

OFFER

HANSE460

Dealer:	Croatia Yachting d.o.o.	Language:	English
	Dražanac 2/a, 21 000 Split, Croatia	Currency:	€
	EU VAT ID: HR08633766175	Exchange rate:	1
Customer:		VAT:	0,00%
		Discount:	12,00%
		Add. Discount:	0,00%
Date:	01.07.2025.	Total Discount:	12,00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex. VAT €	Selection	Discount	Price ex. VAT incl. Discount €	Price incl. VAT & Discount €
H460.25	as per standard specification					329.900,00 €	1	12,00%	290.312,00 €	290.312,00 €
Packages										
XW2000	Raymarine Navigation Package					15.250,00 €	1	50,00%	7.625,00 €	7.625,00 €
XF2000	2 instrument pods (1 per helm station)						1	50,00%		
XF2200	2 Raymarine i70s multifunction displays, 1 per helm station, incl. transducer (wind/depth/speed/temperature)						1	50,00%		
XF3000	Raymarine VHF Ray63 at chart table, incl. wireless remote handset (only with XK5000)						1	50,00%		
XF4030	Raymarine AXIOM PRO 9 S chart plotter with HybridTouch multifunction display at helm station, stb						1	50,00%		
XF5000	Raymarine Evolution Autopilot with p70s display and wireless remote control						1	50,00%		
XF9001	NMEA engine information interface						1	50,00%		
XH2090	Wireless charging at helm station (waterproof)						1	50,00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS						1	50,00%		
XW3000	Cruising Package					18.000,00 €	1	50,00%	9.000,00 €	9.000,00 €
XC1326	Synthetic teak on cockpit bottom (colour selection)				Please insert choice of colour		1	50,00%		
XC1341	Synthetic teak on cockpit benches (colour selection)				Please insert choice of colour		1	50,00%		
XC1351	Synthetic teak on bathing platform (colour selection)				Please insert choice of colour		1	50,00%		
XC9062	Helmsman footrests (free mountable)						1	50,00%		
XC9080	2 additional cleats, midship (1 each side)						1	50,00%		
XC9090	Anchor windlass, electrical, 1000 W, automatic fuse, remote control						1	50,00%		
XC9100	Delta-anchor 20 kg, galvanized with 60 m galvanized chain						1	50,00%		
XC9402	Cockpit portlight, aft cabins						1	50,00%		
XH1001	Battery set, capacity: 1x 90 Ah + 4x 160 Ah AGM						1	50,00%		
XH3110	Shower unit in cockpit, warm-/coldwater						1	50,00%		
XH5030	Water akku for pressure equalization						1	50,00%		
XV9420	Wind indicator						1	50,00%		
XV9450	Flagpole						1	50,00%		
XV9901	6 fenders						1	50,00%		
XV9902	4 mooring lines						1	50,00%		
XV9910	Add. winch handle						1	50,00%		
XV9920	Mast steps						1	50,00%		
XV9950	Hanse maintenance kit						1	50,00%		
XW5000	Comfort Package					6.600,00 €	1	50,00%	3.300,00 €	3.300,00 €
XC9032	Courtesy lights in cockpit						1	50,00%		
XC9033	Courtesy lights at companionway						1	50,00%		
XC9300	2 vents for coach roof hatches						1	50,00%		
XL9001	Courtesy lights in saloon						1	50,00%		
XL9003	Indirect lights in saloon and cabins						1	50,00%		
XL9004	LED overhead lights in saloon and cabins, dimmable						1	50,00%		
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon and fwd cabin						1	50,00%		
XN2500	Cockpit cushions (colour selection)				Dark Grey		1	50,00%		
XV9010	Blind set with flyscreens for deck hatches						1	50,00%		

XV9060	Blinds for hull windows						1	50,00%		
XV9080	Blinds for side coach roof windows						1	50,00%		
OPTIONS										
HULL										
KEEL										
LAYOUT & INTERIOR										
XL2003	B3: Saloon with full functional L-galley on stb and dining area with bar on port (only with C3 or C4 layout)		X			950,00 €	1	50,00%	475,00 €	475,00 €
XL3004	C4: Head with separate shower stall and dayhead door on port and cabin with double bunkbed on stb (only with B3 layout)		X			1.750,00 €	1	50,00%	875,00 €	875,00 €
XL7001	Saloon table electrically lowerable with cushions, convertible into double berth		X			2.950,00 €	1	50,00%	1.475,00 €	1.475,00 €
XL7602	Worktop and sink of the galley in Marine Mineral Stone (colour selection)		X		White	950,00 €	1	12,00%	836,00 €	836,00 €
WOOD (FURNITURE, FLOORBOARD)										
XM1102	Furniture - Teak		X			5.950,00 €	1	12,00%	5.236,00 €	5.236,00 €
XM1203	Floorboard - Delight Oak		X			1.150,00 €	1	12,00%	1.012,00 €	1.012,00 €
UPHOLSTERY, CARPETS & CURTAINS										
XN2001	Upholstery - Sorrento (colour selection)		X		Silver	1.150,00 €	1	50,00%	575,00 €	575,00 €
DECK & OUTSIDE EQUIPMENT										
XC1334	Synthetic teak on helmsman seats (colour selection - only with XC9060)			X	Grinded black	1.150,00 €	1	100,00%	0,00 €	0,00 €
XC3004	Cockpit table with teak top, electrically lowerable into sunbed incl. upholstery and cockpit bench extension, on stb		X			3.450,00 €	1	50,00%	1.725,00 €	1.725,00 €
XC3005	Cockpit table with teak top, electrically lowerable into sunbed incl. upholstery, on ps		X			2.300,00 €	1	50,00%	1.150,00 €	1.150,00 €
XC5102	2 LEWMAR 50 EST EVO electrical halyard winches with automatic fuse (only with XH1001 or XH1005)		X			8.400,00 €	1	50,00%	4.200,00 €	4.200,00 €
XC5200	2 LEWMAR 45 ST EVO manual secondary winches			X		2.850,00 €	1	12,00%	2.508,00 €	2.508,00 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)			X		2.850,00 €	1	100,00%	0,00 €	0,00 €
XC9171	Composite bowsprit with integrated anchor and forestay fitting with double mooring roll incl. 2nd forestay and gennaker eye		X			1.550,00 €	1	50,00%	775,00 €	775,00 €
RIG & SAILS										
NAVIGATION & INSTRUMENTS										
PROPULSION										
XG3101	Bowthruster, 24 V, retractable, incl. battery			X		11.550,00 €	1	50,00%	5.775,00 €	5.775,00 €
EQUIPMENT										
RADIO & ENTERTAINMENT										
ACCESSORIES										
SHIPPING AND TRANSPORT										
XZ2001	Loading on truck			X		700,00 €	1	12,00%	616,00 €	616,00 €
XZ4000	Declaration of Conformity		X		Please select your language	standard	1	12,00%	0,00 €	0,00 €
XZ4005	Safety manual		X		Please select your language	standard	1	12,00%	0,00 €	0,00 €
XZ4010	Builder's Certificate		X			standard	1	12,00%	0,00 €	0,00 €
XZ4030	Bill of Sale			X		0,00 €	1	12,00%	0,00 €	0,00 €
XZ4100	Export Accompanying Document			X		0,00 €	1	12,00%	0,00 €	0,00 €
XZ4110	EUR1 Certificate			X		0,00 €	1	12,00%	0,00 €	0,00 €
XZ4120	T2L Certificate			X		0,00 €	1	12,00%	0,00 €	0,00 €
XZ4130	ATR Certificate			X		0,00 €	1	12,00%	0,00 €	0,00 €
XZ4140	Certificate of origin			X		0,00 €	1	12,00%	0,00 €	0,00 €
XZ4150	Supplier's declaration			X		0,00 €	1	12,00%	0,00 €	0,00 €
LIST PRICE:									419.400,00 €	419.400,00 €
TOTAL DISCOUNT:									19,54%	81.930,00 €
TOTAL PRICE:									337.470,00 €	337.470,00 €
Additional components:										
	Transport Greifswald - Umag					12.590,00 €	1	0,00%	12.590,00 €	12.590,00 €
	Rigging (mast assembly and installation, installation of sails and rails)					1.840,00 €	1	0,00%	1.840,00 €	1.840,00 €
	Antifouling (including materials - 2 layers of primer and antifouling)					1.960,00 €	1	0,00%	1.960,00 €	1.960,00 €
	Costs of launching (including travel lift, 6 days land berth charges, 1 day sea berth charges)					1.380,00 €	1	0,00%	1.380,00 €	1.380,00 €
	Final commissioning - test of equipment, engine PDI, calibration of nav. instruments, cleaning					680,00 €	1	0,00%	680,00 €	680,00 €

	Lazy bag with lazy jacks	1.290,00 €	1	0,00%	1.290,00 €	1.290,00 €
	Bimini top, stainless steel frame	3.590,00 €	1	0,00%	3.590,00 €	3.590,00 €
	LED cockpit light integrated into the bimini	290,00 €	1	0,00%	290,00 €	290,00 €
	Sprayhood, stainless steel frame, 3 windows	2.740,00 €	1	0,00%	2.740,00 €	2.740,00 €
	Inverter (12V-220) 350 W	360,00 €	1	0,00%	360,00 €	360,00 €
	Charter equipment (deck, safety, navigational, galley, bedlinen...)	9.170,00 €	1	12,00%	8.069,60 €	8.069,60 €
	Charter make-ready pack	1.640,00 €	1	0,00%	1.640,00 €	1.640,00 €
LIST PRICE:					456.930,00 €	456.930,00 €
TOTAL DISCOUNT:					83.030,40 €	83.030,40 €
TOTAL PRICE:					373.899,60 €	373.899,60 €

Notes:	
Payment conditions:	25% + VAT upon order Balance latest three weeks before production end
Payment method:	HR46 2407 0001 1004 85080 at OTP banka Hrvatska d.d. SWIFT: OTPVHR2X
Delivery:	TBC
Offer valid till:	Until further notice
Additional notes:	VAT is not included! The boat will be displayed at the CBS and BBS 2025/26 The offer is valid for Croatia Yachting charter management fleet only!

01.07.2025.
(Date)

(Place)

(Signature)