

KUHNLE-TOURS GmbH (founded 1981)



Adress: Hafendorf Müritz, Marinastraße 1, 17248 Rechlin (Germany)

Main products:

- Rental of houseboats and yachts in the waters of Mecklenburg, Brandenburg (Germany) and Alsace-Lorraine (France); size of the fleet: 150 boats
- Marinas with 350 berths in the Marina Müritz, Rechlin; 40 berths in Zeuthen (near Berlin) and 45 berths in Niderviller (France)
- Winter storage for boats
- Shipyard offering service and refit for charter and non-charter boats as well as building new boats

Employees: over 100

Clients: In 2021 we were able to welcome over 20.000 guests despite the Corona lockdown at the beginning of the season.

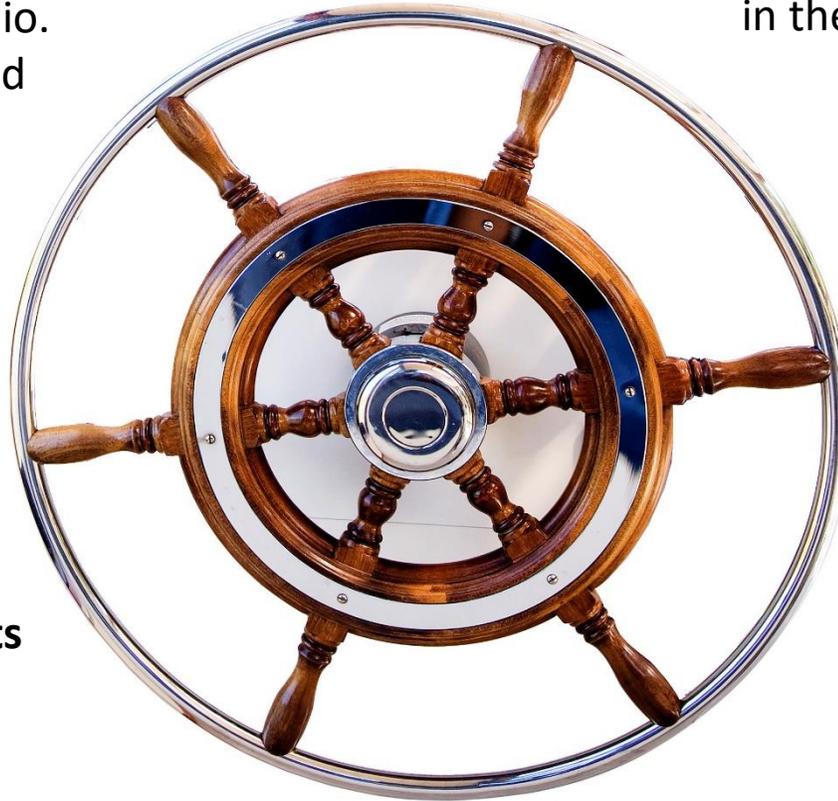
Watersports economy of Germany

32.000 boats with a volume of 160 Mio. Euro are imported every year*

480.000 boats

2,4 Billion Euro turnover in the industry

6.500 Boats with a volume of 1,2 Billion Euro are exported every year*



3.700 small and medium sized **companies**

20.000 direct and **100.000** indirect **jobs**

circa 1.000 sailing boats for charter

2.700 marinas

circa 2.000 houseboats for charter

7.500 km inland waterways

Inland waterways tourism in France

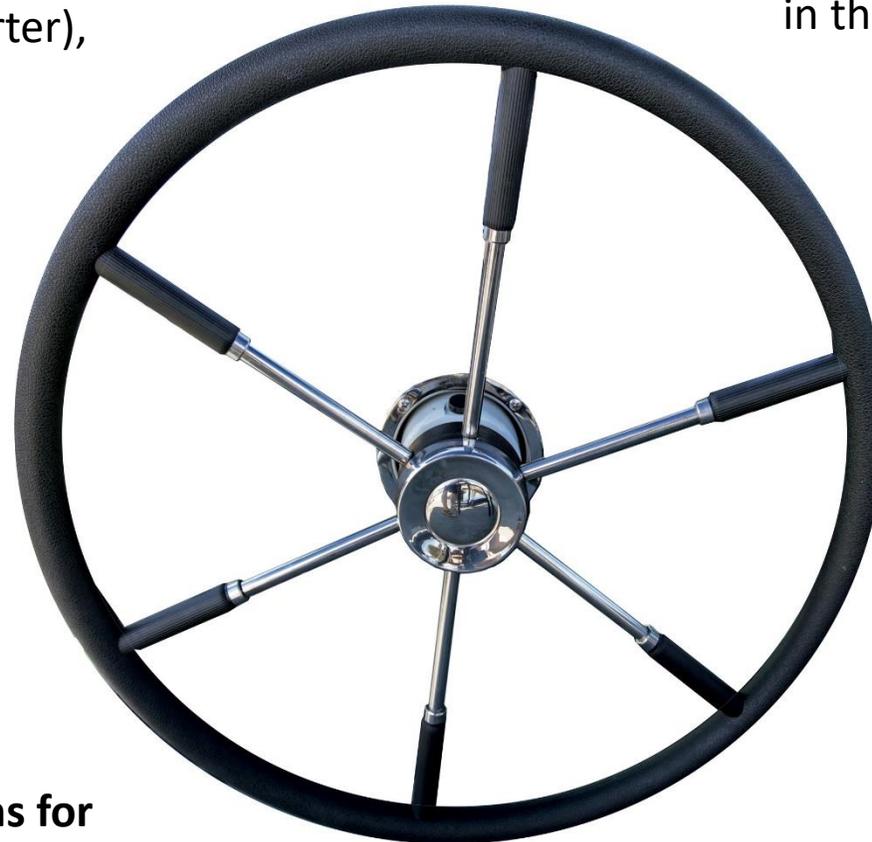
11,3 million guests (passenger ships, hotel ships and charter), from that 65% come from abroad

1,4 Billion Euro economic impact every year

circa 10.100 beds on charter boats

94 rental stations for charter boats

1.600 charter boats



2,4 Billion Euro turnover in the industry

Alsace-Lorraine (France):
180 charter boats at
10 rental stations

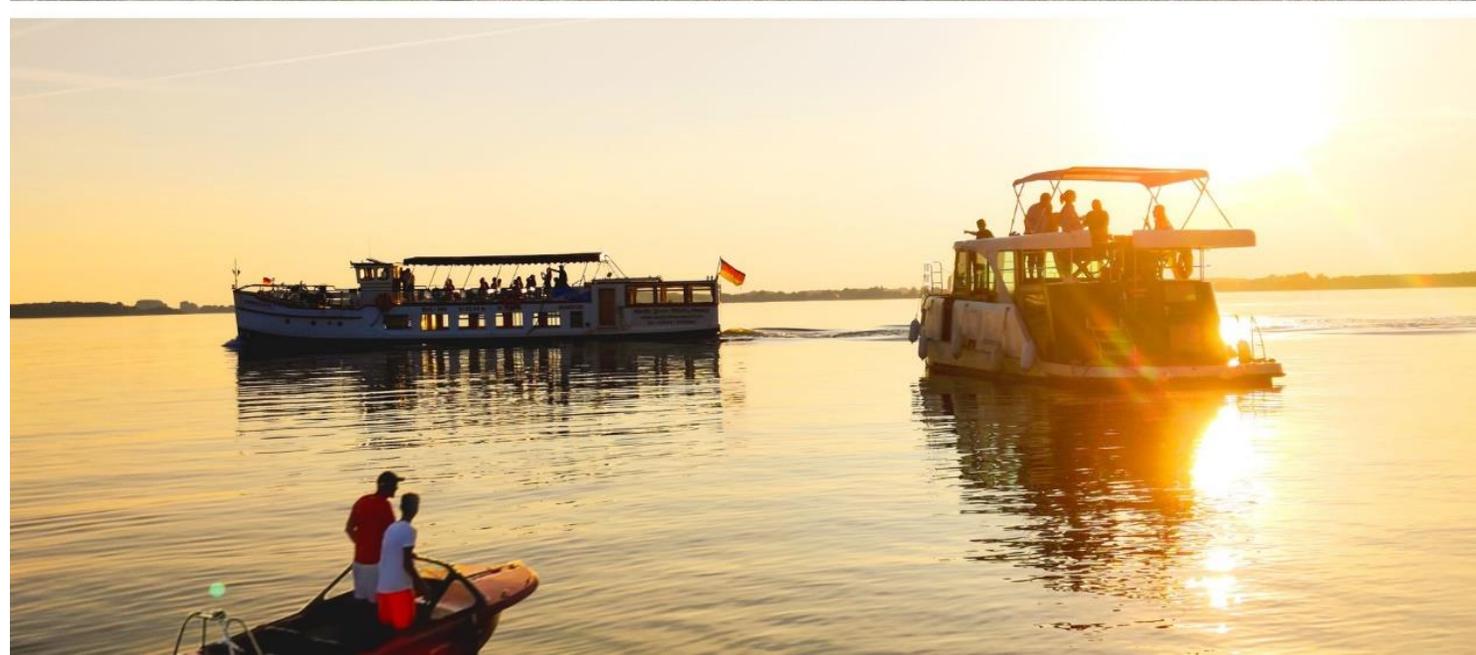
average of 4,5
persons on one boat
for 5 days

8.500 km water ways

Other watersports economies Inland waterways

- Netherlands
- Ireland
- Poland
- Sweden
- Italy
- Hungary
- UK with England and Scotland

Most inland waterways are licence-free!



German Masterplan for leisure boating



- Action and construction work must be implemented
- Waterway Berlin – Lake Mueritz: only touristic waterway including passenger ships; no commercial traffic
- Touristic waterways important for residents in structurally weak regions and for tourists
- Lock Steinhavel on Berlin-Mueritz waterway was built in 1840 (!). The lock has been newly constructed with double capacity and opened in May 2022. Costs including lock, river weir, fish ladder and canoe transportation system 38 millions Euros.
- More locks have reached end of life and have to be rebuild.
- If one single lock on Berlin-Mueritz waterway is out of order, the water sports industry in this area will be at risk.



Differences in VAT



rental of campers ./ . holiday apartment ./ . charter boats

Germany:	7%	7%	19%	VAT
France:	10%	10%	20%	TVA



Where is the difference, that justifies a differentiation in the tax analysis between rentals of campers and holiday apartments in comparison to chartering a boat?

Sustainability

- Photovoltaic and solar heat, LEDs on boats and in marinas
- Recycling or upcycling of fiberglass boats
- Holding tanks for waste water (black and grey water). Pump-out in marinas.
- Alternative engines: batteries, power storage are not the solution for the future as charging docks are missing and we have not enough infrastructure and marinas to set up charging points. And boaters want to stay in nature and anchor or moor in lonely places.
- Hydrogen propulsion as soon as the industry did find solutions for other vehicles.
- Blue Flag for marinas is already existing.



Thank you for your attention.



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