

OFFER

HANSE 410

FINANCING TERM / FINANZIERUNG:	
Dealer:	
Customer:	
Date:	DD.MM.YYYY
Language:	English
Currency:	€
Exchange rate:	1
VAT:	0,00%
Discount:	0,00%
Add. Discount:	0,00%
Total Discount:	0,00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex. VAT €	Selection	Discount	Price ex. VAT incl. Discount €	Price incl. VAT & Discount €
H410.24	as per standard specification					251.900,00 €	1	0,00%	251.900,00 €	251.900,00 €
Packages										
XW2000	Raymarine Navigation Package					11.590,00 €	1	0,00%	11.590,00 €	11.590,00 €
XF2200	2 Raymarine i70s multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)						1	0,00%		
XF3000	Raymarine VHF Ray63 in saloon, incl. wireless remote handset (only with XK5000)						1	0,00%		
XF4010	Raymarine AXIOM PRO 9 S chart plotter with HybridTouch multifunction display in cockpit						1	0,00%		
XF5000	Raymarine Evolution Autopilot with p70s display and wireless remote control						1	0,00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS						1	0,00%		
XW2001	Upgrade - 2 Raymarine AXIOM PRO 9 S chart plotter at helm station (1 each side)					5.290,00 €	0	0,00%	0,00 €	0,00 €
XF2000	2 instrument pods (1 per helm station)						0	0,00%		
XF4030	2 Raymarine AXIOM PRO 9 S chart plotter with HybridTouch multifunction display, 1 per helm station						0	0,00%		
XW2002	Upgrade - Raymarine AXIOM PRO 12 S chart plotter in cockpit (only with XC3003)					2.500,00 €	0	0,00%	0,00 €	0,00 €
XF4040	Raymarine AXIOM PRO 12 S chart plotter with HybridTouch multifunction display in cockpit						0	0,00%		
XW3000	Cruising Package					10.990,00 €	1	0,00%	10.990,00 €	10.990,00 €
XC1326	Synthetic teak on cockpit bottom (colour selection)				Please insert choice of colour		1	0,00%		
XC1334	Synthetic teak on helmsman seats (colour selection)				Please insert choice of colour		1	0,00%		
XC1341	Synthetic teak on cockpit benches (colour selection)				Please insert choice of colour		1	0,00%		
XC1351	Synthetic teak on bathing platform (colour selection)				Please insert choice of colour		1	0,00%		
XC9060	2 helmsman seats, foldable						1	0,00%		
XC9062	Helmsman footrests (free mountable)						1	0,00%		
XC9080	2 additional cleats, midship (1 each side)						1	0,00%		
XC9090	Anchor windlass, electrical, 1000 W, automatic fuse, remote control						1	0,00%		
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain						1	0,00%		
XC9402	Cockpit portlight, aft cabins						1	0,00%		
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM						1	0,00%		
XH3110	Shower unit in cockpit, warm/coldwater						1	0,00%		
XH5030	Water akku for pressure equalization						1	0,00%		
XV9420	Wind indicator						1	0,00%		
XV9450	Flagpole						1	0,00%		
XV9901	6 fenders						1	0,00%		
XV9902	4 mooring lines						1	0,00%		
XV9910	Add. winch handle						1	0,00%		
XV9950	Hanse maintenance kit						1	0,00%		
XW3001	Upgrade - Real teak					1.690,00 €	1	0,00%	1.690,00 €	1.690,00 €
XC1325	Real teak on cockpit bottom						1	0,00%		

XC1333	Real teak on helmsman seats					1	0,00%			
XC1340	Real teak on cockpit benches					1	0,00%			
XC1350	Real teak on bathing platform					1	0,00%			
XW3002	Upgrade - stainless steel anchor with chain					3.690,00 €	0	0,00%	0,00 €	0,00 €
XC9101	Delta-anchor 16 kg, stainless steel, with swivel and 60 m stainless steel chain					0	0,00%			
XW3003	Upgrade - bathing platform with swimming stairs					1.790,00 €	0	0,00%	0,00 €	0,00 €
XC6002	Bathing platform, manual fold-out with swimming stairs					0	0,00%			
XW3004	Upgrade - Battery set Lithium-Ion					6.990,00 €	0	0,00%	0,00 €	0,00 €
XH1005	Battery set, capacity: 1x 90 Ah + 2x 200 Ah Li-Ion					0	0,00%			
XW4000	Performance Package					7.290,00 €	0	0,00%	0,00 €	0,00 €
XC2201	2 GRP steering wheels, Y-spoke (black or white)				Please insert choice of colour	0	0,00%			
XE3005	ELVSTRØM SPS performance sails - full battened, triradial main and jib					0	0,00%			
XE9001	Dyneema halyards for main and jib					0	0,00%			
XE9002	Mainsail slider system					0	0,00%			
XW4001	Upgrade - Secondary Winches					2.290,00 €	0	0,00%	0,00 €	0,00 €
XC5200	2 LEWMAR 45 ST EVO manual secondary winches				Please insert choice of colour	0	0,00%			
XW4100	Gennaker Package					6.390,00 €	0	0,00%	0,00 €	0,00 €
XE3100	ELVSTRØM Gennaker (colour selection)				Please insert choice of colour	0	0,00%			
XE3110	Squeezer for Gennaker					0	0,00%			
XE9003	Gennaker/Crossover package incl. halyard, 2 sheets, 2 blocks and padeye					0	0,00%			
XW5000	Comfort Package					4.990,00 €	1	0,00%	4.990,00 €	4.990,00 €
XC9032	Courtesy lights in cockpit					1	0,00%			
XC9033	Courtesy lights at companionway					1	0,00%			
XC9040	Exterior Light Signature					1	0,00%			
XC9300	Vent for coach roof hatch					1	0,00%			
XL9003	Indirect lights in saloon and cabins					1	0,00%			
XL9004	LED overhead lights in saloon and master cabin, dimmable					1	0,00%			
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon					1	0,00%			
XN2500	Cockpit cushions (colour selection)				Please insert choice of colour	1	0,00%			
XV9010	Blind set with flyscreens for deck hatches					1	0,00%			
XV9060	Blinds for hull windows					1	0,00%			
XV9080	Blinds for side coach roof windows					1	0,00%			
XW6000	Flagship Package					5.990,00 €	0	0,00%	0,00 €	0,00 €
XL7225	Additional sideboard for the galley at companionway					0	0,00%			
XL7235	Headboards for aft cabins					0	0,00%			
XL7300	Upper locker in the owner cabin instead of shelves					0	0,00%			
XL7305	Night table in the owner cabin and stb aft cabin					0	0,00%			
XL7410	Leather covered handrails					0	0,00%			
XL9002	Reading lights at the main bulkhead					0	0,00%			
XN2055	Luxury upholstery with multifunction backrests					0	0,00%			
XW6500	Smart Connection Package					3.390,00 €	0	0,00%	0,00 €	0,00 €
XF4655	Interior camera					0	0,00%			
XK5031	WLAN router incl. booster antenna					0	0,00%			
XW7000	Entertainment Package					2.090,00 €	1	0,00%	2.090,00 €	2.090,00 €
XH2090	Wireless charging in saloon					1	0,00%			
XK1000	FUSION MS-RA70N Multimedia radio with bluetooth - for saloon and cockpit (only with XK5000)					1	0,00%			
XK2000	2x 2 speakers in saloon and cockpit					1	0,00%			
XK3070	FUSION MS-NRX remote control in cockpit					1	0,00%			
XW7001	Upgrade - Premium Radio					990,00 €	0	0,00%	0,00 €	0,00 €
XK1001	FUSION APOLLO MS-RA770 Multimedia radio with Wi-Fi and touchscreen - for saloon and cockpit (only with XK5000)					0	0,00%			
XK3071	FUSION MS-ERX400 remote control in cockpit					0	0,00%			
XK5030	FUSION wireless link - remote control via mobile devices					0	0,00%			
XW7030	TV Package - Saloon					1.690,00 €	0	0,00%	0,00 €	0,00 €

XK4040	TV preparation in saloon					0	0,00%			
XK4100	LED TV flat screen in saloon					0	0,00%			
XK5020	DVB-T2 antenna for TV					0	0,00%			
OPTIONS										
HULL										
XA1001	GRP hull, gelcoat colour: Grey (similar RAL 7040)		X			3.790,00 €	0	0,00%	0,00 €	0,00 €
XA3001	Waterline, coloured gelcoat (colour selection)		X	Please insert choice of colour		590,00 €	0	0,00%	0,00 €	0,00 €
KEEL										
XB1001	L-keel, cast iron, draft: 1.70 m		X			3.590,00 €	0	0,00%	0,00 €	0,00 €
XB9000	Keel and rudder - not mounted			X		790,00 €	0	0,00%	0,00 €	0,00 €
LAYOUT & INTERIOR										
XL1002	A2: Master cabin with island double berth, storage space, vanity desk and seating area		X			1.190,00 €	0	0,00%	0,00 €	0,00 €
XL1003	A3: Master cabin with island double berth, storage space and separate head		X			5.990,00 €	1	0,00%	5.990,00 €	5.990,00 €
XL2002	B2: Saloon with large dining area on port and sofa with chart table on stb		X			1.190,00 €	0	0,00%	0,00 €	0,00 €
XL2003	B3: Saloon with large dining area on port and sofa with multi function unit, navigation console and storage on stb		X			1.590,00 €	1	0,00%	1.590,00 €	1.590,00 €
XL3002	C2: L-galley on port and head with separate shower stall on stb. 2 aft cabins with double berth, locker and storage.		X			2.790,00 €	1	0,00%	2.790,00 €	2.790,00 €
XL7001	Saloon table, foldable with integrated bar		X			1.390,00 €	1	0,00%	1.390,00 €	1.390,00 €
XL7201	Seating area in saloon convertible into double berth (only with XL7001)		X			1.390,00 €	1	0,00%	1.390,00 €	1.390,00 €
XL7601	Worktop in galley and heads - Off White		X			690,00 €	0	0,00%	0,00 €	0,00 €
WOOD (FURNITURE, FLOORBOARD)										
XM1102	Furniture - Teak		X			4.090,00 €	0	0,00%	0,00 €	0,00 €
XM1103	Furniture - Canadian Chestnut		X			4.090,00 €	0	0,00%	0,00 €	0,00 €
XM1104	Furniture - French Oak		X			4.090,00 €	1	0,00%	4.090,00 €	4.090,00 €
XM1201	Floorboard - Classic Stripes		X			1.890,00 €	0	0,00%	0,00 €	0,00 €
XM1202	Floorboard - Noce Nero		X			890,00 €	0	0,00%	0,00 €	0,00 €
XM1203	Floorboard - Delight Oak		X			890,00 €	1	0,00%	890,00 €	890,00 €
XM9000	Floorboard - wooden grating for head and shower in C-layout			X		700,00 €	0	0,00%	0,00 €	0,00 €
XM9001	Floorboard - wooden grating for head in A3-layout			X		700,00 €	0	0,00%	0,00 €	0,00 €
UPHOLSTERY, CARPETS & CURTAINS										
XN2001	Upholstery - Sorrento (colour selection)		X	STONE		890,00 €	1	0,00%	890,00 €	890,00 €
XN2002	Upholstery - Florence (colour selection)		X	Please insert choice of colour		1.290,00 €	0	0,00%	0,00 €	0,00 €
XN2003	Upholstery - Monaco (colour selection)		X	Please insert choice of colour		1.690,00 €	0	0,00%	0,00 €	0,00 €
XN2004	Upholstery - Portofino Leather (colour selection)		X	Please insert choice of colour		3.890,00 €	0	0,00%	0,00 €	0,00 €
XN2400	Sun bed cushions on coach roof (colour selection)		X	Please insert choice of colour		1.190,00 €	0	0,00%	0,00 €	0,00 €
XN2500	Cockpit cushions (colour selection)		X	DARK GREY		1.390,00 €	1	0,00%	1.390,00 €	1.390,00 €
XN2503	Cushion for helmsman seats (colour selection - only with XC9060)		X	DARK GREY		490,00 €	1	0,00%	490,00 €	490,00 €
DECK & OUTSIDE EQUIPMENT										
XC1300	Real teak on side deck			X		13.490,00 €	0	0,00%	0,00 €	0,00 €
XC1301	Synthetic teak on side deck (colour selection)			X	Please insert choice of colour	12.990,00 €	0	0,00%	0,00 €	0,00 €
XC1310	Real teak on coach roof			X		5.790,00 €	0	0,00%	0,00 €	0,00 €
XC1311	Synthetic teak on coach roof (colour selection)			X	Please insert choice of colour	5.490,00 €	0	0,00%	0,00 €	0,00 €
XC2201	2 GRP steering wheels, Y-spoke (black or white)		X		Please insert choice of colour	1.790,00 €	1	0,00%	1.790,00 €	1.790,00 €
XC3003	Cockpit table with stowage and fridge		X			1.780,00 €	0	0,00%	0,00 €	0,00 €
XC3004	2 cockpit tables with teak top, electrically lowerable into sunbed incl. upholstery		X			4.380,00 €	1	0,00%	4.380,00 €	4.380,00 €
XC3100	Wetbar with BBQ in cockpit			X		4.990,00 €	0	0,00%	0,00 €	0,00 €
XC4001	Gateway stanchion			X		990,00 €	1	0,00%	990,00 €	990,00 €
XC5102	2 LEWMAR 45 EST EVO electrical halyard winches with automatic fuse (only with XH1001 or XH1005)		X			7.040,00 €	0	0,00%	0,00 €	0,00 €
XC5200	2 LEWMAR 45 ST EVO manual secondary winches		X			2.690,00 €	0	0,00%	0,00 €	0,00 €
XC7200	Davits			X		3.990,00 €	1	0,00%	3.990,00 €	3.990,00 €
XC9020	Rub rail, teak			X		2.090,00 €	0	0,00%	0,00 €	0,00 €
XC9200	Genoa tracks for 105% jib incl. cars with pin stop			X		1.390,00 €	0	0,00%	0,00 €	0,00 €

RIG & SAILS										
XE1001	Mast, anodized aluminium with manual inmast furling system		X			2.990,00 €	1	0,00%	2.990,00 €	2.990,00 €
XE2001	Lazy bag with lazy jacks (colour selection - not with XE1001)		X	Please insert choice of colour		1.190,00 €	0	0,00%	0,00 €	0,00 €
XE2012	Sprayhood with stainless steel stake, 3 windows (1 openable - colour selection)		X	DARK GREY		3.190,00 €	1	0,00%	3.190,00 €	3.190,00 €
XE2021	Bimini with stainless steel stake (colour selection)		X	DARK GREY		4.190,00 €	1	0,00%	4.190,00 €	4.190,00 €
XE3001	ELVSTRØM Blue Water Dacron sails - full battened, main and jib (with XE1001 no battens)		X			1.690,00 €	0	0,00%	0,00 €	0,00 €
XE3005	ELVSTRØM SPS performance sails - full battened, triradial main and jib		X			5.290,00 €	0	0,00%	0,00 €	0,00 €
XE3300	ELVSTRØM CZ Crossover sail - with CX endless furler and storage bag (only with XE9003)		X			6.290,00 €	0	0,00%	0,00 €	0,00 €
XE9001	Dyneema halyards for main and jib		X			1.090,00 €	0	0,00%	0,00 €	0,00 €
XE9003	Gennaker/Crossover package incl. halyard, 2 sheets, 2 blocks and padeye		X			1.490,00 €	0	0,00%	0,00 €	0,00 €
NAVIGATION & INSTRUMENTS										
XF4600	Raymarine AIS Class B transponder (only with chart plotter and XK5000)		X			1.590,00 €	0	0,00%	0,00 €	0,00 €
PROPULSION										
XG1001	Engine (Diesel, approx. 39 hp) - saildrive, 2-blade folding propeller		X			1.790,00 €	0	0,00%	0,00 €	0,00 €
XG1103	Engine (Diesel, approx. 57 hp) - saildrive, 3-blade folding propeller		X			6.390,00 €	1	0,00%	6.390,00 €	6.390,00 €
XG1500	Electric propulsion (approx. 25kW / 18,4kWh battery) - saildrive, 3-blade folding propeller (only with XW2001)		X			39.990,00 €	0	0,00%	0,00 €	0,00 €
XG1510	Electric propulsion (approx. 25kW / 36,7kWh battery) - saildrive, 3-blade folding propeller (only with XW2001)		X			59.990,00 €	0	0,00%	0,00 €	0,00 €
XG3101	Bowthruster, 12 V, retractable, incl. battery		X			9.090,00 €	1	0,00%	9.090,00 €	9.090,00 €
XG3201	Sternthruster, 12 V, retractable, incl. battery (only with XG3101 and XW2001)		X			12.990,00 €	0	0,00%	0,00 €	0,00 €
XG3213	Throttle control on instrument pod (helm station, stb) (only with XW2001)		X			4.390,00 €	0	0,00%	0,00 €	0,00 €
EQUIPMENT										
XH1110	Deep charge protection for service batteries		X			1.390,00 €	0	0,00%	0,00 €	0,00 €
XH1601	Country Version: US / JPN		X			2.590,00 €	0	0,00%	0,00 €	0,00 €
XH2080	Solar panel on coach roof		X			5.690,00 €	0	0,00%	0,00 €	0,00 €
XH2085	Fuel Cell Pro2800 250 Ah / 24h		X			9.890,00 €	0	0,00%	0,00 €	0,00 €
XH2101	Generator 4,5 kVA (only with layout C1)		X			16.090,00 €	0	0,00%	0,00 €	0,00 €
XH2201	Inverter/charger, 12 V / 1600 W - 60 A, incl. larger AC panel (only with XH1001 or XH1005)		X			2.790,00 €	1	0,00%	2.790,00 €	2.790,00 €
XH3001	Electric toilet with sea water flush - cabin layout C		X			1.390,00 €	0	0,00%	0,00 €	0,00 €
XH3011	Electric toilet with sea water flush - cabin layout A3		X			1.390,00 €	1	0,00%	1.390,00 €	1.390,00 €
XH4011	Heating, hot air with blowers in saloon, heads and master cabin		X			4.390,00 €	0	0,00%	0,00 €	0,00 €
XH4021	Outlet for heating in aft cabin stb (only with XH4011 and layout C1)		X			490,00 €	0	0,00%	0,00 €	0,00 €
XH4022	Outlet for heating in aft cabins (only with XH4011 and layout C2)		X			690,00 €	0	0,00%	0,00 €	0,00 €
XH4511	Air conditioning, 12.000 BTU, 1 unit: saloon and master cabin, incl. 2nd shore power		X			11.190,00 €	0	0,00%	0,00 €	0,00 €
XH4514	Air conditioning, 8.000 BTU, 1 unit: aft cabin (only with XH4511)		X			6.990,00 €	0	0,00%	0,00 €	0,00 €
XH5100	Additional fridge (70 l) in multifunction unit (not with XH5120 and XH5210 - only with XH1001 or XH1005 and layout B3)		X			2.190,00 €	1	0,00%	2.190,00 €	2.190,00 €
XH5101	Additional fridge (140 l) in galley (only with XH1001 or XH1005 and layout C1) (not with XH5102)		X			2.690,00 €	0	0,00%	0,00 €	0,00 €
XH5102	Additional fridge (70 l) in galley (only with XH1001 or XH1005 and layout C1) (not with XH5101)		X			2.190,00 €	0	0,00%	0,00 €	0,00 €
XH5120	Additional freezer (70 l) in multifunction unit (not with XH5100 and XH5210 - only with XH1001 or XH1005 and layout B3)		X			2.190,00 €	0	0,00%	0,00 €	0,00 €
XH5150	Microwave in galley		X			990,00 €	0	0,00%	0,00 €	0,00 €
XH5210	Dishwasher in multifunction unit (not with XH5100 and XH5120 - only with XH1001 or XH1005 and layout B3)		X			2.190,00 €	0	0,00%	0,00 €	0,00 €
XH5610	Grey water system "Lakes" for bathrooms and galley, tank: 79 l - no hull-through fittings for grey and black water		X			2.690,00 €	0	0,00%	0,00 €	0,00 €
XH6001	Grey water system for bathrooms and galley, tank: 79 l		X			2.890,00 €	0	0,00%	0,00 €	0,00 €
XH6011	Add. fresh water tank, 79 l		X			2.190,00 €	1	0,00%	2.190,00 €	2.190,00 €
XH6021	Add fuel tank, appr. 79 l (not with XH5610 and XH6001)		X			2.390,00 €	1	0,00%	2.390,00 €	2.390,00 €
RADIO & ENTERTAINMENT										
XK5000	VHF preparation with antenna and splitter for FM and AIS		X			490,00 €	0	0,00%	0,00 €	0,00 €
ACCESSORIES										
XV9120	Cover for cockpit table (colour selection)		X	Please insert choice of colour		540,00 €	0	0,00%	0,00 €	0,00 €
XV9130	Cover for steering wheels (colour selection)		X	Please insert choice of colour		540,00 €	0	0,00%	0,00 €	0,00 €
SHIPPING AND TRANSPORT										
XZ2001	Loading on truck		X			590,00 €	0	0,00%	0,00 €	0,00 €
XZ2003	Oversea shipping pack (cradle)		X			3.390,00 €	0	0,00%	0,00 €	0,00 €
XZ2020	Ready for Pickup		X			690,00 €	0	0,00%	0,00 €	0,00 €



DD.MM.YYYY
(Date) (Place)

(Signature)

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