

# PRICELIST & SPECIFICATION



LOA		11.40 m	37' 5"
Hull length		10.99 m	36' 1"
LWL		10.40 m	34' 1"
Beam		3.90 m	12' 10"
Draft			
shallow keel		1.62 m	5' 5"
L-keel, medium		2.06 m	6' 9"

Displacement			
shallow keel	approx.	8.66 t	19.092 lbs
L-keel, medium	approx.	8.27 t	18.232 lbs

Engine Diesel			
standard	approx.	27.30 PS	27.30 hp
option	approx.	38.00 PS	38.00 hp

Fuel tank	approx.	160 l	42 gal
Fresh water	approx.	295 l	77 gal

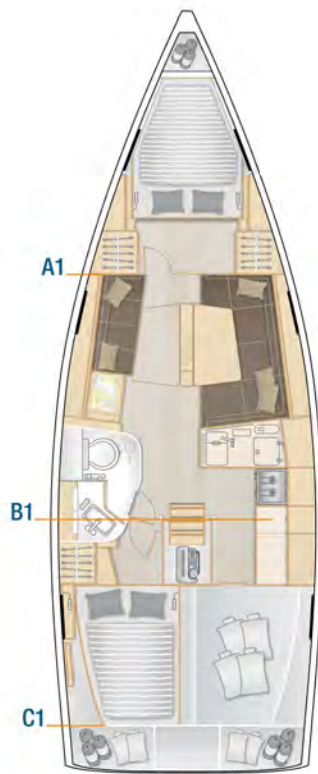
CE Certificate	A - 6 / B - 10		
Design	judel / vrolijk & co		
Interior	HanseYachts Design		

Mast length above WL	approx.	17.60 m	57' 9"
Total sail area	approx.	72.00 m <sup>2</sup>	775 sq ft

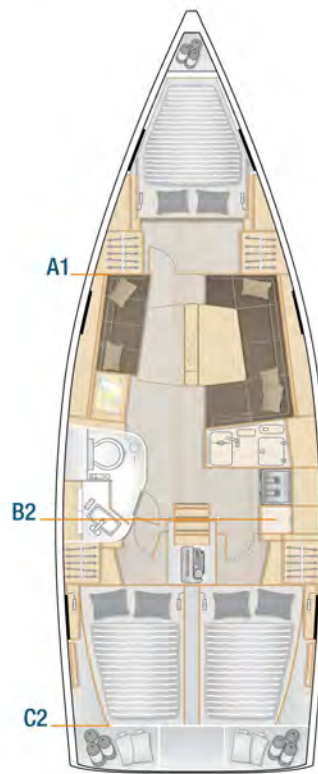
Main sail			
standard	approx.	43.50 m <sup>2</sup>	468 sq ft
furling	approx.	39.00 m <sup>2</sup>	420 sq ft
Self-tacking jib	approx.	28.50 m <sup>2</sup>	307 sq ft
Crossover	approx.	61.10 m <sup>2</sup>	658 sq ft
Gennaker	approx.	93.90 m <sup>2</sup>	1.011 sq ft

# 388

Model year 2018. Valid from 2018.04.01. All measurements/figures are approximate. Errors and omissions excepted. Specification and material can be changed without notice.



Standard



Option

## HULL

- 6 hull windows (3 each side)
- GRP hull, isophthalic gelcoat, colour: Signal White (RAL 9003), 1st layer vinyl ester resin with balsa sandwich core.
- Waterline and cove line, isophthalic gelcoat, colour: Dark Grey (RAL 7043)

## KEEL

- L-keel, cast iron, draft: 2.06 m
- GRP rudder with sea-water resistant aluminium shaft and selfaligning bearings

## LAYOUT & INTERIOR

- A1: Master cabin with double V-berth, hanging locker and shelves
- B1: Saloon with large L-galley, dining area on stb and sofa on port
  - separate head with shower stall on port (only with XL3001)
- C1: Aft cabin with double berth and storage on port, utility room on stb (only with XL2001)
- 2-burner gas stove, 12 V fridge approx. 130 l, waste bin, double stainless steel sink with mixing tab
- Interior furniture in high quality marine plywood, satin varnish
- Hanse companionway closing system
- Saloon table, folding with stowage
- Worktop in galley - Black Quartz
- SLS - Scenario light system - touch screen controller and dimmer in saloon

## WOOD (FURNITURE, FLOORBOARD)

- Furniture - Mahogany Style, Satin Varnish
- Cupboard fronts in wood colour
- Floorboard - Acacia

## UPHOLSTERY, CARPETS & CURTAINS

- Mattresses for all berths
- Upholstery - Monte Carlo, colour: Cream

## DECK & OUTSIDE EQUIPMENT

- GRP deck with antislip surface, isophthalic gelcoat, colour: Signal White (RAL 9003), 1st layer vinyl ester resin with balsa sandwich core. 1 cockpit locker on stb, stern locker on port and stb, stowage for running rigging at helm position, anchor locker at bow.

- Teak on cockpit benches
- Twin wheel steering system with emergency tiller
- 2 stainless steel steering wheels with leather cover
- Pulpit and pushpit, stainless steel
- Railing, incl. stanchions and stainless steel wire
- Covered halyards and control lines lead to cockpit helm position, organizers and jammers, 4 mooring cleats, handrail on coach roof, bow anchor fitting with step
- 2 LEWMAR 40 ST EVO manual halyard winches
- Swimming ladder
- Anchor and forestay fitting
- Self tacking jib system
- Mainsheet system
- 2 deck hatches - openable, anchor locker hatch, stowage on coach roof with acrylic glass hatch
- 6 deck coach roof windows with openable portlight in bathroom, glass next to companionway, glass in saloon and master cabin, 2 portlights in cockpit side for aft-cabins

## RIG & SAILS

- Rig, anodized aluminium, deck stepped, with kicker, standing and running rigging and 2 reefs
- ELVSTRÖM Dacron sails - full battened, main and jib

## NAVIGATION & INSTRUMENTS

- Illuminated compass
- Navigation lights - LED

## PROPULSION

- Fuel tank, approx. 160 l
- Engine (Diesel, approx. 29 hp) - saildrive, 2-blade fix propeller

## EQUIPMENT

- 12 V and 230 V electric system with main panels and 230 V shore power and sockets.
- AGM battery set, capacity: 1x 90 Ah + 1x 160 Ah AGM
- Country Version: EU / AUS
- Battery charger 35 A
- Manual toilet with sea water flush
- LPG gas system, stowage for 1 gas bottle
- Blackwater system (appr. 65 l) with deck extraction and seacock for head, electric and manual bilge pump

- Freshwater system with electric pump and 20 l hotwater, heated by main engine
- Fresh water tank, appr. 300 l

### ACCESSORIES

- Mast steps

### SHIPPING & TRANSPORT

- CE - Certificate cat. A - 6 / B - 10 (only with XE1001)
- Owners manual
- EC - Type Examination Certificate



## AS PER STANDARD SPECIFICATION

excl. VAT  
119.750 €

## PACKAGES

### XW2000 B&G Navigation Package (only with XC3001 or XC3003) 7.750 €

- XF2200 2 B&G Triton<sup>2</sup> multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)
- XF3000 B&G VHF V50 at chart table, incl. wireless remote handset H50 (only with XK5000 or XK5011)
- XF4010 B&G Zeus<sup>3</sup> 9" chart plotter at cockpit table
- XF5000 B&G Autopilot with Triton<sup>2</sup> control unit and Precision 9 compass
- XK5000 VHF preparation with antenna and splitter for FM and AIS

### XW2001 Upgrade - 12" chart plotter 1.200 €

- XF4011 B&G Zeus<sup>3</sup> 12" chart plotter at cockpit table

### XW3000 Cruising Package 4.250 €

- XC1325 Teak on cockpit bottom
- XC9062 Helmsman footrests (free mountable)
- XC9080 2 additional cleats, midship (1 each side)
- XC9090 Anchor windlass, electrical, remote control with chain counter (only with XH1001)
- XC9100 Delta-anchor 16 kg, galvanized with 30 m galvanized chain, dia. 8 mm
- XH1001 Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM
- XH3110 Shower unit in cockpit, warm-/coldwater
- XV9420 Wind indicator
- XV9450 Flagpole
- XV9901 6 fenders
- XV9902 4 mooring lines
- XV9910 Add. winch handle
- XV9950 HANSE maintenance kit

### XW3001 Upgrade - synthetic teak 300 €

- XC1326 Synthetic teak on cockpit bottom (colour selection)
- XC1341 Synthetic teak on cockpit benches (colour selection)

<b>XW3002</b>	<b>Upgrade - stainless steel anchor with chain</b>	<b>1.600 €</b>
XC9101	Ultra-anchor 16 kg, stainless steel, with 'Ultra Flip' swivel and 50 m stainless steel chain, dia. 8 mm	
<b>XW4000</b>	<b>Performance Package Basic</b>	<b>7.700 €</b>
XC2201	2 GRP steering wheels, Y-spoke (colour selection)	
XC5200	2 LEWMAR 40 ST EVO manual secondary winches	
XE3005	ELVSTRÖM FCL performance sails - full battened, triradial, main and jib	
XE9001	Dyneema halyards for main and jib	
XE9002	Selden MDS mainsail slider system	
<b>XW4100</b>	<b>Gennaker Package</b>	<b>4.120 €</b>
XE3105	ELVSTRÖM Gennaker (colour selection - only with XC9161)	
XE3110	Squeezer for Gennaker	
XE9003	Gennaker/Crossover package incl. halyard, 2 sheets, 2 blocks and padeyes (only with XC9161)	
<b>XW5000</b>	<b>Comfort Package</b>	<b>3.250 €</b>
XC9032	Courtesy lights in cockpit	
XC9033	Courtesy lights at companionway	
XC9300	2 vents for coach roof hatches	
XL9003	Indirect lights in saloon and cabins	
XL9004	LED overhead lights in saloon and master cabin, dimmable	
XN2500	Cockpit cushions (colour selection)	
XV9010	Blind set with flyscreens for deck hatches	
XV9090	Venetian blinds for hull windows in saloon	
<b>XW7000</b>	<b>Entertainment Package</b>	<b>1.390 €</b>
XK1000	FUSION MS-RA205 Multimedia radio - for saloon and cockpit	
XK2000	2x 2 speakers in saloon and cockpit	
XK3070	FUSION MS-NRX remote control in cockpit	
XK3200	XK3200 FUSION MS-BT100 Bluetooth audio link	
<b>XW7001</b>	<b>Upgrade - premium radio</b>	<b>590 €</b>
XK1001	FUSION MS-AV750 Multimedia radio with bluetooth and CD/DVD player - for saloon and cockpit	
XK5030	FUSION wireless link, remote control via mobile device	

<b>XW7005</b>	<b>TV Package - Saloon</b>	<b>1.390 €</b>
XK4040	TV preparation in saloon	
XK4140	LED TV flat screen in saloon	
XK5020	DVB-T2 antenna for TV	

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## OPTIONS

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excl. VAT

### HULL

XA1001	GRP hull, coloured gelcoat (colour selection)	<b>2.900 €</b>
XA3001	Waterline and cove line, coloured gelcoat (colour selection)	<b>390 €</b>

### KEEL

XB1001	L-keel, cast iron, draft: 1.62 m	<b>2.150 €</b>
XB9000	Keel and rudder - not mounted	<b>500 €</b>

### LAYOUT & INTERIOR

XL2002	B2: Saloon with short L-galley, dining area on stb and sofa on port - separate head with shower stall on port (only with XL3002)	<b>670 €</b>
XL3002	C2: 2 aft cabins with double berth and storage (only with XL2002)	<b>1.800 €</b>
XL7200	Chart table lowerable and seat in saloon convertible into double berth	<b>2.290 €</b>
XL7601	Worktop in galley - Seashell White	<b>490 €</b>

### WOOD (FURNITURE, FLOORBOARD)

XM1101	Furniture - Canadian Chestnut	<b>3.180 €</b>
XM1104	Furniture - French Oak	<b>2.880 €</b>
XM1161	Cupboard fronts coloured (partial as per design - colour selection)	<b>890 €</b>
XM1201	Floorboard - Classic Stripes	<b>1.400 €</b>
XM1202	Floorboard - Noce Nero	<b>690 €</b>
XM1203	Floorboard - Delight Oak	<b>690 €</b>

### UPHOLSTERY, CARPETS & CURTAINS

XN2001	Upholstery - Monte Carlo (colour selection)	<b>350 €</b>
XN2002	Upholstery - Valencia (colour selection)	<b>1.150 €</b>

XN2003	Upholstery - Florence (colour selection)	1.450 €
XN2004	Upholstery - Portofino Leather (colour selection)	2.150 €
XN2400	Sun bed cushions on coach roof (colour selection)	890 €
XN2500	Cockpit cushions (colour selection)	890 €
XN2503	Cushions for helmsman seat (colour selection)	290 €

### DECK & OUTSIDE EQUIPMENT

XC1300	Teak on side deck	7.750 €
XC1301	Synthetic teak on side deck (colour selection)	8.750 €
XC1310	Teak on coach roof	2.750 €
XC1311	Synthetic teak on coach roof (colour selection)	3.190 €
XC1333	Teak on helmsman seats (only with XC9060)	0 €
XC1334	Synthetic teak on helmsman seats (colour selection - only with XC9060)	100 €
XC1341	Synthetic teak on cockpit benches (colour selection)	190 €
XC1350	Teak on bathing platform (only with XC6001 or XC6002)	0 €
XC1351	Synthetic teak on bathing platform (colour selection - only with XC6001 or XC6002)	100 €
XC3001	Cockpit table, stainless steel with folding teak tops	990 €
XC3003	Cockpit table with stowage and optional fridge	790 €
XC3010	Additional fridge in cockpit table (only with XC3003)	590 €
XC4001	Gateway stanchion	790 €
XC5102	2 LEWMAR 40 EST EVO electrical halyard winches (only with XH1001)	4.500 €
XC5200	2 LEWMAR 40 ST EVO manual secondary winches	1.950 €
XC6001	Bathing platform, manual fold-out with swimming ladder (only with XC1350 or XC1351)	2.250 €
XC6002	Bathing platform, manual fold-out with swimming stairs (only with XC1350 or XC1351)	3.950 €
XC9020	Rub rail, teak	1.100 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)	980 €
XC9161	Anchor and forestay fitting with double mooring roll incl. gennaker/crossover eye	690 €
XC9421	Portlight in coach roof window stb and 2 hatches in deckwindows next to companion-way	2.320 €

### RIG & SAILS

XE1001	Mast, anodized aluminium with manual inmast furling system	2.050 €
XE2001	Lazy bag with lazy jacks (colour selection - not with XE1001)	890 €
XE2012	Sprayhood with stainless steel stake, 3 windows (1 openable - colour selection)	1.990 €
XE2021	Bimini with stainless steel stake (colour selection)	2.930 €
XE3005	ELVSTRÖM FCL performance sails - full battened, triradial, main and jib	4.550 €



XE3300	ELVSTRÖM CZ Crossover sail - with CX endless furler and storage bag (only with XC9161)	4.950 €
XE9003	Gennaker/Crossover package incl. halyard, 2 sheets, 2 blocks and padeyes (only with XC9161)	790 €

### NAVIGATION & INSTRUMENTS

XF3000	B&G VHF V50 at chart table, incl. wireless remote handset H50 (only with XK5000 or XK5011)	990 €
XF4000	B&G Zeus <sup>3</sup> 9" chart plotter at chart table	2.750 €
XF4500	B&G 4G Broadband Radar (only with XF4000, XF4010 or XF4011)	2.750 €
XF4600	B&G AIS Class B transponder (only with XF4000, XF4010 or XF4011)	1.150 €

### PROPULSION

XG1001	Engine (Diesel, approx. 29 hp) - saildrive, 2-blade folding propeller	1.000 €
XG1101	Engine (Diesel, approx. 39 hp) - saildrive, 2-blade folding propeller	3.600 €
XG3101	Bowthruster, 12 V, retractable, incl. battery	7.900 €

### EQUIPMENT

XH2201	Inverter/charger, 12 V / 1600 W - 60 A, incl. AC panel (only with XH1001)	2.190 €
XH3001	Electric toilet with sea water flush	1.250 €
XH4011	Heating, hot air with blowers in saloon and master cabin (not with XH4511)	3.550 €
XH4021	Outlet for heating in aft cabin port (only with XH4011 and XL3001)	250 €
XH4022	Outlet for heating in aft cabins (only with XH4011 and XL3002)	480 €
XH4511	Air conditioning, 12.000 BTU, 1 unit: saloon and master cabin, incl. 2nd shore power (not with XH4011)	6.500 €
XH5110	Additional fridge in galley (only with layout C1 and XH1001)	1.650 €
XH5150	Microwave in galley	490 €
XH5610	Grey-water system "Lakes" for bathrooms and galley, tank: 100 l - no hull-through fittings	1.450 €
XH6001	Grey-water system for bathrooms and galley, tank: 100 l	1.560 €

### RADIO & ENTERTAINMENT

XK5000	VHF preparation with antenna and splitter for FM and AIS	330 €
XK5011	Antenna for 3G/4G internet and Wi-Fi onboard	1.180 €

### ACCESSORIES

XV9120	Cockpit table cover (colour selection)	330 €
XV9130	Cover for steering wheels (colour selection)	390 €

### SHIPPING & TRANSPORT

XZ1010	Shrink wrap foil	350 €
XZ2001	Loading on truck	390 €
XZ2002	Launching at yard	390 €
XZ2003	Oversea shipping pack (cradle)	2.700 €

All mentioned prices in €, basic prices ex yard and excl. VAT. All weights and measures are calculated numbers based on the construction data. Changes in construction and equipment reserved. Above mentioned prices are recommended for ex yard deliveries within 4 month after order confirmation. For later delivery time the company reserves right to apply latest price list. Company reserves additional 15 working days when painted hull or deck is ordered. All measurements/figures are approximate. Errors and omissions excepted. Specification and material can be changed without notice. Valid 2018.04.01