

## Lease with Purchase Option

- **Small Amount of Up-Front Cash Required**
- **Easy Monthly Payments**
- **12 Month Lease Period**
- **Warranty**

RAYLASE offers you flexibility with financing your purchase by offering the lease with purchase option. These contracts allow you to lease scan heads, subsystems, software and electronics from RAYLASE by the month over a 12 month period. Once the 12 month contact with RAYLASE is complete and total payments have been made, the products become yours. There is always an option to buy the products for a cost benefit at any time earlier in the contract.

### Terms

|                          |  |
|--------------------------|--|
| Prices:                  | FCA Wessling/Germany (Incoterms 2000)  |
| Warranty:                | 12 months after delivery (optic components and wearing parts excluded)   |
| Delivery Time:           | Dependent on lead time of individual products and destination  |
| Payment Terms:           | Down payment 20% of the price quoted for RAYLASE - products plus 7.5% of the price quoted for RAYLASE - products as monthly leasing rate due the beginning of each month.                                |
| Rental Period:           | 12 months; upon expiry of the said term, customer will become owner of goods, if all amounts are paid.   |
| Lease Payment:           | RAYLASE AG has the right to request the customer send the goods back immediately if a monthly leasing rate is overdue.   |
| Deliver Terms:           | Our General Conditions for Supplies, Services and Licences apply, available for download at <a href="http://www.raylase.com">www.raylase.com</a> .   |
| Validity:                | We reserve the right to amend or modify this quotation.  |
| Liability:               | During the rental period, the customer is obliged to insure the goods reasonably against all risks.  |
| Early Transfer of Title: | The customer may request the transfer of the title to the goods at any time before expiry of the rental period, provided he pays the list price minus the down payment and 90% of the rent paid by then. |
| Retention of Title:      | We reserve title to the goods in accordance with Sec. 27 of our General Conditions for Supplies, Services and Licences.  |

## **Frequently asked questions**

### **What prices do I pay for the goods?**

The prices applicable to the lease with purchase option are the quoted – RAYLASE list prices for individual products.

### **Is there an obligation to buy the product?**

The lease with purchase option is for customers who intend to purchase the product but would prefer to pay the price in monthly instalments giving them flexibility. With the lease-option the customer has the right, but not the obligation, to purchase the products. A product test would be more financially favourable option for customers who do not intend to purchase.

### **What are the delivery times?**

The delivery time is dependent on the product and its specifications. Standard products are delivered within a 2 - 4 week period. RAYLASE will endeavour to give estimated delivery times on customised products.

### **On which day at the beginning of the month is my payment due?**

The payment is due on the last working day of the first calendar week of each month.

### **What happens if I miss a payment?**

If you miss a payment, you will receive a reminder to pay, failing that the rental-purchase agreement requires you to promptly return the item to RAYLASE.

### **Who pays for repairs if an item breaks down?**

This depends on the defect – customer negligence and optical components including general wear and tear is not covered by the warranty and repair cost will be incurred by the customer including the cost of shipping the item back to RAYLASE. Please refer to standard conditions on what is covered under warranty.