BAVARIA - SUPPLY OF NEW BOATS

We have supplied over 120 new Bavaria yachts in the last 10 years both to the UK and to the Med. Our aim is to give the best prices which can be commercially supported and a very personal service.

We purchase the boats through the French subsidiary of the Greek main agent for Bavaria, a relationship we have enjoyed since 1994.

The prices below are all inclusive of VAT and in Sterling, the specifications shown can be ordered but are intended to give a close guide to the real cost of a cruising yacht. We can supply any equipment and any specification you require within the constraints of what is offered by the factory.

We can also supply Beneteau, Jeanneau, Dufour, Lagoon, Fountain Pajot and Ovni - please ask.

Specifications

Currency - all prices are stated in £Sterling at the assumed exchange rate

Discounts - Standard discounts are given, it is possible to receive larger discounts for winter builds, please ask.

VAT - all prices are inclusive of VAT at 20%

Exchange rate assumed is €1.19 = £1, price in £ will alter in accordance with exchange rate, note we can arrange fixed exchange rate contracts to fix your order value in £ at no extra cost. We will obtain the best commercial exchange rate for you.

Export from the EU (Turkey) - we can arrange delivery to Turkey for a fixed price of €3000, in this case supply can be made excluding VAT.

Commissioning in S. France for Med use.

Safety pack in France - it is law in France to have a safety pack before going to sea.

Delivery to the UK - commissioning may be a little a little cheaper than shown here

Warranty and aftersales service

We offer a 2 year parts and labour warranty, we have a network of service points through the Med - France, Italy, Malta, Greece, Croatia, Turkey, Hamble and UK west country but will otherwise work with any reputable boatyard close to where your boat is at the time.

Basic specification - please see Bavaria price list for full details

Prices assume the standard cabin/heads layout of the standard boat, additional cabins/heads can be specified at individual costs. 3rd cabin has been specified on the 37 and 41

Basic OTW = On The Water

<table>
<thead>
<tr>
<th>Boat size</th>
<th>33</th>
<th>37</th>
<th>41</th>
<th>46</th>
<th>50</th>
<th>51</th>
<th>56</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cabins(heads)</td>
<td>2(1)</td>
<td>3(1)</td>
<td>3(1)</td>
<td>3(3)</td>
<td>3(3)</td>
<td>3(3)</td>
<td>3(3)</td>
</tr>
<tr>
<td>Price in £ incl VAT</td>
<td>72300</td>
<td>96700</td>
<td>128200</td>
<td>154700</td>
<td>215600</td>
<td>217500</td>
<td>260800</td>
</tr>
</tbody>
</table>

Includes
- Basic factory built boat with no extras, VAT paid.
- road transport from Bavaria factory to marina
- commissioning = lift off truck, storage ashore and afloat for 10 days, Antifouling, Rigging, fitting of all extras.
- cleaning, launch.

Note - commissioning assumes full Cruising pack specification and can be less if a more basic boat is ordered.

Full factory specification OTW

| Price in £ incl VAT | 96500 | 126200 | 162100 | 189900 | 251900 | 253300 | 298100 |

Includes Basic OTW plus: Smart sailing pack, Inmast reefing, Engine upgrade, Comfort pack, Navigation pack, Radar, Bow thruster, Sprayhood, Additional cabin (37 and 41), Microwave, Hot air heating, Anchor pack.

Full cruising specification OTW.

| Price in £ incl VAT | 100000 | 129600 | 165900 | 193300 | 255300 | 257000 | 301500 |

Includes Basic and fully loaded factory as above plus: dinghy pack, Safety pack, Domestic pack.

See page 2 for pack contents.
Bavaria factory Pack contents
These are designed by Bavaria and are not flexible in content, they typically represent 30% discount on the same items from the open price list

The detail of the packs varies a little from boat size to boat size, the detail here relates to the Bavaria 41.

Smart sailing pack (SMS)
Rodkick with gas pressurised spring; 2 spring skids in aluminium; Additional service battery; 40A battery charger and upgraded batteries capacity set to 3 x 92Ah
(replaces the 25A battery charger); Garmin GMI 20 Bundle with GWS 10 mast device (log, echo sounder, temp and wind), port and str

Anchor pack
Electrical windlass incl. remote control; Delta anchor, galvanised; Anchor chain, galvanised, Ø 8 mm, 50 meters

Upgrade SmartSailing with mainsail furling system
Mainsail furling system incl. reefing mainsail with UV-Protection, offshore-quality (replaces standard mainsail and sport rigging)

Comfort pack
Cockpit table with foldable wings and storage box, solid wood; Shower in aft head with shower room separation port (only with 3 cabins); Shower in aft head (only with 2 cabins); Additional water tank in foreship Ø 150 l; Warm water boiler 20 l via engine-cooling circuit and 230 V shore power supply; Rail opening on both sides; Blinds on side windows and panoramic windows

Navigation pack
Chartplotter Garmin GPSMap 4008 in cockpit (only in combination with the optional cockpit table); VHF-station Garmin VHF 300i AIS, incl. VHF-cabling and antenna; Auto pilot (only in combination with Bundle GMI 20 (log, echo sounder, temp and wind))

Upgrade navigation - Bow thruster
Bow thruster SE 80, electrical incl. operating battery

Cabin Heating
Hot air heating, 1 x 3,9 kW, fueling via engine diesel tank

Locally sourced packs
These are our own designed add on packs, we expect a high level of owner input into the selection of this type of equipment, however the list shown produces a price to help to build a true on the water value of a well equipped cruising yacht

Dinghy and outboard pack
Wavelength 2.7m airdeck
Suzuki 2.5hp outboard
Pushpit bracket

Safety pack
Seago 6 man cannister offshore
6 x Ocean Safety 30175 lifejackets
6 x seago safety lines
6 x crush straps
First aid kit
Coastal flare kit
radar reflector
Fog horn
Softwood plugs
Cable cutters
Danbury/horseshoe inflatable
Horseshoe set
Jackstays
3 x cockpit harness points
smoke detector
Fireblanket
Mooring pack (warps and fenders)
engine extinguisher

Domestic pack
8 man crockery set
SS bottle
Part set
Cutlery set
Cooking set
Sunsh