

## Litams Europe BV

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# Reseller Agreement

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## Introduction

Litams provides apps and software-as-a-service, augmented with specific hardware to the worldwide livestock industry. Our solutions help farmers, intermediaries, meat and dairy processors increase productivity and quality, whilst reducing environmental footprint. Another significant benefit is that we help parties achieve regulatory compliance and traceability. Our software is built on the principles of Precision Livestock Farming (PLF). PLF is enabled by advanced technologies, such as RFID (“electronic eartags”), RFID-readers, smartphone apps and other connected peripherals, all linked to cloud software. For farmers and other parties to get the most out of these technologies, solutions should be easy to use, robust and reliable. Availability of customer support is therefore essential. For this reason, Litams deals directly with end users, in order to provide in-depth support. Resellers who help us win customers are not required to have an in-depth understanding of the solutions. Resellers can still, however, command attractive margins on hardware sales.

## Hardware Products

Resellers who sell the C9 as per the conditions in the “C9 distributor leaflet” are entitled to the margin between their sales price (“street price”) and the Litams transfer price of EUR 537.-. Shipping costs are borne by Litams. Taxes like VAT, sales taxes, import duties or other taxes are expressly excluded by Litams.

## RFID Tags

Litams does not provide eartags. We are agnostic to the type and brand of tag, as long as the tags used are compliant with ISO 11784/5 (= HDX compatible) and/or ISO 11785/5 (FDX-B compatible).

## Ordering and Delivery

When a reseller promotes Litams products such that a purchase is agreed, Litams will deal directly with that customer. The reseller shall pass on the order details to Litams. Litams will supply the customer.

## Warranty and Support

All customer support and product warranty issues are dealt with by Litams. The reseller will not be burdened by “how to” questions, warranty or other support issues. In the rare case that a customer needs to use the two-year full warranty, this will be handled by Litams, at no burden or cost to the reseller.

## Pricing

Litams provides list prices. Resellers can offer a discount on the hardware prices, which will be subtracted from the margin, unless agreed otherwise with Litams. All prices are ex works, Incoterms 2000.

## No Further Obligations

Parties expressly agree that there are no further obligations. That means resellers have no targets, no MOQs or other obligations. Once a deal is concluded, Litams has no obligations to reseller with respect to the customer.

## Ts & Cs

Litams provides list prices. Resellers can offer a discount on the hardware prices, which will be subtracted from the Litams General Terms and Conditions apply.