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## **1. HYMER well prepared to emerge strengthened from the crisis**

- **Year-on-year turnover stable at Euro 421.1 million**
- **Modified cost structures and production capacity boost competitive strength**
- **5-pillar quality concept gives products competitive edge**
- **Making their debuts: Eriba-Touring, HYMER Nova, HYMER Car 302, HYMER T-Class CL**

HYMER withstands the crisis. Almost all branches of industry around the globe are battling with the consequences of the largest world economic crisis. The German caravanning industry is no exception and naturally HYMER is also suffering from the implications. On a positive note, it has to be said that - unlike various prominent victims of insolvency from all lines of business - the company based in Upper Swabia, Germany, will withstand the crisis and emerged strengthened from it thanks to its foresighted corporate policy.

Nevertheless, clear skid marks are and were unavoidable. After two completely different sets of half-yearly figures, turnover in the 2007/2008 financial year (31.8.2008) stood at a relatively stable level of 421.1 million (previous year: 379.7 million). HYMER AG's unit sales (HYMER, Eriba, Niesmann+Bischoff, Carado) were even up 1.3 percent from 12,026 to 12,187 vehicles. For the current 2008/2009 financial year, a double-digit percentage decline will be unavoidable owing to the persistently poor economic climate. However, no hard and fast business forecast can be made due to the uncertain state of the market.

Although HYMER as a strongly export-oriented company is particularly affected by the downswing of the European markets, the company can nevertheless report successful trends and positive figures in this sector. As a case in point, the trend in HYMER motorhome registration figures in France from September 2008 to February 2009 showed a decline of 6 percent. However, this loss was well below the 12.4 percent decrease suffered by the French market as a whole in the same period. In Belgium, the registration figures of HYMER motorhomes increased 2.2 percent in the first quarter of 2009, while the overall market

decreased 20 percent. In the strong Dutch caravanning market, HYMER again proved successful in comparison with the competition by increasing motorhome registration figures 44 percent from April 2008 to March 2009, while the Dutch market as a whole grew only 16 percent.

With all the negative reports currently circulating, one must not overlook HYMER's success story up until the outbreak of the crisis. In the last six financial years the company managed to increase motorhome output in Bad Waldsee by a phenomenal 51 percent and caravan output by 26 percent!

As a consequence, despite the difficult market situation and on the basis of the above-stated figures, HYMER enjoys a solid financial status. Therefore the senior management assume that the company will emerge strengthened from the crisis, based on various reasons:

Significant measures were put into place in the course of the year and, thanks to dedication of the workforce, they have already been implemented to adapt the cost structures to the new market conditions.

HYMER's investments with a total volume of several million euros came to a close during this financial year when the in-house furniture production unit went into operation. This marks the completion of Europe's most advanced leisure vehicle production facilities, ensuring a huge competitive advantage for HYMER by a double-digit increase in productivity.

HYMER's first-class dealership organisation and an intelligent model policy also confer a major edge. It is precisely here that HYMER's special strength lies in demonstrating untiring innovativeness and coming up with vehicle concepts tailored to meet national market demands and individual customer requests.

In its role as a full-range supplier, HYMER has the industry's best overall concept based on five pillars for its new motorhomes and caravans:

- Best insulation and heating is ensured by the torsion-resistant and fully bonded (patented) PUAL body construction and by the Alde warm-water heating system (model-dependent) including underfloor warm-water heating.
- Originally developed by HYMER, the double floor concept is still considered to lead the way on today's market as the HYMER double floor with its compact dimensions compared to the competition, ease of access and generous volume does not affect the overall vehicle height.
- HYMER leisure vehicles provide optimal handling characteristics and driving safety thanks to ideal distribution of weight as part of the overall vehicle concept, high torsion-resistance by means of the patented, fully bonded PUAL body construction and numerous safety-related, innovative features.
- The entire bodywork guarantees top quality, in some cases matching automotive industry standards, including a sound insulation package and engine compartment insulation to optimise acoustic conditions. In addition, long-lasting, stable materials are used, such as a rot-proof floor, bumpers with high elasticity of automotive quality and high-quality aluminium skirting, aluminium flaps and a corresponding aluminium outer skin.
- When it comes to design and comfort, HYMER leisure vehicles again offer innovativeness and a top-quality package. The comfort, utility value and ergonomic design of all the functional areas are exemplary. Also trend-setting are the ultra-modern, individual design variants with numerous innovative convenience features in the living area, sleeping area, kitchen and washroom, and the intelligent lighting systems varying according to model, with power-saving LED technology.

Based on these merits (the most efficient insulation and powerful heating system, maximum comfort and utility value, automotive high-quality bodywork, top driving safety and excellent handling characteristics, outstanding layouts with ultra-modern comfort and design), HYMER presents altogether eleven motorhome ranges and six caravan ranges comprising some 90 types for the 2010 generation of models.

True to the motto “less is more”, HYMER has reduced the model offering in all the segments and – in line with the new market conditions – has focused on the special strengths of the individual vehicles and on customers’ requests.

HYMER’s product portfolio in the caravan sector has meanwhile also been expanded to provide a full, successful range. To consolidate this position, two new model ranges have been developed:

The HYMER Nova marks the launch of a model range with a fully re-designed interior, which seeks to attain market leadership in the upper mid-range price segment. In this new model range HYMER not only comprehensively meets customer requests, but also presents innovative and technically high-quality furnishings and fittings, unrivalled in this market segment.

The bodywork of the new HYMER Nova excels with all the HYMER assets, such as the fully bonded and patented PUAL body construction ensuring reliable torsion resistance and absolute waterproofness. The outside appearance with very elegant styling and special window design attracts attention. All the layouts and the host of practical fittings meet special customer requests, while the best materials and innovative technical features satisfy the highest standards. As an option it is even possible to equip this exceptional caravan with an Alde warm-water heating system and electric underfloor heating.

The curtain is being raised on another newcomer: the Eriba-Touring range, which now comes with all the features of the former Forever Young special models as standard (except for the two smallest special-offer Puck models). To spell out the highlights: a contemporary, further enhanced interior, a sense of added spaciousness due to extra headroom, easy access due to a larger door and other practical refinements requested by customers.

In the motorhome segment, HYMER is focusing on strengthening its leading position in the integrated motorhome sector and on optimising numerous layouts in keeping with customer requirements. The line-up of layouts has been streamlined with a view to strengthening popular models on the one hand, and to successfully expanding the model offering in new

markets on the other. In addition to various facelifts across the model ranges and numerous comfort- and design-related refinements, there are two newcomers making their debut in the motorhome segment.

The launch of the HYMER Car 302 promises to be a special highlight. According to a representative survey, the previous models in this range went straight to number two in the camping bus segment within the space of a year after they were introduced.

For the first time in the motorhome sector, a fully glazed Fiat Ducato is used as the basic vehicle. The basic version of the HYMER Car 302 has a two-seater bench with a table, a row of cupboards on the right and a double bed at the back left. With an additional, optionally available bench seat, this highly practical, basic camping bus version can transport up to six persons.

The HYMER Car 302, with a length of 4.99 metres, unfolds its true motorhome potential thanks to an intelligent space allocation and furnishing scheme. Starting from the basic version, it forms a complete motorhome by incorporating a complete kitchen block, tank facilities and connections for power supply, plus an available elevating roof with maxi bed. As a result, this very compact camping bus provides all the holiday comforts for four persons.

The second major debut is made by the completely re-designed HYMER T-Class CL models, which now come with a Fiat chassis only. All the layouts have been optimised. The Merano pear wood furniture finish, the new Ravel flooring and the Almeria style collection as standard lend an exclusive touch to the range. The use of new cookers in the kitchen and the model-dependent optimisation of the washroom are just a couple of the functional refinements made to the new range. Another attractive highlight will follow at the Caravan Salon 2009 in Duesseldorf: the HYMER T-Class CL 2x2.

Europe's most successful motorhome range, the Hypermobil B-Class, also displays some innovative new features for 2010. For example, HYMER has enhanced all the B-SL models by providing a new L-shaped seating group offering even better-quality seating comfort and

an exclusive lounge upholstery design. The perfection of the unique lighting system with its exceptional lighting scenarios has been raised to new heights. The 4-channel full air suspension available on request for all models provides extra travelling comfort while the optionally available Alde warm-water heating system promises to optimise living comfort.

Given the entire mosaic of marketing strategies, product developments and corporate policies, HYMER is highly confident of withstanding the current crisis.

## 2. Motorhomes

<b>HYMER Car</b>	<b>HYMER C-Class</b>	<b>HYMER Van</b>	<b>HYMER EXSIS-i</b>	<b>HYMER T-Class CL</b>	<b>HYMER T-Class SL</b>
<b>New: HYMER Car 302</b>	HYMER C-Class 534	HYMER Van 512	HYMER EXSIS-i 482	<b>New: HYMER T 518 CL</b>	HYMER T 614 SL
HYMER Car 322	HYMER C-Class 614	HYMER Van 562	HYMER EXSIS-i 512	<b>New: HYMER T 614 CL</b>	HYMER T 654 SL
	HYMER C-Class 634		HYMER EXSIS-i 562	<b>New: HYMER T 654 CL</b>	HYMER T 674 SL
	HYMER C-Class 684			<b>New: HYMER T 674 CL</b>	HYMER T 694 SL
				<b>New: HYMER T 698 CL</b>	

<b>Hymermobil B-Class CL</b>	<b>Hymermobil B-Class SL</b>	<b>Hymermobil B-Class XL</b>	<b>Hymermobil S-Class</b>	<b>HYMER Liner</b>
Hymermobil B 504 CL	Hymermobil B 504 SL	<b>New: Hymermobil B 709 XL</b>	Hymermobil S 800	HYMER Liner 809
Hymermobil B 508 CL	Hymermobil B 508 SL	<b>New: Hymermobil B 779 XL</b>	Hymermobil S 830	HYMER Liner 809 L
Hymermobil B 514 CL	Hymermobil B 514 SL	<b>New: Hymermobil B 799 XL</b>	Hymermobil S 840	<b>New: HYMER Liner 829</b>
Hymermobil B 518 CL	<b>New: Hymermobil B 518 SL</b>			HYMER Liner 839
Hymermobil B 524 CL	Hymermobil B 524 SL			
Hymermobil B 614 CL	Hymermobil B 528 SL			
Hymermobil B 654 CL	Hymermobil B 614 SL			
Hymermobil B 674 CL	Hymermobil B 654 SL			
Hymermobil B 698 CL	Hymermobil B 674 SL			
	Hymermobil B 694 SL			
	Hymermobil B 655 SL BL			
	Hymermobil B 660 SL BL			
	Hymermobil B 675 SL BL			

BL = BestLine

## **2.1. The motorhome range in model year 2010**

In the motorhome sector, HYMER's focus for model year 2010 is on consolidating its leading position in the integrated motorhome segment on the one hand, and on successfully expanding the model offering in new markets on the other. HYMER has also turned special attention to optimising numerous layouts to meet individual customer requests. The line-up of layouts has been streamlined to strengthen successful models in their market position. In addition to various facelifts across the model ranges and numerous comfort- and design-related refinements, the following models and ranges are making their debut in the motorhome segment: the HYMER Car 302 and the HYMER T-Class CL range with Fiat chassis.

In model year 2010, HYMER's motorhome line-up encompasses altogether eleven ranges with 47 models.

Product photos updated on an ongoing basis are to be found online at [www.hymer.com](http://www.hymer.com) - Company - Press + News – Press Photos. Regularly updated technical data and layouts of the new motorhomes and caravans (German/English) are available at [www.presse2010.hymer.com](http://www.presse2010.hymer.com).

## **2.2 Camping bus model range: HYMER Car**

### **Making its debut: HYMER Car 302**

The launch of the HYMER Car 302 promises to be a special highlight. According to a representative survey, the previous models in this range went straight to number two among all European competitors in the camping bus segment within the space of a year after they were introduced.

For the first time in the motorhome sector, the HYMER Car 302 uses a fully glazed Fiat Ducato with a maximum permitted laden mass of 3,000 kilograms as the basic vehicle. It has a 2.2-litre Multijet engine delivering 100 hp. Versions delivering 120 or 157 hp are optionally available. While the HYMER Car 302 comes with a white paint finish as standard, special Alumino Grey or Golden White finishes are offered.

In the basic version the HYMER Car 302 has a Vario two-seater bench with seat belts and a table in the living area, a row of cupboards at the back right and a double bed at the back left. With an additional bench seat (optionally available), this highly practical, basic camping bus version transports up to six persons. What is more, the HYMER Car 302 provides sufficient space and lashing points for transporting bulky sports equipment or bicycles.

The HYMER Car 302, with a length of 4.99 metres, unfolds its true motorhome potential thanks to an intelligent space allocation and furnishing scheme, as well as to the installation of additional packages: the Street Line Package includes passenger airbag, TCS, a 120-litre diesel tank, power-adjustable and heated exterior mirrors and an engine-operated air conditioning system with pollen filter.

The Electro Package comprises two 12V outlets in the table area, two 230V outlets, a 230V mains supply socket, additional interior lighting and a 90 AH leisure battery.

The Camping Complete Package rounds off the comprehensive motorhome fittings, comprising a kitchen block with combined sink-cooker unit, a floor unit with gas/fresh water and waste water connection, fresh water tanks (2 x 19 litres), waste water tank (40 litres)

and a 50-litre refrigerator including separate freezer compartment. With the assistance of practical hose extensions, the entire kitchen facilities can be taken out of the vehicle and used outdoors, for instance under an awning.

Besides the standard bed (1.96 x 1.35 metres), which is effortlessly formed using the Vario bench seat, HYMER additionally supplies an elevating roof-maxi bed on request. With a reclining area just short of 2.0 x 1.50 metres, this bed is situated under a specially made roof shell raised by a scissors mechanism - not only at the front but also at the back – far enough to ensure pleasing freedom of movement. Another unique optional feature in this class is the Porto Potti for when necessity calls.

With all these appointments, the compact HYMER Car 302 camping bus - suited for use on an everyday basis - promises to deliver the comforts for enjoyable holidays for a family of four or four adults.

### **HYMER Car 322**

The HYMER Car 322 is the second model in this category. Measuring 5.99 metres in length, 2.08 metres in width and 2.62 metres in height, it is a little larger than its smaller brother.

Based on Fiat Ducato, the HYMER Car 322 with a maximum permitted laden mass of 3.3 tonnes has a 2.2-litre 100 hp Multijet engine as standard. Engine versions delivering 120 and 157 hp are optionally available. The 3.0-litre 157 hp version also comes with an automatic gearbox. While the HYMER Car 302 comes with a white paint finish as standard, Alumino Grey or Golden White finishes are optionally available.

The tinted and optically angled windows give the HYMER Car an attractive dynamic design. The interior is something else as HYMER provides close-to-perfect, all-round solutions in confined space conditions by implementing the latest findings in motorhome – more specifically, camping bus – construction.

The furniture design features Madeira walnut with silver-coloured additions to the tabletop and counter edges. The proven layout with semi-dinette, kitchenette, washroom and rear

bed boasts a host of ingenious technical features giving a sense of spaciousness never experienced before on this footprint. The dining table is sectioned lengthwise, folding away to afford convenient access to the seating group. The furnishing scheme, with rearwardly tapered cupboards, is designed to give as much space for movement as possible.

The HYMER Car 322 has a remarkable amount of storage space. Ample storage areas with easy access through folding and sliding mechanisms are provided in the seating group area and in the floor. There is spacious storage area across the entire width of the cab.

The kitchen is again very generously dimensioned, featuring mod cons such as a stainless steel sink, two-burner hob and four drawers in the floor unit. The optionally available 97-litre (70-litre as standard) refrigerator, fitted in the side unit directly next to the kitchenette, also provides ample capacity.

The fully appointed, commodious washroom is accessed by way of a tambour door which does not take up any floor space as it is opened. The angular design of the washroom layout widens the convenient entrance to the rear area and to the bed. Featuring a high-quality foam filling, the bed measures 1.50 metres throughout its width and nearly two metres in length – an amazing expanse in this class. An extending step integrated in the bed frame makes for easy access while providing additional storage area.

The bed folds away in no time to provide a very large storage and luggage space. There are four lashing eyelets on the floor for securing luggage, bicycles or the like. A net attachable at half height in the passageway between wardrobe and washroom ensures additional safety.

The HYMER Car 322 is a motorhome suited for use on an everyday basis, whatever the season. Winter use is taken care of by the DualTop, 6000-watt heating system from Webasto, providing cosy warmth in both the living area and the cab thanks to a cleverly devised system. In this way, for instance, warm air is supplied to the driver/passenger area by nozzles in the B-pillar. The bodywork (vehicle insulation) consists of PE foam, 10 millimetres thick in the roof and wall area. The floor is foamed with the same material 20 millimetres thick.

An 11-litre boiler sees to hot water. The fresh water and waste water tank each have a volume of 100 litres. An insulated and heated waste water tank is available at extra charge for winter holidays.

## **2.3 The compact model ranges: HYMER Exsis-i, HYMER Van**

In the category of compact motorhomes, HYMER offers two models with the same layout (512/562) for the integrated HYMER Exsis-i and the semi-integrated HYMER Van in model year 2010. In addition, there is the 482 model for the HYMER Exsis-i only.

### **HYMER Exsis-i / Van 512/562**

The 512 version presents a layout with a semi-seating area, lengthwise seat and transverse bed at the rear, while the 562 version presents a layout with a semi-seating area, lengthwise seat and twin beds at the rear.

A new touch is the Merano pear wood furniture finish. In addition, the new models now come with the Almeria style collection as standard. The concept of the furniture flaps and handles, the kitchen worktop finish, lighting elements, the upholstery and the way it is crafted with high seating comfort – all have met with high favour. A new feature from the 2010 model onwards is the Ravel PVC flooring.

An ingenious item in the 512 models is a clothes cupboard situated in the garage area at the rear, with easy access thanks to the upwardly folding rear bed. In the 562 models the clothes cupboard is also situated under the twin beds in the garage area.

### **HYMER Exsis-i 482**

The HYMER Exsis-i 482, which is not available as a HYMER Van model, is the shortest version in the range with an overall length of approximately 5.70 metres. Nevertheless it has a very large walk-in storage area at the rear for conveniently transporting bicycles (upright) for instance.

A hallmark exclusive to the HYMER Exsis-i models is an extending front bed which, with a reclining area of 2 x 1.80 metres, is the largest in the industry. The TV installation also promises added convenience: the monitor is freely adjustable to allow viewing from the bed or living area – as you please.

In addition to these production models, HYMER also offers two special offer models. Apart from their attractive paint finish, the HYMER Van SilverLine/WhiteLine 512 and 562 models excel with a specially composed package of features at a very attractive price advantage.

## **2.4 The alcove model range: HYMER C-Class**

For the new season HYMER offers four models for the HYMER C-Class alcove range: the HYMER C-Class 534 with dinette, bunk bed at the rear and garage, the HYMER C-Class 614 with transverse bed at the rear and semi-seating area with lengthwise bench, the HYMER C-Class 634 with transverse bed at the rear and dinette, and the HYMER C-Class 684 with bunk bed at the rear, dinette plus lengthwise bench seat.

All HYMER C-Class models will be offered in future with a Fiat chassis and in an all-white paint finish. As a special highlight, the C-Class models also come as a four-wheel drive version. In the basic version, the HYMER C-Class comes with a 2.2-litre 100 hp Multijet engine (model 534) or with a 2.3-litre 130 hp Multijet engine, depending on model. 130 hp (model 534 only) and 157 hp engines are optionally available.

In the alcove range HYMER has gone for very family-friendly layouts with ample storage area and plenty of space. The Merano pear wood finish graces the furnishing. The Almeria style collection comes as standard for the 2010 models onwards. The entire scheme is geared to ergonomic, flowing forms. Cupboards and furnishing elements in the entrance area are designed to ensure the best possible freedom of movement. This also applies to all the other furniture, such as bench seats or overhead storage cupboards, which give maximum leg and headroom. Another new feature is the Ravel PVC flooring.

Other new additions are a practical shoe locker flap to the right of the entrance door and the convenient three-burner hob with sectioned glass cover installed in the kitchen.

## **2.5 The CL model ranges: HYMER T-Class, Hymermobil B-Class**

HYMER has very successfully filled the medium-price range segment with the CL models of the HYMER T-Class and Hymermobil B-Class motorhomes. They are offered at a medium price while providing high HYMER quality and attractive HYMER design.

High standard but low weight is the premise for these models, meaning that while they boast attractive layouts, customary (HYMER) comfort and functionality, these vehicles offering a large load capacity have a maximum permitted laden mass of 3.5 tonnes in the standard version.

### **Making its debut: HYMER T-Class CL**

From model year 2010, the HYMER T-Class CL will be available with a Fiat chassis only. All the layouts have been re-designed. Thanks to re-siting furnishings and fittings there is now yet more space and, thanks to enhanced appointments, there is yet more comfort.

HYMER offers five new HYMER T-Class CL models in all: the HYMER T-Class 518 CL with semi-seating area and transverse bed at the rear, which is accessible (new) by fixed steps and has a clothes cupboard underneath; the HYMER T-Class 614 CL with semi-seating area plus (short) lengthwise bench seat and transverse bed at the rear; the HYMER T-Class 654 CL with semi-seating area plus lengthwise bench seat (including its own window on the right in the direction of travel) and a 1.45-metre-wide fixed bed at the rear, and the HYMER T-Class 674 CL with semi-seating area plus lengthwise single seat and twin beds at the rear.

A highlight is the new T 698 CL layout with a generous seating ensemble at the front, a corner kitchen allowing the optional incorporation of a 150-litre refrigerator with separate freezer compartment, and a king-size bed at the rear. In front of the king-size bed is an en suite washroom partitioned from the living area by a sliding door. It features a large, separate shower and ample freedom of movement, which can be enlarged yet further by effortlessly pushing the bed as much as 30 centimetres back.

In the basic version HYMER uses the 3.5-tonne chassis of the Fiat Ducato with 2.3-litre 130 hp Multijet engine. The version is optionally available with a 3.0-litre 157 hp Multijet engine.

All the vehicles have an all-white paint finish as standard. An all-silver paint finish is available as a colour option. A new feature is the design of the camping body door and entrance well to provide added convenience.

The interior scheme of the T-Class CL models is now graced by the Merano pear wood furniture finish and the Almeria style collection as standard. Cupboards and furnishing elements in the entrance area are designed to ensure the best possible freedom of movement. This also applies to all the other furniture, such as bench seats or overhead storage cupboards, which give maximum leg and headroom. Another new feature is the Ravel PVC flooring.

The kitchen is significantly enhanced by featuring the HYMER comfort hob as standard, with a two-part cover giving added, more flexible work space and permitting the economical use of two or three burners. What is more – in response to popular demand – household pans of all sizes can be used on the burners. The control buttons are considerably larger, providing enhanced ease of use.

The washrooms deliver high functionality and visual appeal. The wash basin folds away to allow using the shower to full capacity. The circular toilet saves space and gives pleasing freedom of movement. The use of mirror elements optically enlarges the space. There are two large, partitioned compartments with doors for toiletries.

The washroom in the HYMER T-Class 654 CL is entirely new, featuring a bench model toilet and a shower room completely separated off by a new swing door. The comfort of the shower is enhanced by a new wooden grid integrated in the shower tray. In addition, this washroom has a separate window.

It is possible to order a power-operated panoramic skylight for the front area of all T-Class CL models as an optional extra.

### **Hymermobil B-Class CL**

The Hymermobil B-Class CL range presents nine models for model year 2010, including a new one:

The layout of the B 698 CL has a generous seating ensemble at the front, a corner kitchen allowing the optional incorporation of a 150-litre refrigerator with separate freezer compartment, and a king-size bed at the rear. In front of the king-size bed is an en suite washroom partitioned from the living area by a sliding door. It features a large, separate shower and ample freedom of movement, which can be enlarged yet further by effortlessly pushing the bed as much as 30 centimetres back.

The other layouts correspond to last years' layouts except for the fact that all the vehicles now come with a comfortable L-shaped seating area. All the models have a bed at the front. There are versions with a fixed bed or king-sized bed at the rear. As vehicles with a garage, the motorhomes have raised transverse beds at the rear. In addition, there are versions with bunk beds or twin beds in the rear area. A new, optional luxury appointment is the panoramic skylight (1.44m x 0.44 metres) which is available depending on model. Extending from the central passageway to over the rear bed, the skylight can also be opened.

Furthermore, model year 2010 sees the following changes and enhanced features (along the lines of the HYMER T-Class CL): the furniture finish is Merano pear wood combined with the Almeria style collection as standard. Furthermore, the new Ravel PVC flooring is used. A new item in the entrance area, to the right of the bench seat, is the shoe locker flap.

The exclusive and highly convenient HYMER hob is fitted as standard in the kitchen.

As a special option, HYMER offers the possibility of ordering so-called 7-zone cold foam mattresses for the beds, including the fold-down bed.

In a competitive comparison, HYMER's new CL models, their remarkable features and highly attractive pricing set very high benchmarks in the medium-price range segment for the coming model year.

## **2.6 The premium model ranges:**

### **HYMER T-Class SL and Hytermobil B-Class SL / XL**

#### **HYMER T-Class SL**

HYMER has streamlined the line-up of models for model year 2010 to offer four: the HYMER T-Class SL 614 and 694, both with transverse bed at the rear, the 694 with en suite washroom and a large combined fridge-freezer in the kitchen and therefore only a lengthwise single seat instead of the lengthwise bench seat opposite the semi-seating area; the HYMER T-Class 654 SL with semi-seating area plus lengthwise bench seat and fixed bed at the rear, and the HYMER T-Class 674 SL with semi-seating area plus lengthwise single seat and twin beds at the rear.

On top of these production models, there is the special offer model: the HYMER T-Class 674 SL StarEdition with a specially composed package of features put together to give very attractive savings.

All HYMER T-Class SL models are based on Fiat chassis, as usual.

Compared to last year, the exclusive furnishings and fittings of the HYMER T-Class SL have undergone model upgrading. The new Ravel PVC flooring has been introduced and an additional flap on the right in the entrance area permits use as a shoe locker. In addition, the lighting system has been changed so that the light scenarios for the sleeping area and living area can be switched independently of one another.

To personalise design of the living area, the Havanna furnishing scheme is optionally available and can be combined with all the fabric options offered for this model range. Furthermore, 7-zone cold foam mattresses are optionally available for extra, individual comfort.

## **Hymermobil B-Class SL**

In the new model year, Europe's most successful motorhome range - the Hymermobil B-Class SL - comprises altogether ten models. In addition, there are the Hymermobil B 514 SL and B 614 SL special offer models as StarEdition. Putting the finishing touches to the B-Class line-up is the Hymermobil B-Class XL launched at the beginning of the year.

The Hymermobil B-Class SL continues to be based on a Fiat chassis. In addition, the cab dashboard has a special flock finish creating a very homely atmosphere. The 4-channel full air suspension optionally available for all models provides extra travelling comfort while the Alde warm-water heating system optionally available for the B-SL 614, 654, 674 and 694 models promises to raise living comfort to new heights.

Compared to last year, there are also the following changes:

The B 518 SL has a new layout with a transverse bed at the rear and clothes cupboard underneath. This model and the B 528 SL model additionally provide new, convenient steps to the rear bed. The Hymermobil B 654 SL comes up with a new scheme for the rear: adjoining a 1.45-metre-wide fixed bed is a re-sited washroom featuring a convenient bench model toilet and a shower room completely separated off by a new swing door. The comfort of the shower is enhanced by a wooden grid integrated in the shower tray. In addition, this washroom has a window of its own. The B 614 SL and B 654 SL models are both 7.30 metres long and exploit the added length for a (B 614 SL) wider bed at the rear and a larger seating area. Both models provide amazing comfort by an enlarged seating ensemble and an additional window above the lengthwise bench seat, on the right in the direction of travel.

HYMER has significantly enhanced the interior décor of all the models by introducing a new L-shaped seating area with added seating comfort and an exclusive lounge upholstery style. To personalise design of the living area, the Havana furnishing scheme is optionally available and can be combined with all the fabric options offered for this model range. The attractive, new Ravel PVC flooring is introduced in all the models as standard.

With practicality in mind, a shoe locker next to the entrance is fitted as standard in this range as well. The top-quality lighting system is optimised by separate and independent light control for the living and sleeping areas, allowing the user to save individual light scenarios. Another new (optionally selectable) luxury appointment is the panoramic skylight (1.44 metres x 0.44 metres), which is available depending on model. Extending from the central passageway to over the rear bed, the skylight can also be opened. 7-zone cold foam mattresses are offered as another optional extra.

On top of these attractive production models, HYMER presents the Hytermobil 514 SL and B 614 SL special offer models as StarEdition. Both have a specially composed package of features put together to give incredible savings.

#### **Hytermobil B-Class SL BestLine**

The Hytermobil B-Class SL models with Mercedes chassis continue to be available as BestLine (B 655 SL BestLine, B 660 SL BestLine and B 675 SL BestLine) with an all-champagne paint finish and the Lugano pear wood furniture finish or Noce Bergamo combined with the Modena, Monaco or Barcelona style collections. 7-zone cold foam mattresses are optionally available for extra individual comfort. A new feature is the Ravel PVC flooring as standard. Special BestLine packages at attractive prices top off these models.

## **Hymermobil B-Class XL**

In this range HYMER has succeeded in pushing the envelope for Europe's most successful motorhome and opening a new dimension: XL.

The range is launched with three models: the Hymermobil B 709 XL with king-size bed at the rear, the Hymermobil B 779 XL featuring twin beds and the Hymermobil B 799 XL with a 1.60-metre-wide transverse bed at the rear. All three models have a garage underneath the bed.

All the vehicles have an Iveco-50-C-15-CCS chassis with a 3-litre, 146 hp engine. The larger Iveco-50C-18-CCS chassis is optionally available. The maximum permitted laden mass of all the models is 5.2 tonnes in the standard version with a maximum payload of 950 kilograms. With rear drive and twin tyres, the HYMER B-XL displays excellent handling performance – even when heavily loaded – which is in no way compromised by the admissible trailing load of 3.5 tonnes. The outside dimensions throughout the range are (approximately) 8.20 metres in length, 2.35 metres in width and 2.95 metres in height. The body elements boast excellent insulation properties with a 66-millimetre floor thickness and 35-millimetre roof and side wall thickness.

This insulation and a new thermo multi-functional floor ensure perfect climatic comfort in the Hymermobil B-XL. In addition to the 66-millimetre thick insulation there is also an Alde warm-water underfloor heating system providing pleasant temperature and climatic conditions throughout the living and washroom area.

The new panoramic windscreen is also in XL format. It is about 10 centimetres higher than the usual B-Class windscreen and offers a perfect view from the comfort lounge.

HYMER has again opened up an XL dimension with the new comfort lounge made up of three distinctive elements. A new L-shaped seating group additionally has a very wide, cushy bench at the side. Together with the two Ergo-Flex club seats, this ensemble provides ample room for up to six persons. The Ergo-Flex club seats have comfy upholstery with wider, well-padded arm rests to guarantee exceptional comfort and ergonomic support while

travelling. The centre-piece of the dining/living area is a table of novel design, enabling the table to be moved in any direction, just as the user pleases.

The scheme of the washroom and sleeping area is again in XL format. The toilet area can be partitioned off by a separate door. Furthermore, the entire washroom area can be separated from the living area to create a spacious en suite.

In the sleeping area, the beds provide excellent headroom thanks to a design scheme with set back lockers. The foot area of the single beds incorporates additional, deep lockers which, together with further under-bed storage compartments, provide space for stowing away bulky items and clothing.

The Hypermobil B-Class XL is dubbed “the storage space marvel” due to its ample storage capacity, as demonstrated by the sleeping area alone. However its nickname is primarily due to the new thermo multi-functional floor accommodating so-called Maxiflex pull-out units. The B 779 XL and B 799 XL have altogether three Maxiflex pull-out units each: one with a capacity of 210 litres and two with a capacity of 100 litres each. The B 709 XL has one 210-litre and one 100-litre unit. All the units can be locked and have an additional guard against dirt and splash water. They are designed for easy, ergonomic loading thanks to a flap that opens wide. The rear garage with its two very large doors also provides ideal, capacious storage facilities.

All the models come with the innovations and optional extras of the normal B-SL models. In addition, bespoke packages in true “XL” style are available: the Comfort package, Arctic package or Elegance Package.

## **2.7 The luxury model ranges:**

### **Hymermobil S-Class, HYMER Liner**

#### **Hymermobil S-Class**

The Hymermobil S-Class range will comprise three models in model year 2010: the S 800, the S 830 and S 840. While the layouts remain the same, all the models have undergone a general facelift – inside and outside.

All the models will be fitted with a new panoramic windscreen which is ten centimetres higher to provide even better vision. The front spoiler and wheel housing plates have been redesigned. The S-Class comes with a Carrara White paint finish as standard, a champagne-coloured paint finish can be optionally selected.

The interior furnishing has undergone a complete facelift and in the process all the flaps of the overhead storage cupboards have been optimised. The exclusive, three-burner hob with sectioned black glass cover and user-friendly control buttons now used in the kitchen ensures the convenience to which users are accustomed from a domestic environment. A new solid surface worktop and a new tap put the finishing touches. In addition, HYMER integrates a central locking system in the kitchen area.

The washroom features a Thetford C 250 toilet with ceramic bowl, including automatic ventilation and three-level indicator for the tanks, for added convenience.

A new upholstery design ensures plush comfort in the living area, while the Ravel PCV flooring complements the overall décor. A new fold-down bed at the front with new folding darkening system significantly increases sleep comfort, which is further enhanced by the option of having the motorhome fitted with 7-zone cold foam mattresses.

## **HYMER Liner**

The HYMER Liner range launched last year in the luxury segment has met with a very warm reception from clientele.

The motorhome fulfils the aspirations of many customers who prize top-level technology and functionality coupled with a dash of HYMER elegance.

HYMER will introduce four models for the model generation 2010. The HYMER Liner 829 is a newcomer with a fixed bed at the rear. The models come with a Carrara White paint finish as standard, a silver or champagne paint finish is optionally available.

The 6.7-tonne IVECO chassis with TCS, ABS, cruise control, a more powerful generator, a 100-litre (optionally a 170-litre) fuel tank, (optionally) 4-channel full air suspension with self-levelling, air conditioning for the cab and double/halogen headlamps has met with great approval.

The Liner has a heated double floor extending from the cab (inclusive) to the rear (35 centimetres clear height), which not only contains a large part of the sophisticated technical equipment but also provides ample, winter-proof storage space. The roof, walls and floor have a sturdy thickness of 41 millimetres.

In the new version, the very comfortable lounge-style seating area, couch and revolving seats in the cab are complemented by a table (as standard) which can be moved in all directions – as the user pleases. A new addition is that from model year 2010 a couch-facing-couch seating version is available as an optional extra. Together with the two revolving cab seats, this provides an ideal living and seating ensemble.

A warm-water heating system including underfloor warm-water heating guarantees cosy warmth. Another high-quality feature is the separate air conditioning facility optionally available for living and sleeping area.

The kitchen is functionally and technically equipped to the highest level. Among its features alongside the TEC Tower and (optionally) integrated coffee machine are a three-burner hob with extremely high heating output (two kilowatts). Drawers capable of withstanding heavy loads, a strong furniture carcass and a hard-wearing solid surface worktop put the finishing touches to the practical kitchen design.

Again, importance has been attached to top-quality material and the utmost technical functionality of the washroom appointments. The washroom has a domestic-style shower with a folding door made of real glass and the shower itself has an integrated rain shower-head. The basin is a solid surface wash basin. Besides the Thetford C 250 toilet with ceramic bowl, automatic ventilation and three-level indicator for the tanks, the Liner is also fitted on request with a toilet with a domestic-style ceramic bowl and 100-litre fixed tank for waste. A new feature for the washroom area is that it is now possible to order a partitionable salon washroom as an optional extra. Depending on how the washroom is partitioned, the spaciousness sets new benchmarks in the caravanning sector.

The salon washroom can be effortlessly partitioned from the living area by a swing door and from the sleeping area by a sliding door. The toilet has a (frosted glass) window and is divided off within the washroom by a swing door. An optionally available Fantastic Vent additionally improves extraction and air quality in the washroom. This is also of benefit for the large, domestic-style shower with sliding elements for ergonomically convenient access and with a high-quality wooden grid inserted in the shower tray for extra cleanliness. Given these quality appointments, the fact that a separate hand shower is installed hardly needs mentioning. The salon washroom is rounded off by a very spacious wardrobe.

All in all, the new generation of HYMER motorhomes again underlines that they are in a class of their own.

### 3. Caravans

Eriba-Touring	HYMER Feeling	HYMER Sporting	HYMER Nova GL	HYMER Nova
<b>New: Eriba-Touring Puck 120 Legend</b>	HYMER Feeling 390	<b>New: HYMER Sporting 440</b>	HYMER Nova 390 GL	<b>New: HYMER Nova 465</b>
<b>New: Eriba-Touring Puck 230 Legend</b>	HYMER Feeling 425	<b>New: HYMER Sporting 465</b>	HYMER Nova 435 GL	<b>New: HYMER Nova 530</b>
<b>New: Eriba-Touring Familia 310</b>	HYMER Feeling 430	<b>New: HYMER Sporting 505</b>	HYMER Nova 465 GL	<b>New: HYMER Nova 540</b>
<b>New: Eriba-Touring Familia 320</b>		<b>New: HYMER Sporting 530</b>	HYMER Nova 480 GL	<b>New: HYMER Nova 545</b>
<b>New: Eriba-Touring Triton 410</b>		<b>New: HYMER Sporting 560</b>	HYMER Nova 490 GL	<b>New: HYMER Nova 580</b>
<b>New: Eriba-Touring Triton 418</b>			HYMER Nova 530 GL	
<b>New: Eriba-Touring Triton 420</b>			HYMER Nova 540 GL	
<b>New: Eriba-Touring Triton 430</b>			HYMER Nova 560 GL	
<b>New: Eriba-Touring Troll 530</b>			HYMER Nova 680 GL	
<b>New: Eriba-Touring Troll 540</b>				
<b>New: Eriba-Touring Troll 550</b>				

<b>HYMER Nova S</b>			
HYMER Nova S 545			
HYMER Nova S 546			
HYMER Nova S 690			

### **3.1 The caravan range in model year 2010**

HYMER lifts the curtain on two new models for the 2010 generation of caravans, with the completely redesigned HYMER Nova range taking the limelight. Also making its debut is the Eriba-Touring range, which has been fully revised and, among other things, now presents all the features from last year's special offer "Forever Young" models as standard. All the other HYMER caravan ranges are subject to ongoing development in the interest of modern technology, attractive designs and customer requests. The new generation of caravan models clearly underlines HYMER's claim to rank among the leading manufacturers on the caravan market. All in all, six ranges with 45 models (including national special models) are offered.

Product photos updated on an ongoing basis are to be found online at [www.hymer.com](http://www.hymer.com) - Company - Press + News – Press Photos. Regularly updated technical data and layouts of the new motorhomes and caravans (German/English) are available at [www.presse2010.hymer.com](http://www.presse2010.hymer.com).

## 3.2 Eriba-Touring

The successful Eriba-Touring range line-up comprises eleven models. The two Eriba-Touring Legend Puck 120 and 230 models are fundamentally based on their established and valued features. The Eriba-Touring-Familia 310 and 320, Eriba-Touring Triton 410, 418, 420, 430 and Eriba-Touring Troll 530, 540 and 550 now present all the features of the former special series Forever Young as standard.

The adoption of features and re-design applies to the two-tone exterior styling in pearl grey/silver as standard, the rear light moulding, the pop-top and front design.

The corrosion-resistant, self-supporting steel tube structure with 50 years of proven reliability is used for the chassis. The technical features of the chassis include independent wheel suspension with shock absorbers, automatic overrun and auto-reverse system. The camping body is 29 millimetres thick in the wall area and 35 millimetres thick in the floor area. The pivoted windows have double glazing and the large pop-top comes with 26-millimetre-thick sandwich insulation and two scissor lifts. The entrance door is higher and wider to permit easy access to an interior providing a pleasing 1.95 metres of headroom in the pop-top area, giving a sense of generous spaciousness.

Hallmarks of the interior décor for the new generation are an ergonomic furnishing scheme and an attractive design. The interior lining of the entrance door has been re-designed and enhanced with additional storage compartments. The Toscana cherry wood furniture finish with cream-coloured elements on the linen cupboard and overhead storage cupboards at the rear form a harmonious synthesis with high-quality (Kingston and Arlington) upholstery fabrics and curtains. The entire scheme gives lively touches of colour. The upholstery foam for seating areas in the dining/living area is of premium quality. The textile coverings have stain protection.

The compact kitchen is elegant and ergonomic, featuring a curved worktop with inset, circular stainless steel sink and three-burner hob. The refrigerator has a generous volume of about 70 litres.

The Touring models have a washroom depending on model and, on request, a shower can also be fitted. The spare wheel which came as standard in the past, is now offered only optionally in order to optimise space and weight conditions.

### **3.3 HYMER Feeling**

In model year 2010, the HYMER Feeling range comprises three layouts: the HYMER Feeling 390 with twin beds at the front, the HYMER Feeling 425 with double bed at the rear, and the HYMER Feeling 430 with twin beds at the rear. The chassis has been designed at customer request so that it poses no difficult to fit an optionally available Mover. In essence, the HYMER Feeling is a classical pop-top caravan combining established road-holding qualities with state-of-the-art living standards. The pop-top has a large skylight which can be darkened by a blind. The entire range comes with PUAL technology patented by HYMER for round-the-year use. The sporty styling and practical equipment of this range primarily addresses young people.

The interior design lives up to the promise of the attractive exterior in every respect. The furnishing scheme is based on the new Merano pear wood design. The materials used in this caravan segment give the furniture a high-quality, robust impression. As the furniture has a very deep carcass, it offers plenty of room, it is very practical and it provides visual appeal. The PVC flooring is in a complementary design lending a harmonious tone to the entire interior.

With their compact dimensions, the HYMER Feeling models guarantee simple handling and ideal, safe road-holding characteristics, even for those inexperienced in towing.

### **3.4 HYMER Sporting**

The HYMER Sporting range comprises five models: the 440 (double bed at the front, dinette at the rear), the 465 (fixed bed at the front, U-shaped seating area at the rear), the 505 (fixed bed at the front, bunk bed at the rear, dinette at the centre left), the 530 (twin beds at the front, U-shaped seating area at the rear) and the 560 (fixed bed at the front, bunk bed at the rear, U-shaped seating group at the centre left). In addition, the Arctic Star version comprises four special models for Denmark, Finland, Norway and Sweden. These Scandinavian models have special equipment including a 12-volt/230-volt switch, a warm-water heating system and underfloor heating.

The Sporting is a range successfully designed by HYMER for the lower medium-price segment. All the models represent the most popular layouts on the market and come at a very attractive price, particularly for newcomers.

However, the favourable price does not mean that the customer has to forego proven HYMER quality: a point where it must be underlined that HYMER is the only caravan manufacturer to use foamed side walls in this market segment. The exterior walls have a textured finish with blue graphics as standard. A pearl grey, smooth version with blue graphics is optionally available.

The furniture in all the HYMER Sporting vehicles of the 2010 model generation has undergone a facelift and is graced by ergonomic, elegant curved contours. The furnishing scheme in Merano pear wood design with new framed, storage space doors - enhanced in the living area by beige leather-look inlays – creates a very pleasant atmosphere. A new feature is the elegant Ravel PVC flooring.

The appointments in the kitchen (including three-burner hob with cover) and washroom are practical as well as fresh and attractive in design. The visual impact is enhanced by mirror and chrome elements. The upholstery with its fabric, design and crafting is as comfortable to the body as it is pleasing to the eye.

Another practical feature is the double damper used exclusively by HYMER in this segment for opening and closing the bed frames. The lights at the seating areas, in the kitchen and sleeping area are very elegant. Two spot lights directly above the kitchen worktop and two spot lights in the canopy ensure ideal lighting for work in the kitchen. Adjustable spot lights at the seating area and above the fixed beds allow the reading light to be individually set as required.

Yet another change worth mentioning in the 2010 models is that which has been made to the bunk beds. They now provide a wider expanse in the head area and also come with a flexible guard for protection.

### 3.5 HYMER Nova

The caravans in the HYMER Nova range are currently those crowned with the greatest success in the portfolio of the Upper Swabian leisure vehicle manufacturer. For model year 2010 HYMER is launching a completely re-designed Nova range focused largely on the realisation of customer requests. HYMER aims to clinch the leading market position in the upper medium-price range segment with the new range.

In the first generation HYMER offers five of the most sought after layouts: the HYMER Nova 465 with fixed bed at the rear and a U-shaped seating area at the front, the HYMER Nova 530 with U-shaped seating area at the front and twin beds at the rear.

While the above-mentioned models are 2.30 metres wide, the three other models with an overall width of 2.40 metres create a sense of greater spaciousness. The HYMER Nova 540 has a U-shaped seating area at the front and twin beds at the rear. The HYMER Nova 545 has – in addition to a U-shaped seating area at the front and a fixed bed at the rear – a very large kitchen which can also be optionally fitted with a TechTower combined with 150-litre refrigerator. The layout of the HYMER Nova 580 boasts twin beds at the centre of the caravan. Washroom and wardrobe are situated at the rear and there is a comfortable U-shaped seating area at the front.

All the Nova models are based on the fully galvanised Vario 4 lightweight chassis from AL-KO which - in addition to the galvanised Stabilform corner steadies, semi-trailing arm suspension and independent wheel suspension with shock absorbers - also features the proven Al-KO AKS safety coupling. The special drawbar cover is elegant and the front gas locker is practical with a chequer plate floor and a gas spring to securely hold the flap.

The body – with a pearl grey exterior paint finish as standard, optionally in Cristal Silver colour design – excels with all the HYMER assets: the PUAL patented walls, including roof and rear section, are fully bonded according to a system borrowed from aircraft construction. This ensures the utmost torsion resistance and reliable water-proofing to rule out any decay. The exterior design is the dernier cri. Highlights are the distinctively styled HYMER rear light

moulding, the elegant manoeuvring handle spanning the rear and the rounded contours also reflected in the window design. New features are a Mini-Heki skylight including mosquito net and darkening blind, and optionally a large winding roof-light.

The entire interior of the HYMER Nova has been re-designed. In the entrance area there is a practical shoe locker. The furniture in Merano pear wood design is embellished by an integrated light concept. All the storage cupboards and seating elements have excellent rear ventilation - another feature underlining the quality of the furniture construction. Curved, flowing contours and LED spot lights incorporated in the canopy create a unique atmosphere. The new storage space doors enhanced by beige leather-look inlays add another elegant touch. The individually adjustable hinges and high-quality fittings used in making all the overhead storage cupboard flaps and doors ensure top quality. The aluminium bedsteads with two gas-pressure dampers on the slatted frame are also of high quality. Plentiful storage areas and curtains which can be fully drawn (optional) are practical features. Mod cons include the high-quality CD/DVD tuner which can be operated from indoors and outdoors and the TFT monitor with swivel mount, which (optionally) can be viewed from outdoors, from the seating area or bed area.

In the living area, a new upholstery design with leg support and comfortable back provide the perfect seating comfort typical of HYMER. In addition, all the cushions have non-slip backing to see they stay in place. The single-leg table gives ample legroom and can be moved in all directions. The seating area can be effortlessly converted into a large reclining area by lowering the table. Easy access to the storage space in the seating area is provided by divided cushions and a large outside flap.

An illuminated cabinet with mirrors for multifunctional use forms the transition from the living area to the kitchen area. The ergonomically configured kitchen provides exceptional storage space and ease of use with large shelves, roller-mounted drawers and wire pull-out baskets. The kitchen working surface can be enlarged by folding the partition. The entire kitchen block has rear ventilation. The three-burner hob with sectioned glass cover ensures the convenience to which users are accustomed from a domestic environment. The deep sink

and tap with high neck, an aluminium moulding providing a perfect seal and the (optionally) integrated extractor fan with removable, easy-to-clean filter are further compelling features.

Washroom features are a ceramic-coated Dometic toilet with practical tank on wheels, and a large amount of space. This also applies to the shower which, depending on model (465, 545, 580), comes with curtain and hand shower as standard. The storage space in the washroom is commodious and closed. The large mirror and granite-look splash guard in the basin area also create a stunning visual impact.

In the sleeping area, all the single beds are widened by five centimetres. HYMER optionally offers the 7-zone cold foam mattresses which are enjoying growing popularity, with a bedspread and two scatter cushions.

To top the comprehensive furnishings and fittings already provided, HYMER also offers the following optional extras: an Alde warm-water heating system, a Truma Saphir Comfort air conditioning system (230 volts) with customised air distribution according to layout, and electric underfloor heating. These installations - and thanks to the system in place with ideal ventilation for all areas in the caravan - ensure perfect climatic conditions at all times.

Rounding off the range of exclusive optional extras offered for the HYMER Nova are additional socket outlets and the use of two sumptuous multimedia packages transforming the caravans into an exclusive home cinema.

### **3.6 HYMER Nova GL**

True to the motto “never change a winning team”, the successful HYMER Nova GL range remains largely unchanged. However the line-up has been streamlined to comprise altogether nine models.

The GL version fulfils the classical requirements of the prospective caravan buyer. This range features grey outside walls with blue graphics as standard.

With its classical furnishings, the HYMER Nova GL range is graced by a furniture design in Lugano pear wood finish. The furniture flaps at the front and rear have leather-look inlays and new ergonomically styled handles – practical in use and elegant in design. A new feature is the Ravel PVC flooring.

In the interior, the Nova GL caravans excel with a lounge seating concept with plush upholstery typical of HYMER which, in the version with U-shaped seating area, is enhanced by high-quality corner elements. The variably slidable tabletops mounted on a technically sophisticated, telescopic table leg are a special feature. The attractive curtain style and the new finish for tabletops and surfaces create a pleasant ambience.

The kitchen unit flaps feature back-coated plexiglass. Tried-and-tested features in the kitchen are the three-burner hob, the worktop finish and the Domestic 90/100-litre refrigerators installed depending on model.

The interior of the caravan is well lit with elegant spot lights and ceiling lamps. The consistent concept underlying this range is impressive and therefore it ranks among the most industry’s successful ones in this market segment.

### **3.7 HYMER Nova S**

The HYMER Nova S range represents the pinnacle of HYMER caravans in terms of comfort and luxury. The entire concept is modelled closely on the S-Class motorhome segment.

For model year 2010, HYMER offers altogether three models in this class: the HYMER Nova S 545 (overall width: 2.50 metres) and S 546 (overall width: 2.30 metres) with U-shaped seating area and fixed bed at the rear, and the tandem axle HYMER Nova S 690 (overall width: 2.50 metres) with fixed bed at the rear, couch-table ensemble in the centre and U-shaped seating group at the front.

The new colour of the exterior paint finish is Carrara White as standard. An all-silver paint finish is optionally available. The perfect curved contours thanks to the PUAL bodywork, and the optically recessed rear light moulding lend a sporty, elegant flair to the large vehicles.

The visual impact outside gives a foretaste of what lies in store within. The ergonomically styled furnishing scheme in Noce Bergamo design with curved forms, smooth surfaces, overhead storage flaps with beige leather-look inlays and gleaming handles in chrome-look are highlights of the exclusive décor. To put the finishing touches to the picture there is the Ravel PVC flooring.

The lavish design of the seating areas with a panoramic view delivers the ultimate seating comfort and their styling creates an exceptional ambiance. As a very exclusive touch, all the caravans in the Nova S-Class are optionally available with leather furnishing. The freestanding table with lifting column and light beige centre can be moved in all directions. It can be effortlessly lowered to create a flat support for the cushions and hence an additional reclining area.

The kitchen area impresses with granite-look shelving, a domestic-style, combined three-burner hob and sink, large storage areas and roller-mounted drawers meeting the highest standards.

Special mention must be made of the design of a washroom in the centre with a new washstand. With its designer washbasin next to the shower cubicle, it delivers a stunning visual impact. The washroom in the HYMER Nova S with the Noce Bergamo furniture finish is extremely exclusive, aesthetic and elegant in appearance.

On request, a 7-zone cold foam mattress, bedspread and two additional cushions can now be added to the bed comfort for which the S-Class is renowned.

## 4. HymerCard – the pioneer in the caravanning sector

- **The virtual HYMER-Welt:** **All aboard the World Wide Web**
- **HYMER-finance:** **Smart financing, carefree travel**
- **Santander Safe:** **The exclusive purchase price insurance**
- **HymerCard:** **The ace up your sleeve**
- **HymerCard travel:** **Superior holiday quality**
- **HymerCard teaming partners:** **HYMER customers have a clear edge**

HYMER recognized early on, almost 20 years ago, that the customer of a leisure vehicle manufacturer can expect more than just high-quality motorhomes and caravans. The introduction of HymerCard, in 1993 the only customer card industry-wide, is testament to this realization. However, the fact that customer service has top priority for the Upper Swabian company and its employees is demonstrated first and foremost by the user-oriented improvements and the continuous expansion of the wide spectrum of services.

Over the years, and by tapping into HYMER's innovative talent, a unique array of services has been created – covering exclusive travel offers, information and entertainment in the form of newsletters and customer magazines, interesting partnerships with companies and organisations as well as first-class assistance should problems occur en route. "Experience tomorrow today" means staying one decisive step ahead of trends in the service sector.

### **The virtual HYMER-Welt: All aboard the World Wide Web**

Today a platform for innovative, modern customer service is the internet where customers seek information on the product range, company and services. They expect user-friendly interfaces to take them to their goal with a minimal number of clicks. HYMER meets this aspiration with its website at [www.hymer.com](http://www.hymer.com), which was updated in a technically innovative way at the beginning of the year. Previously commended in various representative surveys, the site now offers even more interesting features, while the clarity and ease of use is in no way compromised. The latest highlight is the HYMER TV section where the internet user can enter the world of HYMER and call the company profile or vehicle descriptions in moving images. Events such as HYMER's 50<sup>th</sup> anniversary celebrations last year are available as a

film clip, as are detailed studies of individual HYMER vehicles such as the HYMER Liner, HYMER Car or Hymermobil B-Class .

User-friendliness is taken seriously at [www.hymer.com](http://www.hymer.com): “CTRL” and “+” enlarges the screen view to render the text easily legible for everybody and to reveal all the details of the images or films. A great idea and, what is more, a unique service sector-wide.

Besides the new attributes, the established ones continue to fill the bill. For instance, in the HYMER archive those who are interested can download product catalogues from 1980 up to present and see, for instance, what HYMER’s very first 1981 alcove motorhome looked like. All the current motorhome and caravan catalogues are available for download or in printed form.

Whether it be new vehicles, the extensive second-hand market or the exclusive Europe-wide campsite search engine, users can find the leisure vehicle of their dreams at [hymer.com](http://hymer.com) just as easily as the right destination for their next fantastic holidays. The online shop takes you straight to the pages of Movera GmbH – a HYMER subsidiary – with everything the heart desires, from the awning to the complete SAT TV system.

Another HymerCard service is the ferry service allowing you to book over 75 European ferry connections and all “Camping on Deck” ferry passages in the North Sea, Baltic Sea and Mediterranean region from the comfort of your home.

In addition, you can subscribe to the informative HYMER newsletter and set up your own myHymer.com account at [www.hymer.com](http://www.hymer.com). Apart from the up-to-date company newsletter (six times a year), HYMER offers an individual e-mail address with mailbox for worldwide access, 50 MB capacity, virus scan and advertising blocker. In this way you will enjoy mobile freedom, can communicate all over the world and feel at home.

### **HYMER-finance: Smart financing, carefree travel**

Fair and flexible – HYMER-finance, the seasoned service of the Santander Consumer Bank, makes dreams of home on four wheels come true without having to pay for everything at

once. The very attractive terms offered by the HYMER partner – no matter whether for financing or leasing – are geared to customers' individual needs. Smart financing when buying a leisure vehicle ensures carefree travel.

In addition to classical instalment financing with up to 120-month terms maximum, HYMER finance offers, for instance, so-called budget financing (72-month term maximum) involving the payment of small, easy monthly instalments with a final instalment at the end of the financing term. The same conditions apply as for the standard financing with three different options for the final instalment:

1. Pay the final instalment
2. Simply take out follow-up financing for the final instalment or
3. Return the vehicle (set-off of the final instalment and purchase of new vehicle).

Intelligent and innovative: AutoFlex, the particularly flexible version, is a product with individual instalments by a flexibly repayable loan. Here the customer can fix the amount of the monthly instalment himself and – in an equally hassle-free way – he can reduce it by making payments inbetween.

Another very interesting option is the AutoDispoPlus card, giving the customer a Maestro/EC card including a credit limit on top of the HYMER-finance financing. This service means the customer always has a money reserve of Euro 5,000 which he can use at the HYMER dealership for vehicle accessories or garage services, among others. The AutoDispoPlus card is also generally accepted in the retail trade, at petrol stations or, when travelling, by numerous service providers. All this comes at an initial interest rate of zero percent in the first six months. Afterwards the amount taken up is subject to an initial, effective annual interest rate of currently 9.99 percent.

### **Santander Safe: the exclusive purchase price insurance**

With Santander Safe, HYMER-finance offers wide-ranging extra protection because, in the event of theft or total loss, a comprehensive insurance generally only pays the current vehicle value. Santander Safe ensures settlement of the difference between current value

and purchase price plus a dynamic value adjustment of three percent per annum (inflation adjustment). In the event of damage or loss, Santander Safe hence allows you to buy an equivalent motorhome or caravan at your HYMER dealership, despite any increases in market price.

Highlights:

- 48-month fixed term (independent of the financing)
- Valid for motorhomes and caravans, for eight years maximum from initial registration
- Valid for all financing programmes (except Autoflex)
- Maximum compensation: Euro 15,000.00
- Excess up to Euro 150.00 is refunded.

Processing of the above-described services, the financing or leasing ([www.santander-leasing.de](http://www.santander-leasing.de)) desired is attended to directly through HYMER-finance and is hassle-free. To seek information about all the finance options without obligation, just visit [www.hymer.com](http://www.hymer.com) (HYMER-Welt → HYMER-finance) and click the online finance calculator. Customers can obtain further information from the HYMER dealership nearby.

### **HymerCard: The ace up your sleeve**

Small card, great effect: For 16 years now, customers purchasing a HYMER motorhome or caravan have received a small card opening the door to a vast array of services. HYMER service under the HymerCard means assistance for convenient travel preparation and for a safe journey, even should problems occur. The numerous services offered deliver convenient travel and inspiring holiday ideas.

From information on entry requirements, the currency, immunisation protection, all the way to the weather and local climatic conditions, the HymerCard service supplies everything in advance which you need to know about the holiday destination of your choice. Just in case, you can put copies of your identity card, driving licence and vehicle documents in the HymerCard document depot before your departure, permitting swift replacement in the event of theft or loss. And the HymerCard service will not fail you if you lose your key to the vehicle. The finder is asked to put it in the next letter box and a unique code number takes it back to its owner, as if by magic.

Breakdowns are particularly annoying when on holiday. How good it is to have a partner at your side who will provide swift and unbureaucratic assistance. With HymerCard the next breakdown service is just a call away and will come to your aid - round the clock, Europe-wide. In case of accidents, towing or special rescue vehicles are also organised.

Whether a doctor, lawyer or interpreter is needed – the HymerCard team will find the right service for you in any situation. That is exactly what comprehensive customer service is about.

The slogan “Life flows better with...” could come from HYMER and perfectly fits the advantages the customer gains from HYMER’s cooperation with the Santander Consumer Bank AG. Since the year 2000, customers have had the option of applying for the HymerCard as a full Visa credit card, giving them access to two realms of services at one and the same time. The HymerCard-Visa gives customers all the benefits of a modern credit card, but as owners of a HYMER motorhome or Eriba/HYMER caravan they do not pay any

annual fees. In addition to the HymerCard-Visa, two partner cards can be applied for free of charge.

Furthermore, the flexible repayment options of the HymerCard-Visa are available subject to credit standing. The customer can pay for cashless transactions at over 28 million retail outlets worldwide which accept Visa or withdraw cash round-the-clock from over 1.2 million cash dispensers. Further information is available at [www.santander.de](http://www.santander.de).

Those seeking in-depth information and background reports do not just go on the internet, they also like reading the free HymerCard magazine. Twice a year it is automatically delivered to HymerCard holders' letterboxes, supplying travel tips, product information and news from HYMER. Regular highlights in the magazine are the unique benefits for HYMER customers through exclusive partnerships with leisure parks, campsites and museums in Germany and throughout Europe. HymerCard guarantees the quality of the offering and remarkable savings. Reason enough for 35,000 customers to regularly read the HymerCard magazine. Those who would like to check it out can download a pdf of the current issue at [www.hymer.com](http://www.hymer.com) (HYMER-Welt → HymerCard → HymerCard Magazine) and take a look at what this attractive customer magazine has to offer.

### **HymerCard travel: Superior holiday quality**

Adding a new dimension to holidays: those travelling with HymerCard can rely not only on perfect organisation and support, they mostly get to discover their holiday destination off the beaten track. The fact that this is so is due mainly to the competent and experienced tourist operators with whom HYMER enjoys a long and close working relationship. Whether your journey takes you to Hunsrück or Saxon Switzerland, to the west of the USA or to the other end of the world in Australia and New Zealand: HymerCard gives you an exclusive travel experience and on excursions you will benefit from more inside tips than any other holidaymaker. In the 2009/2010 holiday season, the travel portfolio includes classic escapes like Morocco or Tunisia as well as new trips to Flanders, Sicily or Switzerland. Motorsports enthusiasts can again look forward to exciting weekends during the DTM season, where they will get to take a behind-the-scenes look at motor sports. Due to popular demand, the

new HymerCard travel programme again includes a visit to the Kastelruther Spatzen musical group in South Tyrol.

From mid-July, those yearning for faraway places will find all the HymerCard travel offers in the HymerCard travel catalogue for the 2009/2010 season by simply going to [www.hymer.com](http://www.hymer.com) (HYMER-Welt → HymerCard → HymerCard Travel). For further information on the current programme call: +49 7524 999 0 or send an e-mail to: [hymercarn@hymer.com](mailto:hymercarn@hymer.com). Enter a new dimension of travel.

HYMER charts your course, whether on land or sea. If the HymerCard customer's holiday travels take him across water (to Scotland or Sicily, for instance), HYMER will help him catch the next boat. The Reiseservice Kiel – a longstanding partner of HYMER AG – books the right ferry for the customer and then sends the tickets by mail – it's just a call away: +49 431 92828.

### **HymerCard teaming partners: HYMER customers have a clear edge**

The HymerCard service is your partner in matters surrounding travel. It is a good thing that professionals in the camping travel sector also provide support. For the 2009/2010 season, 61 exclusive partners covering the campsite and stopover sector, fitness and wellness, the technical sphere and museums as well as the amusement and gastronomy scene have teamed up with HymerCard. Travel to the most beautiful places in Germany, the Netherlands, Switzerland, Austria, Italy and Croatia and benefit from the exclusive offers secured by your HymerCard.

Most of this year's teaming partners are accounted for by 51 exclusive campsites and stopovers offering up to 15-percent discounts and other reduced rates. In addition, the HymerCard service team presents new partners such as the Waldsee Therme Health Centre with an introductory spa special, the Public Observatory of Laupheim or the Gustavshof vineyard in Rheinhessen.

Have we roused your curiosity? For details, simply go to [www.hymer.com](http://www.hymer.com) (HYMER-Welt → HymerCard → Teaming Partners) where you can download an outline map and each

partner's offering or ask the HymerCard service (Phone: +49 7524 999 0, E-mail: [hymercard@hymer.com](mailto:hymercard@hymer.com)) for the brochure with all the HymerCard teaming partners.

## **5. More than just a holiday trend – camping fun with HYMER-rent**

- **Rent a Trend: Camping holidays in Germany**
- **Hassle-free booking at [www.hymer-rent.de](http://www.hymer-rent.de)**
- **Buy me! Rental vehicles lure price-conscious buyers**
- **Exclusive extra services for HYMER-rent customers**

Forego holidays due to the crisis? Not with Europe's most successful rental organisation for leisure vehicles. HYMER-rent makes holidays affordable and fun, especially if the best time of the year is spent at Germany's campsites. Our tourist regions are in demand, not only in times of belt-tightening. Our homeland currently ranks as the fourth most popular destination of German holidaymakers, after Spain, Turkey and Tunisia – and the trend is clearly continuing upwards. The saying "Why seek far afield when the good is close by?" has long since applied, particularly for camping holiday enthusiasts.

### **Rent a Trend: Camping holidays in Germany**

Many campsites in Germany, among them many HymerCard teaming partners, are family-managed, have state-of-the-art facilities and, besides a well-kept site and friendly staff, they also offer varied entertainment, child care and excursions to the surroundings.

Not far from such a holiday destination, altogether 35 German HYMER-rent depots offer vehicles for every taste and every budget: from the nippy two-person motorhome which comes at no more than Euro 65/day, through the spacious family-friendly vehicles with plenty of storage space, all the way to the luxury model for superlative comfort. Over 900 motorhomes in six price categories are available Europe-wide to choose between.

Affordable European holidays outside Germany can also be flexibly planned with HYMER-rent: with around 60 rental depots in 18 countries offering HYMER quality and service. Take, for example, the possibility for travellers to pick up their rental vehicles at the holiday destination. For holiday travels to Spain or Slovenia, smart travellers save themselves the long car journey and simply fly to the region of their choice – a service much appreciated by families with small children.

Selected dealerships offer not only motorhomes but also caravans for hire: the slightly more economically priced way to experience the fascination of holidays en route, perhaps marking the start to a life-long passion. Simply ask the rental depot nearby for current offers.

**Hassle-free booking at [www.hymer-rent.de](http://www.hymer-rent.de)**

Organising and booking holidays online has long since become established practice. What could be more convenient than selecting the most attractive holiday destination, best conditions and – in the case of HYMER-rent – the right camping vehicle, while sitting at your home computer together with the whole family? Using the internet as your holiday launch pad will quickly take you to the holiday of your dreams. At [www.hymer-rent.de](http://www.hymer-rent.de) the vehicle of your choice is just a few clicks away. Once the place of departure or rental depot has been entered, the system only needs to know the number of seats and berths and the travel period. Quick as a flash, a list of the vehicles available is displayed together with the layout and price. It goes without saying that any other vehicle details required can be accessed just as readily.

Those who have made a decision and want to book proceed to the next online step where – in addition to equipment such as bed linen, tableware or winter tyres – further services can be booked, including the extended cancellation clause. For a daily sum of Euro 3.50, it works the same way as a travel cancellation insurance, allowing cancellation of the rental contract and refund of sums already paid in case of a certified accident, illness, pregnancy etc. The precondition is that the cancellation clause must have been agreed upon conclusion of the rental contract. In the event of cancellation, only processing costs of Euro 50.00 are due. In addition, the booking options include the Safety Plus Package which, for Euro 99.00 per rental, reduces the security deposit as well as the excess to Euro 750.00 (fully comprehensive insurance) or Euro 250.00 (partial coverage). Hassle-free booking and safe, affordable holidays with HYMER-rent.

There are further savings of almost 15-percent of the rental for price-conscious holidaymakers with the HYMER-rent Happy Weeks, which vary according to German state. Simply click Happy Weeks at [www.hymer-rent.de](http://www.hymer-rent.de) and take a look at the current data under

seasons. For 14-day rentals in the specified periods there are two days for free, and for 21-day rentals even three.

For smart spenders in a hurry, there is still the optimised express booking system at [www.hymer-rent.de](http://www.hymer-rent.de), where just five clicks are needed to take you straight to the vehicle available. Another plus point for those with a keen eye for cost is that the prices at HYMER-rent are just as attractive as last year. Last minute offers apply for participating dealerships only, it is worth an inquiry.

### **Buy me! Rental vehicles lure price-conscious buyers**

Many acquire a taste for holidays on the move the very first time they go away with a HYMER rental motorhome and decide that all future travels will be with their own four walls. No weather constraints, no hotel ties – mobile holidays are simply fun. All the same, the investment made in a motorhome is not small and is thought over carefully, especially in uncertain times. HYMER-rent makes the decision far, far easier. As the vehicles in the HYMER-rent fleet are replaced after two years maximum, a one- to one-and-a-half-year-old vehicle – almost as good as new – can be bought at an exceedingly attractive price. A practical service: at [www.hymer-rent.de](http://www.hymer-rent.de) you can now look for the vehicle of your choice straightaway and the dealership stocking the second-hand motorhome can be contacted direct.

The advantages of a HYMER second-hand vehicle that is as good as new are clear to see: on the one hand HYMER guarantees best servicing of the vehicles by its dealers; any traces of usage or damage are seen to professionally when you receive the vehicle. On the other hand, the warranty is upheld within the framework of the statutory rights, i.e. after the first rental season, a warranty of up to one and a half years often remains. Buyers of such a rental motorhome can avail themselves of the favourable HYMER-finance terms in the same way as for the purchase of a new vehicle. If you are interested in this option, go to [www.hymer.com](http://www.hymer.com) (HYMER-Welt → HYMER-finance).

## New motorhome registrations in Germany

01.09.2008 - 31.05.2009

	2008/2009	2007/2008	% change
September	1,001	1,117	- 10.4
October	951	922	3.1
November	712	644	10.6
December	596	587	1,5
January	646	886	- 27.1
February	952	1,466	- 35.1
March	2,290	3,252	- 29.6
April	3,122	3,401	- 8.2
May	2,995	3,236	- 7.4
<b>Total</b>	<b>13,265</b>	<b>15,511</b>	<b>- 14.5</b>

Source: Federal Motor Vehicle Licensing Agency, Flensburg

## New caravan registrations in Germany

01.09.2008 - 31.05.2009

	2008/2009	2007/2008	% change
September	1,257	1,100	14.3
October	1,005	1,063	- 5.5
November	650	660	- 1.5
December	447	426	4.9
January	492	694	- 29.1
February	840	1,252	- 32.9
March	2,187	2,331	- 6.2
April	2,680	3,015	-11.1
May	2,623	2,614	0.3
<b>Total</b>	<b>12,181</b>	<b>13,155</b>	<b>- 7.4</b>

Source: Federal Motor Vehicle Licensing Agency, Flensburg

**Trend in new motorhome  
registrations in Germany  
by calendar year from 1991 to 2008**

<b>Year</b>	<b>No. of Motorhomes</b>	<b>% change</b>
1991	21,688	28.0
1992	20,412	-5.9
1993	16,237	-20.5
1994	13,035	-19.7
1995	13,238	1.6
1996	12,601	-4.8
1997	12,733	1.0
1998	13,839	8.7
1999	15,665	13.2
2000	18,345	17.1
2001	18,946	3.3
2002	17,733	-6.4
2003	17,802	0.4
2004	19,363	8.8
2005	20,606	6.4
2006	21,235	3.1
2007	19,655	-7.4
2008	20,920	6.4

Source: Federal Motor Vehicle Licensing Agency, Flensburg

**Trend in new caravan  
registrations in Germany  
by calendar year from 1991 to 2008**

<b>Year</b>	<b>No. of caravans</b>	
<b>1991</b>	<b>33,293</b>	<b>14.8</b>
<b>1992</b>	<b>33,580</b>	<b>0.9</b>
<b>1993</b>	<b>31,221</b>	<b>-7.0</b>
<b>1994</b>	<b>30,424</b>	<b>-2.6</b>
<b>1995</b>	<b>29,135</b>	<b>-4.2</b>
<b>1996</b>	<b>27,581</b>	<b>-5.3</b>
<b>1997</b>	<b>26,517</b>	<b>-3.9</b>
<b>1998</b>	<b>26,026</b>	<b>-1.9</b>
<b>1999</b>	<b>25,646</b>	<b>-1.5</b>
<b>2000</b>	<b>26,189</b>	<b>2.1</b>
<b>2001</b>	<b>24,570</b>	<b>-6.2</b>
<b>2002</b>	<b>22,656</b>	<b>-7.8</b>
<b>2003</b>	<b>22,595</b>	<b>-0.3</b>
<b>2004</b>	<b>21,562</b>	<b>-4.6</b>
<b>2005</b>	<b>21,665</b>	<b>0.5</b>
<b>2006</b>	<b>22,413</b>	<b>3.5</b>
<b>2007</b>	<b>19,067</b>	<b>-14.9</b>
<b>2008</b>	<b>19,278</b>	<b>1.1</b>

Source: Federal Motor Vehicle Licensing Agency, Flensburg