

OFFER

HANSE 410

Dealer:	Croatia Yachting d.o.o.
	Dražanac 2/a, 21 000 Split, Croatia
	EU VAT ID: HR08633766175
Customer:	
Date:	1.8.2025

Language:	English
Currency:	€
Exchange rate:	1
VAT:	0,00%
Discount:	12,00%
Add. Discount:	0,00%
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 €
H410.25	as per standard specification					258.900,00 €	1	12,00%	227.832,00 €	227.832,00 €
Packages										
XW2000	Raymarine Navigation Package					12.900,00 €	1	100,00%	0,00 €	0,00 €
XF2200	2 Raymarine i70s multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)						1	100,00%		
XF3000	Raymarine VHF Ray73 in saloon, incl. wireless remote handset (only with XK5000)						1	100,00%		
XF4010	Raymarine AXIOM2 PRO 9 S chart plotter with HybridTouch multifunction display in cockpit						1	100,00%		
XF5000	Raymarine Evolution Autopilot with p70s display and wireless remote control						1	100,00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS						1	100,00%		
XW3000	Cruising Package					11.550,00 €	1	100,00%	0,00 €	0,00 €
XC1326	Synthetic teak on cockpit bottom (colour selection)				Grinded Black		1	100,00%		
XC1334	Synthetic teak on helmsman seats (colour selection)				Grinded Black		1	100,00%		
XC1341	Synthetic teak on cockpit benches (colour selection)				Grinded Black		1	100,00%		
XC1351	Synthetic teak on bathing platform (colour selection)				Grinded Black		1	100,00%		
XC9060	2 helmsman seats, foldable						1	100,00%		
XC9062	Helmsman footrests (free mountable)						1	100,00%		
XC9080	2 additional cleats, midship (1 each side)						1	100,00%		
XC9090	Anchor windlass, electrical, 1000 W, automatic fuse, remote control						1	100,00%		
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain						1	100,00%		
XC9402	Cockpit portlight, aft cabins						1	100,00%		
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM						1	100,00%		
XH3110	Shower unit in cockpit, warm-/coldwater						1	100,00%		
XH5030	Water akku for pressure equalization						1	100,00%		
XV9420	Wind indicator						1	100,00%		
XV9450	Flagpole						1	100,00%		
XV9901	6 fenders						1	100,00%		
XV9902	4 mooring lines						1	100,00%		
XV9910	Add. winch handle						1	100,00%		
XV9920	Mast steps						1	100,00%		
XV9950	Hanse maintenance kit						1	100,00%		
XW4000	Performance Package					7.650,00 €	1	100,00%	0,00 €	0,00 €
XC2201	2 GRP steering wheels, Y-spoke (black or white)				Black		1	100,00%		
XE3005	ELVSTRØM SPS performance sails - full battened, triradial main and jib						1	100,00%		
XE9001	Dyneema halyards for main and jib						1	100,00%		
XE9002	Mainsail slider system						1	100,00%		
XW5000	Comfort Package					5.250,00 €	1	100,00%	0,00 €	0,00 €
XC9032	Courtesy lights in cockpit						1	100,00%		

XC9033	Courtesy lights at companionway						1	100,00%		
XC9040	Exterior Light Signature						1	100,00%		
XC9300	Vent for coach roof hatch						1	100,00%		
XL9003	Indirect lights in saloon and cabins						1	100,00%		
XL9004	LED overhead lights in saloon and master cabin, dimmable						1	100,00%		
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon						1	100,00%		
XN2500	Cockpit cushions (colour selection)			Drak Grey			1	100,00%		
XV9010	Blind set with flyscreens for deck hatches						1	100,00%		
XV9060	Blinds for hull windows						1	100,00%		
XV9080	Blinds for side coach roof windows						1	100,00%		

OPTIONS										
HULL										
KEEL										
LAYOUT & INTERIOR										

XL1003	A3: Master cabin with island double berth, storage space and separate head		X			6.300,00 €	1	12,00%	5.544,00 €	5.544,00 €
XL2003	B3: Saloon with large dining area on port and sofa with multi function unit, navigation console and storage on stb		X			1.900,00 €	1	12,00%	1.672,00 €	1.672,00 €
XL3002	C2: L-galley on port and head with separate shower stall on stb. 2 aft cabins with double berth, locker and storage.		X			3.250,00 €	1	12,00%	2.860,00 €	2.860,00 €
XL7001	Saloon table, foldable with integrated bar		X			1.450,00 €	1	12,00%	1.276,00 €	1.276,00 €
XL7201	Seating area in saloon convertible into double berth (only with XL7001)		X			1.450,00 €	1	12,00%	1.276,00 €	1.276,00 €

WOOD (FURNITURE, FLOORBOARD)										
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XM1104	Furniture - French Oak		X			4.250,00 €	1	12,00%	3.740,00 €	3.740,00 €
XM1203	Floorboard - Delight Oak		X			950,00 €	1	12,00%	836,00 €	836,00 €

UPHOLSTERY, CARPETS & CURTAINS										
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XN2001	Upholstery - Sorrento (colour selection)		X	Stone		950,00 €	1	12,00%	836,00 €	836,00 €
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DECK & OUTSIDE EQUIPMENT										
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XC3004	2 cockpit tables with teak top, electrically lowerable into sunbed incl. upholstery		X			4.600,00 €	1	12,00%	4.048,00 €	4.048,00 €
XC5102	2 LEWMAR 45 EST EVO electrical halyard winches with automatic fuse (only with XH1001 or XH1005)		X			7.400,00 €	1	100,00%	0,00 €	0,00 €

RIG & SAILS										
NAVIGATION & INSTRUMENTS										
PROPULSION										

YG1103	Engine (Diesel, approx. 57 hp) - saildrive, 3-blade folding propeller		X			6.700,00 €	1	100,00%	0,00 €	0,00 €
YG3101	Bowthruster, 12 V, retractable, incl. battery			X		9.550,00 €	1	12,00%	8.404,00 €	8.404,00 €

EQUIPMENT										
RADIO & ENTERTAINMENT										
ACCESSORIES										
SHIPPING AND TRANSPORT										

XZ2001	Loading on truck			X		600,00 €	1	12,00%	528,00 €	528,00 €
XZ4000	Declaration of Conformity	X			Croatian	standard	1	12,00%	0,00 €	0,00 €
XZ4005	Safety manual	X			English	standard	1	12,00%	0,00 €	0,00 €
XZ4010	Builder's Certificate	X				standard	1	12,00%	0,00 €	0,00 €

LIST PRICE:									345.600,00 €	345.600,00 €
TOTAL DISCOUNT:								25,10%	86.748,00 €	86.748,00 €
TOTAL PRICE:									258.852,00 €	258.852,00 €

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Additional components:										
	Transport Greifswald - Umag					10.400,00 €	1	0,00%	10.400,00 €	10.400,00 €
	Rigging (mast assembly and installation, installation of sails and rails)					1.560,00 €	1	0,00%	1.560,00 €	1.560,00 €
	Antifouling (including materials - 2 layers of primer and antifouling)					1.740,00 €	1	0,00%	1.740,00 €	1.740,00 €
	Costs of launching (including travel lift, 5 days land berth charges, 1 day sea berth charges)					1.030,00 €	1	0,00%	1.030,00 €	1.030,00 €
	Final commissioning - test of equipment, Engine PDI, calibration of nav. Instruments, cleaning					520,00 €	1	0,00%	520,00 €	520,00 €
	Lazy bag with lazy jacks					1.010,00 €	1	0,00%	1.010,00 €	1.010,00 €
	Bimini top					3.490,00 €	1	0,00%	3.490,00 €	3.490,00 €
	LED cockpit light integrated into the bimini					290,00 €	1	0,00%	290,00 €	290,00 €

	Sprayhood					2.180,00 €	1	0,00%	2.180,00 €	2.180,00 €
	Fusion radio with saloon and cockpit speakers					880,00 €	1	0,00%	880,00 €	880,00 €
	Inverter (12V-220) 350 W					390,00 €	1	0,00%	390,00 €	390,00 €
	Charter equipment (deck, safety, bedlinen, galley, navigational...)					7.290,00 €	1	0,00%	7.290,00 €	7.290,00 €
	Charter make-ready pack					2.780,00 €	1	0,00%	2.780,00 €	2.780,00 €
LIST PRICE:									379.160,00 €	379.160,00 €
TOTAL DISCOUNT:									86.748,00 €	86.748,00 €
TOTAL PRICE:									292.412,00 €	292.412,00 €

Notes:	
Payment conditions:	30.000 € + VAT upon order 30.000 € + VAT 22 weeks before production start Balance latest three weeks before production end
Payment method:	HR46 2407 0001 1004 85080 at OTP banka Hrvatska d.d. SWIFT: OTPVHR2X
Delivery (ex. Works):	
Offer valid till:	August 31st 2025
Additional notes:	VAT is not included! The offer is valid for Croatia Yachting charter management fleet only! The boat will be displayed at the DBS and BBS 2026

1.8.2025
(Date)

(Place)

(Signature)