



THIS IS NOT A TAX INVOICE

This proforma is issued for quotation, purchase-order raising, import licensing and advance-payment purposes only. It does not create a VAT liability and cannot be used to reclaim input tax. A tax invoice will be issued on dispatch of the goods.

FROM

Kestrel Instruments B.V.

Waalhaven Oostzijde 81, Unit C
3087 BM Rotterdam
Netherlands

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VAT / Tax ID: NL8210.44.912.B01

PREPARED FOR

Hanseatic Prüftechnik GmbH

Attn: Dr. Katharina Vogelsang,
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DETAILS

Proforma no. **PF-2026-0731**
Date **04 August 2026**
Currency **EUR**
Reference **RFQ HPT-2026-114**
Incoterms **DAP Hamburg (Incoterms 2020)**
Lead time **6–8 weeks from order**

VALID UNTIL

18 September 2026

#	ITEM	QTY	UNIT PRICE	DISC.	AMOUNT
1	KX-900 benchtop optical emission spectrometer Dual-detector configuration, 190–800 nm, argon purge kit included Ships in 8 weeks	2 Units	€18,750.00	–5%	€37,500.00
2	Autosampler carousel, 60 position Model KX-AS60, includes control software licence Ships in 6 weeks	2 Units	€4,280.00	—	€8,560.00
3	Certified calibration standards set for ferrous and non-ferrous matrices 12 reference discs per set, ISO 17025 certificates supplied	4 Sets	€1,145.00	–10%	€4,580.00
4	Installation, commissioning & operator handover Two engineer-days on site in Hamburg, travel included	1 Service	€3,600.00	—	€3,600.00
5	Extended warranty — 24 months Parts, labour and one annual preventive service visit	2 Units	€2,250.00	—	€4,500.00

PAYMENT SCHEDULE

MILESTONE	SHARE	AMOUNT	DUE
40% deposit on order confirmation	40%	€22,918.80	On order
50% prior to dispatch	50%	€28,648.50	Before dispatch
10% on acceptance & commissioning	10%	€5,729.70	Net 14 days

All payments by bank transfer, free of charges to the beneficiary.
Goods remain the property of Kestrel Instruments B.V. until paid in full.

Subtotal	€58,740.00
Discount	– €2,333.00
Shipping & insurance	€890.00
VAT 0% — intra-Community reverse charge	€0.00

Estimated total **€57,297.00**

Fifty-seven thousand two hundred ninety-seven euro
and 00/100

BANK DETAILS

Beneficiary	Kestrel Instruments B.V.
Bank	ING Bank N.V.
Bank address	Bijlmerdreef 106, 1102 CT Amsterdam, Netherlands
Account / IBAN	NL42 INGB 0007 7314 05
SWIFT / BIC	INGBNL2A
Payment ref.	PF-2026-0731

TERMS & CONDITIONS

- This proforma is valid for 45 days from the date of issue; prices thereafter are subject to re-quotation.
- Delivery DAP Hamburg. Import duties and clearance charges are for the account of the buyer.
- Lead times run from receipt of the deposit and a signed order confirmation.
- Warranty: 12 months from commissioning as standard, extendable as quoted above.
- Governed by Dutch law; disputes subject to the courts of Rotterdam.

Bram de Wit
Key Account Manager · b.dewit@kestrelinstruments.example

Kestrel Instruments B.V. · kestrelinstruments.example
Prices quoted in EUR and valid until 18 September 2026.