



## Hanse 388 - CHARTER EDITION

regular price 183.290 EUR

**149.415 EUR\***

FULLY EQUIPPED FOR CHARTER

**SAVING: 33.875 EUR**

Estimated yearly charter management profit: 15.344 €



**VALID TILL 30.10.2020.**

- \* The prices do not include VAT
- \* The above indicated prices are valid only if the charter management contract is signed (minimum two years period)
- \* Only valid for next available slot
- \* 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 388

Dealer:	Croatia Yachting d.o.o.
	Dražanac Z/ia_21 000 Split, Croatia
	EU VAT ID: HR08633766175
Customer:	
Date:	

Offer no.	
Subject	Hanse 388 Charter Edition
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 excl. Discount	Price ex VAT incl. Discount	Price incl. VAT & Discount
						€	€			€	€	€
H388.21	as per standard specification					128.900,00 €	128.900,00 €	1	2,31%	128.900,00 €	125.923,00 €	125.923,00 €
	<b>Packages</b>											
	<b>Charter Package</b>					30.460,00 €	30.460,00 €	1	100%	30.460,00 €	0,00 €	
	2 B&G Triton <sup>®</sup> multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)							0	100%			
XF4010	B&G Zeus <sup>®</sup> 9" chart plotter at cockpit table (only with XC3001 or XC3003)							0	100%			
XF3000	B&G VHF V60 at chart table, incl. wireless remote handset H60 (only with XK5000)							0	100%			
XF5000	B&G Autopilot with Triton <sup>®</sup> control unit and Precision 9 compass							0	100%			
XK5000	VHF preparation with antenna and splitter for FM and AIS							0	100%			
XC1333	Teak on helmsman seats							0	100%			
XC1325	Teak on cockpit bottom							0	100%			
XC1350	Teak on bathing platform							0	100%			
XC3001	Cockpit table, stainless steel with folding teak tops							0	100%			
XC6001	Bathing platform, manual fold-out with swimming ladder							0	100%			
XC9060	2 helmsman seats, foldable							0	100%			
XC9080	2 additional cleats, midship (1 each side)							0	100%			
XC9090	Anchor windlass, electrical, with automatic fuse and remote control with chain counter							0	100%			
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain							0	100%			
XC9422	Coach roof side windows with operable portlight on stb							0	100%			
XF4550	MyHanse safety cloud with 24 months subscription and device installed on board							0	100%			
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM							0	100%			
XH3110	Shower unit in cockpit, warm/coldwater							0	100%			
XV9420	Wind indicator							0	100%			
XV9450	Flagpole							0	100%			
XV9901	6 fenders							0	100%			
XV9902	4 mooring lines							0	100%			
XV9910	Add. winch handle							0	100%			
XC9404	2 operable hatches in deck windows next to companionway		X					0	100%			
XL1002	A2: Master cabin with separate head, double V-berth and storage space			X				0	100%			
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 or XL3003)			X				0	100%			
XL3002	C2: 2 aft cabins with double berth and storage space (only with XL2002)			X				0	100%			
XL7200	Seat in saloon convertible into double berth			X				0	100%			
XZ2001	Loading on truck			X				0	100%			
	<b>OPTIONS</b>											
	<b>HULL</b>											
	<b>KEEL</b>											
	<b>LAYOUT &amp; INTERIOR</b>											
	<b>WOOD (FURNITURE, FLOORBOARD)</b>											
XM1201	Floorboard - Classic/Stripes		X			1.490,00 €	1.490,00 €	1	8%	1.490,00 €	1.370,80 €	1.370,80 €
	<b>UPHOLSTERY, CARPETS &amp; CURTAINS</b>											
XN2001	Upholstery - Sorrento (colour selection)		X			590,00 €	590,00 €	1	8%	590,00 €	542,80 €	542,80 €
	<b>DECK &amp; OUTSIDE EQUIPMENT</b>											
	<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>											
	<b>LIST PRICE:</b>									161.440,00 €	161.440,00 €	161.440,00 €
	<b>TOTAL DISCOUNT:</b>							20,81%		127.836,60 €	33.603,40 €	33.603,40 €
	<b>TOTAL PRICE:</b>									127.836,60 €	127.836,60 €	127.836,60 €

Additional components:	Price ex. VAT											
Transport Greifswald - Umag	7.650,00 €	7.650,00 €	1	0,00%	7.650,00 €	7.650,00 €	7.650,00 €					
Rigging (mast assembly and installation, installation of sails and rails)	1.150,00 €	1.150,00 €	1	10,00%	1.150,00 €	1.035,00 €	1.035,00 €					
Antifouling (including materials - 2 layers of primer and antifouling)	1.220,00 €	1.220,00 €	1	10,00%	1.220,00 €	1.098,00 €	1.098,00 €					
Costs of launching (including travel lift, 5 days land berth charges, 1 day sea berth charges)	740,00 €	740,00 €	1	0,00%	740,00 €	740,00 €	740,00 €					
Final commissioning - test of equipment, Engine pre-delivery inspection, calibration of nav. instruments, cleaning	350,00 €	350,00 €	1	10,00%	350,00 €	315,00 €	315,00 €					
Lazy bag with lazy jacks	700,00 €	700,00 €	1	0,00%	700,00 €	700,00 €	700,00 €					
Bimini top	1.680,00 €	1.680,00 €	1	0,00%	1.680,00 €	1.680,00 €	1.680,00 €					
Sprayhood	1.330,00 €	1.330,00 €	1	0,00%	1.330,00 €	1.330,00 €	1.330,00 €					
Radio CD/MP3/USB) player with saloon and cockpit speakers	500,00 €	500,00 €	1	0,00%	500,00 €	500,00 €	500,00 €					
Inverter (12V-220) 350 W	290,00 €	290,00 €	1	0,00%	290,00 €	290,00 €	290,00 €					
Blinds for side windows and hatches	1.080,00 €	1.080,00 €	1	0,00%	1.080,00 €	1.080,00 €	1.080,00 €					
Charter equipment (deck, safety, bedding, galley, navigational...)	4.200,00 €	4.200,00 €	1	0,00%	4.200,00 €	4.200,00 €	4.200,00 €					
Charter make-ready pack(Jib UV protect, auto switch for windlass, various reinforcement...)	960,00 €	960,00 €	1	0,00%	960,00 €	960,00 €	960,00 €					
<b>LIST PRICE:</b>					183.290,00 €	183.290,00 €	183.290,00 €					
<b>TOTAL DISCOUNT:</b>					149.414,60 €	33.875,40 €	33.875,40 €					
<b>TOTAL PRICE:</b>					149.414,60 €	149.414,60 €	149.414,60 €					

<b>Notes:</b>	
Payment conditions:	8.000 € + VAT upon order 24.000 € + VAT latest 12 weeks before start of production Balance latest three weeks before delivery
Payment method:	HR46 2407 0001 1004 85080 at OTP banka Hrvatska d.d. SWIFT: OTPVHR2X
Delivery:	
Offer valid till:	October 30th 2020
Additional notes:	VAT is not included! The offer is valid for Croatia Yachting charter management fleet only! The boat will be displayed at the CBS and BBS 2021

(Date) \_\_\_\_\_ (Place) \_\_\_\_\_

\_\_\_\_\_  
(Signature)

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