

LT Satellite Communication Systems Discount Structure

for Lars Thrane A/S

Date: January 2023

Volume Discount			
Number of Units	Partner Discount	Volume Discount	Total Discount
1 - 2	30,0%	0,0%	30,0%
3 - 9	30,0%	5,0%	35,0%
10 - 24	30,0%	10,0%	40,0%
25 - up	30,0%	15,0%	45,0%

Volume discount is offered for same part numbers only.

Exceptions:

- Combination of main products 90-101142 LT-3100, 90-102608 LT-4100 Certus® 100 Maritime, 90-102825 LT-4100L Certus® 100 LandMobile and 90-102656 LT-4200 Certus® 200 are accepted
- Combination of antenna pole mounts are accepted

Delivery terms for bulk orders:

- Bulk purchase orders acceptable for minimum 10 systems
- Bulk purchase orders must include total number of systems
- Partial delivery is accepted within a period of 3 months from date of first shipment
- Dates and numbers of partial deliveries can be changed within the 3 months, but not extended outside the period
- Number of systems can be added to the order during the 3 months period. The number of systems cannot be reduced
- Should the changed number of systems for a specific order give access to a higher volume discount, according to our discount structure, only the remaining systems will receive the extra discount
- Should there be systems without a delivery date and addresses at the end of the 3 months period, the remaining systems will be shipped to the main address of the partner

Price guarantee:

- Three (3) months price guarantee is granted from issue date of the order confirmation. If delivery dates exceed the three months, the prices will be according to the current MSRP price lists