

Greifswald, 10 December 2008

## Interim Financial Report for the 1st & 2nd Quarters of 2008/09 in Accordance with Article 37x of the German Securities Trading Law (WpHG)

Financial crisis causing reluctance to buy on the part of consumers in the market for water sports

Key earnings indicators significantly down in the first three months

HanseYachts has introduced countermeasures

HanseYachts shows strong presence at Boat Show where its products are well received

Cautious outlook for all of fiscal year 2008/09

### Earnings and financial situation

In the first three months of fiscal year 2008/09 from 1 August to 31 October 2008, the financial crisis has unmistakably left its mark on the HanseYachts Group. If the impact of the crisis was still only barely noticeable at the end of fiscal year 2007/08, the overall economic framework worsened nearly on a daily basis in September and October.

The HanseYachts Group could also not completely avoid being affected by these external factors and suffered serious setbacks in some of its key earnings indicators compared to last year. In addition to the usual seasonal adjustments occurring every autumn, this year we are feeling strong uncertainty among our customers and significant restraint to buy.

Consequently, Group sales revenues for the first quarter fell around 36 % compared to last year down to EUR 12.2 million (EUR 19.1 million last year); HanseYachts' overall performance for the period reported here, consisting of revenues, changes in inventories and own work capitalised, dropped by ca. 26 % from EUR 25.6 million to EUR 18.8 million.

The lower costs for materials resulting from that drop could not offset the decrease in earnings so that gross earnings of EUR 6.2 million fell 27 % to EUR 4.6 million.

HanseYachts' greatly expanded capacities occasioned by years of growth together with the fixed costs resulting there from have led to disproportionately greater costs than in comparison to last year.

S. / p. 1/4

As a consequence, EBIT has decreased from EUR -0.3 million to EUR -5.1 million due to higher personnel and administrative expenditures as well as write-downs. Nevertheless, consideration should be given to the fact that approx. EUR 1.0 million in charges from foreign currency translation within the HanseYachts Group should be classified as non-cash transactions. Consolidated net losses after taxes amounted to EUR -3.8 million after balanced results for the same period last year.

While approx. EUR 8 million was still invested in expanding and up scaling capacities last year, cash flow for investments in the first three months of fiscal year 2008/09 was only EUR 0.5 million. This is attributable to the fact that the HanseYachts Group had successfully completed its key investments in fiscal year 2007/08.

HanseYachts' working capital, consisting of inventories and trade receivables, minus payments received from customers in advance and trade payables, rose to EUR 20.3 million due to seasonal influences and by virtue of manufacturing boats for trade fairs as well as some standard vessels while at the same time retiring EUR 6.7 million in debt. The HanseYachts Group's liquid funds amounted to around EUR 11.8 million at the end of the 1st quarter on 31 October.

## Countermeasures

In reaction to these developments, all relevant cost-driving factors have been, and will continue to be, systematically analysed and commensurate measures to reduce costs have been introduced. This includes reducing inventories, negotiating better prices on the purchasing side, cutting administrative costs as well as adjustments at our subsidiaries. Nevertheless, drastic measures in the area of personnel have also become inevitable. Consequently, 110 employees of HanseYachts AG were given their redundancy slips at the end of October. Moreover, application was made for short-time working for various departments as at November 2008; it went into effect for the first time in December.

We do not consider initiating an aggressive discount policy in order to promote sales as a suitable means for operating profitably during periods of crisis. What is important is to counteract uncertainty in our customers and to strengthen confidence in our brands and products by means of an expanded array of services.

In addition customer-oriented service should be maintained both on a personal and geographical basis. We have thus been strengthening our presence on the Baltic and Mediterranean Seas with our own high-performance delivery and service centres.

In this difficult market climate, we will also continue to invest in developing new models for all three brands: Hanse, Moody and Fjord; in this fiscal year we intend to bring four additional new developments with greatly varying dimensions to market and thus address additional target groups.

S. / p. 2/4

## Demand for HanseYachts' products and presence at boat shows

In past months events have shown that HanseYachts has chosen a viable course with its three-brand strategy—even in such a crisis. Hanse, Moody and Fjord are represented at all major boat shows worldwide. Some markets have been reacting quite differently at times. We offer attractive equipment packages that are custom-tailored to the needs and wishes of the respective markets.

A clear emphasis has been focused on expanding our market share in our home market, the Baltic Sea, on the one hand and firming up our positions in the Mediterranean and Adriatic Sea markets.

In the last quarter, we further strengthened our marketing department and have taken advantage of the opportunity to support our network of international dealers in order to exert centralised control of our Hanse, Moody and Fjord brands. Thanks to our quick reaction times between receiving orders and going into production, we can respond very flexibly to any changes in the markets. Hanse's typical modular construction permits us to have a wide variety of models, even with our assembly-line production, and flexible and short-term response to customers' needs and wishes.

After the Fjord 40 Open was voted the 2008 European Powerboat of the Year, we were thrilled at the nomination of the Moody 45 Decksaloon for the 2009 European Yacht of the Year award. For the sixth time prominent journalists from leading European trade magazines have selected the best sailing yachts and motorboats from approx. 90 new entries.

In addition to the Deck-saloon line, we have expanded the palette of Moody products with the new Classic line.

In the Classic line we are working with traditional style elements such as high-gloss mahogany and rattan in the interiors; on deck state-of-the-art technology ensures top sailing convenience. The world premier of the Moody 41 Classic took place at the Hanseboot Boat Show in Hamburg. The response was very encouraging. The follow-up model, Moody 45 Classic, will be introduced at its world premier at the Düsseldorf Boat Show in January.

The Hanse 400 was launched as a new model at the start of the season in August 2008 and thanks to its new double-rudder assembly has already found many buyers. At the Boat Show in Düsseldorf we will display a newly equipped Hanse 470 that offers customers an attractive base price and even more possibilities for outfitting it.

We have been particularly delighted by the positive response to the Moody Classic and the steady flow of orders for the Moody 45 Decksaloon.

S. / p. 3/4

## Outlook for all of 2008/09

The constantly changing and steadily worsening overall economic framework prevents us from being able to undertake viable corporate planning and only allows us to offer forecasts about trends.

We are currently not expecting the market climate to improve any time soon. For the current fiscal year, not even our successful placement of new models on the market and penetration into new markets will suffice to prevent significant decreases in turnover and earnings in comparison to last year. Nevertheless we still consider our Group well equipped to meet the crisis with its multi-brand strategy with outstanding products, its conservative financing structure and its equity-to-total capital ratio of over 70 %. According to our present estimates, we expect to be able to offset the negative results from the 1st quarter of fiscal year 2008/09 by the end of the fiscal year in July 2009. In this connection we are assuming a seasonal course of events that is typical for the water-sports market that is usually marked by increased demand in the spring.

## About HanseYachts

HanseYachts is one of the fastest growing yacht shipyards in Europe. Sailing yachts under the Hanse and Moody brands as well as motor yachts under the Fjord brand are currently being built that range from 24 ft to 63 ft. In 2008 HanseYachts AG is celebrating the 15th anniversary of the HANSE brand. Under this brand the first sailing yacht produced on an assembly line, the Hanse 291, was manufactured in Greifswald in 1993. From the very beginning the concept of our shipyard was to offer technologically sophisticated yachts for private ownership with convenient handling and outstanding value for money. This, coupled with an innovative design concept, has resulted in the success, which HanseYachts enjoys in its markets today. HanseYachts AG has also been publicly listed on the General Standard of the Frankfurt Stock Exchange since March 2007.

International Securities Identification Number (ISIN): DE000A0KF6M8

Securities Code Number (SCN): A0KF6M

Common Code: 028245980

Stock Market Abbreviation: H9Y

[www.hanseyachts.com](http://www.hanseyachts.com) | [www.fjordboats.com](http://www.fjordboats.com) | [www.moodyboats.com](http://www.moodyboats.com)

S. / p. 4/4