

OFFER

HANSE **460**

FINANCING TERM / FINANZIERUNG:			
Dealer:		Language:	English
		Currency:	€
		Exchange rate:	1
Customer:		VAT:	0.00%
		Discount:	0.00%
		Add. Discount:	0.00%
Date:	DD.MM.YYYY	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 €
H460.22	as per standard specification					314,900.00 €	1	0.00%	314,900.00 €	314,900.00 €
Packages										
XW2000	B&G Navigation Package					14,490.00 €	1	0.00%	14,490.00 €	14,490.00 €
XF2000	2 instrument pods (1 per helm station)						1	0.00%		
XF2200	2 B&G Triton ² multifunction displays, 1 per helm station, incl. transducer (wind/depth/speed/temperature)						1	0.00%		
XF3000	B&G VHF V60 at chart table, incl. wireless remote handset H60 (only with XK5000)						1	0.00%		
XF4030	B&G Zeus ² S 9" chart plotter at helm station, stb						1	0.00%		
XF5000	B&G Autopilot with Triton ² control unit with WR10 remote control and Precision 9 compass						1	0.00%		
XH2090	Wireless charging at helm station (waterproof)						1	0.00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS						1	0.00%		
XW2001	Upgrade - second chart plotter					2,490.00 €	1	0.00%	2,490.00 €	2,490.00 €
XF4031	B&G Zeus ² S 9" chart plotter at helm station, ps						1	0.00%		
XW3100	Cruising Package					16,990.00 €	1	0.00%	16,990.00 €	16,990.00 €
XC1325	Teak on cockpit bottom						1	0.00%		
XC1340	Teak on cockpit benches						1	0.00%		
XC1350	Teak on bathing platform						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 20 kg, galvanized with 60 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%		
XH1110	Deep charge protection for service batteries						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%			
XV9920	Mast steps						1	0.00%			
XV9950	Hanse maintenance kit						1	0.00%			
XW3101	Upgrade - Flexiteek (colour selection)						890.00 €	1	0.00%	890.00 €	890.00 €
XC1326	Flexiteek on cockpit bottom				teak gray			1	0.00%		
XC1341	Flexiteek on cockpit benches				teak gray			1	0.00%		
XC1351	Flexiteek on bathing platform				teak gray			1	0.00%		
XW3103	Upgrade - Anchor windlass 1500 W						1,790.00 €	1	0.00%	1,790.00 €	1,790.00 €
XC9088	Combined mooring/anchor windlass, electrical, 1500 W, automatic fuse, remote control with chain counter (only with XH1001 or XH1005)							1	0.00%		
XW4000	Performance Package						7,890.00 €	1	0.00%	7,890.00 €	7,890.00 €
XC2201	2 GRP steering wheels, Y-spoke (black or white)				white			1	0.00%		
XE3005	QUANTUM AC5 performance sails - full battened, triradial main and jib							1	0.00%		
XE9001	Dyneema halyards for main and jib							1	0.00%		
XE9002	Selden MDS mainsail slider system							1	0.00%		
XW5000	Comfort Package						6,290.00 €	1	0.00%	6,290.00 €	6,290.00 €
XC9032	Courtesy lights in cockpit							1	0.00%		
XC9033	Courtesy lights at companionway							1	0.00%		
XC9300	2 vents for coach roof hatches							1	0.00%		
XL9001	Courtesy lights in saloon							1	0.00%		
XL9003	Indirect lights in saloon and cabins							1	0.00%		
XL9004	LED overhead lights in saloon and cabins, dimmable							1	0.00%		
XL9010	SLS - Scenario light system - touch screen controller and dimmer in saloon and fwd cabin							1	0.00%		
XN2500	Cockpit cushions (colour selection)				light gray			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%		
OPTIONS											
LAYOUT & INTERIOR											
XL6010	Converted utility room in C1 layout			X			1,990.00 €	1	0.00%	1,990.00 €	1,990.00 €
WOOD (FURNITURE, FLOORBOARD)											
XM1104	Furniture - French Oak			X			5,690.00 €	1	0.00%	5,690.00 €	5,690.00 €
DECK & OUTSIDE EQUIPMENT											
XC1301	Flexiteek on side deck (colour selection)			X	teak gray		18,490.00 €	1	0.00%	18,490.00 €	18,490.00 €
XC5102	2 LEWMAR 50 EST EVO electrical halyard winches with automatic fuse (only with XH1001 or XH1005)			X			7,990.00 €	1	0.00%	7,990.00 €	7,990.00 €
XC5200	2 LEWMAR 45 ST EVO manual secondary winches			X			2,690.00 €	1	0.00%	2,690.00 €	2,690.00 €
XC9171	Composite bowsprit with integrated anchor and forestay fitting with double mooring roll incl. 2nd forestay and gennaker eye			X			1,490.00 €	1	0.00%	1,490.00 €	1,490.00 €
RIG & SAILS											
XE1001	Mast, anodized aluminium with manual inmast furling system			X			3,390.00 €	1	0.00%	3,390.00 €	3,390.00 €
NAVIGATION & INSTRUMENTS											
XF4600	B&G AIS Class B transponder (only with chart plotter and XK5000)			X			1,590.00 €	1	0.00%	1,590.00 €	1,590.00 €
PROPULSION											
XG1103	Engine (Diesel, approx. 80 hp) - saildrive, 3-blade folding propeller			X			6,790.00 €	1	0.00%	6,790.00 €	6,790.00 €
XG3101	Bowthruster, 24 V, retractable, incl. battery			X			10,990.00 €	1	0.00%	10,990.00 €	10,990.00 €
EQUIPMENT											
XH5110	Double fridge 140 l in galley (only with B1 layout and XH1001 or XH1005)			X			2,690.00 €	1	0.00%	2,690.00 €	2,690.00 €

SHIPPING AND TRANSPORT												
XZZ001	Loading on truck					X	690.00 €	1	0.00%	690.00 €	690.00 €	
LIST PRICE:										430,210.00 €	430,210.00 €	
TOTAL DISCOUNT:										0.00%	0.00 €	0.00 €
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Additional components:												
	mast preparation for 2nd forestay						1,702.00 €	1	0.00%	1,702.00 €	1,702.00 €	
LIST PRICE:										431,912.00 €	431,912.00 €	
TOTAL DISCOUNT:										0.00%	0.00 €	0.00 €
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Notes:

Please do not forget to insert your choice of colour for standard positions here!

DD.MM.YYYY _____ (Date) (Place) _____ (Signature)