

NEW  
HANSE  
418



## Hanse 418 - CHARTER EDITION

regular price 209.020 EUR

**169.906 EUR\***

FULLY EQUIPPED FOR CHARTER

**SAVING: 39.114 EUR**

Estimated yearly charter management profit: 26.378 €



**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**  
BREAKING RULES . SETTING TRENDS

[www.hanseyachts.hr](http://www.hanseyachts.hr)

# OFFER

# HANSE 418

Dealer:	Croatia Yachting d.o.o.
	Dražanac 2/a, 21 000 Split, Croatia
	EU VAT ID: HR08633766175
Customer:	
Date:	

Offer no.	
Subject	Hanse 418 Charter Edition CM
Hull no.	
Engine type	
Engine no.	
Length	
Year	

Language:	English
Currency:	€
Exchange rate:	1.00
VAT:	0%
Discount:	8.00%
Add. Discount:	0.00%
Total Discount:	8.00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex VAT	Price ex VAT	Selection	Discount	Price ex VAT incl. Discount	Price incl. VAT & Discount
						€	€			€	€
H418.19	as per standard specification					154,900.00 €	154,900.00 €	1	8.00%	142,508.00 €	142,508.00 €
	<b>Packages</b>										
KW2000	B&G Navigation Package					8,950.00 €	8,950.00 €	1	100.00%	0.00 €	0.00 €
XF2200	2 B&G Triton <sup>®</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>®</sup> 9" chart plotter at cockpit table							1	100.00%		
XF5000	B&G Autopilot with Triton <sup>®</sup> 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>					4,590.00 €	4,590.00 €	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%		
XH3110	Shower unit in cockpit, warm-/coldwater							1	100.00%		
XV9420	Wind indicator							1	100.00%		
XV9450	Flagpole							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%		
XW4001	<b>Upgrade - Secondary Winches</b>					1,950.00 €	1,950.00 €	1	8.00%	1,794.00 €	1,794.00 €
XC5200	2 LEWMAR 45 ST EVO manual secondary winches							1	8.00%		
	<b>OPTIONS</b>										
	HULL										
	KEEL										
	<b>LAYOUT &amp; INTERIOR</b>										
XL1002	A2: Master cabin with separate head, double V-berth and storage space		X			3,650.00 €	3,650.00 €	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			780.00 €	780.00 €	1	100.00%	0.00 €	0.00 €
XL3002	C2: 2 aft cabins with double berth and storage space (only with XL2002)		X			2,290.00 €	2,290.00 €	1	100.00%	0.00 €	0.00 €
XL7200	Chart table lowerable and seat in saloon convertible into double berth		X			1,990.00 €	1,990.00 €	1	8.00%	1,830.80 €	1,830.80 €
	<b>WOOD (FURNITURE, FLOORBOARD)</b>										
XM1201	Floorboard - Classic Stripes		X			1,550.00 €	1,550.00 €	1	8.00%	1,426.00 €	1,426.00 €
	<b>UPHOLSTERY, CARPETS &amp; CURTAINS</b>										
XN2001	Upholstery - Monte Carlo (colour selection)		X			290.00 €	290.00 €	1	8.00%	266.80 €	266.80 €
	<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 €
XC1350	Teak on bathing platform (only with XC6001 or XC6002)			X		standard	0.00 €	1	8.00%	0.00 €	0.00 €
XC6001	Bathing platform, manual fold-out with swimming ladder (only with XC1350 or XC1351)		X			2,250.00 €	2,250.00 €	1	100.00%	0.00 €	0.00 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)			X		980.00 €	980.00 €	1	100.00%	0.00 €	0.00 €
XC9421	Portlight in coach roof window stb and 2 hatches in deckwindows next to companion-way		X			2,320.00 €	2,320.00 €	1	100.00%	0.00 €	0.00 €
	<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	8.00%	358.80 €	358.80 €
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>									186,880.00 €	186,880.00 €
	<b>TOTAL DISCOUNT:</b>								20.71%	38,695.60 €	38,695.60 €
	<b>TOTAL PRICE:</b>									148,184.40 €	148,184.40 €

						Price ex. VAT					
	<b>Additional components:</b>										
	Transport Greifswald - Umag					7,600.00 €	7,600.00 €	1	0.00%	7,600.00 €	7,600.00 €
	Rigging (mast 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 €
	Costs 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, bedlinen, 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>									209,020.00 €	209,020.00 €
	<b>TOTAL DISCOUNT:</b>									39,113.60 €	39,113.60 €
	<b>TOTAL PRICE:</b>									169,906.40 €	169,906.40 €

<b>Notes:</b>	
Payment conditions:	9,000 € + VAT upon order 25,000 € + 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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