

<b>Quotation BALI 4.1</b>	<b>PRICES A- 2018</b>	
CROATIA YACHTING D.O.O. DRAZANAC 2/A, SPLIT CROATIA VAT ID: 08633766175	DATE: CLIENT:	
	OFFER NO.:	

<b>BALI 4.1 -YEAR MODEL 2018</b> (With 2 D1-20 VOLVO standard engines of 20 hp & 2 fixed propellers with 2 blades)	<b>Tarif H.T.</b>	<b>Montant H.T.</b>
3 cabins - 2 heads Version	285.970 €	
3 cabins- 3 heads Version	286.470 €	
4 cabins - 2 heads Version	287.970 €	
4 cabins - 3 heads Version	288.470 €	
1 4 cabins - 4 heads Version	288.970 €	288.970 €

Packs Specifications	Pack Horizon	Pack Excellence
	27.000 €	34.900 €
220V shore power plug for electrical circuit with outlet in cabins, saloon & galley	x	x
Combined battery charger 50 Amp - Inverter 12/220v, 1600VA	x	x
Battery controller	x	x
Fridge freezer 272 L (220V) with dedicated inverter	x	x
LED navigation lights	x	x
Davits for dinghy	x	x
SS pulpits with Polywood seating	x	x
Hot & Cold cockpit shower	x	x
Electrical 1000 W windlass	x	x
Solent furler system	x	x
2 extra service batteries of 110 amp for a total capacity of 440 amp	x	x
Aft cockpit courtesy lighting	x	x
Extra Fresh water tank of 400 L for a total capacity of 800lts	x	x
Corner sofa and meridian/daybed cushions	x	x
Aft bench cushions	x	x
Salon tilting bay/door mechanically assisted by pneumatic struts	x	x
Second ladder on portside to access to bimini	x	x
Electrical winch for mainsail halyard, furler line, mainsail track and davits	x	x
Automatic first and second reef	x	x
Saloon to forward-cockpit window fully retractable		x
Saloon Lateral sliding windows		x
Forward cockpit and helmsman seat cushions		x
12 V outlets (1 per cabin and 1 at chart table)		x
Gaz oven		x

Our products are sold under the terms and conditions of sale attached to our purchase orders. Catana reserves the right to modify specifications and/or rates of its models without notice.

<b>Total du pack Horizon</b>	<b>27.000 €</b>	<b>0 €</b>
1 <b>Total du pack excellence</b>	<b>34.900 €</b>	<b>34.900 €</b>

<b>OPTIONS</b>		
# <b>Rigging - Sails - Upholstery - Cover and protection</b>		
# <i>Awnings, lazy bag and UV protection for sail are taupe color.</i>		
1 Reinforced Dacron Full-Batten Mainsail & Solent with UV protection + Lazy-Bag & Lazy-Jack	2.970 €	<b>2.970 €</b>
Reinforced square top Dacron full-batten Mainsail (With automatic square top gear) & Solent with UV protection + Lazy-Bag & Lazy-Jack	3.980 €	
In-boom furling system with modification of mainsail	20.800 €	
Electrical winch for solent and mainsail sheets and reefs	2.095 €	
Code 0 (56m²) with anti-rotation cable & Trioptimal cut	4.790 €	
Code 0 gear: furler, deck fitting, bow sprit	5.250 €	
Extra winch on portside for gennaker sheet, Code zero or spinnaker	1.040 €	
Assymetric spinnaker 1,5 oz (90 m²)	4.245 €	
Spinnaker gear: deck fitting and bowsprit (not necessary if Code 0 gear ordered)	3.390 €	
Manual or hydraulic furling boom: consult us		
Large Bimini top (stainless steel frame, canvas and transparent windows)	10.135 €	
Helmstation Bimini (stainless steel frame & canvas)	3.250 €	
Enclosure for helmsation Bimini	1.885 €	
Sun awning for forward cockpit	1.440 €	
External roof curtains for sun protection of the saloon (White Batyline fabric)	1.675 €	
Set of sun awnings for sides area of the aft cockpit	1.510 €	
<b>Color Diamante SNOW (standard)</b>	<b>NC</b>	
1 <b>Color Diamante TAUPE</b>	<b>300 €</b>	<b>300 €</b>
<b>Color Diamante METEOR</b>	<b>300 €</b>	
Cushions for maxi transat	1.260 €	
Sunbathing cushions for foredeck	2.730 €	
Sunbathing cushions for bimini	980 €	
Big comfortable pillows (4 pillows) SNOW	1.210 €	
Big comfortable pillows (4 pillows) TAUPE	1.210 €	
Big comfortable pillows (4 pillows) METEOR	1.210 €	
Platinum indoor upholstery for 4 cabins only: foam and saddle point	3.360 €	
Kit of storage covers for foredeck sunbathing cushions	495 €	
Set of protection for steering console	600 €	
<b>Mechanics - electricity - power - water circuit</b>		
1 2 VOLVO engines D2-40 of 40 hp instead standard 20 hp	4.910 €	<b>4.910 €</b>
2 primary 40 hp YANMAR engines instead standard Volvo 20 hp	12.920 €	
Low consumption 60 L watermaker 12 V	10.720 €	
Solar panels kit: 2 x 100 watts (Incompatible with large bimini)(specify 1 or 2)	2.800 €	

	Additional kit of 2 X 100 watts solar panels on SS frame	5.140 €	
	Set of 2 folding 3 blades propellers for VOLVO 40HP engine	3.025 €	
	Generator 7,5 KW 50hz with soundshield 220 V	17.210 €	
	Reversible air conditioning in hulls for 3 cabins (needs generator 7,5 KW ) 220 V	13.150 €	
	Reversible air conditioning in hulls for 4 cabins (needs generator 7,5 KW ) 220 V	15.060 €	
	<i>These both options don't include AC for saloon</i>		
	Reversible air conditioning for saloon (needs generator 7,5 KW ) 220 V	13.800 €	
	Generator remote control	560 €	
	ONAN Generator 9 KW 60hz with soundshield 110 V	17.120 €	
	Reversible air conditioning in hulls for 3 cabins (needs generator 9 KW ) 110 V	14.160 €	
	Reversible air conditioning in hulls for 4 cabins (needs generator 9 KW) 110 V	15.730 €	
	<i>These both options don't include AC for saloon</i>		
	Reversible air conditioning for saloon (needs generator 9 KW) 110 V	14.070 €	
	Webasto heating system for saloon and cabins	10.890 €	
	Electrical toilet with fresh water (specify 1, 2, 3 or 4 )	935 €	
	2 grey waters tanks of 150 L with discharge pump	3.675 €	
	Pressurised sea water at galley & anchor well	1.240 €	
	One 12 V fan per cabin ( specify according to chosen version )	155 €	
	Micro-wave oven	220 V only 630 €	
	Dish washer for 6 under sink	220 V only 1.430 €	
	4 kg washing machine integrated in portside head ( 3 cabins version only )	220V only 1.605 €	
	Front cockpit and transoms courtesy lighting	1.890 €	
	LED submarine lighting 21 W blue under each transom ( 4 spots)	3.860 €	
	110 volts electrical system instead of 220 v. (water heater, bat.charger, outlets, inverter)	2.390 €	
	<b>Accommodation</b>		
	Berth in portside forepeak (1,70m) with hull opening porthole	2.530 €	
	Access from forward cabin to portside forepeak-(for 4 cabins version only)	990 €	
	Berth in starboard forepeak (1,70m) with hull opening porthole (for 4 cabins version only)	2.530 €	
	Access from forward cabin to starboard forepeak	990 €	
	Kit of two high cupboards in kitchen	1.340 €	
	Opening porthole between steering station and saloon	580 €	
	Blackout curtains at each cabin, heads & corridors ( color : ecru)	1.990 €	
	Mosquito screens for portholes in cabins	1.360 €	
	Safe box under aft portside berth	995 €	
	Convertible saloon table for double berth (cushions included )	2.520 €	
	2 forward cockpit removable tables	1.420 €	
	Folding seats to be used for saloon and cockpit (specify 1, 2, 3 or 4 )	175 €	
	Saloon pouffe (with storage and cushion)	485 €	
	Carpet in the saloon	905 €	
	Carpet in cabins	995 €	
	<b>Miscellaneous</b>		
	Teak on transom steps and saloon/ cockpit floor	14.480 €	
	Synthetic teak on transom and saloon/ cockpit floor	15.120 €	
	Synthetic teak on the transom steps only	2.250 €	
	<i>Weathered Black</i>		
	<i>Teak white</i>		
	<i>Scrubbed white</i>		
	<i>Weathered white</i>		
	Hull sticker	13.500 €	
	Permanent transom protection	690 €	
1	Stern spring cleats	360 €	360 €
	Polywood outbord engine support	480 €	
	Paddle stand up on starboard	890 €	
	Plancha	1.290 €	
	Hydraulic system for salon tilting bay door	3.960 €	
	Gas struts on 5 cockpit lockers and engines hatches	1.220 €	
	Foldable PVC Gangway 2,60m with bag & female deck fitting	1.920 €	
	<b>Electronics - Hifi</b>		
1	Raymarine Electronic Pack 1 including : autopilot P70S , GPS plotter AXIOM 7", MULTI I70S and VHF RAY 60	13.500 €	13.500 €
	Raymarine Electronic Pack 2 including : Pack 1 + VHF RAY MIC at steering station , AIS receiver transmitter , 12" full touch screen at steering station	19.960 €	
	US channel VHF	60 €	
	Southern hemisphere compass	60 €	
	Radio HiFi 4 loud speaker Bluetooth	995 €	
	Added value 4 Hopman sound transfer speakers	1.625 €	
	Wi Fi antenna	1.480 €	
	Radar Raymarine with support and Wiring	3.840 €	
	Raymarine remote control for automatic pilot	995 €	
	TV antenna	695 €	
	TV Led screen 26" with DVD in saloon (french channels)	1.705 €	
	<b>Safety and delivery</b>		
	Safety equipment for 8 with Life-raft (without EPIRB)	5.060 €	
	Safety equipment for 10 with Life-raft (without EPIRB)	5.440 €	
1	20kg Anchor + 70m of Ø10mm chain + bridle	1.380 €	1.380 €
1	6 big fenders & 4 mooring lines	775 €	775 €
1	2 layers of antifouling with Epoxy base coat	2.355 €	2.355 €
	2 layers of antifouling for tropics with Epoxy base coat	3.760 €	
	Transport by truck from La Rochelle to Canet en Roussillon by exceptional convoy	17.560 €	
	Skipper delivery from Cap Bon (Tunisia) to Canet en Roussillon (PO - France)	5.990 €	
	Skipper delivery from Cap Bon (Tunisia) to Port Pin Rolland Marina (Toulon - France)	6.330 €	
	Dinghy 2,80m + 5hp outboard engine installed on davits	7.980 €	
	Installation on davits of dinghy supplied by owner	865 €	
	Schrinkwrapping of the boat for truck transport	2.925 €	
	Mast in two parts	1.370 €	
1	French flag registry formalities (except French Registration Taxes)	265 €	265 €
	Custom export formalities	265 €	
	Forwarding agent fees	265 €	
	Apostille fees	265 €	
1	Stickers on transom : name and port of registry of the boat (to specify 2 months before completion date)	160 €	160 €
	<b>Net price of the Boat with packs &amp; options EXW (Cap Bon, Tunisia)</b>		<b>350.845,00 €</b>
	Discount	8%	28.067,60 €
	Additional discount (Early order till August 30th 2017)	0,00%	0,00 €
	<b>Net price of the Boat with packs &amp; options EXW (Cap Bon, Tunisia) including discount</b>		<b>322.777,40 €</b>

Transport , commissioning in Cap Bon (Tunisia), one transfer from the airport, one day hand over	8.350,00 €
Ready to go Pack	500,00 €
Exportation fee	360,00 €
Transfer of the boat from Cap Bon(Tunisia) - Split + mandatory safety equipment	5.800,00 €
<b>Subtotal Net price of the boat pack &amp; options FCO Split, Croatia</b>	<b>337.787,40 €</b>
<b>Additional equipment</b>	
Helmsman canvas bimini top, stainless steel frame - <b>TOUPE COLOR</b>	2.160 €
Enclosure for bimini at steering station - <b>TOUPE COLOR</b>	1.080 €
Sunbathing cushions for fore deck	2.280 €
Sunbathing cushion for coachroof	860 €
Cushions for maxi transat	740 €
Blackout curtains at each cabin & corridors	950 €
Curtains for forward bay	480 €
2 forward cockpit removable tables	690 €
Convertible aft cockpit table for double berth	780 €
Radio CD(MP3/USB) player with saloon and cockpit speakers	650 €
Folding chairs for saloon/cockpit ( 3 pcs)	340 €
Charter equipment (deck, safety, navigational, galley, bedlinen...)	6.400 €
Charter make-ready pack	780 €
<b>TOTAL net price of the boat with packs &amp; options FCO Split, Croatia</b>	<b>355.977,40 €</b>
VAT	25% <b>88.994,35 €</b>
<b>TOTAL price of the boat pack &amp; options FCO Split, Croatia, including VAT</b>	<b>444.971,75 €</b>

**DELIVERY TIME:** January / February 2018 EX works

**PAYMENT CONDITIONS**

5% of the total price for order confirmation

25% of the total price 60 days before start of production

Balance payment 15 days before delivery in the shipyard in accordance with previous notification.

Payable in HR kunas in accordance with selling exchange rate of SPLITSKA BANKA d.d., Split on the date of payment.

NOTE: The offer is valid till January 31st 2018, for Croatia Yachting charter management fleet only. The boat will be exhibited at Croatia boat show and BBS 2018

**CROATIA YACHTING d.o.o.**

**Dražanac 2/a, 21000 Split, CROATIA**

**VAT ID: HR08633766175**