

To: IPG Photonics Corporation
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From: ETSC (HongKong) Technologies
Limited
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QUOTATION

No.: Q1300618

Date: 2013-07-30

Regarding to your request, we are pleasure inform you as follows:

| Item | Model | Description | Qty | Unit Price | Sub Total |
|---------------------------|---------------------|---|-----|------------|------------|
| 1 | Detector unit DFY-2 | Detector unit for the analysis of NIR/VIS-lasers with photodiode, magnification 1 and 15, wavelength range 0.4 to 1.1 μm | 1 | EUR2275.00 | EUR2275.00 |
| Total: | | | | | EUR2275.00 |
| Freight & Insurance Cost: | | | | | EUR300.00 |
| Final Price: | | | | | EUR2575.00 |

NOTES:

1. Terms of Price: CIF Beijing.
2. Terms of Payment: 100% T/T in advance within 7 days after signing the contract.
3. Delivery if Schedule: 6~8 week(s) after receipt of the payment.
4. This quotation's validity expands until 2013-08-14.
5. Other terms: The above price including one day of on-site service.