

# OFFER

HANSE **418**

Dealer:	CROATIA YACHTING d.o.o.
	Drazanac 2/a, 21 000 Split, CROATIA
	sales@hanseyachts.hr
Customer:	
Date:	

Offer No.	
Subject	H418 CharterEdition CM
Hull number	
Engine number	

Language:	English
Currency:	€
Exchange rate:	1.00
VAT:	0%
Discount:	6.00%
Add. Discount:	0.00%
Total Discount:	6.00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex VAT €	Price ex VAT €	Selection	Discount	Price ex VAT incl. Discount €	Price incl. VAT & Discount €
H418.18	as per standard specification					145,900.00 €	145,900.00 €	1	6.00%	137,146.00 €	137,146.00 €
	<b>Packages</b>										
XW2000	B&G Navigation Package					7,750.00 €	7,750.00 €	1	100.00%	0.00 €	0.00 €
XF2200	2 B&G Triton <sup>2</sup> multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)							1	100.00%		
XF3000	B&G VHF V50 at chart table, incl. wireless remote handset H50 (only with XK5000 or XK5011)							1	100.00%		
XF4010	B&G Zeus <sup>9</sup> 9" chart plotter at cockpit table							1	100.00%		
XF5000	B&G Autopilot with Triton <sup>2</sup> control unit and Precision 9 compass							1	100.00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS							1	100.00%		
XW8000	<b>Cruising Package</b>					4,250.00 €	4,250.00 €	1	100.00%	0.00 €	0.00 €
XC1325	Teak on cockpit bottom							1	100.00%		
XC9062	Helmsman footrests (free mountable)							1	100.00%		
XC9080	2 additional cleats, midship (1 each side)							1	100.00%		
XC9090	Anchor windlass, electrical, remote control with chain counter (only with XH1001)							1	100.00%		
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain, dia. 8 mm							1	100.00%		
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM							1	100.00%		
XV9420	Wind indicator							1	100.00%		
XV9450	Flapole							1	100.00%		
XV9901	6 fenders							1	100.00%		
XV9902	4 mooring lines							1	100.00%		
XV9910	Add. winch handle							1	100.00%		
XV9950	HANSE maintenance kit							1	100.00%		
	<b>OPTIONS</b>										
	<b>HULL</b>										
	<b>KEEL</b>										
	<b>LAYOUT &amp; INTERIOR</b>										
XL1002	A2: Master cabin with separate head, double V-berth, hanging locker and shelves		X			2,750.00 €	2,750.00 €	1	100.00%	0.00 €	0.00 €
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)		X			490.00 €	490.00 €	1	100.00%	0.00 €	0.00 €
XL3002	C2: 2 aft cabins with double berth and storage (only with XL2002)		X			1,750.00 €	1,750.00 €	1	100.00%	0.00 €	0.00 €
XL7200	Chart table lowerable and seat in saloon convertible into double berth			X		1,790.00 €	1,790.00 €	1	100.00%	0.00 €	0.00 €
	<b>WOOD (FURNITURE, FLOORBOARD)</b>										
XM1104	Furniture - French Oak		X			3,350.00 €	3,350.00 €	1	6.00%	3,149.00 €	3,149.00 €
XM1203	Floorboard - Delight Oak		X			790.00 €	790.00 €	1	6.00%	742.60 €	742.60 €
	<b>UPHOLSTERY, CARPETS &amp; CURTAINS</b>										
XN2001	Upholstery - Monte Carlo (colour selection)		X		Chocolate	390.00 €	390.00 €	1	100.00%	0.00 €	0.00 €
	<b>DECK &amp; OUTSIDE EQUIPMENT</b>										
XC1333	Teak on helmsman seats (only with XC9060)			X		standard	0.00 €	1	6.00%	0.00 €	0.00 €
XC1350	Teak on bathing platform (only with XC6001)			X		standard	0.00 €	1	6.00%	0.00 €	0.00 €
XC5200	2 LEWMAR 45 ST EVO manual secondary winches		X			2,250.00 €	2,250.00 €	1	6.00%	2,115.00 €	2,115.00 €
XC6001	Bathing platform, manual fold-out with swimming ladder (only with XC1350 or XC1351)		X			2,250.00 €	2,250.00 €	1	6.00%	2,115.00 €	2,115.00 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)			X		980.00 €	980.00 €	1	6.00%	921.20 €	921.20 €
	<b>RIG &amp; SAILS</b>										
	<b>NAVIGATION &amp; INSTRUMENTS</b>										
	<b>PROPULSION</b>										
	<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	6.00%	366.60 €	366.60 €
XZ4000	Declaration of Conformity		X			standard	0.00 €	1	6.00%	0.00 €	0.00 €
XZ4005	Safety manual		X			standard	0.00 €	1	6.00%	0.00 €	0.00 €
XZ4010	Builder's Certificate		X			standard	0.00 €	1	6.00%	0.00 €	0.00 €
	<b>LIST PRICE:</b>									175,080.00 €	175,080.00 €
	<b>TOTAL DISCOUNT:</b>								16.29%	28,524.60 €	28,524.60 €
	<b>TOTAL PRICE:</b>									146,555.40 €	146,555.40 €

Additional components:	Price ex. VAT						
Transport Greifswald - Umag	7,600.00 €	7,600.00 €	1	0.00%	7,600.00 €	7,600.00 €	
Rigging (most assembly and installation, installation of sails and rails)	1,170.00 €	1,170.00 €	1	10.00%	1,053.00 €	1,053.00 €	
Antifouling (including materials - 2 layers of primer and antifouling)	1,260.00 €	1,260.00 €	1	10.00%	1,134.00 €	1,134.00 €	
Coats of launching (including travel lift, 5 days land berth charges, 1 day sea berth charges)	780.00 €	780.00 €	1	0.00%	780.00 €	780.00 €	
Final commissioning - test of equipment, Engine pre-delivery inspection, calibration of nav. instruments, cleaning	350.00 €	350.00 €	1	50.00%	175.00 €	175.00 €	
Lazy bag with lazy jacks	740.00 €	740.00 €	1	0.00%	740.00 €	740.00 €	
Bimini top	1,830.00 €	1,830.00 €	1	0.00%	1,830.00 €	1,830.00 €	
Sprayhood	1,490.00 €	1,490.00 €	1	0.00%	1,490.00 €	1,490.00 €	
Radio CD(MP3/USB) player with saloon and cockpit speakers	500.00 €	500.00 €	1	0.00%	500.00 €	500.00 €	
Inverter (12V-220) 350 W	290.00 €	290.00 €	1	0.00%	290.00 €	290.00 €	
Blinds for side windows and hatches	1,040.00 €	1,040.00 €	1	0.00%	1,040.00 €	1,040.00 €	
Charter equipment (deck, safety, bedding, galley, navigational...)	4,200.00 €	4,200.00 €	1	0.00%	4,200.00 €	4,200.00 €	
Charter make-ready pack (Jib UV protect, auto switch for windlass, various reinforcement...)	890.00 €	890.00 €	1	0.00%	890.00 €	890.00 €	
<b>LIST PRICE:</b>					197,220.00 €	197,220.00 €	
<b>TOTAL DISCOUNT:</b>					28,942.60 €	28,942.60 €	
<b>TOTAL PRICE:</b>					168,277.40 €	168,277.40 €	

<b>Notes:</b>	
Payment conditions	9,000.00 EUR + VAT upon order 25,000.00 EUR + VAT latest 12 weeks before start of production Balance latest 3 weeks before delivery
Payment method	IBAN: HR30 2330 0031 1530 4592 3. SWIFT: SOGEHR22 at SPLITSKA BANKA d.d
Delivery	March 2018
Offer valid till	January 31st 2018
Note	VAT is not included The offer is valid for Croatia Yachting charter management fleet only The boat will be exhibited at Croatia boat show and Biograd boat show 2018

(Date) (Place) (Signature)

