

# Hanse 388 (2020) - #153

## TECHNICAL SPECIFICATIONS AND DECK LAYOUT:

Year	2020
Location	Biograd na moru
Cabins	3
Bathrooms	2
Berths	6 + 2
LOA	11,40 [m]
Hull length	10,99 [m]
Beam	3,90 [m]
Draft	2,06 [m]
Displacement	8,27 [t]
Engine	Diesel, 27,3 [hp]
Fuel tank	cca. 160 [l]
Fresh water tank	cca. 295 [l]
Total sail area	72 m <sup>2</sup>
CE Certificate	A - 12 passengers
Design	Judel / Vrolijk & Co.



## STANDARD EQUIPMENT AS PER STANDARD SPECIFICATION

### ADDITIONAL EQUIPMENT:

#### B&G Navigation Package

- Teak on helmsman seat and bathing platform
- Cockpit table, stainless steel with folding teak tops
- Bathing platform, manual fold-out with swimming ladder
- 2 helmsman seats, foldable
- 2 additional cleats, midship (1 each side)
- Anchor windlass, electrical, with remote control with chain counter
- Delta-anchor 16 kg, galvanized with 30 m galvanized chain
- Coach roof side windows with openable portlight on stb
- Hanse safety cloud with 24 months subscription and device installed on board
- Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM
- Shower unit in cockpit, warm-/coldwater
- Wind indicator
- 2 openable hatches in deck windows next to companionway
- A2: Master cabin with separate head, double V-berth and storage space
- B2: Saloon with short L-galley, dining area on stb and sofa on port - separate head with shower stall on port
- C2: 2 aft cabins with double berth and storage space
- Chart table lowerable and seat in saloon convertible into double berth
- Floorboard - Classic Stripes
- Upholstery - Sorrento (colour selection)

### ADDITIONAL COMPONENTS:

- Transport and loading
- Rigging
- Antifouling and hull preparation
- Lazy bag with lazy jacks
- Blinds for side windows and hatches
- Bimini top,
- Sprayhood
- Inverter (12V-220) 350 W
- Radio CD(MP3/USB) player with saloon and cockpit speakers
- Charter equipment (deck, safety, bedlinen, galley, navigational...)
- Charter make-ready pack(jib UV protect, auto switch for windlass, various reinforcement...)
- Final commissioning and launching

regular price 174.230 EUR  
**146.149 EUR\***  
FULLY EQUIPPED FOR CHARTER  
VALID TILL 30.05.2020.

\* The prices do not include VAT  
\* The above indicated prices are valid only if the charter management contract is signed (minimum two years period)

## Become a part of the Hanse Yachting World charter management program, and take advantage of the key benefits!

### OUR KEY BENEFITS

- Minimal investment or participation in boat acquisition
- Special purchase conditions for your boat
- Favorable financing conditions through affiliate leasing companies
- High charter income based on minimum of 20 weeks per season (fleet average of 21,5 weeks/boat)
- Transparent cash flow reports through constant insight in income and expenses
- Financial security with insurance against loss of charter income
- High quality aftersales support with prompt processing of claims throughout warranty
- High maintenance standards ensure the best resale value for your boat regardless of age

### SIMPLIFIED PROFIT CALCULATION:

Annual charter income* (Yacht owner)	25.788 €
Annual expenses* (marina, insurance, registration, maintenance...)	10.831 €
<b>Net profit* (Yacht owner)</b>	<b>14.956 €</b>

\* The figures do not include VAT  
\* Charter cash flow is based on 20 booked weeks per season