

# OFFER

HANSE

# 445

<b>Dealer:</b>	<b>CROATIA YACHTING D.O.O.</b>
	SUPILOVA 26, 21 000 SPLIT
	OIB: 08633766175
<b>Customer:</b>	
<b>Date:</b>	20.1.2014

<b>Offer No.</b>	
<b>Subject</b>	H445 # 206
<b>Hull number</b>	DE-HAN N 0160 I 314
<b>Engine number</b>	51 03 98 75 24 X
<b>Year Built</b>	2014

<b>Language:</b>	English
<b>Currency:</b>	€
<b>Exchange rate:</b>	1
<b>VAT:</b>	0%
<b>Discount:</b>	0,00%
<b>Add. Discount:</b>	0,00%
<b>Total Discount:</b>	0,00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex VAT €	Price ex VAT €	Selection	Discount	Price ex VAT incl. Discount €	Price incl. VAT & Discount €
<b>H445.14</b>	<b>as per standard specification</b>					<b>165.900,00 €</b>	<b>165.900,00</b>	<b>1</b>	<b>0,00%</b>	<b>165.900,00</b>	<b>165.900,00</b>
	<b>HULL</b>										
XA1000	GRP hull, white Gelcoat, standard	X				standard	0,00	1	0,00%	0,00	0,00
XA3000	Waterline, 2 stripes, standard, dark grey	X				standard	0,00	1	0,00%	0,00	0,00
	<b>KEEL</b>										
XB1000	Keel, T-shape, standard draft, cast iron, 2,25m	X				standard	0,00	1	0,00%	0,00	0,00
	<b>LAYOUT &amp; INTERIOR</b>										
XL1002	A2: 2 fwd cabins with 2 double berths, hanging lockers, head port & shower stb		X			4.200,00 €	4.200,00	1	0,00%	4.200,00	4.200,00
XL2001	B1: saloon, U-shaped sattee, saloon table, chart table, L-shaped galley, day head with separate shower	X				standard	0,00	1	0,00%	0,00	0,00
XL3002	C2: double aft cabins with double berths & storage lockers	X				standard	0,00	1	0,00%	0,00	0,00
XL7002	Lowerable table in saloon for Double berth in saloon			X		850,00 €	850,00	1	0,00%	850,00	850,00
XL7600	Worktop in galley, black	X				standard	0,00	1	0,00%	0,00	0,00
	<b>WOOD (FURNITURE, FLOORBOARD)</b>										
XM1100	Furniture - Mahogany style, satin varnish	X				standard	0,00	1	0,00%	0,00	0,00
XM1201	Floorboard - Classic Stripes		X			1.300,00 €	1.300,00	1	0,00%	1.300,00	1.300,00
	<b>UPHOLSTERY, CARPETS &amp; CURTAINS</b>										
XN1000	Mattresses, standard for all berths	X				standard	0,00	1	0,00%	0,00	0,00
XN2001	Upholstery 'Monte Carlo' (Hanse Colour Card)		X			410,00 €	410,00	1	0,00%	410,00	410,00
	<b>Packages</b>										
<b>XW3000</b>	<b>Cruising Package Basic</b>					<b>4.900,00 €</b>	<b>4.900,00</b>	<b>1</b>	<b>0,00%</b>	<b>4.900,00</b>	<b>4.900,00</b>
XC9010	Cockpit bottom, teak							1	0,00%		
XC9062	Helmsman footrests (not mounted)							1	0,00%		
XC9080	Spring cleats							1	0,00%		
XC9090	Anchor windlass, electrical, remote control (only with XH1001)							1	0,00%		
XC9100	Anchor 'Delta' 20kg, with 60m galvanized chain, 10mm							1	0,00%		
XH1001	Battery set, capacity upgraded to: 1x90Ah + 2x165Ah AGM							1	0,00%		
XH3110	Shower unit at cockpit / stern, cold & warm water							1	0,00%		
XV9420	Wind indicator							1	0,00%		
XV9450	Flagpole							1	0,00%		
XV9901	6 Fenders							1	0,00%		
XV9902	4 Mooring lines							1	0,00%		
XV9910	Second winch handle							1	0,00%		
XV9950	HANSE maintenance kit							1	0,00%		
	<b>OPTIONS</b>										
	<b>DECK &amp; OUTSIDE EQUIPMENT</b>										
XC1000	Deck, standard (non slip)	X				standard	0,00	1	0,00%	0,00	0,00
XC2200	Double steering system, stainless steel/leather wheels	X				standard	0,00	1	0,00%	0,00	0,00
XC3001	Cockpit table, stainless steel with folding teak tops	X				standard	0,00	1	0,00%	0,00	0,00
XC4000	Guard rail	X				standard	0,00	1	0,00%	0,00	0,00
XC5300	2 LEWMAR 50 ST EVO manual halyard winches	X				standard	0,00	1	0,00%	0,00	0,00
	<b>RIG &amp; SAILS</b>										
XE1000	Mast, standard rig	X				standard	0,00	1	0,00%	0,00	0,00
XE3000	ELVSTRÖM Dacron sails, full batten main & self tacking jib	X				standard	0,00	1	0,00%	0,00	0,00
XE9002	Selden MDS slider system			X		850,00 €	850,00	1	0,00%	850,00	850,00
	<b>NAVIGATION &amp; INSTRUMENTS</b>										
XF2200	B&G Triton multifunction display in cockpit, incl. transducer (speed, depth, temp)	X				standard	0,00	1	0,00%	0,00	0,00
	<b>PROPULSION</b>										
XG1002	VOLVO D2-55, 39kW/53hp - saildrive, propeller 3 blade fix	X				standard	0,00	1	0,00%	0,00	0,00
	<b>EQUIPMENT</b>										
XH1000	Battery set, capacity: 1x90Ah + 1x165Ah AGM	X				standard	0,00	1	0,00%	0,00	0,00

XH1600	Country Version: EU / AUS	X			standard	0,00	1	0,00%	0,00	0,00	
XH2000	Charger 30A	X			standard	0,00	1	0,00%	0,00	0,00	
XH3000	Toilet, manual aft	X			standard	0,00	1	0,00%	0,00	0,00	
XH3010	Toilet, manual, fwd	X			standard	0,00	1	0,00%	0,00	0,00	
<b>ACCESSORIES</b>											
<b>SHIPPING AND TRANSPORT</b>											
XZ1010	Shrink wrap foil		X			375,00 €	375,00	1	0,00%	375,00	375,00
XZ2001	Loading on truck		X			400,00 €	400,00	1	0,00%	400,00	400,00
<b>LIST PRICE:</b>									<b>179.185,00</b>	<b>179.185,00</b>	
<b>TOTAL DISCOUNT:</b>									<b>0,00</b>	<b>0,00</b>	
<b>TOTAL PRICE:</b>									<b>179.185,00</b>	<b>179.185,00</b>	

<b>Additional components:</b>		<b>Price ex VAT</b>									
	Transport Greifswald - Umag					7.500,00	7.500,00	1	0,00%	7.500,00	7.500,00
	Rigging (mast assembly and installation, installation of sails and rails)					1.100,00	1.100,00	1	0,00%	1.100,00	1.100,00
	Antifouling (including materials - 2 layers of primer and antifouling)					1.000,00	1.000,00	1	0,00%	1.000,00	1.000,00
	Costs of launching (including travel lift and land berth charges for up to 4 days)					880,00	880,00	1	0,00%	880,00	880,00
	Lazy bag with lazy jacks					780,00	780,00	1	0,00%	780,00	780,00
	Bimini top					1.890,00	1.890,00	1	0,00%	1.890,00	1.890,00
	Sprayhood					1.580,00	1.580,00	1	0,00%	1.580,00	1.580,00
	FUSION IP700i radio, iPhone/iPod docking, USB saloon and cockpit speakers					590,00	590,00	1	0,00%	590,00	590,00
	Bowthruster, retractable 12 V battery OptimaTop 75(including installation and material)					5.380,00	5.380,00	1	0,00%	5.380,00	5.380,00
	2 B&G Triton multifunctional display including windtransducer, VHF RS12, B&G Zeus Touch 8 GPS chart plotter, Navionics Adriatic Card P+SD, Autopilot, B&G control unit & FluxGate Gyro Compass RC42, VHF Antenna					7.180,00	7.180,00	1	0,00%	7.180,00	7.180,00
	Inverter (12V-220) 350 W					280,00	280,00	1	0,00%	280,00	280,00
	2 LEWMAR 50 ST EVO secondary winches					1.850,00	1.850,00	1	0,00%	1.850,00	1.850,00
	Blinds for side windows and hatches					880,00	880,00	1	0,00%	880,00	880,00
	Charter equipment (deck, safety, bedlinen, galley, navigational, UV protection...)					5.560,00	5.560,00	1	0,00%	5.560,00	5.560,00
<b>LIST PRICE:</b>									<b>215.635,00</b>	<b>215.635,00</b>	
<b>TOTAL DISCOUNT:</b>									<b>0,00</b>	<b>0,00</b>	
<b>TOTAL PRICE:</b>									<b>215.635,00</b>	<b>215.635,00</b>	

**Notes:**

<b>Payment conditions</b>	12.500,00 EUR upon order 37.500,00 EUR latest 10 weeks before start of production Balance latest 3 weeks before delivery
<b>Payment method</b>	kuna equivalent at the selling exchange rate of Hypo Alpe Adria bank d.d at the moment of payment to our bank account 2500009-1101363215 at HYPO ALPE ADRIA BANK D.D., Zagreb, Croatia
<b>Delivery</b>	February 2014
<b>Offer valid until</b>	7 days
<b>Note</b>	<b>VAT is not included</b>

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(Date)

(Place)

(Signature)