

# ATEC AIRCRAFT PRICE POLICY

Effective as of March 2007



## 1. ATEC PRICE LIST

### 1.1. DEFINITION

Public list of ATEC AIRCRAFT or KIT AIRCRAFT (hereinafter referred to „AIRCRAFT“), options and accessories together with the corresponding prices.

### 1.2. PRICE CONTENT

EX WORKS price excluding value added tax (VAT)

### 1.3. PRICE LIST VALIDITY

Beginning of validity period is quoted in each pricelist.

### 1.4. PRICE LIST EXPIRATION

The price list validity shall expire at the date of a new price list publication.

## 2. PRICE ADJUSTMENTS

### 2.1. ATEC RIGHT TO VARY PRICES

ATEC has right to vary prices whenever necessary to reflect market situation, manufacturing costs, currency rate movements, inflation, legislation and taxation.

### 2.2. LISTED PRICE MAINTENANCE

ATEC shall maintain the old price for an ATEC DEALER (hereinafter referred to as „DEALER“) during a reserved period after a new price list publication. The price maintenance reserved period has been set as following:

- three months for AIRCRAFT and KIT basic price
- one month for ATEC AIRCRAFT OPTIONS, accessories and spare parts
- no reserved period for components and agents of normal operation consumption

### 2.3. CONTRACTED PRICE MAINTENANCE

ATEC shall maintain the price(s) which has(have) been an integral part of a Sale Contract concluded between ATEC and ATEC CLIENT (hereinafter referred to as „CLIENT“) under the condition that

- the Sale Contract has been signed by both parties
- one third (1/3) of the Sale Price has already been paid by CLIENT to ATEC at least.

## 3. DELIVERY RESERVATION

Any CLIENT shall obtain a reservation for an AIRCRAFT delivery date in agreement with ATEC production schedule regardless a conclusion of a Sale Contract if pay a reservation deposit of Eur 3000 at least. The deposit is deductible from the sale price but irrevocable in case of Sale Contract never comes true. The reservation deposit has no effect on the price maintenance as per Art. 2.3.

**4. SPECIAL PRICING**

**4.1. NOT LISTED ITEM PRICING**

Subject-matter of a contract between ATEC and CLIENT

**4.2. INSTALLATIONS OF THE PARTS AND COMPONENTS SUPPLIED BY A CLIENT**

Installation of the parts and components supplied by a CLIENT (hereinafter referred to as Client's parts) is a non standard practice and is acceptable on a special agreement between ATEC and CLIENT only. Any provision of ATEC WARRANTY is not applied to Client's parts as well as any obligation and/or liability of ATEC for any consequential loss is excluded.

General pricing conditions:

- *Mechanic installations* *10% of a public catalogue price*  
for the Client's part of 20 Eur whichever value is higher. Example: simple analogue flight or engine control instrument, rescue system etc...

- *Mechanic and electric installations* *20% of a public catalogue price*  
for the Client's part. Example: instrument supplied together with appropriate installation harness kit or instrument with a simple connection (+/-) only.

- *Advanced mechanic and/or electric installations* *30% of a public catalogue price*  
for the Client's part. Example: instrument supplied without an installation harness kit, radio-equipment, instrument subject to a complex configuration, mechanic system subject to a complicated adaptation etc...

**5. DISCOUNTS**

A CLIENT may be provided with a discount from the listed price. All discounts are under the ATEC authorization and are subject-matter of the agreement between ATEC and CLIENT. The CLIENT is obliged to keep any discount information confidential.

**6. ACKNOWLEDGEMENT**

The CLIENT acknowledges reading this ATEC PRICE POLICY and agrees with all conditions stipulated herein.

Client's confirmation of acceptance of the ATEC PRICE POLICY:

Name .....

Signature .....

Date .....