

AIT Deutschland GmbH
Mr. R. Klein
Industriestrasse 3
D-95359 Kasendorf

Hooge Zwaluwe, 2th of december 2024

Subject: target prices (frequency converter) VFD 1-phase 230V 6-15A.

Dear Mr. Klein,

Thank you very much for your interest in our latest technology: the frequency converter (VFD) 1-phase 230V 6-15A. We are therefore pleased to share our target prices with you.

Our non-binding offer is based on:

- Principles arising from the constructive discussions between both parties;
- Design specification VFD 1-phase 230V 6-15A.;
- General terms and conditions of sale and delivery of Intecma B.V. version 2018.

Below you will find our target prices based on the annual volumes you wish to purchase:

VFD 1-phase 230V 6-15A:
Annual volume: 25.000 pieces
Ready for mass production: fall 2025

VFD 1-phase 230V 6-15A:
Annual volume: 100.000 pieces
Ready for mass production: fall of 2025

Postal number	Description	EH	Quantity	Unit Price	Total Price
1.0	Delivery of the VFD				
1.1	VFD 1-phase 230V 15A	Pieces	1.000	€ 598,--	€ ,-
1.2	VFD 1-phase 230V 15A	Pieces	25.000	€ 179,--	€ ,-
1.3	VFD 1-phase 230V 15A	Pieces	100.000	€ 177,--	€ ,-
From the first year onward, prices are based on the quantity delivered both directly and indirectly.					

Terms and conditions:

- The validity of this quote is until 31-01-2025.
- In case of force majeure / extreme price increases due to market anomalies, Intecma reserves the right to unilaterally adjust prices at any time.
- The above target prices are estimates. The final prices will be determined at a later date when the prototype is finalized. The forecast is for summer 2024.
- Minimum order quantity: 1.000 units per order.
- Net price, Ex works in accordance with Incoterms 2022
- Excluding certification costs (Kiwa/VDE), tooling costs and VAT.
- Inclusive of potting with the wire leads instead of terminals.
- Datasheet: available on our website www.intecma.nl from april 2025.

We trust that we have made a suitable offer and look forward to your response. If you have any further questions, please feel free to contact us.

Sincerely,

M. Peele

Director

Enclosed: Design specification VFD 1-phase 230V 6/15A & general terms and conditions of sale and outsourcing, version 2018.