

# OFFER

HANSE

# 458

Dealer:	Croatia Yachting d.o.o.
	Dražanac 2/a, 21 000 Split, Croatia
	EU VAT ID: HR08633766175
Customer:	
Date:	DD.MM.YYYY

Offer no.	
Subject	Hanse 458 Charter Edition
Hull no.	
Engine type	
Engine no.	
Length	
Year	

Language:	English
Currency:	€
Exchange rate:	1
VAT:	0%
Discount:	7,00%
Add. Discount:	0,00%
Total Discount:	7,00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex VAT €	Price ex VAT €	Selection	Discount	Price excl. Discount €	Price ex VAT incl. Discount €	Price incl. VAT & Discount €
H458.22	as per standard specification					220.900,00 €	220.900,00 €	1	15,80%	220.900,00 €	185.993,00 €	185.993,00 €
	<b>Packages</b>											
XW2000	<b>B&amp;G Navigation Package</b>					12.490,00 €	12.490,00 €	1	50,00%	12.490,00 €	6.245,00 €	6.245,00 €
XF2000	2 instrument pods (1 per helm station)							1	50,00%			
XF2200	2 B&G Triton <sup>2</sup> multifunction displays in cockpit, incl. transducer							1	50,00%			
XF3000	B&G VHF V60 at chart table, incl. wireless remote handset H60 (only with XK5000)							1	50,00%			
XF4030	B&G Zeus <sup>2</sup> S 9" chart plotter, stb							1	50,00%			
XF5000	B&G Autopilot with Triton <sup>2</sup> control unit with WR10 remote control and Precision 9 compass							1	50,00%			
XK5000	VHF preparation with antenna and splitter for FM and AIS							1	50,00%			
XW3000	<b>Cruising Package Charter</b>					4.990,00 €	4.990,00 €	1	50,00%	4.990,00 €	2.495,00 €	2.495,00 €
XC9062	Helmsman footrests (free mountable)							1	50,00%			
XC9080	2 additional cleats, midship, retractable (1 each side)							1	50,00%			
XC9090	Anchor windlass, electrical, 1000 W, with automatic fuse and remote control with chain							1	50,00%			
XC9100	Delta-anchor 20 kg, galvanized with 60 m galvanized chain							1	50,00%			
XC9421	Openable portlights in side coach roof windows							1	50,00%			
XF4550	MyHanse safety cloud with 24 months subscription and device installed on board							1	50,00%			
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM							1	50,00%			
XH3110	Shower unit in cockpit, warm-coldwater							1	50,00%			
XV9420	Wind indicator							1	50,00%			
XV9450	Flagpole							1	50,00%			
XV9901	6 fenders							1	50,00%			
XV9902	4 mooring lines							1	50,00%			
XV9910	Add. winch handle							1	50,00%			
XV9950	HANSE maintenance kit							1	50,00%			
XW5000	<b>Comfort Package</b>					3.090,00 €	3.090,00 €	1	50,00%	3.090,00 €	1.545,00 €	1.545,00 €
XC9032	Courtesy lights in cockpit							1	50,00%			
XC9033	Courtesy lights at companionway							1	50,00%			
XC9300	2 vents for coach roof hatches							1	50,00%			
XL9003	Indirect lights in saloon and cabins							1	50,00%			
XL9004	LED overhead lights in saloon and master cabin, dimmable (only with XL9010)							1	50,00%			
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon and master cabin							1	50,00%			
XV9010	Blind set with flyscreens for deck hatches							1	50,00%			
XV9060	Blinds for hull windows							1	50,00%			
XV9080	Blinds for side coach roof windows							1	50,00%			
	<b>OPTIONS</b>											
	<b>HULL</b>											
	<b>KEEL</b>											
	<b>LAYOUT &amp; INTERIOR</b>											
XL1002	A2: 2 fwd cabins with double berth, storage space, head on port and shower stall on stb		X			4.200,00 €	4.200,00 €	1	50,00%	4.200,00 €	2.100,00 €	2.100,00 €
XL7001	Saloon table, lowerable for double berth		X			1.490,00 €	1.490,00 €	1	50,00%	1.490,00 €	745,00 €	745,00 €
	<b>WOOD (FURNITURE, FLOORBOARD)</b>											
XM1201	Floorboard - Classic Stripes		X			1.690,00 €	1.690,00 €	1	7,00%	1.690,00 €	1.571,70 €	1.571,70 €
	<b>UPHOLSTERY, CARPETS &amp; CURTAINS</b>											
XN2001	Upholstery - Sorrento (colour selection)		X			890,00 €	890,00 €	1	7,00%	890,00 €	827,70 €	827,70 €
	<b>DECK &amp; OUTSIDE EQUIPMENT</b>											
XC1320	Teak on cockpit bottom					2.690,00 €	2.690,00 €	1	7,00%	2.690,00 €	2.501,70 €	2.501,70 €
XC5200	2 LEWMAR 45 ST EVO manual secondary winches		X			2.250,00 €	2.250,00 €	1	50,00%	2.250,00 €	1.125,00 €	1.125,00 €
	<b>RIG &amp; SAILS</b>											
	<b>NAVIGATION &amp; INSTRUMENTS</b>											
	<b>PROPULSION</b>											
XG3101	Bowthruster, 12 V, retractable, incl. battery			X		8.900,00 €	8.900,00 €	1	50,00%	8.900,00 €	4.450,00 €	4.450,00 €
	<b>EQUIPMENT</b>											
	<b>RADIO &amp; ENTERTAINMENT</b>											
	<b>ACCESSORIES</b>											
	<b>SHIPPING AND TRANSPORT</b>											
XZ2001	Loading on truck			X		390,00 €	390,00 €	1	50,00%	390,00 €	195,00 €	195,00 €
XZ4000	Declaration of Conformity		X			standard	0,00 €	1	7,00%	0,00 €	0,00 €	0,00 €
XZ4005	Safety manual		X			standard	0,00 €	1	7,00%	0,00 €	0,00 €	0,00 €
XZ4010	Builder's Certificate		X			standard	0,00 €	1	7,00%	0,00 €	0,00 €	0,00 €
	<b>LIST PRICE:</b>									263.970,00 €	263.970,00 €	263.970,00 €
	<b>TOTAL DISCOUNT:</b>								20,52%	209.794,10 €	54.175,90 €	54.175,90 €
	<b>TOTAL PRICE:</b>										209.794,10 €	209.794,10 €

	Price ex VAT											
<b>Additional components:</b>												
Transport Greifswald - Umag	8.650,00 €	8.650,00 €	1	0,00%	8.650,00 €	8.650,00 €	8.650,00 €					
Rigging (mast assembly and installation, installation of sails and rails)	1.240,00 €	1.240,00 €	1	10,00%	1.240,00 €	1.116,00 €	1.116,00 €					
Antifouling (including materials - 2 layers of primer and antifouling)	1.360,00 €	1.360,00 €	1	10,00%	1.360,00 €	1.224,00 €	1.224,00 €					
Costs of launching (including travel lift, 5 days land berth charges, 1 day sea berth charges)	940,00 €	940,00 €	1	0,00%	940,00 €	940,00 €	940,00 €					
Final commissioning - test of equipment, Engine pre-delivery inspection, calibration of nav. Instruments	400,00 €	400,00 €	1	10,00%	400,00 €	360,00 €	360,00 €					
Lazy bag with lazy jacks	780,00 €	780,00 €	1	0,00%	780,00 €	780,00 €	780,00 €					
Bimini top	1.890,00 €	1.890,00 €	1	0,00%	1.890,00 €	1.890,00 €	1.890,00 €					
Sprayhood	1.580,00 €	1.580,00 €	1	0,00%	1.580,00 €	1.580,00 €	1.580,00 €					
Radio CD(MP3/USB) player with saloon and cockpit speakers	500,00 €	500,00 €	1	0,00%	500,00 €	500,00 €	500,00 €					
Inverter (12V-220) 350 W	290,00 €	290,00 €	1	0,00%	290,00 €	290,00 €	290,00 €					
Charter equipment (deck, safety, bedding, galley, navigational...)	5.400,00 €	5.400,00 €	1	0,00%	5.400,00 €	5.400,00 €	5.400,00 €					
Charter make-ready pack(Jib UV protect, auto switch for windlass, various reinforcement...)	1.250,00 €	1.250,00 €	1	0,00%	1.250,00 €	1.250,00 €	1.250,00 €					
<b>LIST PRICE:</b>										288.250,00 €	288.250,00 €	288.250,00 €
<b>TOTAL DISCOUNT:</b>										233.774,10 €	54.475,90 €	54.475,90 €
<b>TOTAL PRICE:</b>											233.774,10 €	233.774,10 €

<b>Notes:</b>	
Payment conditions:	18.000 € + VAT upon order 35.000 € + VAT latest 12 weeks before start of production Balance latest three weeks before delivery
Payment method:	HR46 2407 0001 1004 85080 at OTP banka Hrvatska d.d. SWIFT: OTPVHR2X
Delivery:	
Offer valid till:	31st of August 2021
Additional notes:	VAT is not included!

The offer is valid for Croatia Yachting charter management fleet only!  
The boat will be displayed at the CBS and BBS 2022

DD.MM.YYYY

(Date) (Place)

(Signature)

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