



HanseYachts Aktiengesellschaft
PRESS RELEASE

High Demand and Rising Market Share

Annual financial statements for fiscal year 2006/07 now available

Record sales and earnings

Manufacturing expanded

Greifswald, October 30, 2007 - Fiscal year 2006/07, which closed on July 31, 2007, ended with record sales and earnings for Greifswald's yacht builder, HanseYachts AG. Sales were increased and new market share gained on all major markets.

In fiscal year 2006/07, sales rose by 58.6 percent to Euro 105.2 million (Euro 66.3 million last year). Earnings before taxes (EBT) grew by 91 percent to Euro 11.6 million (Euro 6.1 million last year), while earnings before interest and taxes (EBIT) went up by 77.4 percent to Euro 11.0 million (Euro 6.2 million last year). Group earnings doubled to Euro 7.3 million (Euro 3.7 million last year).

In this fiscal year, a total of 850 yachts were produced (586 last year). At approx. 80 percent, exports accounted for most of them, primarily to the rest of Europe. "Expanding our international network of dealerships has paid off. Exports represent one of the main factors driving our sales," said Michael Schmidt, founder and CEO of HanseYachts AG.

The cost of materials amounted to Euro 73.8 million or 67,9 percent of total revenues of Euro 108,6 million (including revenues, work in progress and own work capitalized). This proportion was slightly above last year's level of 67,7 percent (cost of materials: Euro 45.7 million; total revenues: Euro 67,5 million last year) and reflects the expense involved in starting up motorboat production as well as in expanding the palette of models.

Compared to last year, the average number of employees increased from 284 to 423 persons, owing to the increases in production. In comparison to last year personnel expenses thus rose by Euro 8.4 million to Euro 11.7 million. Thanks to ongoing optimization of manufacturing processes and introduction of assembly-line production for yachts be-



tween 43 and 54 feet in length, the proportion of personnel expenses relative to overall revenues decreased from 12.5 percent last year to 10,7 percent in fiscal year 2006/07.

Equity rose to Euro 64.0 million and the equity to total capital ratio to 70.1 percent (32.0 percent last year) thanks to the proceeds from HanseYachts AG's IPO in March 2007. HanseYachts AG received Euro 49.5 million from its successful stock issue.

The HanseYachts Group's investments have been particularly aimed at expanding its production capacities. At its Greifswald site, a total of Euro 8.7 million was invested in acquiring properties and building new factories as well as expanding production facilities and buildings. In July 2007 construction was begun in Greifswald on a manufacturing facility to produce forms made of glass-reinforced plastics (GRP) or fiberglass. The investment volume planned for this project is around Euro 4.6 million. Moreover, an additional production facility is currently under construction in Goleniów (Poland) for approx. Euro 4.4 million.

Attractive Prospects with New Brands

"Our Fjord motorboats and Moody yachts will provide additional growth. The newly designed Fjords that we have been producing have enjoyed excellent acceptance from the market. In January 2008, we will present our first Moody yacht to the public," Schmidt said.

HanseYachts acquired the premium Moody brand that is richly steeped in tradition in March 2007. Under this brand modern deck-saloon and middle cockpit yachts are to be produced and marketed. Furthermore, optimization in HanseYachts' processing of purchase orders is expected to improve profit margins and lower capital lockup.

HanseYachts AG's annual shareholders' meeting will take place in Greifswald on January 30, 2008.

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Common Code: 028245980

Stock Market Abbreviation: H9Y

www.hanseyachts.com

www.fjordboats.com

www.moodyboats.com



Annual Financial Statements of HanseYachts AG – Key Figures

Group Profit and Loss Statement (Excerpt - IFRS)

In EUR	August 1, 2006 to July 31, 2007	August 1, 2005 to July 31, 2006	Changes
Sales	105 228 389.06	66 333 103.33	58.6%
Cost of materials	(73 763 519.00)	(45 729 106.16)	61.3%
Personnel expenses	(11 666 483.14)	(8 442 361.64)	38.2%
Depreciation	(2 073 127.96)	(1 421 063.25)	45.9%
Earnings before interest and taxes (EBIT)	10 962 281.25	6 186 841.09	77.2%
Financial results	597 500.13	(133 887.07)	n.s.*
Earnings before taxes (EBT)	11 559 781.38	6 052 954.02	91.0%
Group earnings	7 260 743.26	3 650 655.17	98.9%
Earnings per share	1.30	-	n.s.*

* Not specified

Group Balance Sheet (Excerpt - IFRS)

In EUR	July 31, 2007	July 31, 2006
Long-term assets	19 575 167.85	14 014 905.36
Short-term assets	71 807 607.86	15 991 035.37
Equity	64 036 541.74	9 600 992.09
Long-term debt	3 359 115.90	2 898 271.27
Short-term debt	23 987 118.07	17 506 677.37

Group Cash-Flow Statement (Excerpt - IFRS)

In EUR	August 1, 2006 to July 31, 2007	1. August 2005 to July 31, 2006
Cash flow from business activities	10 610 018.85	10 797 166.31
Cash flow from investment activities	(6 880 616.95)	(6 662 749.03)
Cash flow from financial activities	46 682 147.67	(659 003.36)
Financial funds at the end of this period	56 385 290.38	5 973 740.81