

# OFFER

HANSE **548**

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

<b>Offer No.</b>	
<b>Subject</b>	<b>H548 Charter Edition</b>
<b>Hull number</b>	
<b>Engine number</b>	

<b>Language:</b>	<b>English</b>
<b>Currency:</b>	<b>€</b>
<b>Exchange rate:</b>	<b>1</b>
<b>VAT:</b>	<b>0%</b>
<b>Discount:</b>	<b>6.00%</b>
<b>Add. Discount:</b>	<b>0.00%</b>
<b>Total Discount:</b>	<b>6.00%</b>

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 €
<b>H548.18</b>	<b>as per standard specification</b>					<b>349,000.00 €</b>	<b>349,000.00 €</b>	<b>1</b>	<b>6.00%</b>	<b>328,060.00 €</b>	<b>328,060.00 €</b>
	<b>Packages</b>										
<b>XW2000</b>	<b>B&amp;G Navigation Package</b>					<b>12,250.00 €</b>	<b>12,250.00 €</b>	<b>1</b>	<b>100.00%</b>	<b>0.00 €</b>	<b>0.00 €</b>
XF2000	2 instrument pods (1 per helm station)							1	100.00%		
XF2200	2 B&G Triton <sup>2</sup> 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 Zeus <sup>3</sup> 9" chart plotter, 1 per helm station							1	100.00%		
XF5000	B&G Autopilot with 2 Triton <sup>2</sup> 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%		
<b>XW3000</b>	<b>Cruising Package</b>					<b>11,900.00 €</b>	<b>11,900.00 €</b>	<b>1</b>	<b>100.00%</b>	<b>0.00 €</b>	<b>0.00 €</b>
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	6.00%		
XV9950	HANSE maintenance kit							1	6.00%		
<b>XW5000</b>	<b>Comfort Package</b>					<b>7,500.00 €</b>	<b>7,500.00 €</b>	<b>1</b>	<b>100.00%</b>	<b>0.00 €</b>	<b>0.00 €</b>
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)				Dark Grey			1	100.00%		
XN2503	Cushions for helmsman seats (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%		
	<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, hanging locker and separate head with shower - convertible by a removable bulkhead into a single cabin		X			5,140.00 €	5,140.00 €	1	100.00%	0.00 €	0.00 €
XL7601	Worktop in galley - 'Corian' Vanilla		X			520.00 €	520.00 €	1	6.00%	488.80 €	488.80 €
	<b>WOOD (FURNITURE, FLOORBOARD)</b>										
XM1104	Furniture - French Oak		X			4,610.00 €	4,610.00 €	1	6.00%	4,333.40 €	4,333.40 €
XM1202	Floorboard - Noce Nero		X			1,200.00 €	1,200.00 €	1	6.00%	1,128.00 €	1,128.00 €
	<b>UPHOLSTERY, CARPETS &amp; CURTAINS</b>										
XN2001	Upholstery - Monte Carlo (colour selection)		X		Chocolate	470.00 €	470.00 €	1	100.00%	0.00 €	0.00 €
XN2400	Sun bed cushions on coach roof (colour selection)		X			1,700.00 €	1,700.00 €	1	6.00%	1,598.00 €	1,598.00 €
	<b>DECK &amp; OUTSIDE EQUIPMENT</b>										
XC1300	Teak on side deck			X		16,500.00 €	16,500.00 €	1	6.00%	15,510.00 €	15,510.00 €
XC1310	Teak on coach roof			X		4,700.00 €	4,700.00 €	1	6.00%	4,418.00 €	4,418.00 €
XC1350	Teak on bathing platform			X		standard	0.00 €	1	6.00%	0.00 €	0.00 €
XC3004	2 cockpit tables, stainless steel with teak tops, electrically lowerable into sunbed incl. upholstery			X		3,900.00 €	3,900.00 €	1	6.00%	3,666.00 €	3,666.00 €
XC5102	2 LEWMAR 65 EST EVO electrical halyard winches (only with XH1001)		X			7,500.00 €	7,500.00 €	1	6.00%	7,050.00 €	7,050.00 €
XC7200	Davits, telescopic			X		2,780.00 €	2,780.00 €	1	6.00%	2,613.20 €	2,613.20 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)			X		1,800.00 €	1,800.00 €	1	6.00%	1,692.00 €	1,692.00 €
XC9421	Portlight in coach roof aft window port		X			440.00 €	440.00 €	1	6.00%	413.60 €	413.60 €
	<b>RIG &amp; SAILS</b>										
XE1001	Mast, anodized aluminium with manual inmast furling system		X			3,420.00 €	3,420.00 €	1	6.00%	3,214.80 €	3,214.80 €
	<b>NAVIGATION &amp; INSTRUMENTS</b>										
	<b>PROPULSION</b>										
XG3101	Bowthruster, 24 V, retractable, incl. battery			X		12,400.00 €	12,400.00 €	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	6.00%	18,706.00 €	18,706.00 €
XH4511	Air conditioning, 40.000 BTU, 4 units: 2 saloon, fwd cabin, aft cabin (only with XH2101 or shore power)			X		19,900.00 €	19,900.00 €	1	6.00%	18,706.00 €	18,706.00 €
	<b>RADIO &amp; ENTERTAINMENT</b>										
	<b>ACCESSORIES</b>										
	<b>SHIPPING AND TRANSPORT</b>										
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	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 €

LIST PRICE:		488,920.00 €	488,920.00 €
TOTAL DISCOUNT:	15.81%	77,322.20 €	77,322.20 €
TOTAL PRICE:		411,597.80 €	411,597.80 €

Additional components:	Price ex VAT					
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 €
Keel and rudder installation (including materials and crane charges)	1,020.00 €	1,020.00	1	10.00%	918.00 €	918.00 €
Costs of launching (including travel lift, 6 days land berth charges, 1 day sea berth charges)	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 €
Bimini top, stainless steel frame - 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 €
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, D1(3 pcs)	1,680.00 €	1,680.00	1	0.00%	1,680.00 €	1,680.00 €
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:					528,270.00 €	528,270.00 €
TOTAL DISCOUNT:					78,040.20 €	78,040.20 €
TOTAL PRICE:					450,229.80 €	450,229.80 €

Notes:	
Payment conditions	20.000,00 EUR + VAT upon order 80.000,00 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	April 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) \_\_\_\_\_

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(Signature)