



PRESENTATION OF THE COMPANY



Hobie Cat Europe, The N°1 sport Cat manufacturer in the world, produce and distribute a whole range of sport catamarans covering over **30 countries**. Its distribution network, with more than **60 dealers**, covers not only Europe and Scandinavia but also the Middle-East, and Africa.

Thanks to the activity of the International Hobie Class Association (**I.H.C.A.**) one of the greatest and most dynamical class Associations in the world, Hobie Cats **are sailed in more than 80 countries**. Information www.hobieclass.com and in Europe www.haveahobieday.com.



In Toulon, Southern France, a modern factory, employing over **100 people**, Hobie Cat Europe has been developing more than **28 models of catamarans over the last 30 years**. In the range, there are in particular 6 International ISAF classes : Hobie Cat 14, 16, 17, 18 , Hobie Tiger and Hobie Dragon. The ISAF Class status allows the class association to organise world championships each year. Thanks to the sport, an immediate connection to tourism is then strongly reinforced.



Hobie Cat Europe is a French innovative company that launched **two new boats in 1999** (Hobie Dragon, & Hobie 18 Pacific) **one new boat in 2000** (Hobie Fox), **one new 17-foot single handed in 2001** (Hobie FX-One) **two polyethylene catamarans in 2002** : Hobie Teddy (13 feet) the Hobie Bravo (13 foot) and Hobie Getaway (16 feet), **two polyethylene catamarans in 2003** : **Hobie Catsy** (12 pieds) and **Hobie Twixxy** (14 foot) and in 2004 the **Hobie Max**. **2005** saw the birth of the **Hobie Advance**, a 12 foot rotomoulded polythene model which completes this range



The Polythelene range was developed starting in the year 2000, in order to accommodate the sailing club market. This is the result of a permanent attention to the market's needs. Moreover, in a view to constantly improve the service to the market Hobie Cat Europe has been led to invest in the **modernisation of its production facilities** and to reorganise all functions and departments inside the company. (Forwarding, warehouse, logistics, sales and commercial support).

Internet web site : www.hobie-cat.net



ASSOCIATION : HOW IT WORKS

Our goal is to support each National Hobie Class Association and to promote One Design Class Racing.

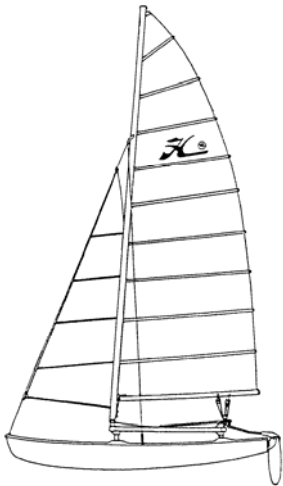
This is why Hobie Cat Europe pay, along with their dealers an annual support to the IHCA and EHCA.

Each National Class Association submit :

- ⇒ An annual activity report
- ⇒ A detailed budget
- ⇒ A programme explaining how these funds will be used to be approved by the EHCA Executive Committee

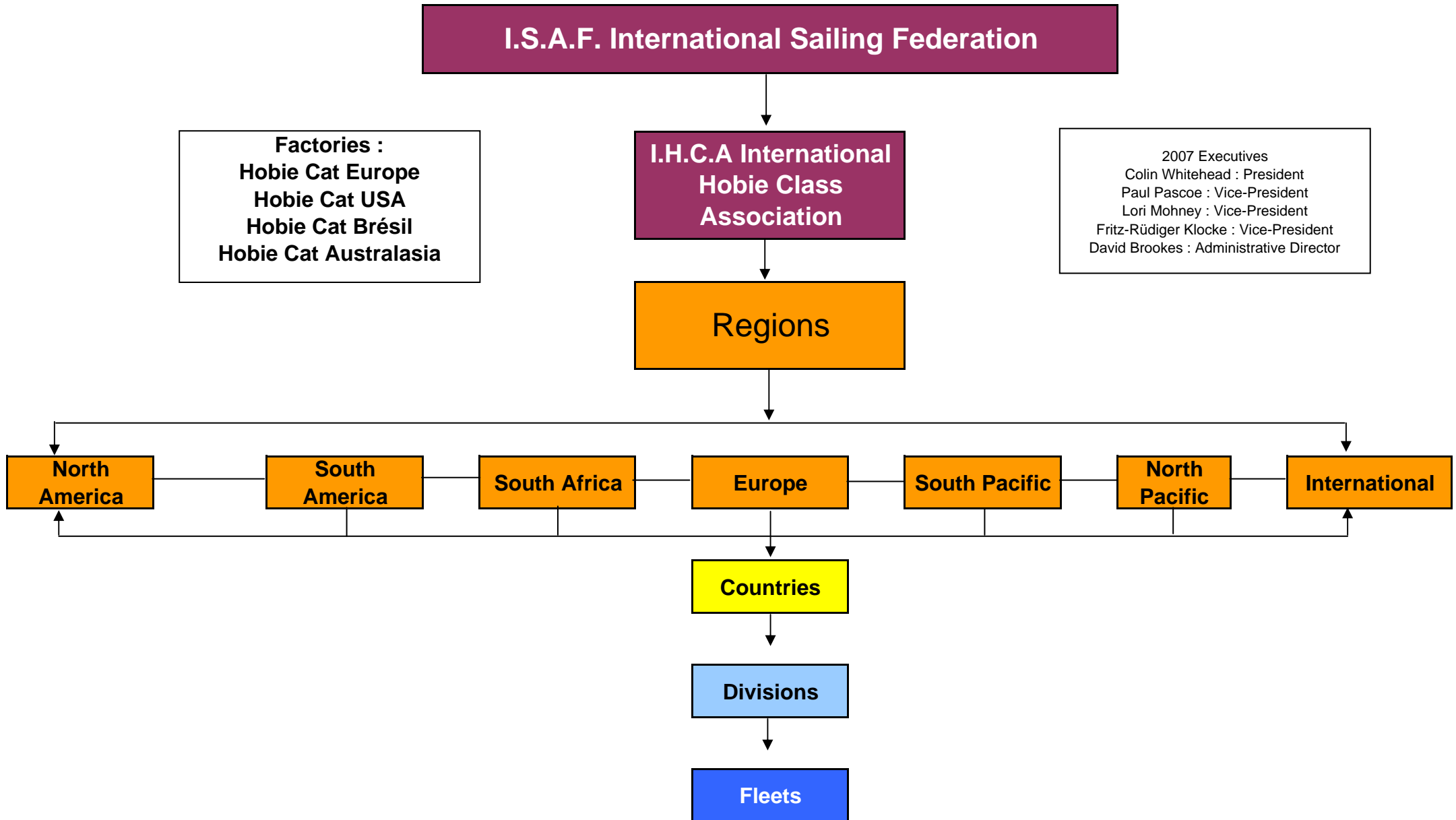
This budget must be used during the current year and presented for approval prior to Dec 31st of each year.

The following charts explains the organisation of both IHCA and EHCA.



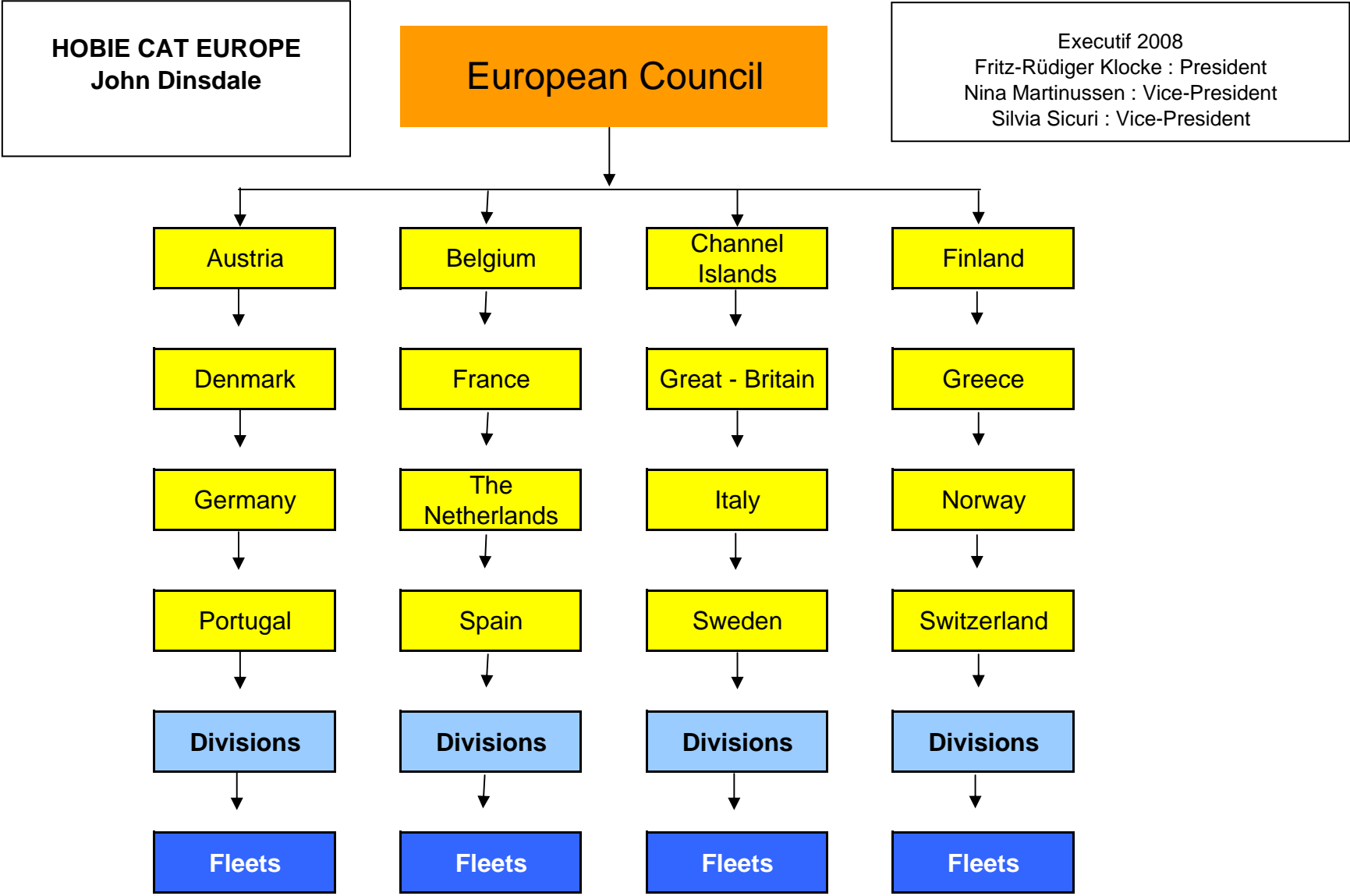
Organisational Chart

International Hobie Class Association



Organisational Chart

European Hobie Class Association





BOAT SHOWS IN EUROPE

Participation of Hobie Cat in different boat shows :

- ◆ Copenhagen (Feb/Mar)
- ◆ Munich (Feb)
- ◆ Tulln (Mar)
- ◆ Oslo (Mar)
- ◆ Genoa (Oct)
- ◆ Hamburg (Nov)
- ◆ Barcelona (Nov)
- ◆ Paris (Dec.)
- ◆ London (Jan)
- ◆ Düsseldorf (Jan)
- ◆ Madrid (Mar)
- ◆ Helsinki (Feb)
- ◆ Ghent (Feb)
- ◆ Amsterdam (March)
- ◆ Stockholm (March & Nov)



The Hobie Cat trademarks are exposed and seen in all boats shows in Europe by **more than 1 million people each year.**

Hobie Cat participation in all main boat shows in Europe is made in co-operation with local dealers or importers.

The main boat show for Hobie Cat is probably the **Paris Boat Show** which takes place each year beginning of December. Hobie Cat Europe has been exhibiting at the Paris boat show for over 20 years.

The majority of French dealers (around 15 out of 20) attend this boat show on the **Hobie Cat stand which is 350 sqm large**, and the largest stand in the area of sports catamarans.





SPORT AND PROMOTIONAL EVENTS

A great number of Hobie class regattas are organised each year, either through the national Hobie Class Associations, or through the dealers and local fleets. All major events such as world championships are organised by the IHCA and European Championships are organised by EHCA.



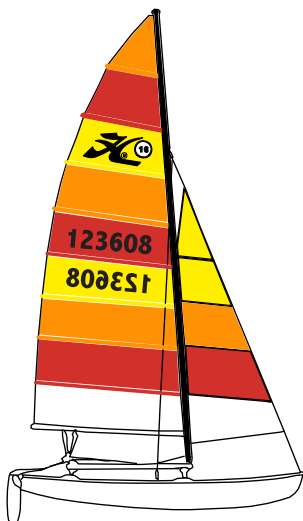
⇒ See the association web site :
EHCA : www.haveahobieday.com
IHCA : www.hobieclass.com

All major class events (National, European and World championships) are co-ordinated through the regatta department of **Hobie Cat Europe which deals with all promotional aspects** involved with these events.

⇒ Information on the past Hobie World Championships can be found on the following web site :

www.hobieworlds.com

Hobie Cat also participates in many **open racing regatta, mainly F18 regattas**, thus promoting the **Hobie Tiger** that appears to be one of the most competitive high performance catamaran, and **also the F20 class with the Hobie Fox.**





HOBIE CAT RANGE

The Hobie Cat Range can be divided in three main parts :

- Institutional market (clubs, sailing school, rental operators, hotel beach resorts....)
- Regatta market (ISAF International recognised status)
- Cruising and long distance race

INSTITUTIONAL MARKET

Hobie Bravo

Ideal boat for the initiation of young sailors, and with which the older will also have fun to sail. It is light, easy to transport, to handle, to assemble and launch. This 13-foot cat has very solid polyethylene rotomoulded ensuring a good floatability and is simple and safe, ideal to learn how to sail a catamaran on.



Hobie Wave

The Hobie Wave combines easy assembly, easy transportation (car toppable) and easy handling, fun and speed too. It is ideal for families, beginners and young people. This is not the only reason why the clubs and sailing schools have adopted it : it is also as economical as it is pleasant to sail.



Hobie Catsy

One of the latest catamarans from Hobie Cat Europe, the Hobie Catsy is part of the Hobie rotomoulded polyethylene family of catamarans ranging from 11 to 16 feet. With a length of 3,10m, everything on board has been based on simplicity and safety thus allowing the youngest entry-level sailors to discover the fun of catamaran sailing and surfing techniques.





Hobie Advance

Designed for the discovery of catamaran sailing, the 12 foot Hobie Advance completes the polyethylene beach catamaran range. As with of Hobie Catamarans, the majority of its spare parts are common with other models, this reduces the production and inventory costs.



Hobie Teddy

The first model of the Hobie Cat Europe polyethylene range, the Hobie Teddy specially designed to meet the sailing club requirements. It is the ideal catamaran for the initiation of young people to sailing. 13-foot-long, with solid rotomoulded 3-layer polyethylene hulls, it allows great floatability and is simple and safe to learn how to sail a catamaran.



Hobie Twixxy

Big brother of the Teddy, the Hobie Twixxy is 4,38 m long and has stark polyethylene rotomoulded hulls. It allows, after an initiation on the Teddy, to train with the spinnaker on a longer boat. Ideal for the clubs and sailing schools.



Hobie Cat 15 Club

The new reference in sailing school 15-foot catamarans.

This is main the reason why it meets such a great success with the sailing schools, rental operators and holiday centers.

Its original patented hull shape provides for safety and easy tacking and of course like all Hobie Cats it is unsinkable.

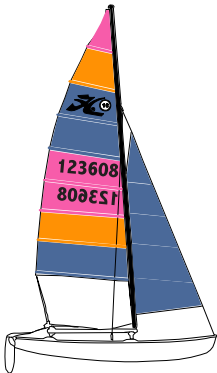
Its patented removable keel system has been specially developed for the use in sailing schools, and clubs as well as tourist operation centres.

This is an all-round boat, which allows together security and fun pleasures.

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Hobie Cat 16 Easy

It is the perfect cat for first time cat owners and sailing schools. The smaller rig and the loose-footed mainsail let you develop confidence and skill for beach cat sailing. For safer sailing in strong wind conditions, you also can right the Easy Junior sails (area 7,50 sqm). Using the same hull configuration and mast as proved in the classic Hobie Cat 16, you can, by purchasing the standard Hobie Cat 16 sail and boom, immediately start racing.



Hobie Dragoon

Hobie Cat Europe designed this boat to meet the FFV (Federation Française de Voile) requirements for learning and competing, in the category 'Minimes' (12-14 yrs) on a catamaran. The essential objectives covered by this design are to keep down to a minimum the costs of sailing on an entry level catamaran, to maximise safety on board and to create a boat with a good performance potential

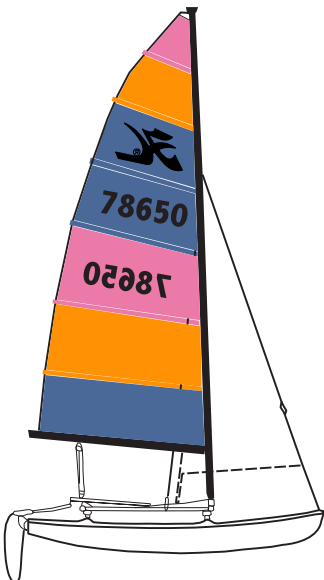
Symmetric hulls with high volume and built-in keel, loose-footed mainsail in Dacron with reef points, Dacron jib, mast float, trampoline area designed to avoid any injury.

The Hobie Dragoon was recognised ISAF class in 2003 and the first Hobie Dragoon World Championship were held in 2004 in Belgium, the second in July 2006 in Spain.



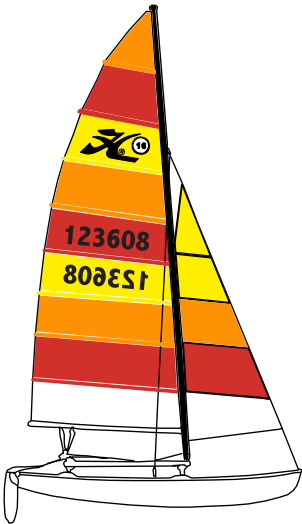
Hobie Cat 14

International recognised status, the Hobie Cat 14, single-handed cat has proven its capacities during European and World Championships. Its main characteristics are raised trampoline system for dryer sailing, asymmetrical hulls without daggerboards. In its Turbo version, it is equipped with a furling jib and a trapeze.



Hobie Cat 16

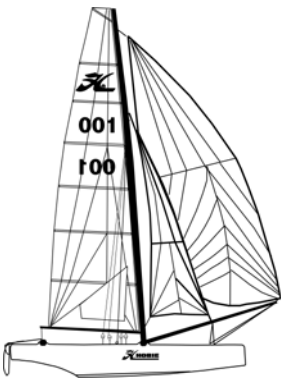
It is the most famous sport catamaran worldwide (around 100 000 Hobie 16 are sailing all over the world). Its success is partly due to its concept which allows it to evaluate from the Hobie Cat 16 Easy (loose-footed mainsail, simple rig) destined to beginners and sailing schools, to the Hobie Cat 16 LE (colour sails, race equipment) with in between the Hobie Cat 16 White (white sails, standard rig). This is a real sport catamaran which will meet every expectations : leisure, cruising, regatta, long distance races with a genuine fantastic look due to its banana hull shapes !



Hobie Cat 16 White and LE are International ISAF recognised classes. European and World championships are organised regularly.

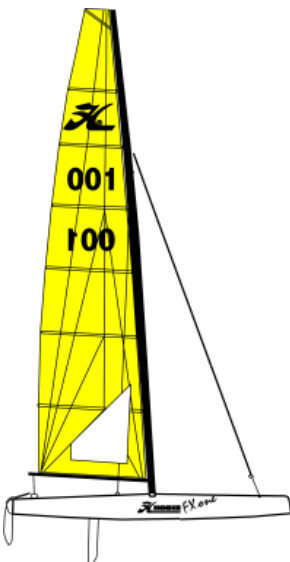
Hobie Max

This new performance catamaran has been specially developed for the sport and in conformity with the requirements of the ISAF Trials (October 2003). The Hobie Max offers three levels to the future champions: the Hobie Max Club for initiation and discovery of the catamaran, the Hobie Max Race for initiation to regatta and the Hobie Max Race + for high level competition.



Hobie Cat FX-One

As cat-boat rig (main sail only) for single-handed sailing, or with a jib to sail with a friend, this is the pure sport cat in the Hobie High-tech range. Options of spinnaker and three types of wings : classic for cruiser, sport for regatta or comfort which is in between the two others.





Hobie Tiger

The Hobie Tiger was designed especially for the open formule 18 racing and the results prove the top performance of the Hobie Tiger. Fittings, hull design and sail shape are the result of the latest development in technology. It is a nISAF recognised class since November 1998.

Hobie Fox

The **Hobie Fox** is a brand new 20' catamaran concept developed in Toulon, France, and based on a **revolutionary hull shape** (proven in the Worrel 1000 and the A-Class)

Trailerable, double trapeze, asymmetrical spinnaker, hi-performance daggerboards, race rudders and using the latest technology developed in the ISAF World class F-18 Hobie Tiger, but using some more exotic materials, this boat is **light weight for its size** (190 kg), but at the same time carrying a **big volume hull** which may appeal to heavy 2 man crews.

The specifications will allow to **compete competitively in F-20 racing**.



CRUISING AND LONG DISTANCE RACING

Hobie 18 Pacific : The Hobie Pacific was developed for all sailors who would like a high performance boat which at the same time does not require too much technical prowess. This boat is simple to manage, the design of the modern high-volume hulls and it's boomless rig allow for safe and easy tacking and gybing.

An 18 foot catamaran that gives to the sailors the opportunity of participating in raids (long distance cruising or races), and with its built-in storage for food and water, the Hobie Pacific is a great boat to simply take out on a picnic. Hulls with special keels, vertical cut mainsail and furling jib, mesh trampoline, double trapeze, composite rudder blades.

