

QUOTATION

Quotation No.: QTN-2025-001

Date: October 24, 2025

Valid for 30 days

Seller:

ABC Exports Pvt. Ltd.

123 Business Park, 5th Floor

Mumbai, Maharashtra, 400001

Phone: +91-22-1234-5678 | Email: sales@abcexports.example

Buyer:

XYZ Retailers Ltd.

Procurement Dept., 9 Green Avenue

New Delhi, 110001

Contact: Mr. Rahul Sharma | Phone: +91-11-9876-5432

Email: procurement@xyzretail.example

Product:

XYZ Multi-Season Coat (Model: XYZ-COAT-2025)

High-quality multi-season coat suitable for urban climates. Material: 80% wool, 20% polyester. Sizes: S, M, L, XL.

Custom branding available on request.

Seasonal Pricing (per unit):

- Winter Peak (Dec-Feb): INR 4,500 - High demand - limited stock
- Shoulder Season (Mar-May, Sep-Nov): INR 3,800 - Standard lead time
- Monsoon (Jun-Aug): INR 3,200 - Lower price - promotional offer

Example Quotation (Shoulder Season):

Quantity: 100 units

Unit Price: INR 3,800

Subtotal: INR 380,000

GST (18%): INR 68,400.00

Shipping & Handling: INR 2,500

Grand Total (INR): INR 450,900.00

Payment & Delivery Terms:

- Payment: 50% advance with order, 50% on delivery.
- Delivery Time: 4-6 weeks from receipt of advance.
- Validity: Prices valid for 30 days from date of quotation.
- Warranty: 12 months against manufacturing defects.
- Packaging: Standard export packaging included.

Notes:

- Prices mentioned above are indicative and vary by season as shown in the seasonal pricing section.
- Customizations, branding, and rush orders may attract additional charges.
- For firm pricing, please confirm season and required delivery date.

For ABC Exports Pvt. Ltd.

Authorized Signatory