

OFFER

HANSE418

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:	1.8.2025	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 €
H418.25	as per standard specification					215.900,00 €	1	12,00%	189.992,00 €	189.992,00 €
Packages										
XW2000	B&G Navigation Package					11.590,00 €	1	100,00%	0,00 €	0,00 €
XF2200	2 B&G Triton² multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)						1	100,00%		
XF3000	B&G VHF V60 at chart table, incl. wireless remote handset H60 (only with XK5000)						1	100,00%		
XF4010	B&G Zeus²S 9" chart plotter at cockpit table						1	100,00%		
XF5000	B&G Autopilot with Triton² control unit with WR10 remote control and Precision 9 compass						1	100,00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS						1	100,00%		
XW3000	Cruising Package					8.590,00 €	1	100,00%	0,00 €	0,00 €
XC1326	Synthetic teak on cockpit bottom (colour selection)				Please insert choice of colour		1	100,00%		
XC1334	Synthetic teak on helmsman seats (colour selection)				Please insert choice of colour		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, with automatic fuse and remote control with chain counter						1	100,00%		
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain						1	100,00%		
XC9422	Coach roof side windows with openable portlight on stb						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%		
XW5000	Comfort Package					4.490,00 €	1	12,00%	3.951,20 €	3.951,20 €
XC9032	Courtesy lights in cockpit						1	12,00%		
XC9033	Courtesy lights at companionway						1	12,00%		
XC9300	2 vents for coach roof hatches						1	12,00%		
XL9003	Indirect lights in saloon and cabins						1	12,00%		
XL9004	LED overhead lights in saloon and master cabin, dimmable						1	12,00%		
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon						1	12,00%		
XN2500	Cockpit cushions (colour selection)				Please insert choice of colour		1	12,00%		
XV9010	Blind set with flyscreens for deck hatches						1	12,00%		

XV9060	Blinds for hull windows						1	12,00%		
XV9080	Blinds for side coach roof windows						1	12,00%		
OPTIONS										
HULL										
KEEL										
LAYOUT & INTERIOR										
XL1002	A2: Master cabin with separate head, double V-berth and storage space		X			4.290,00 €	1	12,00%	3.775,20 €	3.775,20 €
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 €	1	12,00%	871,20 €	871,20 €
XL3002	C2: 2 aft cabins with double berth and storage space (only with XL2002)		X			2.790,00 €	1	12,00%	2.455,20 €	2.455,20 €
XL7200	Chart table lowerable and seat in saloon convertible into double berth		X			2.290,00 €	1	12,00%	2.015,20 €	2.015,20 €
WOOD (FURNITURE, FLOORBOARD)										
XM1201	Floorboard - Classic Stripes		X			1.890,00 €	1	12,00%	1.663,20 €	1.663,20 €
UPHOLSTERY, CARPETS & CURTAINS										
XN2001	Upholstery - Sorrento (colour selection)		X		Stone	890,00 €	1	12,00%	783,20 €	783,20 €
DECK & OUTSIDE EQUIPMENT										
XC5200	2 LEWMAR 45 ST EVO manual secondary winches			X		2.690,00 €	1	12,00%	2.367,20 €	2.367,20 €
XC9161	Anchor and forestay fitting with double mooring roll incl. gennaker/crossover eye		X			890,00 €	1	12,00%	783,20 €	783,20 €
XC9404	2 openable hatches in deck windows next to companionway		X			1.490,00 €	1	12,00%	1.311,20 €	1.311,20 €
RIG & SAILS										
NAVIGATION & INSTRUMENTS										
PROPULSION										
XC3101	Bowthruster, 12 V, retractable, incl. battery			X		9.090,00 €	1	12,00%	7.999,20 €	7.999,20 €
EQUIPMENT										
RADIO & ENTERTAINMENT										
ACCESSORIES										
SHIPPING AND TRANSPORT										
XZ2001	Loading on truck			X		590,00 €	1	12,00%	519,20 €	519,20 €
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:									268.460,00 €	268.460,00 €
TOTAL DISCOUNT:									18,61%	49.973,60 €
TOTAL PRICE:									218.486,40 €	218.486,40 €
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)					1.020,00 €	1	0,00%	1.020,00 €	1.020,00 €
	Final commissioning - test of equipment, Engine PDI, calibration of nav. Instruments, cleaning					440,00 €	1	0,00%	440,00 €	440,00 €
	Lazy bag with lazy jacks					980,00 €	1	0,00%	980,00 €	980,00 €
	Bimini top					2.290,00 €	1	0,00%	2.290,00 €	2.290,00 €
	LED cockpit light integrated into the bimini					290,00 €	1	0,00%	290,00 €	290,00 €
	Sprayhood					1.980,00 €	1	0,00%	1.980,00 €	1.980,00 €
	Radio CD (MP3/USB) player with saloon and cockpit speakers					600,00 €	1	0,00%	600,00 €	600,00 €
	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					1.490,00 €	1	0,00%	1.490,00 €	1.490,00 €
LIST PRICE:									298.930,00 €	298.930,00 €
TOTAL DISCOUNT:									49.973,60 €	49.973,60 €
TOTAL PRICE:									248.956,40 €	248.956,40 €

Notes:

Payment conditions:

20.000 € + VAT upon order

20.000 € + VAT latest 22 weeks before start of production

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!

1.8.2025

(Date)

(Place)

(Signature)

www.hanseyachts.com

Hanse
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