

OFFER

HANSE 510

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 €
H510.25	as per standard specification					472.900,00 €	1	12,00%	416.152,00 €	416.152,00 €
	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					15.750,00 €	1	100,00%	0,00 €	0,00 €
XC1334	Synthetic teak on helmsman seats (colour selection - only with XC9060)				Grinded Black		1	100,00%		
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)						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 25 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%		
XW3003	Upgrade - Anchor windlass 1500 W					2.000,00 €	1	12,00%	1.760,00 €	1.760,00 €
XC9088	Combined mooring/anchor windlass, electrical, 1500 W, automatic fuse, remote control with chain counter (only with XH1001 or XH1005)						1	12,00%		
XW4000	Performance Package					10.000,00 €	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%		
XE9002	Mainsail slider system						1	100,00%		
XW5000	Comfort Package					8.800,00 €	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	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 Gray			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 speakers in saloon						1	100,00%		
XK2070	2 high-end 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										
XB9000	Keel and rudder - not mounted			X		1.150,00 €	1	12,00%	1.012,00 €	1.012,00 €
LAYOUT & INTERIOR										
XL2003	B3: Master cabin with island double berth, 2 lockers, ensuite head and separate shower stall		X			2.950,00 €	1	12,00%	2.596,00 €	2.596,00 €
XL3003	C3: Saloon with full functional L-galley on stb (only with E3 or E4 layout)		X			1.050,00 €	1	12,00%	924,00 €	924,00 €
XL4002	D2: Saloon with dining area with bar and head with separate shower stall on port		X			1.250,00 €	1	12,00%	1.100,00 €	1.100,00 €
XL5004	E4: 2 aft cabins with double berth, storage space and cabin on stb with double bunkbed (only with C3 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, for D2 layout		X			2.950,00 €	1	12,00%	2.596,00 €	2.596,00 €
WOOD (FURNITURE, FLOORBOARD)										
XM1104	Furniture - French Oak		X			6.600,00 €	1	12,00%	5.808,00 €	5.808,00 €
XM1202	Floorboard - Noce Nero		X			1.250,00 €	1	12,00%	1.100,00 €	1.100,00 €
UPHOLSTERY, CARPETS & CURTAINS										
XN2001	Upholstery - Sorrento (colour selection)		X	Stone		1.450,00 €	1	12,00%	1.276,00 €	1.276,00 €
DECK & OUTSIDE EQUIPMENT										
XC3004	Cockpit table with teak top, electrically lowerable into sunbed incl. upholstery and cockpit bench extension, on stb		X			3.550,00 €	1	12,00%	3.124,00 €	3.124,00 €
XC3005	Cockpit table with teak top, electrically lowerable into sunbed incl. upholstery and cockpit bench extension, on ps		X			3.550,00 €	1	12,00%	3.124,00 €	3.124,00 €
XC5102	2 LEWMAR 55 EST EVO electrical halyard winches with automatic fuse (only with XH1001 or XH1005)		X			11.000,00 €	1	100,00%	0,00 €	0,00 €
XC5200	2 LEWMAR 55 ST EVO manual secondary winches			X		3.650,00 €	1	12,00%	3.212,00 €	3.212,00 €
XC9171	Composite bowsprit with integrated anchor and forestay fitting with double mooring roll incl. 2nd forestay and gennaker eye		X			2.950,00 €	1	12,00%	2.596,00 €	2.596,00 €
RIG & SAILS										
NAVIGATION & INSTRUMENTS										
PROPULSION										
XG1103	Engine (Diesel, approx. 110 hp) - saildrive, 3-blade folding propeller and throttle control on instrument pod stb		X			14.800,00 €	1	100,00%	0,00 €	0,00 €
XG3101	Bowthruster, 24 V, retractable, incl. battery			X		12.700,00 €	1	12,00%	11.176,00 €	11.176,00 €
EQUIPMENT										
XH2201	Inverter/charger, incl. AC panel (only with XH1001 or XH1005)		X			3.650,00 €	1	12,00%	3.212,00 €	3.212,00 €
XH2102	Generator 10000i, 8,0 kW / 0 - 9,0 kVA incl. maintenance kit			X		24.250,00 €	1	12,00%	21.340,00 €	21.340,00 €

XH4511	Air conditioning, 40.000 BTU, 3 units: saloon, fwd cabin, aft cabin, incl. 2nd shore power			X		24.400,00 €	1	12,00%	21.472,00 €	21.472,00 €
XH6011	Add. fresh water tank, appr. 175 l (not with XH6001)			X		3.550,00 €	1	12,00%	3.124,00 €	3.124,00 €
RADIO & ENTERTAINMENT										
ACCESSORIES										
SHIPPING AND TRANSPORT										
XZ2001	Loading on truck (only with XB9000)			X		800,00 €	1	12,00%	704,00 €	704,00 €
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:									664.750,00 €	664.750,00 €
TOTAL DISCOUNT:									23,44%	155.802,00 €
TOTAL PRICE:										508.948,00 €

Additional components:										
	Transport Greifswald - Umag					13.560,00 €	1	0,00%	13.560,00 €	13.560,00 €
	Rigging (mast assembly and installation, installation of sails and rails)					2.200,00 €	1	0,00%	2.200,00 €	2.200,00 €
	Antifouling (including materials - 2 layers of primer and antifouling)					2.390,00 €	1	0,00%	2.390,00 €	2.390,00 €
	Costs of launching (including travel lift, 5 days land berth charges, 1 day sea berth charges)					2.620,00 €	1	0,00%	2.620,00 €	2.620,00 €
	Final commissioning - test of equipment, Engine PDI, calibration of nav. instruments, cleaning					840,00 €	1	0,00%	840,00 €	840,00 €
	Keel and ruder installation					1.200,00 €	1	0,00%	1.200,00 €	1.200,00 €
	Bimini top, stainless steel frame, 3 windows - DARK GREY					3.840,00 €	1	0,00%	3.840,00 €	3.840,00 €
	LED cockpit light integrated into the bimini					290,00 €	1	0,00%	290,00 €	290,00 €
	Sprayhood, stainless steel frame, 3 windows - DARK GREY					2.890,00 €	1	0,00%	2.890,00 €	2.890,00 €
	Charter equipment (deck, safety, bedlinen, galley, navigational...)					9.590,00 €	1	0,00%	9.590,00 €	9.590,00 €
	Charter make-ready pack (Jib UV protect, auto switch for windlass, various reinforcement...)					1.420,00 €	1	0,00%	1.420,00 €	1.420,00 €
	A2 crew cabin with 1 bed, sink and marine toilet					4.590,00 €	1	0,00%	4.590,00 €	4.590,00 €
	Coffee machine(230 V)					429,00 €	1	0,00%	429,00 €	429,00 €
	JABSCO electrical toilet pumps, sea water flush in B3, C2, D1(3 pcs)					2.120,00 €	1	0,00%	2.120,00 €	2.120,00 €
	Lazy bag with lazy jacks					1.320,00 €	1	0,00%	1.320,00 €	1.320,00 €
LIST PRICE:									714.049,00 €	714.049,00 €
TOTAL DISCOUNT:										155.802,00 €
TOTAL PRICE:										558.247,00 €

Notes:										
Payment conditions:		45.000 € + VAT upon order								
		45.000 € + VAT 22 weeks before start of production								
		140.000 € + VAT at 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:										
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)

