseYachts – Business results 2021/22 published.

Significant revenue growth, record order book, high price increases implemented, loss above forecast, exit from loss-making investment, financing secured beyond 2025, positive outlook for 2022/23

HanseYachts AG (ISIN: DE000A0KF6M8, WKN: A0KF6M) has published its annual and consolidated financial statements for 2021/22.

The significant increase in demand and the simultaneous worldwide shortage of the quantity of new boats produced are having a distinctly positive effect on HanseYachts. On the one hand, it was possible to increase sales prices by around 30 per cent in the last twelve months. On the other hand, HanseYachts has an impressively full order book in which existing orders have also been optimised in terms of pricing: In the financial year it has once again increased considerably to an all-time high of almost 270 million euros. This means that production can be planned for far more than two years and capacity can be fully utilised.

"In the past fiscal year, we developed our Confidence 2026 strategy, which is clearly focused on growth, massively reorganised our management team and strengthened it with highly professional experts," says Hanjo Runde, CEO of HanseYachts AG. "The termination of HanseYachts' loss-making investment in the French catamaran manufacturer Privilège Marine, which was completed in October, was a logical step in our strategy to fully focus our development capacities on our core brands. We are increasingly focusing on significantly higher innovation rates and innovation leadership. The extremely successful new face of the yachts of our Hanse brand impressively shows what we can achieve on this path: With over 200 boats already sold, our new Hanse 460 is an absolute bestseller, and the reactions to the recently launched Hanse 510 also prove our approach right."

Turnover and profit development

Turnover increased by 23% to 132.4 million euros in the past financial year. With a total of 568 ships produced and 561 invoiced (previous year 446 and 463) in the Group, the previous year was clearly exceeded, as forecast. Group-wide incoming orders of around 210.6 million euros in the year under review were close to the record level since the company was founded in 1991, the previous year's figure of 234.8 million euros.

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Contrary to the previous year's forecast, high absences due to Corona and war, increased material, personnel and other operating expenses led to a deterioration in earnings before interest, taxes, depreciation and amortisation (EBITDA) to minus 6.2 million euros. Adjusted for the discontinued Privilège Marine business unit and its losses of 7.8 million euros, which will no longer affect the consolidated result in the next financial year, the consolidated net loss for the year amounted to 12.9 million euros.

Outlook

For the 2022/23 financial year, the Executive Board expects order intake to be between 130 million euros and 170 million euros. The Executive Board expects EBITDA in the low positive single-digit million range in the 2022/23 financial year.

"In addition, we have just secured our financing until the end of 2025 and beyond, as well as decided on a capital increase of around 7.7 million euros. Against the backdrop of the unbroken high demand for yachts, the realisation of significantly higher prices even for orders already on hand, our innovative strength and the prospect of supply chains that continue to relax, we look to the future of HanseYachts with great confidence," Runde adds.

The Group financial statements and the Group management report for the 2021/22 financial year are available for download at <https://www.hanseyachtsag.com/de/investor-relations/finanzberichte/>

Media contact:

Boris Heitmann
Communications & Investor Relations
bheitmann@hanseyachtsag.com
+49 (175) 9346672