

# OFFER

# HANSE 418

Dealer:	Croatia Yachting d.o.o.
	Dražanac 2/a, 21 000 Split, Croatia
	EU VAT ID: HR08633766175
Customer:	
Date:	26.10.2018

Offer no.	H418#088
Subject	Hanse 418 Charter Edition CM
Hull no.	#088
Engine type	
Engine no.	
Length	
Year	

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

MatNr	Items	Standard	Options	Acc-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	0.00%	154.900,00 €	154.900,00 €
	<b>Packages</b>										
XW2000	B&G Navigation Package					8.950,00 €	8.950,00 €	1	0.00%	8.950,00 €	8.950,00 €
XF2200	2 B&G Triton² multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)							1	0.00%		
XF3000	B&G VHF V50 at chart table, incl. wireless remote handset H50 (only with XK5000 or XK5011)							1	0.00%		
XF4010	B&G Zeus³ 9" chart plotter at cockpit table							1	0.00%		
XF5000	B&G Autopilot with Triton² control unit and Precision 9 compass							1	0.00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS							1	0.00%		
XW3000	<b>Cruising Package</b>					4.590,00 €	4.590,00 €	1	0.00%	4.590,00 €	4.590,00 €
XC1325	Teak on cockpit bottom							1	0.00%		
XC9062	Helmsman footrests (free mountable)							1	0.00%		
XC9080	2 additional cleats, midship (1 each side)							1	0.00%		
XC9090	Anchor windlass, electrical, remote control with chain counter (only with XH1001)							1	0.00%		
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain, dia. 8 mm							1	0.00%		
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM							1	0.00%		
XH3110	Shower unit in cockpit, warm-/coldwater							1	0.00%		
XV9420	Wind indicator							1	0.00%		
XV9450	Flagpole							1	0.00%		
XV9901	6 fenders							1	0.00%		
XV9902	4 mooring lines							1	0.00%		
XV9910	Add. winch handle							1	0.00%		
XV9950	HANSE maintenance kit							1	0.00%		
	<b>OPTIONS</b>										
	<b>HULL</b>										
	<b>KEEL</b>										
	<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	0.00%	3.650,00 €	3.650,00 €
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	0.00%	780,00 €	780,00 €
XL3002	C2: 2 aft cabins with double berth and storage space (only with XL2002)		X			2.290,00 €	2.290,00 €	1	0.00%	2.290,00 €	2.290,00 €
XL7200	Chart table lowerable and seat in saloon convertible into double berth		X			1.990,00 €	1.990,00 €	1	0.00%	1.990,00 €	1.990,00 €
	<b>WOOD (FURNITURE, FLOORBOARD)</b>										
XM1201	Floorboard - Classic Stripes		X			1.550,00 €	1.550,00 €	1	0.00%	1.550,00 €	1.550,00 €
	<b>UPHOLSTERY, CARPETS &amp; CURTAINS</b>										
XN2002	Upholstery - Valencia (colour selection)		X		Light Grey	590,00 €	590,00 €	1	0.00%	590,00 €	590,00 €
	<b>DECK &amp; OUTSIDE EQUIPMENT</b>										
XC1333	Teak on helmsman seats (only with XC9060)			X		standard	0,00 €	1	0.00%	0,00 €	0,00 €
XC1350	Teak on bathing platform (only with XC6001 or XC6002)			X		standard	0,00 €	1	0.00%	0,00 €	0,00 €
XC5200	2 LEWMAR 45 ST EVO manual secondary winches			X		2.250,00 €	2.250,00 €	1	0.00%	2.250,00 €	2.250,00 €
XC6001	Bathing platform, manual fold-out with swimming ladder (only with XC1350 or XC1351)			X		2.250,00 €	2.250,00 €	1	0.00%	2.250,00 €	2.250,00 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)				X	980,00 €	980,00 €	1	0.00%	980,00 €	980,00 €
XC9421	Portlight in coach roof window stb and 2 hatches in deckwindows next to companion-way			X		2.320,00 €	2.320,00 €	1	0.00%	2.320,00 €	2.320,00 €
	<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	0.00%	390,00 €	390,00 €
XZ4000	Declaration of Conformity		X		Croatian	standard	0,00 €	1	0.00%	0,00 €	0,00 €
XZ4005	Safety manual		X			standard	0,00 €	1	0.00%	0,00 €	0,00 €
XZ4010	Builder's Certificate		X			standard	0,00 €	1	0.00%	0,00 €	0,00 €
	<b>LIST PRICE:</b>									187.480,00 €	187.480,00 €
	<b>TOTAL DISCOUNT:</b>								0.00%	0,00 €	0,00 €
	<b>TOTAL PRICE:</b>									187.480,00 €	187.480,00 €

						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>									209.620,00 €	209.620,00 €
	<b>TOTAL DISCOUNT:</b>									418,00 €	418,00 €
	<b>TOTAL PRICE:</b>									209.202,00 €	209.202,00 €

Notes:

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:

March/April 2019

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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