



Our Reference: ABB/CBO/DDR/EL-LP- 146/2021

Date: 20th July 2021

To,

Rocky Switchgears
4/1A, Kesari Nagar, First Street, Adambakkam
Kanchipuram, Chennai-600088, Tamil Nadu

Kind Attention: Mr Janaki Raman Ravichandran (09840042681)

Subject: Your application for appointment as a Channel Partner for ABB Electrification Business (Distribution System (RMU, CSS and AIS Products))

Dear Sir,

We are sincerely thankful to you for the interest shown in seeking channel partnership for our products & forwarding your application through our Chennai Office.

We are glad to inform that your application has been successfully shortlisted for appointment as our Channel Partner. We request you to arrange for the following & submit to us for the completion of the process of appointment.

- (1) Security Deposit Instrument through RTGS for INR 50,000/- in favor of "ABB India Limited"
- (2) ABB Code of Conduct document duly signed by yourself.
- (3) Attend mandatory integrity training session conducted by ABB.
- (4) Integrity Undertaking duly signed by yourself.

We would also like to apprise you that as per the company policy our business transactions with you would be on immediate payment basis through RTGS till further communication from us.

You are requested to contact Mr. B Srivatsan (09790994052) and Mr. Theodore Moses (08939399100) for product information, technical & commercial support at any point of time.

We request you to acknowledge the receipt and acceptance of this letter.

We once again thank you for your interest in us & look forward for a long-term symbiotic relationship with you.

Thanking You

Yours Sincerely

Mahesh GB
Associate Sales Director
Head - Distributors Channel
Electrification Business- India