

An aerial, high-angle photograph of a luxury yacht's deck. The deck is finished with light-colored teak planking. A white cabin structure with large windows is visible, along with a stainless steel railing. The yacht is on a deep blue sea, and the water's surface is visible in the lower right corner. The overall scene is bright and clear, suggesting a sunny day.

HanseYachts AG

FY 2020/21 EARNINGS CALL

October 18, 2021

Record level of new orders in 2020/2021



Record order intake for sailing and motor yachts and catamarans: EUR 234.8 million (+94% from Q4 2019/2020). Slot planning until year 2023.

Revenues and EBITDA lower due to coronavirus pandemic

Supply chain disruption resulting from the coronavirus pandemic led to lower productivity

Material cost on same level as prior year despite price increases due to optimization projects

Very secure liquidity position

Main shareholder made capital increase of Eur 11,8 Mio in January 2021 by debt equity swap of all interest and noninterest bearing liabilities. (Cash capital increase of Eur 1,5 Mio for all shareholders already in December 2020)

Management Statement for 2020/21

KEY FIGURES TABLE	01.07.2020- 30.06.2021	01.07.2019- 30.06.2020	01.07.2018- 30.06.2019	01.07.2017- 30.06.2018
EUR million	1)			
Turnover	120,8	128,4	152,0	140,3
Cost of materials in % of total output	54%	54%	56%	57%
EBITDA	-2,3	3,8	10,9	5,0
Order intake	234,8	120,9	120,3	142,7

1) 2019/20: including initial consolidation of Privilège Marine SAS

- Order intake of more than 1.000 boats with a volume of 234,8 mEUR (+up by 94%). Production slot planning for some type of ships reach until year 2023.
- Digital web-based marketing successful
- Revenues in 2020/2021 EUR 120,8 million; lower than the year-ago level due to the coronavirus pandemic incl. 2 months short-time work (Kurzarbeit)
- Very safe liquidity situation due to:
 - Positive cash flow from operating activities in the amount of EUR 8.7 million, as compared to EUR 3.7 million in prior year because high number of new orders led to higher customer-downpayments which overruled lower EBITDA
 - Fresh liquidity from banks in September 2020

Current Trading

Profit and loss statement FY 2020/21 in EUR million

in MEUR	01.07.2019- 30.06.2020	01.07.2020- 30.06.2021
Turnover	128,4	120,8
Work in progress	9,1	0,2
Capitalized costs	2,6	1,9
Operating performance	140,1	122,9
Other income	4,1	3,2
Cost of material	-75,7	-66,4
Cost of material in %	-54%	-54%
Labor costs	-43,0	-42,3
Labor costs in %	-31%	-34%
Other expenses	-21,7	-19,7
EBITDA	3,8	-2,3
Depreciation	-18,2	-5,8
EBIT	-14,4	-8,2
Financial result	-1,3	-1,3
EBT	-15,7	-9,4
Taxes	-0,2	0,4
Profit/Loss	-15,9	-9,0

- ▶ Turnover lower due to coronavirus pandemic, only 9 months of production
- ▶ Decline in operating performance as a result of lower new orders in spring / summer 2020 which led to production freeze in Aug/Sep 2020
- ▶ Global supply chain disruption resulting from the coronavirus pandemic hit HanseYachts AG and leads to lower productivity since January 2021
- ▶ Labor cost ratio in % increased due to lower operating performance; no reduction of well skilled employees in order to be able to speed up production as soon as corona makes it possible
- ▶ Improvement in other expenses due to lack of trade fair costs



NOMINATED 2022

460
Hanse 

Principle dimensions

LOA		14.60 m	47' 11"
Hull length		13.87 m	45' 6"
LWL		13.05 m	42' 10"
Beam		4.79 m	15' 9"
Draft			
shallow keel		1.75 m	5' 9"
L-keel, medium		2.25 m	7' 5"
Displacement			
L-keel, medium	approx.	12.60 t	27,778 lbs
Engine Diesel			
standard	approx.	57 PS	57 hp
option	approx.	80 PS	80 hp
Fuel tank	approx.	210 l	55 gal
Fresh water	approx.	450 l	119 gal
CE Certificate	A - 12		
Design	Berret - Racoupeau		
Interior	Berret - Racoupeau		

Mast length above WL	approx.	21.90 m	71' 10"
Upwind sail area	approx.	114.00 m ²	1,227 sq ft
Downwind sail area	approx.	234.00 m ²	2,519 sq ft
Main sail	approx.	64.00 m ²	689 sq ft
Jib	approx.	42.00 m ²	452 sq ft
Genoa	approx.	50.00 m ²	538 sq ft
Reacher	approx.	78.00 m ²	840 sq ft
Gennaker	approx.	170.00 m ²	1,830 sq ft

Base Price 270900€ excl. VAT
 Launch 24.06.2021
 Sold Boats 153









Ryck 280



- ❖ Price: 58.690 €
- ❖ Loa: 9.51 mt
- ❖ Beam: 2,81 m
- ❖ Disp: 2,07 t
- ❖ Engine: Outboard Max 1 x 350HP
- ❖ Fuel: 300 L



Fjord 53 XL



- ❖ Price: 1.149.000 €
- ❖ Loa: 16.70 mt
- ❖ Beam: 4,79 m
- ❖ Disp: 17,8 t
- ❖ Engine: Volvo IPS 700
- ❖ Fuel: 2080 L



Sealine S390



- ❖ Price: 344.950 €
- ❖ Loa: 11,99 mt
- ❖ Beam: 3,85 m
- ❖ Disp: 10,52 t
- ❖ Engine: Volvo D4 320HP
- ❖ Fuel: 900 L



Sealine S335



- ❖ Price: 214.950 €
- ❖ Loa: 10.31 mt
- ❖ Beam: 3,50 m
- ❖ Disp: 6,14 t
- ❖ Engine: Volvo D3-220HP
- ❖ Fuel: 570 L



Sealine S335v



- ❖ Price: 158.950 €
- ❖ Loa: 10.31 mt
- ❖ Beam: 3,50 m
- ❖ Disp: 6,14 t
- ❖ Engine: 2 outboard max 300HP
- ❖ Fuel: 570 L



BDI official Opening

2. September 2021



Together with the subsidiary TTS (Technologie Tworzyw Sztucznych Sp. Z.o.o.), Dr. Jens Gerhardt, Sales Director, Raoul Bajorat, Development Manager and Maciej Twardowski, CEO of TTS now opened the Baltic Design Institute in Szczecin, Poland

- 40 guests from politic and water sports industry attended
- Among Deputy Marshal of the Voivodeship, Stanisław Wziątek, the Mayor of Szczecin, Piotr Krzystek, and the President of the Regional Sailing Association, Marcin Raubo
- Currently they have seven employees and will increase to 20 in the next three years



France

Cannes 07. – 12. September 2021



USA

Annapolis 14. – 18. October 2021



7 Growth projects started

Official midterm Target



EUR 200m Revenue
10% EBITDA

Current growth projects

- 1 Build Showroom at headquarters in Greifswald
- 2 Digitalizing the Boatshow & ramp up AI
- 3 Expanding R&D
- 4 Expand into Outboard market
- 5 Triple catamaran capacity in France
- 6 Double capacity Poland
- 7 Building the Green Factory



Financial Calendar - 2021/2022

21. October 2021

Market Capital Conference Family Office Day

23. November 2021

Annual shareholders' meeting 2021

29. November 2021

Quarterly report Q1 2021/22

30. November 2021

Annual report 2020/21

07./08. December 2021

32. MKK Munich Market Capital Conference

28. February 2022

Six months report 2021/22

30. May 2022

Quarterly report Q3 2021/22