

**Budgetary Quotation # Q12103
For
Best Electronics & Components Co.**

Kit: QFN5x6x0.9mm on NX32W P-1132/05462 DFN2X3X0.8

Quote # Q12103 (Budgetary)		March 7, 2012	
Customer:	Best Electronics & Components Co.	Equipment type:	NX32W P-1132/05462
Customer contact:	Mr. Ricard Rivera	UPH rate (sprint):	na
Sales Representative:	Gilbert Evangelista	Idle time (ms):	na
Application Engineer:	TS Ng	MTBA (min):	na
		Package(s):	DFN2x3x0.8
Payment terms:	100% due at shipment net within 10 days	Lead time **:	8 ~ 12 weeks ARO
Delivery conditions:	EXW (Incoterms 2010)– Ismeca Malaysia Sdn Bhd, Melaka	Other conditions:	GENERAL CONDITIONS OF SALE Ismeca Europe Semiconductor SA
Validity of quote:	1 month	Layout #:	Q12103_layout_P5462
Currency:	USD		
Order to be placed at:	Ismeca Malaysia Sdn. Bhd. No. 32, Jalan TTC 30, Taman Teknologi Cheng, 75250 Melaka, Malaysia	Phone	+606 331 2888
		Fax	+606 335 2900
Bank account for MYR & USD			
Bank address	Public Bank Berhad No. 1, 3 & 5, Jalan Mutiara Melaka 4, Taman Mutiara Melaka, Batu Berendam, 75350 Melaka		
Account number	MYR 3151 3151 05 USD 3591 6255 31		
Swift code	PBBEMYKLXXX		
Bank account for CHF			
Bank address	HSBC Bank Malaysia Berhad No. 777, Jalan Hang Tuah, 75300 Melaka, Malaysia		
Account number	CHF 342 293529 727		
Swift code	HBMB MYKL		

<i>Equipment</i>	<i>Unit price</i>	<i>Qty</i>	<i>Total price</i>
Kit tooling , including :	USD		USD
Pick-up heads (33x) for NX32		1	
Bush coating		40	
Rubber tips for pick up heads (set of 80pces)		1	
Additional pepper pot tooling		1	
Additional tooling for Flip Chip		1	
Additional tooling 8 mm for PIT taping unit		1	
Independent Z axis for taping		1	
Mechanical engineering		1	
Electrical adaptation for independent Z axis control		1	
Software adaptation		1	
Vision fine tune		1	
On-site installation & re-layout		1	
TOTAL AMOUNT			43,802.00

Remarks

- **Above quote is to be validated after receiving component drawing, component sample & purchase specification from customer.**
- **Lead time to be defined upon PO confirmation and receipt of all info and materials.**
- **Above quote is only valid for 1 (one) way conversion.**
- **Additional quote will be issued if deemed necessary shall any parts found faulty or missing throughout the retrofit process.**
- **Above quotation valid for machine with Acceptance Protocol signed & fully paid.**
- **Existing auto-reject for suction will be replaced by pick up head (pick directly by pick up head and throw it into purge bin) due to bigger size of component, thus suction auto-reject feature will be discarded permanently even for Die 1x1 & QFN2x3x0.8mm.**
- **PIT taping module will need to relocate to position B22 under turret.**

Definitions and applicable conditions:

Delivery time: time between receipt of customer’s firm PO and Product ready for shipment or pre-acceptance at Ismeca’s premises; however subject to the timely receipt of due payments and requested material from customer side, in particular: manufacturing drawings with tolerances and samples of component(s), tape and cover tape, trays etc.

Refer to “list and schedule of requested material”

Note: missing, wrong, late delivery or change of requested material and component specification may lead to delivery delays and extra costs to be charged to customer

Technical specifications: unless agreed in written, Ismeca’s standard product specifications apply

Equipment Buy-off: (acceptance) specifications and conditions according to Ismeca QA standards.

Installation: is not included in above price.

Warranty: : is granted for a period of 6 months after buy off (machine acceptance) at customers site or start of use of the equipment for production or 8 months after shipment date indicated in the delivery note, whichever occurs first. Excluded are damages due to normal wear and tear, improper handling, modification or maintenance (clause 18 of Ismeca Standard General Conditions of Sales). Also excluded any kind of consequential damage

Change requests: Request for changes after order receipt like change of component specifications, production process must be mutually agreed and may lead to delivery delays and extra costs to be charged to customer

Cancellation/reduction of the Order - Suspension of performance of the Order

If the Customer cancel the Order as confirmed or suspend the performance thereof for a reason not imputable to Ismeca, especially if the Customer ordered a large number of Parts or special or unusual Parts that Ismeca has had to make specially or order from a sub-contractor, Ismeca shall be entitled to invoice the Customer the costs incurred. That invoice shall be payable in 30 days.

Percentage of Price Due	Customer cancellation within XX days of Shipment Date
10%	40 days or more prior to shipment date
50%	within 15 to 39 days prior to shipment date
90%	within 14 days prior to shipment date

If the Customer reduces the Order as confirmed and those reductions have an impact on the quantity price or any quantity discount offered, Ismeca shall be entitled to invoice the Customer the resulting difference. That invoice shall be payable in 30 days.

If, during the execution of the Order, Ismeca should notice that the Customer's financial situation might deteriorate or is deteriorating, Ismeca shall be entitled to require the Customer to provide it with guarantees or advances, including to cover future Ismeca costs incurred by continuing work on the Order.

After serving the Customer with due notice, Ismeca shall be entitled to suspend work on the Order. If, within a reasonable period, the Customer cannot solve the problems, fails to honor its commitments, fails to provide the necessary additional guarantees or does not pay the requested additional advances, Ismeca shall be entitled to reduce or even cancel the Order. In such a case, Ismeca shall be entitled to invoice the Customer the costs incurred and that invoice shall be payable in 30 days

Other conditions: unless otherwise specified in written, this quotation is issued under following standard conditions and specifications:

- Ismeca Standard Technical Specifications
- Ismeca Standard Buy Off Conditions,
- Ismeca General Conditions of Sale

Note: please notify immediately your local sales representative in case you are not in possession of the above standard conditions and specifications. A copy of thereof may also be requested directly to the issuer of this quotation.

In the event of conflict between documents, the Quotation will take precedence

Ismeca Malaysia Sdn. Bhd.

Gilbert Evangelista
Sales representative

TS Ng
Application Engineer