

NEW  
HANSE  
548



## Hanse 548 - CHARTER EDITION

regular price 523.820 EUR

**430.076 EUR\***

FULLY EQUIPPED FOR CHARTER

**SAVING: 93.744 EUR**

Estimated yearly charter management profit: 54.823 €



**VALID TILL 31.08.2018.**

- \* The prices do not include VAT
- \* The above indicated prices are valid only if the charter management contract is signed (minimum two years period)
- \* Only valid for next available slot
- \* No refund if single options from pack is not taken
- \* Boat has to be taken over and paid in full after completion of the boat (if boat is not paid in time, discount will be recharged)

See full yacht specification below

**CROATIA YACHTING D.O.O.**

Split | tel: +385 (21) 332 332 | sales@hanseyachts.hr

**Hanse**  
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# OFFER

HANSE **548**

<b>Dealer:</b>	Croatia Yachting d.o.o.	<b>Offer no.:</b>		<b>Language:</b>	English
	Dražanac 2/a, 21 000 Split, Croatia	<b>Subject:</b>	Hanse 548 Charter Edition CM	<b>Currency:</b>	€
	EU VAT ID: HR08633766175	<b>Hull no.:</b>		<b>Exchange rate:</b>	1
<b>Customer:</b>		<b>Engine type:</b>		<b>VAT:</b>	0%
		<b>Engine no.:</b>		<b>Discount:</b>	8.00%
		<b>Length:</b>		<b>Add. Discount:</b>	0.00%
<b>Date:</b>		<b>Year:</b>		<b>Total Discount:</b>	8.00%

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 €
H548.19	as per standard specification					365,900.00 €	365,900.00 €	1	8.00%	336,628.00 €	336,628.00 €
	<b>Packages</b>										
XW2000	<b>B&amp;G Navigation Package</b>					13,950.00 €	13,950.00 €	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 at helm station, incl. transducer							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 Triton² control unit and Precision 9 compass							1	100.00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS							1	100.00%		
XW3000	<b>Cruising Package</b>					8,990.00 €	8,990.00 €	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%		
XH1001	Battery set, capacity: 1x 90 Ah + 4x 160 Ah AGM							1	100.00%		
XH2201	Inverter/charger, 12 V / 3000 W - 150 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	8.00%		
XV9950	HANSE maintenance kit							1	8.00%		
XW5000	<b>Comfort Package</b>					8,390.00 €	8,390.00 €	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%		
XN2500	Cockpit cushions (colour selection)							1	100.00%		
XN2503	Cushions for helmsman seats (colour selection)							1	100.00%		
XV9010	Blind set with flyscreens for deck hatches							1	100.00%		
XV9060	Blinds for hull windows							1	100.00%		
XV9080	Blinds for side coach roof windows							1	100.00%		
	<b>OPTIONS</b>										
	<b>HULL</b>										
	<b>KEEL</b>										
XB9000	Keel and rudder - not mounted			X		890.00 €	890.00 €	1	100.00%	0.00 €	0.00 €
	<b>LAYOUT &amp; INTERIOR</b>										
XL2003	B3: 2 fwd cabins with double berth, storage space and separate head with shower - convertible by a removable bulkhead into a single cabin			X		5,530.00 €	5,530.00 €	1	100.00%	0.00 €	0.00 €
XL7001	Saloon table electrically lowerable with cushions, convertible into double berth			X		2,350.00 €	2,350.00 €	1	100.00%	0.00 €	0.00 €
XL7210	Add. double bench for dining area in saloon			X		990.00 €	990.00 €	1	100.00%	0.00 €	0.00 €
	<b>WOOD (FURNITURE, FLOORBOARD)</b>										
XM1201	Floorboard - Classic Stripes			X		1,850.00 €	1,850.00 €	1	8.00%	1,702.00 €	1,702.00 €
	<b>UPHOLSTERY, CARPETS &amp; CURTAINS</b>										
XN2001	Upholstery - Monte Carlo (colour selection)			X		490.00 €	490.00 €	1	100.00%	0.00 €	0.00 €
XN2400	Sun bed cushions on coach roof (colour selection)			X		1,950.00 €	1,950.00 €	1	8.00%	1,794.00 €	1,794.00 €
	<b>DECK &amp; OUTSIDE EQUIPMENT</b>										
XC1333	Teak on helmsman seats (only with XC9060)			X		standard	0.00 €	1	8.00%	0.00 €	0.00 €
XC3004	2 cockpit tables, aluminium foot with teak tops, electrically lowerable into sunbed incl. upholstery			X		3,900.00 €	3,900.00 €	1	8.00%	3,588.00 €	3,588.00 €
XC5102	2 LEWMAR 65 EST EVO electrical halyard winches (only with XH1001)			X		7,500.00 €	7,500.00 €	1	8.00%	6,900.00 €	6,900.00 €
XC7200	Davits, telescopic			X		2,950.00 €	2,950.00 €	1	8.00%	2,714.00 €	2,714.00 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)			X		1,800.00 €	1,800.00 €	1	100.00%	0.00 €	0.00 €
XC9421	Portlight in coach roof aft window port and 2 hatches in deckwindows next to companionway			X		3,320.00 €	3,320.00 €	1	100.00%	0.00 €	0.00 €
	<b>RIG &amp; SAILS</b>										
	<b>NAVIGATION &amp; INSTRUMENTS</b>										
	<b>PROPULSION</b>										
XG3101	Bowthruster, 24 V, retractable, incl. battery			X		11,900.00 €	11,900.00 €	1	100.00%	0.00 €	0.00 €
	<b>EQUIPMENT</b>										
XH2101	Generator, 10000i, 8,0 kW / 0 - 9,0 kVA, incl. maintenance kit			X		19,900.00 €	19,900.00 €	1	8.00%	18,308.00 €	18,308.00 €
XH4511	Air conditioning, 40.000 BTU, 4 units: 2 saloon, fwd cabin, aft cabin, incl. 2nd shore power (not with XH4100)			X		19,900.00 €	19,900.00 €	1	8.00%	18,308.00 €	18,308.00 €
XH5125	Optional freezer drawer in standard fridge			X		250.00 €	250.00 €	1	8.00%	230.00 €	230.00 €
	<b>RADIO &amp; ENTERTAINMENT</b>										
	<b>ACCESSORIES</b>										
	<b>SHIPPING AND TRANSPORT</b>										
XZ2001	Loading on truck			X		600.00 €	600.00 €	1	100.00%	0.00 €	0.00 €
XZ4000	Declaration of Conformity			X	Croatian	standard	0.00 €	1	8.00%	0.00 €	0.00 €
XZ4005	Safety manual			X		standard	0.00 €	1	8.00%	0.00 €	0.00 €
XZ4010	Builder's Certificate			X		standard	0.00 €	1	8.00%	0.00 €	0.00 €
	<b>LIST PRICE:</b>									483,300.00 €	483,300.00 €

<b>TOTAL DISCOUNT:</b>							19.27%	93,128.00 €	93,128.00 €	
<b>TOTAL PRICE:</b>								390,172.00 €	390,172.00 €	
<b>Additional components:</b>							<b>Price ex VAT</b>			
Transport Greifswald - Umag					10,950.00 €	10,950.00 €	1	0.00%	10,950.00 €	10,950.00 €
Rigging (mast assembly and installation, installation of sails and rails)					1,650.00 €	1,650.00 €	1	10.00%	1,485.00 €	1,485.00 €
Antifouling (including materials - 2 layers of primer and antifouling)					1,710.00 €	1,710.00 €	1	10.00%	1,539.00 €	1,539.00 €
Costs of launching (including travel lift, 5 days land berth charges, 1 day sea berth)					2,140.00 €	2,140.00 €	1	0.00%	2,140.00 €	2,140.00 €
Final commissioning - test of equipment, Engine pre-delivery inspection, calibration of nav. instruments, cleaning					560.00 €	560.00 €	1	50.00%	280.00 €	280.00 €
Keel and ruder installation					1,020.00 €	1,020.00 €	1	0.00%	1,020.00 €	1,020.00 €
Quick chain counter and anchor windlass control unit and instalation					450.00 €	450.00 €	1	0.00%	450.00 €	450.00 €
Lazy bag with lazy jacks - DARK GREY					880.00 €	880.00 €	1	0.00%	880.00 €	880.00 €
Bimini top, stainless steel frame, 3 windows - DARK GREY					2,680.00 €	2,680.00 €	1	0.00%	2,680.00 €	2,680.00 €
Sprayhood, stainless steel frame, 3 windows -DARK GREY					2,090.00 €	2,090.00 €	1	0.00%	2,090.00 €	2,090.00 €
Radio CD(MP3/USB) player with saloon and cockpit speakers					650.00 €	650.00 €	1	0.00%	650.00 €	650.00 €
Inverter (12V-220) 350 W					290.00 €	290.00 €	1	0.00%	290.00 €	290.00 €
Charter equipment (deck, safety, bedlinen, galley, navigational...)					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					1,250.00 €	1,250.00 €	1	0.00%	1,250.00 €	1,250.00 €
A2 crew cabin with 1 bed and sink					3,650.00 €	3,650.00 €	1	0.00%	3,650.00 €	3,650.00 €
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, D1(3 pcs)					1,680.00 €	1,680.00 €	1	0.00%	1,680.00 €	1,680.00 €
LCD TV 32" on fwd bulkhead + Glomex antenne (including installation and materials)					850.00 €	850.00 €	1	0.00%	850.00 €	850.00 €
Folding passarelle					860.00 €	860.00 €	1	0.00%	860.00 €	860.00 €
<b>LIST PRICE:</b>								523,820.00 €	523,820.00 €	
<b>TOTAL DISCOUNT:</b>								93,744.00 €	93,744.00 €	
<b>TOTAL PRICE:</b>								430,076.00 €	430,076.00 €	

**Notes:**

**Payment conditions:**

30.000 € + VAT upon order  
85.000 € + VAT 12 weeks before production start  
Balance latest three weeks before delivery

**Payment method:**

IBAN: HR30 2330 0031 1530 4592 3, SWIFT: SOGEHR22 at SPLITSKA BANKA d.d.

**Delivery:**

**Offer valid till:**

7 days

**Additional notes:**

VAT is not included!  
The offer is valid for Croatia Yachting charter management fleet only!

(Date)

(Place)

(Signature)

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