



**M. & C. S.r.l. Società di Consulenza Direzionale**  
Via G. Verdi, 51 – 40055 Villanova di Castenaso  
Bologna - Italy  
Phone +39051780063 – Fax +390516064044  
C.F. e P.IVA 02233501200

**SELLER:** **Hisense International (Hong Kong) Europe Investment Co., Limited**  
RM 3101-05, Singga Commercial Centre No. 148 Connaught Road West Hong Kong

**BUYER:** **UNIEURO S.p.A.**  
Via Piero Maroncelli 10, 47121-Forlì- Italy

Date 2021-11-09

**OBJECT: PO No. 4502041818**

## PART 1 – TECHNICAL AGREEMENT

- **Agreed range and specification:** please ref to the attached “Datasheet”.
- **Approval:** all products and accessories must be in compliance with following Directives:
  - RoHS (2011/65/UE)
  - CE (LVD and EMC Directives).
  - ERP REGULATION (EU) No 206/2012
- **Brand Name:** ELECTROLINE
- **Model's names and EAN CODE:** please ref to the attached Agreed Range
- **Art works:** as agreed.

## PART 2 – COMMERCIAL AGREEMENT.

### a. Quantities and amount:

Item	Model	Remarks	Q.ty	Price	Amount
AST-09UW4RMR00	HME092KA3	New	1.056	\$238,00	\$251.328,00
AST-12UW4RXR00	HME122KA3	New	1.150	\$259,00	\$297.850,00
AMW2-14U4RRA	EDHE40D2	New	3.060	\$232,00	\$709.920,00
AMW2-18U4RXA	EDHE50D2	New	360	\$256,00	\$92.160,00
AMW3-18U4RJA	ETHE50D3	New	300	\$344,00	\$103.200,00
AMS-09UW4RYR01	ID262H2KA	New	4.020	\$60,00	\$241.200,00
AMS-12UW4RYR01	ID352H2KA	New	3.720	\$62,00	\$230.640,00
AS-09UW4RYRKA03	HME262HKA	New	3.520	\$174,00	\$612.480,00
AS-12UW4RYR03	HME352HKA	New	3.520	\$181,00	\$637.120,00
AST-18UW4RXSKA01	HME502HKA	New	1.040	\$293,00	\$304.720,00
			<b>21.746</b>		<b>\$3.480.618,00</b>
				<b>Entry fee</b>	<b>-\$52.209,27</b>
				<b>Freight cost</b>	<b>\$392.000,00</b>
			<b>Total amount</b>		<b>\$3.820.408,73</b>

### A. SALES CONDITIONS:

- All shipping documents must show the PO Number.
- **Prices are:** in USD
- **Delivery terms:** CNF Genova port in Italy
- **Payment:** LC at 30 days from B/L date.
- **Model's names:** please specify in all the shipping documents both factory models (as showed in the CE and ERP certificates) and Customer models.
- **Presentation documents:** 18 days;
- **Partial shipment and transshipment:** allowed;
- **Documents required:**
  - o Commercial invoice original + 3 copies of original commercial invoice.
  - o China origin certificate, verified by the competent authorities.
  - o Packing list 1 + 3 original copies of packing list.
  - o 3/3 full set + 2 N/N copies bill of lading **marked freight prepaid.**
  - o CE certificates copy and European energetic test copy – to be sent by email in advance and no need to attach to the LC.
  - o RoHS declaration of compliances copy for booth models.



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- Declaration of correspondence between Factory models showed in the CE Certificates and Customer models, in original.
- **Charges:** all bank chg./commission outside Italy, including reimbursement charges of reimbursement Bank if any, are on beneficiary's account

### **PART 3 – LOADING PLAN AND ETD**

- **Shipment in:** 56\*40HQ
- **ETD:** **please ref to the attached Delivery plan.**
- **Port of destination:** Genova port in Italy

### **PART 4 – QUALITY AND WARRANTY**

#### **1. Warranty agreement**

As per “Failure rate agreement” at following page 3.

Please send back us by fax this order with stamp and sign on.

Thank you and best regards.

The Buyer  
**UNIEURO S.p.A.**



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## **FAILURE RATE AGREEMENT**

This agreement fix the maximum rate of faults, on ELECTROLINE Inverter air conditioner, that will be allowed, during a period of guarantee. This agreement is between:

**Hisense International (Hong Kong) Europe Investment Co., Limited**

RM 3101-05, SINGGA COMMERCIAL CENTRE NO. 148 CONNAUGHT ROAD WEST HONG KONG (the "Seller")

And

**UNIEURO S.p.A.**

VIA SCHIAPARELLI 31, 47100 FORLÌ, ITALY (the "Buyer")

And

**M. & C. S.r.l.**

Via Cà Dell'Orbo Nord, 22 – 40055 Villanova di Castenaso – Bo – Italy (the service Company for ELECTROLINE brand)

This agreement is concerning Electroline Inverter Air conditioner as described in **PO No. 4502041818** dated 2021/11/09.

### **WARRANTY AND EPIDEMIC FAILURE**

If at any time during the period of **14** months from each shipping date the failure rate of the Products exceeds either **3%** (three percent) for a single cause, which is the same type or description in the same part or component of the products, or **8%** (six percent) for multiple causes, and if such failures should appear to have resulted directly from faulty design, workmanship, components or materials, or improper manufacture or assembly (hereinafter collectively called "Epidemic Failure"), then:

i The BUYER shall promptly inform the SELLER of the nature of the Epidemic Failure and shall provide as many technical details of the Epidemic Failure as possible.

ii The SELLER, at its sole option, shall:

- replace the defective products with new products, or
- repair all epidemic defects at its cost, or
- reimburse the BUYER for the costs of repairs carried out after its authorization, or
- purely and simply accept the return of the products at its cost.

iii The SELLER shall not be liable for any incidental or consequential damage whatsoever arising from the Epidemic Failure(s) and in no event the liability of the SELLER hereof shall exceed the invoice price of the products

### **DAMAGES FOUND DURING THE UNLOADING OF THE CONTAINERS**

A) The seller should ensure good quality products and good package without any damages before shipment. The seller will take photo during products loading of the containers to improve that everything is good during the loading.

B) If, during the unloading of the containers, the buyer will found some units with damages caused during the container loading in the factory, the buyer must take a photos of the damaged units still inside the container and supply evidence to favor the goods are damaged during container loading in factory, instead of damaged in transportation after loading in vessel, and send a request of reimbursement to the seller together with the photos of that damaged units.

The SELLER, at its sole option, shall:

- replace the defective products with new products, or
- repair all the damages at its cost, or
- purely and simply accept the return of the products at its cost.

**THE SELLER**

(stamp and sign)

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**THE BUYER**

(stamp and sign)

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**M. & C. Company**

(stamp and sign)

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