

To the attention of Mr Zhao Shu Cai

**SHANGHAI XIANGSHU INDUSTRIAL DEVELOPMENT Co. Ltd.**  
Room 2101, Shatian Tower,  
Changshou Road n° 587,  
Shanghai 200333  
PEOPLE'S REPUBLIC OF CHINA

**Subject : Letter of Representation**

Auxerre, France,  
November 28th, 2012

To whom it may concern:



### **Letter of Représentation**

We undersigned, PRECILEC S.A.S., certify that SHANGHAI XIANGSHU INDUSTRIAL DEVELOPMENT Co. Ltd. is acting as PRECILEC official distributor in the People's Republic of China for the marketing, the promotion and the sales of the following PRECILEC products:

- RADIO ENERGIE® AC and DC tachometers
- RADIO ENERGIE® Incremental encoders

This agreement is valid until December, 31<sup>st</sup> 2013.

And only by sourcing PRECILEC genuine RADIO-ENERGIE® products through SHANGHAI XIANGSHU INDUSTRIAL DEVELOPMENT Co. Ltd. you will enjoy the Warranty and Guarantee associated with the **renowned PRECILEC RADIO-ENERGIE® name.**

We thank you for your confidence,

Yours faithfully,



**Frédéric DURDUX**  
C.E.O. PRECILEC