

FÜR DIE NÄCHSTE AUSGABE / FOR NEXT ISSUE
Mittwoch, 15. Juni 2011 / Wednesday, 15 June 2011



2nd Interim Financial Report of the Management Board for 2010/11 in Accordance with Article 37x of the Securities Trading Law (WpHG)

- Significant improvement in turnover and performance
- New models have secured a positive situation with orders
- Outlook for all of fiscal year 2010/11
- Return to positive figures expected for 2011/12

Economic Climate and Market Situation

The economic upswing is continuing. In so doing, economic developments in those markets that are relevant for our business are not proceeding uniformly. While Northern Europe has continued to stabilise, it is not possible to make a uniform statement about the Southern European economies.

All in all, the European market for water sports has been steadily recovering in the current fiscal year. The Northern European markets have been displaying positive developments. In South-eastern Europe, we have also been able to increase our sales volume.

Nevertheless, our sale prices have remained under pressure. In some markets, measures to promote sales have been necessary, such as an increased presence at boat shows and support of our network of dealers via special promotions. Overall we are experiencing an appreciable improvement in the market situation.

A significant part has been contributed to the positive developments in turnover by new developments in our products, an attractive pricing policy and extensive presentation of our products at boat shows. All in all, there has been a very welcome tendency towards higher-value boats.

Earnings and Financial Position

Turnover for the HanseYachts Group during the first 9 months of fiscal year 2010/11 amounted to EUR 46.7M and was thus 10.7% above last year's figure at EUR 42.2M. The increase in total revenues is even more significant. This amounted to EUR 57.3M and has thus surpassed last year's figure by

Hausanschrift/Business Address
Postanschrift/Postal Address
Tel, Fax /phone, fax

HanseYachts AG
Salinenstraße 22 . 17489 Greifswald
Postfach 3165 . 17461 Greifswald
Tel +49 3834 5792-20 . Fax +49 3834 5792-81 . www.hansegroupp.com

Kontakt/Contact
Hausanschrift/Business Address
Postanschrift/Postal Address
Tel, Fax, E-Mail/phone, fax, e-mail

Christian Gerstenberger
Salinenstraße 22 . 17489 Greifswald
Postfach 3165 . 17461 Greifswald
Tel +49 3834 5792-25 . Fax +49 3834 5792-81 . ir@hanseyachts.com . www.hansegroupp.com



INVESTOR RELATIONS

HanseGroup

FÜR DIE NÄCHSTE AUSGABE / FOR NEXT ISSUE

Mittwoch, 15. Juni 2011 / Wednesday, 15 June 2011

13.2%. In comparison to the same period last year, the ratio of cost of materials to total operating revenues has remained unchanged at 63.6% of total revenues.

In the first nine months of the present fiscal year, we had gross profits of EUR 20.8M (EUR 18.4M last year).

Despite the substantial increase in total revenues, personnel costs have risen disproportionately by 4.2%. The ratio of personnel costs to total revenues improved by 2.1 percentage points to 24.7% (26.8% last year). Other operating expenses rose from 19.9% to 20.6% of total revenues. This absolute increase has primarily been caused by higher marketing and advertising costs (EUR 0.8M) as well as higher energy expenditures (EUR 0.5M).

Earnings before interest, taxes, depreciation and amortisation (EBITDA) has improved by EUR 0.2M to EUR - 4.0M. Write downs amounted to EUR 3M (EUR 3.1M last year). EBIT has thus improved by EUR 0.3M from EUR - 7.3M last year to EUR - 7.0M.

From 1 February till 30 April 2011, we realised consolidated turnover of EUR 20.3M (EUR 19.8M last year). Total revenues amounted to EUR 24.7M after EUR 22.5M last year. Gross profits were EUR 9.3M (EUR 7.2M last year); EBITDA was EUR 0.9M (EUR 1.1M last year).

Operative cash flow for the first 9 months of the current fiscal year was EUR - 7.2M compared to last year (EUR - 2.7M). The reason for this has primarily been the availability of EUR 3.8M higher working capital, essentially consisting of finished and unfinished boats. Reduction of the working capital base will take place as scheduled in the coming months by delivering these boats to our dealers and end-consumers.

Expenditures for investments were EUR 1.2 million (EUR 1.6M last year).

To be better able to compare current results with those of last year, the changes in presentation for the previous year have been eliminated that were undertaken in the course of this year.

FÜR DIE NÄCHSTE AUSGABE / FOR NEXT ISSUE

Mittwoch, 15. Juni 2011 / Wednesday, 15 June 2011

Measures and Outlook for the Entire Fiscal Year 2010/11 and for the Coming Fiscal Year 2011/12

Our situation with new orders is now considerably better than it was last year after investing significantly in new models and in expanding our market presence, also in non-European countries, during the early months of this fiscal year. As at the end of April, incoming orders are 38% above the level for the same period last year and will thus already extend into the next fiscal year. Sales of larger boats with larger profit margins have also noticeably increased.

By the same token, we have been observing that the group brands, Dehler, Moody and Fjord, have been able to raise their turnover disproportionately.

Thanks to consistent development policies, we have now succeeded in bringing out new models on the market faster and more economically. In addition to continuing to develop our palette of models, however, our development activities are currently focussed on measures to improve our commercial results. At present, we are creating a technical basis for these measures by involving all of the operating divisions essential to production as well as our external development partners. By further reduction of complexity and by cross-model standardization of production processes, we can achieve an increase in manufacturing efficiency while at the same time minimizing the variety of parts. The findings of the current project will flow into the pending new developments.

In accordance with the seasonality of our business, the remaining months of this fiscal year will be devoted to completing and delivering pending orders for the current season as well as developing and constructing the prototypes and exhibition boats for the autumn shows and trade fairs. In this regard, we expect positive monthly results and cash flow from our business operations.

For all of fiscal year 2010/11, we expect an increase in total operating revenues on the order of about 10% as well as a significant improvement in earnings compared to last year.

We are looking forward into a positive coming 2011/12 fiscal year. Our model policy has been confirmed by our present incoming orders and we are expecting turnover to continue to rise in future. Our measures to reduce complexity and increase efficiency are on track. Consequently, we are expecting our year-end results to turn out positively again. A return to the level of turnover prior to the economic crisis should be feasible in the coming two years.



INVESTOR RELATIONS

HanseGroup

FÜR DIE NÄCHSTE AUSGABE / FOR NEXT ISSUE

Mittwoch, 15. Juni 2011 / Wednesday, 15 June 2011

About HanseYachts: HanseYachts is one of the leading yacht manufacturers in Europe. Sailing yachts are currently being built under the HANSE, MOODY, DEHLER and VARIANTA brands and motor yachts under the FJORD brand, all of which range in length from 18 to 63 feet. From the very beginning, the concept of this boatyard was to offer technologically sophisticated, owner-operated yachts that are convenient to operate and represent excellent value for money. That, coupled with innovative design concepts, has resulted in the success, with which the HanseYachts Group has established itself on the market today. Since March 2007 HanseYachts AG has been publicly listed on the General Standard of the Frankfurt Stock Exchange.

Ende / End

Additional information, extensive photographic material, specifications and much more can be found on our website in the press section of HanseYachts Aktiengesellschaft. Go to the press section on our website at: www.hansegroup.com.

Hausanschrift/Business Address
Postanschrift/Postal Address
Tel, Fax /phone, fax

HanseYachts AG
Salinenstraße 22 . 17489 Greifswald
Postfach 3165 . 17461 Greifswald
Tel +49 3834 5792-20 . Fax +49 3834 5792-81 . www.hansegroup.com

Kontakt/Contact
Hausanschrift/Business Address
Postanschrift/Postal Address
Tel, Fax, E-Mail/phone, fax, e-mail

Christian Gerstenberger
Salinenstraße 22 . 17489 Greifswald
Postfach 3165 . 17461 Greifswald
Tel +49 3834 5792-25 . Fax +49 3834 5792-81 . ir@hanseyachts.com . www.hansegroup.com