

OFFER

HANSE **588**

Dealer:	CROATIA YACHTING d.o.o. Dražanac 2/a, 21 000 Split, CROATIA sales@hanseyachts.hr	Offer No.:		Language:	English
Customer:		Subject:	H588 Charter Edition CM	Currency:	€
Date:		Hull number:		Exchange rate:	1
		Engine number:		VAT:	0%
				Discount:	5.00%
				Add. Discount:	0.00%
				Total Discount:	5.00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex. VAT €	Price ex. VAT €	Selectio n	Discount	Price ex VAT incl. Discount €	Price incl. VAT & Discount €
H588.18	as per standard specification					409,000.00 €	409,000.00 €	1	5.00%	388,550.00 €	388,550.00 €
	Packages										
XW2000	B&G Navigation Package					12,900.00 €	12,900.00 €	1	100.00%	0.00 €	0.00 €
XF2000	2 instrument pods (1 per helm station)							1	100.00%		
XF2200	2 B&G Triton² multifunction displays in cockpit, incl. transducer							1	100.00%		
XF2213	2 B&G Triton² multifunction displays, 1 per helm station (only with XF2000)							1	100.00%		
XF3000	B&G VHF V50 at chart table, incl. wireless remote handset H50 (only with XK5000 or XK5011)							1	100.00%		
XF4030	2 B&G Zeus³ 9" chart plotter, 1 per helm station							1	100.00%		
XF5000	B&G Autopilot with 2 Triton² control units and Precision 9 compass							1	100.00%		
XF9100	GoFree wireless link (only with XF4000, XF4030 or XF4031)							1	100.00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS							1	100.00%		
XW3000	Cruising Package					22,900.00 €	22,900.00 €	1	100.00%	0.00 €	0.00 €
XC9032	Courtesy lights in cockpit							1	100.00%		
XC9062	Helmsman footrests (free mountable)							1	100.00%		
XC9080	4 additional cleats, midship, retractable (2 each side)							1	100.00%		
XC9100	Delta-anchor 40 kg, galvanized with 60 m galvanized chain, dia. 10 mm							1	100.00%		
XE1102	Backstay tensioner, hydraulic							1	100.00%		
XG3101	Bowthruster, 24 V, retractable, incl. battery							1	100.00%		
XH1001	Battery set, capacity: 1x 90 Ah + 4x 160 Ah AGM							1	100.00%		
XH2201	Inverter/charger, 12 V / 2200 W - 100 A, incl. AC panel (only with XH1001)							1	100.00%		
XV9420	Wind indicator							1	100.00%		
XV9450	Flagpole							1	100.00%		
XV9901	8 fenders							1	100.00%		
XV9902	4 mooring lines							1	100.00%		
XV9910	Add. winch handle							1	5.00%		
XV9950	HANSE maintenance kit							1	5.00%		
XW5000	Comfort Package					9,750.00 €	9,750.00 €	1	100.00%	0.00 €	0.00 €
XC9051	Electrical deck wash pump, mounted in bow area with outlet on deck							1	100.00%		
XC9300	2 vents for coach roof hatches							1	100.00%		
XL9001	Courtesy lights in saloon							1	100.00%		
XL9003	Indirect lights in saloon and cabins							1	100.00%		
XL9004	LED overhead lights in saloon and cabins, dimmable							1	100.00%		
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon, fwd- and VIP cabin							1	100.00%		
XN2400	Sun bed cushions on coach roof (colour selection)				Dark Grey			1	100.00%		
XN2500	Cockpit cushions (colour selection)				Dark Grey			1	100.00%		
XV9010	Blind set with flyscreens for deck hatches							1	100.00%		
XV9060	Venetian blinds for hull windows							1	100.00%		
	OPTIONS										
	HULL										
	KEEL										
XB9000	Keel and rudder - not mounted			X		890.00 €	890.00 €	1	100.00%	0.00 €	0.00 €
	LAYOUT & INTERIOR										
XL2003	B3: 2 fwd cabins with double berth, hanging locker and separate head on port with shower - convertible by a removable bulkhead into a single cabin		X			5,350.00 €	5,350.00 €	1	100.00%	0.00 €	0.00 €
XL3002	C2: Saloon with full functional L-galley and dining area on stb and lounge area with chart table on port		X			1,900.00 €	1,900.00 €	1	5.00%	1,805.00 €	1,805.00 €
XL4002	D2: Head on port with sink, toilet and separate shower stall		X			2,400.00 €	2,400.00 €	1	5.00%	2,280.00 €	2,280.00 €
XL5002	E2: 2 aft cabins with VIP cabin on port incl. "Queen size" bed and guest cabin on stb with double berth with separate head		X			3,500.00 €	3,500.00 €	1	5.00%	3,325.00 €	3,325.00 €
XL7001	Saloon table electrically lowerable with cushions, convertible into double berth		X			2,000.00 €	2,000.00 €	1	100.00%	0.00 €	0.00 €
XL7601	Worktop in galley - 'Corian' Vanilla		X			520.00 €	520.00 €	1	5.00%	494.00 €	494.00 €
	WOOD (FURNITURE, FLOORBOARD)										
XM1104	Furniture - French Oak		X			4,800.00 €	4,800.00 €	1	5.00%	4,560.00 €	4,560.00 €
XM1203	Floorboard - Delight Oak		X			1,250.00 €	1,250.00 €	1	5.00%	1,187.50 €	1,187.50 €
	UPHOLSTERY, CARPETS & CURTAINS										
XN2001	Upholstery - Monte Carlo (colour selection)		X		Chocolate	520.00 €	520.00 €	1	100.00%	0.00 €	0.00 €
XN2400	Sun bed cushions on coach roof (colour selection)			X	Dark Grey	1,700.00 €	1,700.00 €	1	5.00%	1,615.00 €	1,615.00 €
	DECK & OUTSIDE EQUIPMENT										
XC1300	Teak on side deck			X		17,500.00 €	17,500.00 €	1	5.00%	16,625.00 €	16,625.00 €
XC1310	Teak on coach roof			X		5,000.00 €	5,000.00 €	1	5.00%	4,750.00 €	4,750.00 €
XC1333	Teak on helmsman seats			X		standard	0.00 €	1	5.00%	0.00 €	0.00 €
XC3004	2 cockpit tables, stainless steel with teak tops, electrically lowerable into		X			3,900.00 €	3,900.00 €	1	100.00%	0.00 €	0.00 €
XC5102	2 LEWMAR 65 EST EVO electrical halyard winches (only with XH1001)		X			7,500.00 €	7,500.00 €	1	5.00%	7,125.00 €	7,125.00 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)			X		1,800.00 €	1,800.00 €	1	100.00%	0.00 €	0.00 €
	RIG & SAILS										
XE1001	Mast, anodized aluminium with manual inmast furling system		X			3,600.00 €	3,600.00 €	1	5.00%	3,420.00 €	3,420.00 €
XE2021	Bimini with stainless steel stake (colour selection - not with XE2051, XE2052 and XE2015)			X	Dark Grey	3,950.00 €	3,950.00 €	1	100.00%	0.00 €	0.00 €
	NAVIGATION & INSTRUMENTS										
	PROPULSION										
	EQUIPMENT										
XH2102	Generator 10000i, 8,0 kW / 0 - 9,0 kVA incl. maintenance kit			X		19,990.00 €	19,990.00 €	1	5.00%	18,990.50 €	18,990.50 €

XH4511	Air conditioning, 40.000 BTU, 4 units: 2 saloon, fwd cabin, aft cabin (only with XH2102 or shore power)			X		19,900.00 €	19,900.00 €	1	5.00%	18,905.00 €	18,905.00 €	
XH5101	Additional freezer in saloon (not with XH5100 and XH5112 - only with XH1001)			X		2,450.00 €	2,450.00 €	1	5.00%	2,327.50 €	2,327.50 €	
RADIO & ENTERTAINMENT												
ACCESSORIES												
SHIPPING AND TRANSPORT												
XZ2001	Loading on truck			X		500.00 €	500.00 €	1	100.00%	0.00 €	0.00 €	
XZ4000	Declaration of Conformity	X			Croatian	standard	0.00 €	1	5.00%	0.00 €	0.00 €	
XZ4005	Safety manual	X				standard	0.00 €	1	5.00%	0.00 €	0.00 €	
XZ4010	Builder's Certificate	X				standard	0.00 €	1	5.00%	0.00 €	0.00 €	
LIST PRICE:										565,470.00 €	565,470.00 €	
TOTAL DISCOUNT:										15.83%	89,510.50 €	89,510.50 €
TOTAL PRICE:										475,959.50 €	475,959.50 €	

Additional components:		Price ex VAT										
	Transport Greifswald - Umag					11,450.00 €	11,450.00 €	1	0.00%	11,450.00 €	11,450.00 €	
	Rigging (mast assembly and installation, installation of sails and rails)					1,680.00 €	1,680.00 €	1	10.00%	1,512.00 €	1,512.00 €	
	Antifouling (including materials - 2 layers of primer and antifouling)					1,770.00 €	1,770.00 €	1	10.00%	1,593.00 €	1,593.00 €	
	Keel and rudder installation (including materials and crane charges)					1,050.00 €	1,050.00 €	1	10.00%	945.00 €	945.00 €	
	Costs of launching (including travel lift, 6 days land berth charges, 1 day sea berth charges)					2,360.00 €	2,360.00 €	1	0.00%	2,360.00 €	2,360.00 €	
	Final commissioning - test of equipment, engine pre-delivery inspection, calibration of nav. instruments,					600.00 €	600.00 €	1	50.00%	300.00 €	300.00 €	
	Lazy bag with lazy jacks - DARK GREY					920.00 €	920.00 €	1	0.00%	920.00 €	920.00 €	
	Sprayhood, stainless steel frame, 3 windows - DARK GREY					2,090.00 €	2,090.00 €	1	0.00%	2,090.00 €	2,090.00 €	
	Quick chain counter and anchor windlass control unit and instalation					450.00 €	450.00 €	1	0.00%	450.00 €	450.00 €	
	Radio CD(MP3/USB) player with saloon and cockpit speakers					650.00 €	650.00 €	1	0.00%	650.00 €	650.00 €	
	LCD TV 32" on fwd bulkhead + Glomex antenne (including installation and materials)					850.00 €	850.00 €	1	0.00%	850.00 €	850.00 €	
	Coffee machine(230 V)					360.00 €	360.00 €	1	0.00%	360.00 €	360.00 €	
	JABSCO electrical toilet pumps, sea water flush in B3, C2, D2(4 pcs)					2,240.00 €	2,240.00 €	1	0.00%	2,240.00 €	2,240.00 €	
	Folding passarelle					860.00 €	860.00 €	1	0.00%	860.00 €	860.00 €	
	Charter equipment (deck, safety, navigational, galley, bedlinen...)					6,800.00 €	6,800.00 €	1	0.00%	6,800.00 €	6,800.00 €	
	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 €	
	A2 crew cabin with 2 bunk beds, sink and marine toilette					3,650.00 €	3,650.00 €	1	0.00%	3,650.00 €	3,650.00 €	
LIST PRICE:										604,500.00 €	604,500.00 €	
TOTAL DISCOUNT:											90,260.50 €	90,260.50 €
TOTAL PRICE:										514,239.50 €	514,239.50 €	

Notes:

Payment conditions	30.000,00 EUR + VAT upon order 85.000,00 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	
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

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(Date) _____ (Place) _____

(Signature)