

GENERAL TERMS OF NEGOTIATION

We are pleased to formalize our business relationship and establish a strategic agreement that will benefit all parties involved. Safari Accesorios SAS is a company with over 30 years of experience and the only manufacturer in Colombia of three styles of tonneau covers for pickup trucks.

1. SHIPPING

Safari Accesorios offers various shipping options. Shipping is carried out through the customer's customs broker and according to the negotiation terms offered, ensuring the most convenient option for both parties. Safari Accesorios provides a cost under the EXW, FOB, FCA, CIF, or CIP negotiation terms. Orders will be shipped when all products are available to ensure a single consolidated delivery.

2. PRODUCTS AND TARIFF CODE

The products offered for the international market are: Platino Cover, Evolution Cover, and Sport Cover. Additionally, the specific part number must be verified in the "International Catalog" file. This file specifies the vehicles that can be shipped abroad, as they have been previously manufactured and include manuals, videos, or other materials for easy installation. Other vehicles are not offered due to complex installation requirements, lack of templates, or low demand. Special orders for unique references can be manufactured with dimensions provided by the customer under the "Special Cover Measurements" format.

Nomenclature Code: 8708.29.90.00

Description: Other body parts and accessories (including cabin parts) for motor vehicles under tariff headings 87.01 to 87.05.

Note: Please confirm the regulations for each country regarding the nationalization process.

3. TYPE OF DISTRIBUTOR

The minimum purchase requirement to become a distributor is US\$5,000. Optionally, a minimum requirement of US\$10,000 or US\$20,000 and/or annual purchases of US\$20,000 or US\$40,000 applies to become a Gold or Diamond Distributor and receive additional discounts. These amounts do not include shipping costs. We offer shipments under the EXW, FOB, FCA, CIF, or CIP terms. We suggest including some spare parts list in the first order, estimated at around US\$800.00 for basic maintenance. This estimate may be modified depending on the initial order.

After the initial purchase, we recommend that the Distributor place orders with a minimum value of \$5,000 (to optimize costs and benefits). Additionally, if the minimum purchase reaches the next discount level within 12 months, we will adjust the additional discount for the next order. The discount program is specified in the table below:

Initial Order	Minimum Annual Volume	Discount Level	Average Discount
\$20,000.00	\$40,000.00	Diamond Distributor	37%
\$10,000.00	\$20,000.00	Gold Distributor	30%
\$5,000.00	N/A	Silver Distributor	24%

Refresh: January 2025



Cel: +57 (311) 488-6975
Fijo: +57 (606) 3306671



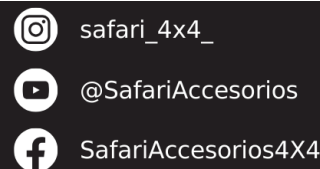
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Parque Industrial La Badea. Manzana
6, Bodega 12. Dosquebradas,
Risarlalda. Colombia



Safari Accesorios SAS
Nit: 800.202.848-8



4. PROFIT MARGIN

Estimated Profit: The profit margin for our Tonneau Covers is approximately 30% after shipping, import, and nationalization costs.

5. INSTALLATION

The customer must have the necessary tools to install the products and train technicians using the provided installation manuals. Additionally, we offer virtual technical and commercial training necessary for providing good customer service. Certain special vehicles CANNOT be shipped due to manufacturing and installation complexity (e.g., Ford Ranger Limited 12-23, Volkswagen Saveiro, Fiat Strada, Ram 700, etc.).

6. PAYMENT TERMS

50% deposit – 50% before shipping. Bank Transfer payments.

7. REQUIREMENTS

A purchase order or written approval must be sent to our email, specifying the delivery address, negotiation terms, and the quotation number or requested references.

8. DELIVERY TIMES

Once the order is sent via email along with the payment proof, it is processed for production within the following timeframes:

PRODUCT	QUANTITY	LEAD TIME
Sport Cover	10-20 units	10-15 days
Sport Cover	20-50 units	15-30 days
Sport Cover	50-100 units	30-60 days
Platino/Evolution Cover	10-20 units	30-45 days
Platino/Evolution Cover	20-50 units	45-60 days
Platino/Evolution Cover	50-100 units	60-90 days

9. APPLICATION

Please verify the compatibility of the pickup trucks before placing an order. Check the year, make, model, and version. The part number must correspond to the "International Catalog." If your vehicle is not listed, contact us for instructions on how to measure it under a special format to determine feasibility. Some vehicle models in other countries may have different names or slight year variations. Therefore, we provide part numbers referencing all covers with specific bed lengths and applicable versions.

10. WARRANTY

All our products come with a Limited One (1) Year Warranty. Our International Distributor must be trained to offer technical service and basic after-sales warranty support. Please refer to the Warranty Manual, which outlines the rights and obligations of the Manufacturer, Distributor, and Customer.

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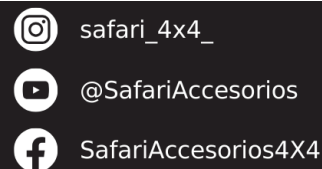
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11. PAYMENT METHODS

Electronic transfer or deposit to:

COMPANY DETAILS:

Company Name: SAFARI ACCESORIOS SAS
Identification Type: NIT
Identification Number: 800.202.084-8
Address: PARQUE INDUSTRIAL LA BADEA, MZ 6, BOD 12
City/State: DOSQUEBRADAS, RISARALDA
Country: COLOMBIA
Postal Code: 661002
Phone: +573114886975

BANK DETAILS:

Bank Name: BANCOLOMBIA
Account Number: 9321 6040 570
Country: COLOMBIA
Account Type: Checking
SWIFT Code: COLOCOBM

Note: If payment is made by check, the product will not be invoiced or shipped until the payment is cleared and the check is processed.

We appreciate your interest and look forward to a successful business partnership.

Best regards,
Safari Accesorios SAS

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