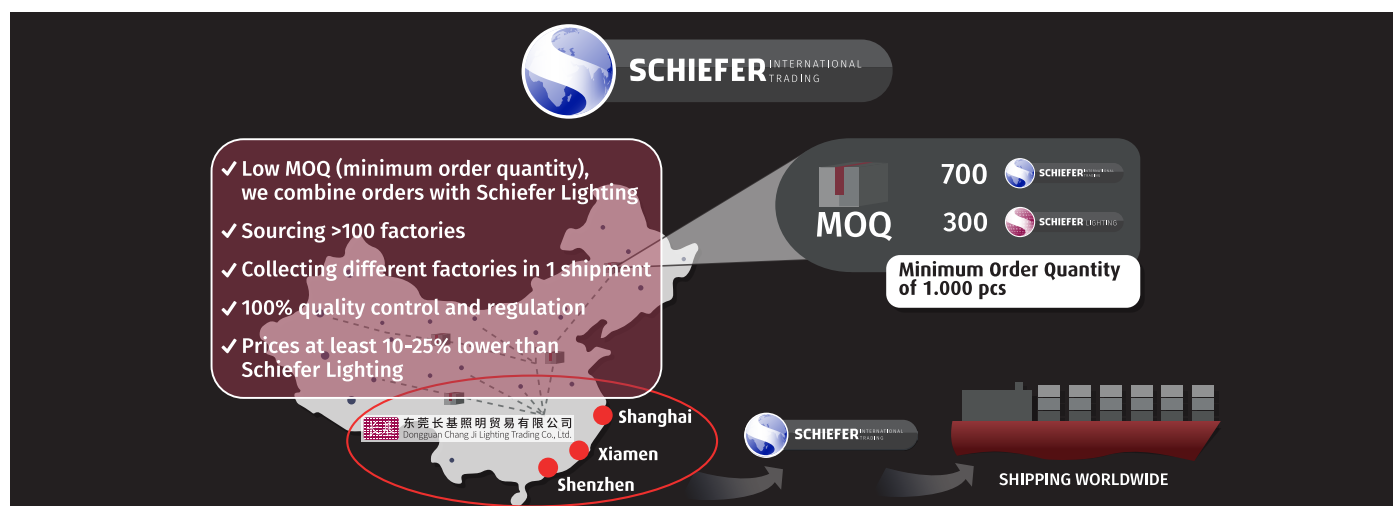


Schiefer International Trading

Since 2017, we serve customers with direct shipments from China under the name of Schiefer International Trading. We have contact with over 100 factories. We excel in collecting different types of goods for our customers from different factories in 1 single container, arranging 1 single export document. Our local contacts, on-site employees and local logistical knowledge enable us to do so quicker hence cheaper than our customers would do when importing themselves. Shipments can be arranged from 3 areas: Shanghai, Xiamen or Shenzhen.

Shipments from Xiamen and Shanghai are done by DEKRA or KLG, our logistic partner. In Shenzhen, we also check with our own people from Chang Ji. Importing via Schiefer International Trading means importing via a 100% European company whilst still having the same benefit of low pricing as you are used to via traditional Chinese trading companies. Your prices will be at least 10-25% lower than buying via Schiefer Lighting. Schiefer International Trading arranges 100% quality control and certificates according to European legislation

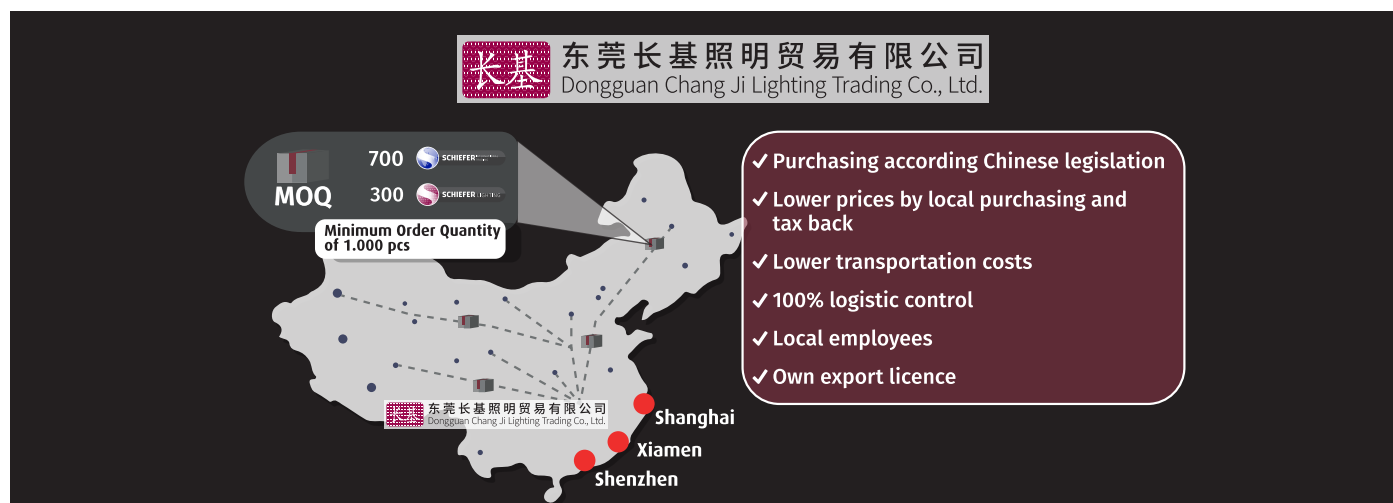
and European knowledge. Our USP: we combine the productions of our trading customers together with our own productions for Schiefer Lighting stock. This means that you are no longer facing nor dealing with high China MOQ's! Any item new to the Schiefer Lighting portfolio will be subject to presale to some of our bigger customers and / or we take the rest in stock so we will reach the MOQ together with the customer. We offer our lamps based on FOB with minimum shipment amount of USD 10,000 for ocean shipments, either full container or LCL. We are willing to do lower amounts against additional charges to be confirmed to cover local costs. In addition, we can arrange shipments by air or train. Just like any Chinese trader, we will ask for 30% down payment and the remaining 70% before shipment.



Chang Ji Lighting Trading

Schiefer Lighting and Schiefer International Trading are supported by our third company Chang Ji Lighting Trading, being 100% owned by the CEO of Schiefer Lighting and Schiefer International Trading. All orders from Schiefer Lighting and Trading go through Chang Ji. By doing so, we buy from local suppliers that do not have any export license and only supply to Chinese traders. This guarantees you the lowest price possible, because local Chinese companies always get lower prices than export customers do.

At the very same time we have a 100% quality and logistics control. Our suppliers have to sign our purchasing conditions, which cover 24 pages in Chinese and English, all according to Chinese legislation. Because our own, local employees do all work, we are able to arrange the lowest transportation costs.



Schiefer Lighting

Since 1995, Schiefer has been importing and exporting over 10,000 different types of lamps and keeps stock of over 3 million lamps. Our customers are traders, wholesalers, OEM customers, customers specializing in project lighting, fixture manufacturers, bigger end users and special customers.

We export to over 25 different countries all over the world and specialize in 9 different product categories:

- | | |
|--------------------------------|---|
| 1. Signal Lamps | 6. Signal LED / Special Purpose LED |
| 2. Special Incandescent Lamps | 7. Retrofit LED |
| 3. General Lighting Lamps | 8. HID / Metal Halide |
| 4. (Eco) Halogen Lamps | 9. Holders / Adaptors / Parts & Accessories |
| 5. (Compact) Fluorescent Lamps | |

Besides own import and our own registered brand SPL, we also supply popular brands like Philips, Osram, Sylvania et cetera. In addition to that, we provide your tailor made, own packaging: we help you with your own design and provide EAN codes. We make sure all packing details are according to the lamp specifications and comply with legislation.



Schiefer has her own in-house testing equipment to ensure 100 percent compliance.

For each LED production batch that arrives at Schiefer warehouses, we test 3 LEDs and archive them together with the test results. This test is complementary to the production tests already done in China prior to shipping to Europe (please also see under Chang Ji Lighting Trading). Each batch can be identified through our CRM system by using batch codes. For our own SPL brand and depending on the quality line chosen, we give a 2 to 5 year guarantee. In the event of a recall, we will support our customers for 100% and Chang Ji will arrange all necessary actions towards the factories.

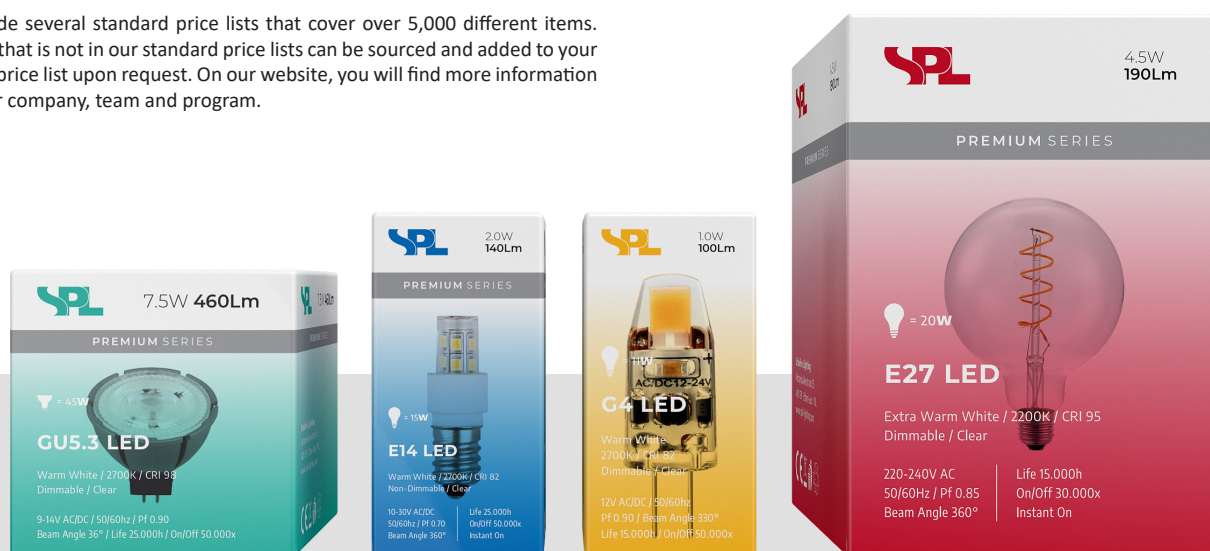
SCHIEFER LIGHTING

Product range:

- ✓ Signal lamps
- ✓ Special incandescent lamps
- ✓ General lighting lamps
- ✓ (Eco) halogen
- ✓ (CFL)
- ✓ Signal led / Special application led
- ✓ Retrofit led
- ✓ HID / Metal halide
- ✓ Lamp holders / adaptors / parts

- ✓ 10.000 types of lamps available
- ✓ > 3 million lamps in stock
- ✓ Shipment worldwide
- ✓ SPL brand + OEM
- ✓ Wholesale function for brands
- ✓ Inhouse testing equipment

We provide several standard price lists that cover over 5,000 different items. Any item that is not in our standard price lists can be sourced and added to your personal price list upon request. On our website, you will find more information about our company, team and program.



For more information please visit
<https://www.schiefer.nl>
<https://www.spl-lighting.com>