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DATE: 26-juil-12

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Your reference No. :  
 Our Quotation No. : Q2012RH292  
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| Item No | Production No    | Existing Model No                       | Range | Replaced Model No        | Q'TY | U/PRICE<br>(EURO) | AMOUNT<br>(EURO) | LEAD TIME<br>(Weeks) |
|---------|------------------|-----------------------------------------|-------|--------------------------|------|-------------------|------------------|----------------------|
| 1       | R-5L924-41-021   | KFLB12Z-3111N3X03B3-M7                  | 300mm | KFLB12Z-610311EA7B3-M679 | 1    | 9 655,00 €        | 9 655,00 €       | 12                   |
| 2       | R-5L924-41-031   | KFLB12Z-3111N3X03B3-M7                  | 300mm | KFLB12Z-610311EA7B3-M679 | 1    | 9 655,00 €        | 9 655,00 €       | 12                   |
| 3       | R-5L924-41-041   | KFLB12Z-3111N3X03B3-M7                  | 300mm | KFLB12Z-610311EA7B3-M679 | 1    | 9 655,00 €        | 9 655,00 €       | 12                   |
| 4       | R-5L924-41-051   | KFLB12Z-3111H4X03B3-M7                  | 300mm | KFLB12Z-610311MC7B3-M679 | 1    | 10 160,00 €       | 10 160,00 €      | 12                   |
| 5       | R-5L924-41-061   | KFLB12Z-5111H5X03B3-M7                  | 300mm | KFLB12Z-610311ME7B3-M679 | 1    | 15 573,00 €       | 15 573,00 €      | 12                   |
| 6       | R-5L926-41-031   | KFPA13-01020B3T-M7                      |       |                          | 1    | 3 195,00 €        | 3 195,00 €       | 12                   |
| 7       | Training session | 1day = 1250€- per person at this moment |       |                          |      |                   |                  |                      |

Here is total cost for 2 days training :  
 day1 : Japan -> Turkey  
 day2~day3 : Training  
 day4 : Turkey -> Japan  
 5,000 euros- + actual base of (flight ticket + accommodation + in-land transportation, etc)

|                                         |      |           |
|-----------------------------------------|------|-----------|
| <b>Total</b>                            | EURO | 57 893,00 |
| <b>Minimum Charge</b>                   | EURO | 0,00      |
| <b>* Packing &amp; Handling charges</b> | EURO | 0,00      |
| <b>Freight Charge</b>                   | EURO |           |
| <b>Sub-total</b>                        | EURO | 57 893,00 |
| <b>VAT 21%</b>                          | EURO |           |
| <b>Total</b>                            | EURO | 57 893,00 |

**REMARKS:**

- \* Lead time may be changed depending on the condition of the outstanding orders at our factory side.
- \* For our export procedure, End User Name + Country + End Use (company's main activity, product) must be specified on your Purchase Order Sheet.
- \* Before shipping the goods please take notice that the payment must be registered in our Bank account.

**TERMS and CONDITIONS:**

- Trade Terms:** FCA Japan
- Payment Terms:** 30 days from invoice date
- Minimum Order Amount:** Euro 150 per order (Packing & Handling and Freight charges excluded).
- Partial Shipment:** Not allowed.
- Shipping Route:** By Air freight
- Validity:** 60 days from quotation date.
- Cancellation:** Not allowed after your order is acknowledged.

(The Trade Terms are in accordance with Incoterms 2000.)

Regis Houllier  
 On behalf of Azbil Europe N.V.