

OFFER

HANSE

460

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 €
H460.25	as per standard specification					329.900,00 €	1	12,00%	290.312,00 €	290.312,00 €
Packages										
XW2000	Raymarine Navigation Package					16.800,00 €	1	100,00%	0,00 €	0,00 €
XF2000	2 instrument pods (1 per helm station)						1	100,00%		
XF2200	2 Raymarine i70s multifunction displays, 1 per helm station, incl. transducer (wind/depth/speed/temperature)						1	100,00%		
XF3000	Raymarine VHF Ray73 at chart table, incl. wireless remote handset (only with XK5000)						1	100,00%		
XF4030	Raymarine AXIOM2 PRO 9 S chart plotter with HybridTouch multifunction display at helm station, stb						1	100,00%		
XF5000	Raymarine Evolution Autopilot with p70s display and wireless remote control						1	100,00%		
XF9001	NMEA engine information interface						1	100,00%		
XH2090	Wireless charging at helm station (waterproof)						1	100,00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS						1	100,00%		
XW2002	Upgrade - 12" chart plotter					5.500,00 €	1	100,00%	0,00 €	0,00 €
XF4040	Raymarine AXIOM2 PRO 12 S chart plotter with HybridTouch multifunction display at helm station, stb						1	100,00%		
XF4041	Raymarine AXIOM2 PRO 12 S chart plotter with HybridTouch multifunction display at helm station, ps						1	100,00%		
XW3000	Cruising Package					18.000,00 €	1	100,00%	0,00 €	0,00 €
XC1326	Synthetic teak on cockpit bottom (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%		
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 20 kg, galvanized with 60 m galvanized chain						1	100,00%		
XC9402	Cockpit portlight, aft cabins						1	100,00%		
XH1001	Battery set, capacity: 1x 90 Ah + 4x 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					8.300,00 €	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					6.600,00 €	1	100,00%	0,00 €	0,00 €
XC9032	Courtesy lights in cockpit						1	100,00%		
XC9033	Courtesy lights at companionway						1	100,00%		
XC9300	2 vents for coach roof hatches						1	100,00%		
XL9001	Courtesy lights in saloon						1	100,00%		
XL9003	Indirect lights in saloon and cabins						1	100,00%		
XL9004	LED overhead lights in saloon and cabins, dimmable						1	100,00%		
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon and fwd cabin						1	100,00%		
XN2500	Cockpit cushions (colour selection)				Dark 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%		
XW7000	FUSION Entertainment Package - Saloon					3.750,00 €	1	100,00%	0,00 €	0,00 €
XK1000	FUSION APOLLO MS-RA770 Multimedia radio with Wi-Fi and touchscreen - for saloon and cockpit (only with XK5000)						1	100,00%		
XK1200	Subwoofer with integrated amplifier in saloon						1	100,00%		
XK2040	4 high-end 2-way speakers in saloon						1	100,00%		
XK2070	2 high-end 2-way speakers in cockpit						1	100,00%		
XK3000	FUSION MS-ERX400 remote control in cockpit						1	100,00%		
XK5030	FUSION wireless link - remote control via mobile devices						1	100,00%		
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	12,00%	836,00 €	836,00 €
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	12,00%	1.540,00 €	1.540,00 €
XL7001	Saloon table electrically lowerable with cushions, convertible into double berth		X			2.950,00 €	1	12,00%	2.596,00 €	2.596,00 €
WOOD (FURNITURE, FLOORBOARD)										
XM1104	Furniture - French Oak		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		Stone	1.150,00 €	1	12,00%	1.012,00 €	1.012,00 €
DECK & OUTSIDE EQUIPMENT										
XC1334	Synthetic teak on helmsman seats (colour selection - only with XC9060)			X	Grinded Black	1.150,00 €	1	12,00%	1.012,00 €	1.012,00 €
XC3004	Cockpit table with teak top, electrically lowerable into sunbed incl. upholstery and cockpit bench extention, on stb		X			3.450,00 €	1	12,00%	3.036,00 €	3.036,00 €
XC3005	Cockpit table with teak top, electrically lowerable into sunbed incl. upholstery, on ps		X			2.300,00 €	1	12,00%	2.024,00 €	2.024,00 €
XC5102	2 LEWMAR 50 EST EVO electrical halyard winches with automatic fuse (only with XH1001 or XH1005)		X			8.400,00 €	1	100,00%	0,00 €	0,00 €
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)			X		2.850,00 €	1	12,00%	2.508,00 €	2.508,00 €
XC9171	Composite bowsprit with integrated anchor and forestay fitting with double mooring roll incl. 2nd forestay and gennaker eye		X			1.550,00 €	1	12,00%	1.364,00 €	1.364,00 €
RIG & SAILS										
NAVIGATION & INSTRUMENTS										
PROPULSION										
XG1103	Engine (Diesel, approx. 80 hp) - saildrive, 3-blade folding propeller		X			7.150,00 €	1	100,00%	0,00 €	0,00 €
XG3101	Bowthruster, 24 V, retractable, incl. battery			X		11.550,00 €	1	12,00%	10.164,00 €	10.164,00 €
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			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:								441.850,00 €	441.850,00 €
TOTAL DISCOUNT:							26,84%	118.582,00 €	118.582,00 €
TOTAL PRICE:								323.268,00 €	323.268,00 €

	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 €
	Upgraded charger 75 A & battery pack					2.140,00 €	1	0,00%	2.140,00 €	2.140,00 €
	Charter equipment (deck, safety, navigational, galley, bedlinen...)					9.170,00 €	1	0,00%	9.170,00 €	9.170,00 €
	Charter make-ready pack					1.640,00 €	1	0,00%	1.640,00 €	1.640,00 €
LIST PRICE:									481.230,00 €	481.230,00 €
TOTAL DISCOUNT:								24,58%	118.292,00 €	118.292,00 €
TOTAL PRICE:									362.938,00 €	362.938,00 €

Notes:	
Payment conditions:	35.000 € + VAT upon order 35.000 € + 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:	
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)