



INVESTOR RELATIONS

HanseGroup

FÜR DIE NÄCHSTE AUSGABE / FOR NEXT ISSUE
Mittwoch, 14. November 2012 / Wednesday, 14 November 2012

1st Interim Financial Report of the Management Board for 2012/13 in Accordance with Article 37x of the Securities Trading Law (WPHG)

- Economic climate and market situation
- Earnings and financial situation
- Outlook for the further course of this year's business

Economic Climate and Market Situation

The overall economic situation in the area of our main sales volume, Europe, remains unchanged and tense. The main reasons for this are the budget deficits in Southern European countries that have also been accompanied by high unemployment and low demand. In Germany the economic situation has been declared satisfactory; in particular the autumn boat show in Hamburg was considered a success. There are still no prospects for a quick recovery in the countries of the Euro zone.

Concentration in our sector has continued to advance so that the market has become increasingly dominated by a few major manufacturers. Within our sector, there is marked competition that has been particularly reflected in competing for the best value for money.

We have been actively meeting this competition by presenting this year's new developments as well as improved versions of current models that we have been extensively presenting at relevant boat shows. At the most recent boat show, Hanseboot in Hamburg, which ended on 4 November, we sold about 30 % more yachts than we did the year before.

Earnings and Financial Situation

The 1st quarter of fiscal year 2012/2013 covers the months of July through September 2012. Compared to last year, total revenues for this period dropped 32 % to EUR 14.9 million and turnover revenues sank by EUR 2.2 million. In the period reported here, we succeeded in reducing inventories

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by EUR 3.8 million and thus avoided an increase in this item as in the previous year.

At 61%, the ratio of cost of materials to total operating revenues was 3 percentage points better than last year's figure. In total the gross profit margin has increased by 1.9 % to 22.4 % (in absolute terms: EUR 3.3 million; EUR 4.5 million last year).

Personnel costs have slightly risen by EUR 0.1 million compared to last year. Other operating expenses were significantly above last year's figure; in absolute terms they rose by EUR 1.0 million. In this connection, expenses incurred for improvements in productivity and results have made themselves felt. Earnings before interest, taxes, depreciation and amortisation (EBITDA) decreased by EUR 2.0 million to - EUR 2.3 million. Write-downs remained unchanged at EUR 1.0 million. Consequently, EBIT has also decreased by EUR 2.0 million to - EUR 3.3 million.

Operative cash flow for the first 3 months of the current fiscal year at - EUR 0.3 million has indicated a significantly lower consumption of resources compared to last year (- EUR 0.7 million). The reason for this was substantially less working capital. Expenditures for investments were EUR 1.8 million (EUR 1.1 million last year).

Our ratio of equity to total capital is 35 %.

Outlook for the Further Course of this Year's Business

The market climate continues to be challenging due to the overall economic uncertainty and toughness of the competitive situation.

With the aid of our majority shareholder, we are continuing to implement the measures resolved in passed months to increase productivity. We are expecting an optimisation of our operational flows as well as higher standardisation and industrialisation of our operational processes over the short to medium term.

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With our clearly established multiple-brand strategy as well as a broad and trend-setting palette of models, we are very well positioned with respect to our competitors. We will present our new and successful models at the major boat shows in Paris and Düsseldorf.

For fiscal year 2012/2013, we are expecting stable turnover. However, our margins will continue to be under pressure owing to the ongoing price war. Our financial results should develop positively in light of the current implementation of optimisation measures to reduce the cost of materials and personnel costs relative to total operating revenues, to increase productivity as well as closing down distribution enterprises abroad that have been plagued by losses and the recent relocation of the production of Dehler yachts from Freienohl (North Rhine-Westphalia) to our company's main production venue in Greifswald. For all of fiscal year 2012/2013, we expect a significant improvement in the development of our results.

Mr Sven Göbel was named to HanseYachts' management board—effective 11 July 2012. Mr Göbel has been working as a consultant for HanseYachts AG since May 2012. Mr Göbel is now responsible for the areas of accounting and controlling, personnel, EDP, procurement and purchasing, production, logistics as well as work preparation. Dr. Gerhardt is now responsible for marketing, distribution, technical development, quality assurance and after sales. Mr Stüpfert is responsible for restructuring. On 31 October 2012 Dr. Peter Barth resigned his position on the management board. We would like to thank Dr. Peter Barth for working with us on the Board and we wish him much success and all the best for the future.

About HanseYachts: HanseYachts is one of the leading yacht manufacturers worldwide. Sailing yachts are currently being built under the HANSE, MOODY and DEHLER 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,

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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.

End of Text

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.hanseyachts.com.

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