

Date: 2072/09/07

To,  
Sanjiv Thapa Magar,

Thank you for taking the time to go through our proposal.

Orbit International, which is a subsidiary of MC Group, is the sole authorized dealer of Beko products in Nepal. Mr. Chiranji Lal Agrawal (currently Chairman of Siddhartha Bank Ltd.) is the Chairman of MC Group.

We are pleased to offer the embassy **BEKO Air Conditioners** at the discounted prices with this attached letter. BEKO products are produced by Arcelik group, which is the 3<sup>rd</sup> largest appliance producer from Europe. Having won several prestigious European Quality awards and also various design and feature awards, Beko intelligent products are ideal for the quality and style conscious customer.

All BEKO air conditioners are equipped with energy saving functions, active carbon filter, anti bacterial filter, independent dehumidification, hot start, jet cooling and heating, advanced auto swing, self cleaning and auto restart functions.

We look forward to working with you and if you require any more information or clarification please feel free to contact us.

Best Regards,  
Orbit International  
Radhakuti Arcade 2<sup>nd</sup> floor  
Putalisadak, Kathmandu  
Contact no: 01-4412961, 4422190

## Split Air-Conditioner Prices (VAT Included)

Model	Capacity	Type	Gas	Price
BJA 090/091	0.75 Ton (9,000-9,800 Btu/h)	Split, Hot and Cold	R410a	<b>Rs. 56,240/-</b>
BJA 120/121	1 Ton (12,000- 12,900 Btu/h)	Split, Hot and Cold	R410a	<b>Rs. 60,610/-</b>
BJA 240/241	2 Ton (24,000- 27,900 Btu/h)	Split, Hot and Cold	R410a	<b>Rs. 102,490/-</b>
BJA 180/181	1.5 Ton (18,000- 21,000 Btu/h)	Split, Hot and Cold	R410a	<b>Rs. 86,240/-</b>

### Installation Charges and Optional Items:

- Installation charges for wall mounted split type ACs is NRs 3,500 per set, which includes installation material like copper pipe (3.5 meter of copper pipe per AC). Any additional copper pipe required for installation of split-type wall-mount AC would cost NRs 400/running feet.
- Installation charges for cassette type ACs is NRs 6,500 per set, which includes installation material like copper pipe (3.5 meter of copper pipe per AC). Any additional copper pipe required for installation of split-type wall-mount AC would cost NRs 450/running feet.
- Light Angle Cost for Outdoor Unit – NPR 1000/- per piece
- Heavy Angle Cost for Outdoor Unit – NPR 1500/- per piece

### Excluded Work:

The following is beyond our scope of work and should be provided by you.

- Electric works should be in place prior to the installation of the units.
- Lockable storage place at site.
- Any Civil Works.

### Gas Charge:

Initial Gas Charge (R410a) is included in the A/C which is sufficient upto 25ft of Copper Pipe. Any additional length will require gas filling to maintain effectiveness of the A/C. Gas filling charge is NPR 1750/- per kg. In general, every 15ft gas filling requires about 1-kg of Gas.

### Warranty and After Sales Service:

All BEKO air conditioners are covered by the **Standard Warranty of 12 months** from the date of invoice. We believe in providing quality after sales service, and have a toll free number (1660-01-12345) where you can contact us for any servicing requirements. We will attend to your service requirement within 24 hours of the call received at our end.

### Annual Maintenance Contract:

We also provide an Annual Maintenance Contract should you require this facility. Annual Maintenance Contract includes service beyond the warranty period, however parts costs is extra.

### Wall-Mount Split Type:

- Normal Service (suggested every six months) – NPR 1000/- per A/C per annum
- Full Service (suggested every year) – NPR 2000/- per A/C per annum

### Other Requirements:

- A/Cs must be backed by voltage supplier.
- A/Cs must have separate MCB cut-off line not connect to DG set directly.
- Max Copper Pipe Length can be 50ft.

We look forward to working with you and if you require any more information or clarification please feel free to contact us.