

OFFER

HANSE **418**

Dealer:	Croatia Yachting d.o.o.
	Dražanac 2/a, 21 000 Split, Croatia
	EU VAT ID: HR08633766175
Customer:	
Date:	29.09.2022.

Offer no.	
Subject	
Hull no.	
Engine type	
Engine no.	
Length	
Year	

Language:	English
Currency:	€
Exchange rate:	1.00
VAT:	0%
Discount:	15.00%
Add. Discount:	0.00%
Total Discount:	15.00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex VAT €	Price ex VAT €	Selection	Discount	Price ex VAT incl. Discount €	Price incl. VAT & Discount €
H418.22	as per standard specification					215.900,00 €	215.900,00 €	1	15,00%	183.515,00 €	183.515,00 €
	Packages										
XW2000	B&G Navigation Package					11.590,00 €	11.590,00 €	1	15,00%	9.851,50 €	9.851,50 €
XF2200	2 B&G Triton® multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)							1	15,00%		
XF3000	B&G VHF V60 at chart table, incl. wireless remote handset H60 (only with XK5000)							1	15,00%		
XF4010	B&G Zeus® S 0° chart plotter at cockpit table							1	15,00%		
XF5000	B&G Autopilot with Triton® control unit with WR10 remote control and Precision 9 compass							1	15,00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS							1	15,00%		
XW3000	Cruising Package					8.590,00 €	8.590,00 €	1	15,00%	7.301,50 €	7.301,50 €
XC1325	Teak on cockpit bottom							1	15,00%		
XC1333	Teak on helmsman seats							1	15,00%		
XC9060	2 helmsman seats, foldable							1	15,00%		
XC9062	Helmsman footrests (free mountable)							1	15,00%		
XC9060	2 additional cleats, midship (1 each side)							1	15,00%		
XC9060	Anchor windlass, electrical, with automatic fuse and remote control with chain counter							1	15,00%		
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain							1	15,00%		
XC9422	Coach roof side windows with operable portlight on stb							1	15,00%		
XF4550	MyHanse safety cloud with 24 months subscription and device installed on board							1	15,00%		
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM							1	15,00%		
XH3110	Shower unit in cockpit, warm-coldwater							1	15,00%		
XH5030	Water akku for pressure equalization							1	15,00%		
XV9420	Wind indicator							1	15,00%		
XV9450	Flagpole							1	15,00%		
XV9901	6 fenders							1	15,00%		
XV9902	4 mooring lines							1	15,00%		
XV9910	Add. wind handle							1	15,00%		
XV9950	HANSE maintenance kit							1	15,00%		
XW5000	Comfort Package					4.490,00 €	4.490,00 €	1	15,00%	3.816,50 €	3.816,50 €
XC9032	Courtesy lights in cockpit							1	15,00%		
XC9033	Courtesy lights at companionway							1	15,00%		
XC9300	2 vents for coach roof hatches							1	15,00%		
XL9003	Indirect lights in saloon and cabins							1	15,00%		
XL9004	LED overhead lights in saloon and master cabin, dimmable							1	15,00%		
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon							1	15,00%		
XN2500	Cockpit cushions (colour selection)				Dark Grey			1	15,00%		
XV9010	Blind set with flyscreens for deck hatches							1	15,00%		
XV9060	Blinds for hull windows							1	15,00%		
XV9080	Blinds for side coach roof windows							1	15,00%		
	OPTIONS										
	HULL										
	KEEL										
	LAYOUT & INTERIOR										
XL1002	A2: Master cabin with separate head, double V-berth and storage space		X			4.290,00 €	4.290,00 €	1	15,00%	3.646,50 €	3.646,50 €
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			990,00 €	990,00 €	1	15,00%	841,50 €	841,50 €
XL3002	C2: 2 aft cabins with double berth and storage space (only with XL2002)		X			2.790,00 €	2.790,00 €	1	15,00%	2.371,50 €	2.371,50 €
XL7200	Chart table lowerable and seat in saloon convertible into double berth		X			2.290,00 €	2.290,00 €	1	15,00%	1.946,50 €	1.946,50 €
	WOOD (FURNITURE, FLOORBOARD)										
XM1101	Furniture - Canadian Chestnut		X			4.090,00 €	4.090,00 €	1	15,00%	3.476,50 €	3.476,50 €
XM1202	Floorboard - Noce Nero		X			890,00 €	890,00 €	1	15,00%	756,50 €	756,50 €
	UPHOLSTERY, CARPETS & CURTAINS										
XN2001	Upholstery - Sorrento (colour selection)		X		Stops	890,00 €	890,00 €	1	15,00%	756,50 €	756,50 €
	DECK & OUTSIDE EQUIPMENT										
XC5200	2 LEWMAR 45 ST EVO manual secondary winches		X			2.690,00 €	2.690,00 €	1	15,00%	2.286,50 €	2.286,50 €
XC9404	2 openable hatches in deck windows next to companionway		X			1.490,00 €	1.490,00 €	1	15,00%	1.266,50 €	1.266,50 €
	RIG & SAILS										
	NAVIGATION & INSTRUMENTS										
	PROPULSION										
XG3101	Bowthruster, 12 V, retractable, incl. battery		X			9.090,00 €	9.090,00 €	1	15,00%	7.726,50 €	7.726,50 €
	EQUIPMENT										
	RADIO & ENTERTAINMENT										
	ACCESSORIES										
	SHIPPING AND TRANSPORT										
XZ2001	Loading on truck		X			590,00 €	590,00 €	1	15,00%	501,50 €	501,50 €
	LIST PRICE:									270.660,00 €	270.660,00 €
	TOTAL DISCOUNT:								15,00%	40.599,00 €	40.599,00 €
	TOTAL PRICE:									230.061,00 €	230.061,00 €

	Price ex. VAT			
Additional components:				
Transport Greifswald - Umag	8.790,00 €	8.790,00 €	1	0,00%
Rigging (mast assembly and installation, installation of sails and rails)	1.420,00 €	1.420,00 €	1	0,00%
Antifouling (including materials - 2 layers of primer and antifouling)	1.590,00 €	1.590,00 €	1	0,00%
Costs of launching (including travel lift, 5 days land berth charges, 1 day sea berth charges)	940,00 €	940,00 €	1	0,00%
Final commissioning - test of equipment, Engine PDI, calibration of nav. instruments	385,00 €	385,00 €	1	0,00%
Lazy bag with lazy jacks	930,00 €	930,00 €	1	0,00%
Bimini top	2.290,00 €	2.290,00 €	1	0,00%
Sprayhood	1.980,00 €	1.980,00 €	1	0,00%
Radio CD/MP3/USB player with saloon and cockpit speakers	600,00 €	600,00 €	1	0,00%
Inverter (12V-220) 350 W	390,00 €	390,00 €	1	0,00%
Charter equipment (deck, safety, bedding, galley, navigational...)	6.400,00 €	6.400,00 €	1	0,00%
Charter make-ready pack (auto switch, various reinforcement, teak protect...)	1.490,00 €	1.490,00 €	1	0,00%
LIST PRICE:				297.865,00 €
TOTAL DISCOUNT:				40.599,00 €
TOTAL PRICE:				257.266,00 €

Notes:	
Payment conditions:	20.000 € + VAT upon order 20.000 € + VAT 16 weeks before production start 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:	7 days
Additional notes:	VAT is not included! The offer is valid for Croatia Yachting charter management fleet only! The boat will be displaced at the CBS and BBS 2023

29.09.2022.

(Date) (Place)

(Signature)

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