

OFFER

HANSE **388**

Dealer:	Croatia Yachting d.o.o.
	Dražanac 2/a, 21 000 Split, Croatia
	EU VAT ID: HR08633766175
Customer:	
Date:	16.5.2022.

Offer no.	
Subject	Hanse 388 Charter Edition
Hull no.	
Engine type	
Engine no.	
Length	
Year	

Language:	English
Currency:	€
Exchange rate:	1,00
VAT:	0%
Discount:	15,00%
Add. Discount:	0,00%
Total Discount:	15,00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex VAT €	Price ex VAT €	Selection	Discount	Price ex VAT incl. Discount €	Price incl. VAT & Discount €
H388.22	as per standard specification					169.900,00 €	169.900,00 €	1	15,00%	144.415,00 €	144.415,00 €
	Packages										
XW2000	B&G Navigation Package (only with XC3001 or XC3003)					5.290,00 €	5.290,00 €	1	15,00%	4.496,50 €	4.496,50 €
XF2200	2 B&G Triton ² multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)							1	15,00%		
XF4010	B&G Zeus ^S 9" chart plotter at cockpit table (only with XC3001 or XC3003)							1	15,00%		
XW2002	Upgrade - Navigation Package					5.890,00 €	5.890,00 €	1	15,00%	5.006,50 €	5.006,50 €
XF3000	B&G VHF V60 at chart table, incl. wireless remote handset H60 (only with XW5000)							1	15,00%		
XF5000	B&G Autopilot with Triton ² control unit with WR10 remote control and Precision 9 compass							1	15,00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS							1	15,00%		
XW3000	Cruising Package					10.890,00 €	10.890,00 €	1	15,00%	9.256,50 €	9.256,50 €
XC1325	Teak on cockpit bottom							1	15,00%		
XC1333	Teak on helmsman seats							1	15,00%		
XC1350	Teak on bathing platform							1	15,00%		
XC3001	Cockpit table, stainless steel with folding teak tops							1	15,00%		
XC6001	Bathing platform, manual fold-out with swimming ladder							1	15,00%		
XC9060	2 helmsman seats, foldable							1	15,00%		
XC9062	Helmsman footrests (free mountable)							1	15,00%		
XC9080	2 additional cleats, midship (1 each side)							1	15,00%		
XC9090	Anchor windlass, electrical, with automatic fuse and remote control with chain counter							1	15,00%		
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain							1	15,00%		
XC9422	Coach roof side windows with openable portlight on stb							1	15,00%		
XF4550	MyHanse safety cloud with 24 months subscription and device installed on board							1	15,00%		
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM							1	15,00%		
XH3110	Shower unit in cockpit, warm-/coldwater							1	15,00%		
XH5030	Water akku for pressure equalization							1	15,00%		
XV9420	Wind indicator							1	15,00%		
XV9450	Flagpole							1	15,00%		
XV9901	6 fenders							1	15,00%		
XV9902	4 mooring lines							1	15,00%		
XV9910	Add. winch handle							1	15,00%		
XV9950	HANSE maintenance kit							1	15,00%		
XW5000	Comfort Package					4.390,00 €	4.390,00 €	1	15,00%	3.731,50 €	3.731,50 €
XC9032	Courtesy lights in cockpit							1	15,00%		
XC9033	Courtesy lights at companionway							1	15,00%		
XC9300	2 vents for coach roof hatches							1	15,00%		
XL9003	Indirect lights in saloon and cabins							1	15,00%		
XL9004	LED overhead lights in saloon and master cabin, dimmable							1	15,00%		
XN2500	Cockpit cushions (colour selection)							1	15,00%		
XV9010	Blind set with flyscreens for deck hatches							1	15,00%		
XV9060	Blinds for hull windows							1	15,00%		
XV9080	Blinds for side coach roof windows							1	15,00%		
	OPTIONS										
	HULL										
	KEEL										
	LAYOUT & INTERIOR										
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			890,00 €	890,00 €	1	15,00%	756,50 €	756,50 €
XL3002	C2: 2 aft cabins with double berth and storage space (only with XL2002)		X			2.290,00 €	2.290,00 €	1	15,00%	1.946,50 €	1.946,50 €
XL7200	Chart table lowerable and seat in saloon convertible into double berth		X			2.290,00 €	2.290,00 €	1	15,00%	1.946,50 €	1.946,50 €
	WOOD (FURNITURE, FLOORBOARD)										
XM1201	Floorboard - Classic Stripes		X			1.790,00 €	1.790,00 €	1	15,00%	1.521,50 €	1.521,50 €
	UPHOLSTERY, CARPETS & CURTAINS										
XN2001	Upholstery - Sorrento (colour selection)		X			790,00 €	790,00 €	1	15,00%	671,50 €	671,50 €
	DECK & OUTSIDE EQUIPMENT										
XC9404	2 openable hatches in deck windows next to companionway		X			1.490,00 €	1.490,00 €	1	15,00%	1.266,50 €	1.266,50 €
	RIG & SAILS										
	NAVIGATION & INSTRUMENTS										
	PROPULSION										
	EQUIPMENT										
	RADIO & ENTERTAINMENT										
	ACCESSORIES										
	SHIPPING AND TRANSPORT										
XZ2001	Loading on truck			X		590,00 €	590,00 €	1	15,00%	501,50 €	501,50 €
	LIST PRICE:									206.490,00 €	206.490,00 €
	TOTAL DISCOUNT:								15,00%	30.973,50 €	30.973,50 €
	TOTAL PRICE:									175.516,50 €	175.516,50 €

Additional components:	Price ex. VAT						
Transport Greifswald - Umag	8.950,00 €	8.950,00 €	1	0,00%	8.950,00 €	8.950,00 €	
Rigging (mast assembly and installation, installation of sails and rails)	1.280,00 €	1.280,00 €	1	0,00%	1.280,00 €	1.280,00 €	
Antifouling (including materials - 2 layers of primer and antifouling)	1.400,00 €	1.400,00 €	1	0,00%	1.400,00 €	1.400,00 €	
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 PDI, calibration of nav. instruments, cleaning	385,00 €	385,00 €	1	0,00%	385,00 €	385,00 €	
Lazy bag with lazy jacks	700,00 €	700,00 €	1	0,00%	700,00 €	700,00 €	
Bimini top	1.890,00 €	1.890,00 €	1	0,00%	1.890,00 €	1.890,00 €	
Sprayhood	1.690,00 €	1.690,00 €	1	0,00%	1.690,00 €	1.690,00 €	
Radio CD(MP3/USB) player with saloon and cockpit speakers	600,00 €	600,00 €	1	0,00%	600,00 €	600,00 €	
Inverter (12V-220) 350 W	390,00 €	390,00 €	1	0,00%	390,00 €	390,00 €	
Blinds for side windows and hatches	1.240,00 €	1.240,00 €	1	0,00%	1.240,00 €	1.240,00 €	
Charter equipment (deck, safety, bedding, galley, navigational...)	6.290,00 €	6.290,00 €	1	0,00%	6.290,00 €	6.290,00 €	
LIST PRICE:						232.085,00 €	232.085,00 €
TOTAL DISCOUNT:						30.973,50 €	30.973,50 €
TOTAL PRICE:						201.111,50 €	201.111,50 €

Notes:

16.5.2022.

(Date)

(Place)

(Signature)

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Hanse 
BREAKING RULES . SETTING TRENDS