

PRESS RELEASE

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HanseYachts Closes Business Year With Good Results **Highest turnover since company foundation and EBITDA among the best in 15 years**

After a very good first half year, HanseYachts AG has also closed the entire 2023/2024 financial year with good results according to preliminary figures. The HanseYachts Group's turnover of expected 184.9 million euros was the highest since the company's foundation. The preliminary earnings before interest, taxes, depreciation and amortisation (EBITDA) grew to 11 million euros. At 5.9 percent, the EBITDA margin also reached a satisfactory level. Preliminary consolidated earnings for the business year amounted to 1.8 million euros.

"This successful business year, the second best since fifteen years, is a result of the consistent implementation of our corporate strategy," says Hanjo Runde, CEO of HanseYachts AG. "Adapting to the normalisation after the overheated demand of the past years, we are continuously working hard on further enhancing our competitiveness. We are well positioned, and we are confident that our strategy will prove successful in the long run as well."

"Innovation has been essential in obtaining these good results," says Stefan Zimmermann, COO of HanseYachts AG. "Especially our new models as the Moody DS48 and the Hanse 360 which are both nominated for the prestigious European Yacht of the Year award, or the Hanse 590 and the upcoming FJORD 490 will significantly contribute to our future successful business development."

In the light of the preliminary figures for the past business year and despite the difficult market environment, HanseYachts continues targeting an EBITDA margin of over 10 percent.

Media contact:

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