

Letter of Intent for Business Cooperation

Energy Poland PV

[Date]

[Producer's Name]

[Producer's Address]

[City, Country]

Dear Sir/Madam,

We would like to present our proposal for business cooperation, which we believe will be beneficial for both your company and ours. We are a company engaged in warehousing and selling photovoltaic products, including inverters and energy storage systems, in the Polish and Ukrainian markets.

Cooperation Proposal

Delivery Terms

The producer will ship goods to Poland under one of the following delivery terms: DDP, DPU, or DAP (net delivery cost covered by the producer).

Cooperation Process

1. The producer ships goods to Poland under the agreed delivery terms
 - The goods are transported from a port in Europe to our warehouse in Poland.
2. The goods are stored in our warehouse in Poland (promotion and creation of sales offers)
 - After the goods are delivered to our warehouse, we take care of their storage and intensive promotion.
 - We create attractive sales offers and publish them on our website, Facebook, YouTube, TikTok, and other platforms, increasing visibility and interest in the products.
3. We sell the goods in Poland and Ukraine
 - We actively sell the goods in both the Polish and Ukrainian markets, increasing reach and sales potential.
 - Thanks to the local warehouse, we can quickly deliver goods to customers, which is a significant advantage in case of sudden market demands.
4. After the sale, we settle with the producer (ensuring safety for both parties)
 - After the goods are sold, we settle with the producer based on the previously agreed net price.
 - This settlement model ensures financial security for both us and the producer, as payment is made only after the goods are sold.
 - If the goods are not sold, the producer can retrieve them, minimizing the risk of losses for both the producer and us.

Additional Benefits of Cooperation:

- No need to invest our own capital in the goods: The recipient does not need to invest their own capital in purchasing the goods, allowing better financial management.
- Increased availability of goods: The warehouse in Poland will have a significant quantity of goods, enabling quick response to market needs and increased competitiveness.
- Minimization of logistic risk: The producer is responsible for the entire logistics process, minimizing the risk associated with transport and delivery.

- Greater flexibility: The recipient can focus on sales and marketing while the producer handles logistics and delivery.

We are confident that our cooperation proposal will be beneficial for both parties. If you are interested, please contact us to discuss the details and sign the relevant documents. We can also convert this letter of intent into a partnership agreement with signatures from both parties.

Sincerely,

Piotr Sobota
Energy Poland PV
Poland
sklep.energypolandpv@int.pl