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CORPORATE PRESS RELEASE OF THE MANAGEMENT BOARD ON THE 1ST QUARTER

HanseYachts AG has a large volume of orders

Thanks to its successful products and excellent value for money ratio, HanseYachts AG has once again succeeded in further expanding its market position against international competition in the 1st quarter. In so doing, we have been able to continue the positive trend of last year in fiscal year 2016/2017: at 31 % the volume of incoming orders in the 1st quarter of fiscal year 2016/2017 is well above the outstanding results of last year — when measured in euros. As a consequence, it was possible to surpass the volume of backlog of orders by 21 % by September, compared to the same reporting period last year.

This large volume of orders can be attributed to successful and consistent implementation of our multiple-brand strategy as well as to development of attractive yachts, such as the new motor yachts Fjord 42 and Sealine F530 as well as such sailing yachts as the Dehler 34, Hanse 315, Hanse 588 and Hanse 675. Additional models are currently under development. In addition to an attractive value for money ratio, it is just the unmistakable product design, the clear design language and the exceptional utilisation factor that represent essential sales criteria for sailing yachts under the "Hanse", "Dehler", "Moody" and "Varianta" brands as well as for motorboats under the "Sealine" and "Fjord" brands.

Economic Climate and Market Situation

The boat market has been showing itself to be stable to slightly growing on both a national and international basis. At the same time, a trend towards motorboats has been observed, which we have been taking into consideration with respect to our investments in new products. For the entire fiscal year 2016/2017, we continue to see positive market opportunities, in particular in the countries along the Mediterranean coast. In Northern Europe, we are expecting demand to remain unchanged at the current stable level. Until now, the new uncertainty caused by the election in the US, the UK-Brexit and the tensions in Turkey have not had any appreciable impact on the course of our business activities.

Turnover and Earnings Situations

In the 1st quarter (July to September 2016) of fiscal year 2016/2017, HanseYachts AG had total revenues of EUR 21.5 million, which were thus 7 % lower than last year. Other operating income amounting to EUR 2.4 million was significantly higher at EUR 2.1 million than last year's figure. This figure includes the gain from the write-up on the "Fjord" brand amounting to EUR 2.2 million.

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The "Fjord" brand was acquired in 2005 and was successfully expanded in the following years. We sell niche products under the "Fjord" brand: the seaworthy Fjord motor yachts have been conceived as powerboats in particular for use inshore. They have a striking design and can also be used for voyages lasting several days. Within the framework of the financial crisis, the sales figures for fiscal year 2008/09 had nevertheless decreased by more than half so that unscheduled write-downs on the brand values in the IFRS consolidated financial statements of HanseYachts AG were necessary for fiscal years 2008/09 and 2009/10. As a result of regularly developed product innovations and improvements, but also brand maintenance such as advertising and exhibitions at boat shows, it has been possible to increase our sales volume significantly. Turnover in the last two fiscal years and the volume of incoming orders during the 1st quarter of fiscal year 2016/17 have confirmed the sustainability of the success of Fjord motorboats on the market, which is the reason that the "Fjord" brand was assigned EUR 2.2 million in the 1st quarter of fiscal year 2016/17.

The materials ratio has improved by 5 % to 56 %. Gross profits have thus increased by EUR 0.6 million to EUR 9.4 million in the first three months of the current fiscal year.

The personnel cost ratio has increased by 5.6 percentage points to 33.2 %. Unlike in previous years, we have not laid off the extra personnel hired to cover seasonal increases in production due to the large volume of incoming orders during the first three months of the current fiscal year. In this case, the benefit of having personnel who are experienced in the work to be done to work through the anticipated orders outweighed the disadvantages of higher ratios of personnel costs and of manufacturing costs to total sales, which were easily manageable time-wise.

Other operating expenses remained nearly unchanged at EUR 3.8 million in a quarterly comparison. As at the end of this quarter, EBITDA (earnings before interest, taxes, depreciation and amortisation) amounted to EUR +0.9 million (EUR -0.9 million last year). At EUR 1.5 million, write-downs were up slightly by EUR 0.2 million. EBIT stood at EUR -0.6 million and thus improved by EUR 1.6 million compared to last year. While taking taxes and financial results into account, the results for this quarter were EUR -1.0 million (1st quarter losses for last year: EUR -2.5 million).

In light of the large volume of backlog of orders, we assume that the positive trend of past fiscal years will also continue into fiscal year 2016/2017 and that we will once again be able to post better overall results than last year for the entire fiscal year.

Financial funds, consisting of bank balances less overdraft facilities actually utilised, had decreased by EUR 0.8 million by the end of September 2016 in comparison to the beginning of this fiscal year on 1 July 2016. Cash flow from operating activities for the 1st quarter of the current fiscal year nevertheless still showed positive if lower cash flow of EUR 0.6 million despite reduced total operating revenues and higher personnel expenses (cash flow for a comparable period last year: EUR +3.7 million).

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Tangible asset investments in new yacht models as well as investments in other assets have led to a commitment of funds amounting to EUR 1.4 million (for a comparable period last year: EUR 1.3 million). Retirement of financial debt realised during this fiscal year led to an outflow of liquidity from financing activities of EUR -0.4 million, the same as last year.

As at 30 September 2016 the equity ratio amounted to 18 % (21% when taking into account a long-term shareholder loan in accordance with the terms of the Bonds 2014/2019).

HanseYachts' Profile: HanseYachts is one of the world's leading boatyards. Sailing yachts are currently being manufactured under the HANSE, MOODY, DEHLER and VARIANTA brands while motor yachts are produced under the FJORD and SEALINE brands in hull lengths ranging from 29 to 67 feet. Including all brands, the palette of products for sailing and motor yachts covers 32 different models. From the very beginning, the concept of our boatyard was to offer technologically sophisticated owner-operated yachts featuring convenient handling and excellent value for money. This, coupled with an innovative design concept, has resulted in the success, with which the HanseGroup does business in its market today. HanseYachts AG has been publicly listed on the General Standard of the Frankfurt Stock Exchange since 9 March 2007. The bearer bonds issued in June 2014 are listed on the Entry Standard for bonds.

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We offer information, extensive photographic material, specifications and much more. Please visit the press area on our website at www.hansegroupp.com