GRUPA

WHOLESALE PRICELIST 2023

MODEL
ARIGATO
IGRAM
BALUNA
ILI_ILI
DOT

UPDATE / FEBRUARY 2023

TERMS AND CONDITIONS

BASIC WHOLESALE PRICE
Basic wholesale price listed in this pricelist is our starting price, excluding VAT, from which the partners purchase price and RRP are then calculated.

RECOMMENDED RETAIL PRICE - RRP
RRP for each product is basic wholesale price with added 25% VAT (the VAT rate in Croatia).

PURCHASE PRICE
Purchase price for each partner is basic wholesale price minus trade discount approved to the partner.

DISCOUNTS
Trade (professional) discount is negotiated with each new sales partner individually. Discounts and purchase prices will depend on the client type:

- dealer/distributor (presenting Grupa products in their showrooms or shops, buying stock and selling Grupa products to end customers on a regular basis);
If you wan't to become a reseller of Grupa, please contact us to get quote on trade discounts and purchase prices for dealers and distributors.

- projects/contract (using Grupa products in specific projects without holding stock or selling products on a regular basis);
For contract orders discount will depend on order quantity for each individual project. Please contact us, specify your project and quantities and ask for a quote.

PAYMENT TERMS
Generally we require advance payment for all orders.

If a dealer/distributor wishes to negotiate a payment delay period for certain orders, such terms can be discussed upon request and specified in the written Agreement.

For contract/project orders, payment terms will be discussed and agreed for each specific order.

MINIMUM ORDER QUANTITY
No minimum order quantity is required for ordering standard Grupa products that we hold on stock.

SHIPPING - EU COUNTRIES
dealer orders > 5+ products - FREE SHIPPING
dealer orders > 1 - 4 products:
15 € per product > standard EU cost
18 € per product > cost for FR, BE, NL, DK, DE
20 € per product > cost for Italy
22 € per product > cost for Switzerland and Baltic
25 € per product > cost for Spain and Portugal
30 € per product > cost for Greece and Ireland
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25 € per product > dropshipping for all EU markets

*distributors that have exclusivity on specific EU markets will generally have to pay the shipping costs for their orders

SHIPPING - OUTSIDE EU
EXW "ex-works" shipping terms are applied.

SHIPPING - PROJECT ORDERS
EXW "ex-works" shipping terms are applied.

LEAD TIMES
* time required to ship the goods after payment is received

Up to 6 lamps - we ship within 7 working days
Up to 20 lamps - we ship within 2 weeks
Up to 100 lamps - we ship within 4 weeks
More than 100 lamps - we ship within 4-8 weeks

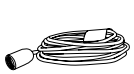
Lead times apply after purchase is committed.

Lead times can sometimes vary depending on the stock availability of a specific product model. Please indicate if faster lead times are required.

CERTIFICATION
CE - European Union (all collections)
EAC - Eurasian Customs Union (Arigato, ILI ILI)
GOST - Russian Federation (Arigato, ILI ILI)
UL - USA & Canda (Arigato, Baluna, ILI ILI)
RoHS - applicable worldwide (all collections)

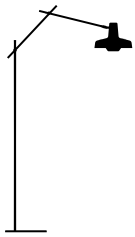
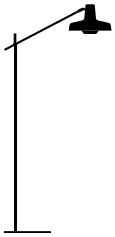
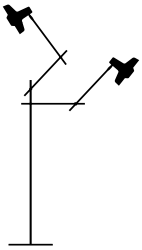
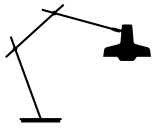
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MODEL COLLECTION – PRICES / All prices are listed in EUR /

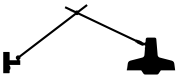
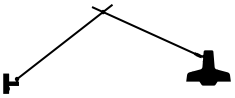
TYPE	NAME	CODE	LAMP / PACKAGE DIMENSIONS	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	MODEL 1	M1	27 x 27 x H 147 cm 29 x 33 x H 133 cm	6.2 kg	228.00 €
	MODEL 2	M2	35 x 35 x H 147 cm 29 x 33 x H 133 cm	5 kg	228.00 €
	MODEL 3	M3	31 x 27 x H 147 cm 29 x 33 x H 133 cm	3.6 kg	228.00 €
	MODEL light bulb	MOD-BULB	E27 glass globe with integrated LED bulb	0.3 kg	32.00 €
	MODEL cable set *	MOD-SET *	Cable set consists of colored cable, E27 bulb holder and wall plug	0.3 kg	32.00 €

* MODEL cable set available in various colors on stock; check grupa.com or send inquiry for color specification

ARIGATO COLLECTION - PRICES / All prices are listed in EUR /

TYPE	NAME	CODE	LAMP / PACKAGE DIMENSIONS (CM)	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	ARIGATO FLOOR	AR-F	base ø25, base arm L110, shade arm L30+36, shade ø22.8 cm 40 x 40 x H 120 cm	11 kg	428.00 €
	ARIGATO FLOOR PALACE	AR-FP	base ø25, base arm L110, shade arm L42, shade ø22.8 cm 40 x 40 x H 120 cm	10 kg	416.00 €
	ARIGATO FLOOR DOUBLE	AR-F2	base ø30, base arm L110, shade arm 2x L30+36, shade ø22.8 cm 40 x 40 x H 120 cm	14 kg	616.00 €
	ARIGATO TABLE	AR-T	base ø20, base arm L35, shade arm L25+32, shade ø22.8 cm 38 x 30 x H 60 cm	7.9 kg	364.00 €
	ARIGATO TABLE PALACE	AR-TP	base ø20, base arm L35, shade arm L35, shade ø22.8 cm 38 x 30 x H 60 cm	7.6 kg	352.00 €

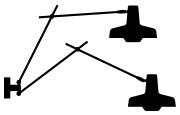
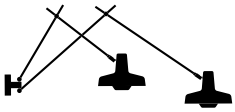
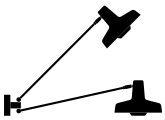
ARIGATO COLLECTION - PRICES / All prices are listed in EUR /

TYPE	NAME	CODE	LAMP / PACKAGE DIMENSIONS (CM)	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	ARIGATO WALL EXTRA SHORT *	AR-W-XS *	base ø9, base arm L12, shade ø22.8 cm 30 x 37 x H 21 cm	2 kg	236.00 €
	ARIGATO WALL SHORT	AR-W-S	base ø10, base arm L32, shade ø22.8 cm 38 x 30 x H 60 cm	3.6 kg	272.00 €
	ARIGATO WALL	AR-W	base ø10, shade arm L35+35, shade ø22.8 cm 38 x 30 x H 60 cm	3.8 kg	312.00 €
	ARIGATO WALL LONG	AR-W-L	base ø10, shade arm L55+55, shade ø22.8 cm 40 x 40 x H 80 cm	4.2 kg	344.00 €

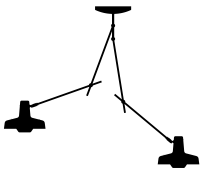
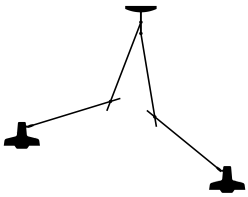
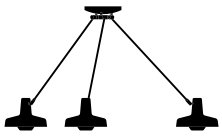
* AR-W-XS available on stock in black, white, red, green, blue

All other Arigato models available on stock in standard black or white

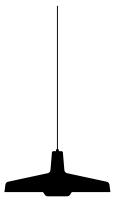
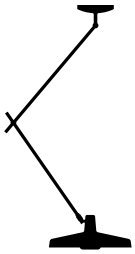
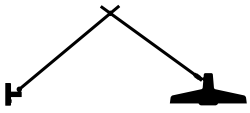
ARIGATO COLLECTION - PRICES / All prices are listed in EUR /

TYPE	NAME	CODE	LAMP / PACKAGE DIMENSIONS (CM)	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	ARIGATO WALL DOUBLE	AR-W2	base ø10, shade arm 2x L35+35, shade ø22.8 cm 40 x 40 x H 80 cm	5.5 kg	552.00 €
	ARIGATO WALL DOUBLE LONG SHORT	AR-W2-LS	base ø 10, long arm L55+55, short arm L 35+35, shade ø 22.8 cm 40 x 40 x H 120 cm	7.5 kg	592.00 €
	ARIGATO WALL PALACE DOUBLE	AR-WP2	base ø 10, shade arm 2x L55, shade ø 22.8 cm TBA	TBA	520.00 €

ARIGATO COLLECTION - PRICES / All prices are listed in EUR /

TYPE	NAME	CODE	LAMP / PACKAGE DIMENSIONS (CM)	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	ARIGATO CEILING	AR-C	base ø20, shade arm L35+35, shade ø22.8 cm 38 x 30 x H 60 cm	4.2 kg	304.00 €
	ARIGATO CEILING LONG	AR-C-L	base ø20, shade arm L55+55, shade ø22.8 cm 40 x 40 x H 80 cm	4.4 kg	336.00 €
	ARIGATO CEILING DOUBLE	AR-C2	base ø20, shade arm 2x L35+35, shade ø22.8 cm 40 x 40 x H 80 cm	5.5 kg	528.00 €
	ARIGATO CEILING DOUBLE LONG	AR-C2-L	base ø20, shade arm 2x L55+55, shade ø22.8 cm 40 x 40 x H 120 cm	7.2 kg	584.00 €
	ARIGATO CEILING PALACE TRIPLE	AR-CP3	base ø20, shade arm 3x L65, shade ø22.8 cm TBA	TBA	704.00 €

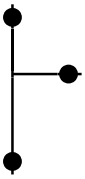
ARIGATO COLLECTION - PRICES / All prices are listed in EUR /

TYPE	NAME	CODE	LAMP / PACKAGE DIMENSIONS (CM)	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	ARIGATO PENDANT *	AR-P *	ceiling rose ø8.6, shade ø22.8, cable 250 cm 30 x 37 x H 21 cm	1.6 kg	208.00 €
	ARIGATO PENDANT RAW	AR-Prw			224.00 €
	ARIGATO PENDANT 45 *	AR-P-45 *	ceiling rose ø8.6, shade ø45, cable 250 cm 55 x 55 x H 25 cm	4 kg	348.00 €
	ARIGATO PENDANT 45 RAW	AR-P-45rw			364.00 €
	ARIGATO CEILING 45	AR-C-45	base ø20, shade arm L70+70, shade ø45 cm 55 x 40 x H 103 cm	8.5 kg	684.00 €
	WALL 45	AR-W-45	base ø13, shade arm L70+70, shade ø45 cm 55 x 40 x H 103 cm	8.5 kg	708.00 €

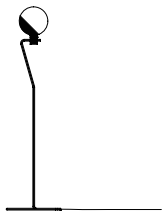
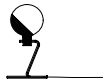
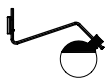
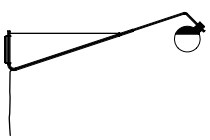
* AR-P and AR-P-45 available on stock in black, white, red, green, blue and raw

All other Arigato models available on stock in standard black or white

IGRAM COLLECTION – PRICES ⁄ All prices are listed in EUR ⁄

TYPE	NAME	CODE	PACKAGE DIMENSIONS	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	IGRAM LAMP TABLE (table top included)	IG-LT	package #1 (construction) 40 x 40 x H 132 cm package #2 (table top) 52 x 52 x H 8 cm	14.5 kg	792.00 €
	IGRAM WALL	IG-W	54 x 16 x H 106 cm	4.5 kg	592.00 €
	IGRAM PORTABLE TABLE LAMP shape I (available on stock in black, grey, blue, red)	IG-PT-I	19 x 19 x 48.5 cm	2 kg	336.00 €
	IGRAM PORTABLE TABLE LAMP shape J (available on stock in black, grey, blue, red)	IG-PT-J	19 x 19 x 48.5 cm	2 kg	336.00 €
	TABLE TOP GLAZED CERAMIC (available as a extra part on stock in black, white)	TT-GC	table top ø 40 cm 52 x 52 x H 8 cm	5.7 kg	180.00 €
	TABLE TOP TEMPERED GLASS (available as a extra part on stock in black, white, grey, beige, red)	TT-TG	table top ø 40 cm 52 x 52 x H 8 cm	5.7 kg	180.00 €
	TABLE TOP OAK VENEER (available as a extra part on stock in black)	TT-OV	table top ø 40 cm 52 x 52 x H 8 cm	3.5 kg	180.00 €

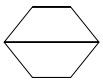
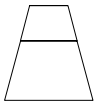
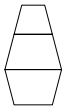
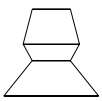
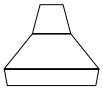
BALUNA COLLECTION - PRICES / All prices are listed in EUR /

TYPE	NAME	CODE	LAMP / PACKAGE DIMENSIONS	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	BALUNA FLOOR	BA-F BA-Fnd	base ø37; H140 cm, glass globe ø19.7 39 x 39 x H 142 cm	5.6 kg	496.00 € 464.00 €
	BALUNA TABLE	BA-T BA-Tnd	base ø25; H46 cm, glass globe ø19.7 27 x 27 x H 52 cm	3.1 kg	392.00 € 360.00 €
	BALUNA TABLE / WALL (with cord)	BA-TW	base ø12; H/L26 cm, glass globe ø19.7 27 x 27 x H 33 cm	2.7 kg	336.00 €
	BALUNA CEILING / WALL (without cord)	BA-CW	base ø12; H/L26 cm, glass globe ø19.7 27 x 27 x H 33 cm	2.7 kg	312.00 €
	BALUNA WALL MEDIUM	BA-W-M BA-W-M nd	base 4x2xH9; L51.5 cm, glass globe ø19.7 27 x 39 x H 62 cm	3.1 kg	416.00 € 384.00 €
	BALUNA WALL LONG	BA-W-L BA-W-Lnd	base 4.3x3xH21, L 118-190 cm, glass globe ø19.7 27 x 39 x H 118 cm	5 kg	704.00 € 672.00 €

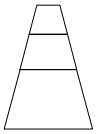
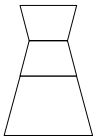
BALUNA COLLECTION - PRICES ⁄ All prices are listed in EUR ⁄

TYPE	NAME	CODE	LAMP ⁄ PACKAGE DIMENSIONS	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	BALUNA CEILING	BA-C BA-Cnd	base ø9.1, H 136-200 cm, glass globe ø19.7 27 x 27 x H 142 cm	5.2 kg	560.00 € 528.00 €
	BALUNA PENDANT	BA-P	ceiling rose ø8.6, glass globe ø19.7, cable 250 cm 27 x 27 x H 45 cm	2.6 kg	280.00 €
	BALUNA CHANDELIER 3	BA-CH3	base ø24; H70 cm, long arm L118.5 cm, short arm L59.5 cm, glass globe ø19.7 package #1 126.5 x 29 x 31.6 cm package #2 28 x 28 x 80 cm	9 kg + 4.8 kg	1,360.00 €
	BALUNA CHANDELIER 6	BA-CH6	base ø24; H90.5 cm, arm 3x L127.5 cm, glass globe ø19.7 package #1 150.5 x 40 x 31.6 cm package #2 28 x 54.5 x 80 cm	11 kg + 9.6 kg	2,640.00 €

ILI_ILI COMBO - PRICES / All prices are listed in EUR /

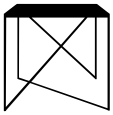
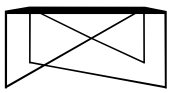
COMBO	COMBO NAME	COMBO CODE	LAMP / PACKAGE DIMENSIONS	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	MADAME BOVARY	BB	18.5 x H 22.9 cm 25.5 x 26.5 x H 18.5 cm	1 kg	148.00 €
	KISS ME	EE	31.7 x H 22.9 cm 36.5 x 37 x H 23 cm	1.2 kg	172.00 €
	MORNING AFTER	BC	29 x H 31 cm 36.5 x 37 x H 23 cm	1.2 kg	172.00 €
	LA LAVA	ABD	18.5 x H 26.3 cm 25.5 x 26.5 x H 18.5 cm	1.1 kg	172.00 €
	COCKTAIL PLEASE	ADB	18.5 x H 26.3 cm 25.5 x 26.5 x H 18.5 cm	1.1 kg	172.00 €
	GONE FISHING	AAB	18.5 x H 30.4 cm 25.5 x 26.5 x H 18.5 cm	1.1 kg	184.00 €
	NIGHTY NIGHT	ABB	18.5 X H 32.3 cm 25.5 x 26.5 x H 18.5 cm	1.1 kg	192.00 €
	PROM QUEEN	BDE	31.7 x 28.2 cm 36.5 x 37 x H 23 cm	2 kg	192.00 €
	CAT'S HAT	AEF	31.7 x H 26.3 cm 36.5 x 37 x H 23 cm	2 kg	204.00 €

ILI_ILI COMBO - PRICES / All prices are listed in EUR /

COMBO	COMBO NAME	COMBO CODE	LAMP / PACKAGE DIMENSIONS	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	CONEY CONE	ABC	29 x H 40.5 cm 36.5 x 37 x H 23 cm	2 kg	216.00 €
	DANCE ALL NIGHT	BBC	29 x H 42.4 cm 36.5 x 37 x H 23 cm	2 kg	224.00 €
	WALL LAMP	AB-WALL	35 x 18.5 x H 27 cm base ø8.5 cm 30 x 30 x H 40 cm	1.5 kg	232.00 €

* ILI ILI collelction available in various colors on stock; check grupa.com or send inquiry for RAL color specification

DOT COLLECTION - PRICES / All prices are listed in EUR /

TYPE	NAME	CODE	TABLE / PACKAGE DIMENSIONS	PACKAGE WEIGHT	BASIC WHOLESALE PRICE (excl. VAT)
	DOT TABLE SMALL	DOT-S	40 x 40 x H 45 cm 41 x 41 x H 46 cm	6 kg	280.00 €
	DOT TABLE LARGE	DOT-L	55 x 70 x H 35 cm 56 x 71 x H 36 cm	10 kg	372.00 €

* DOT collelction available on stock in black and white, green and grey available upon request

GRUPA

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