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## SLC DF FA BU Circular – Information

### Subject: DF FA list price adjustment DF FA 产品价格调整

With immediate effect, the list prices of the following DF FA products have been adjusted:  
 DF FA 新财年产品列表价格调整如下（立即生效）：

Product 产品	PG 产品组	RMB List Price adjustment 列表价调整
LOGO! 0BA6	2AP	+10%
S7-200 "classic"	2AP	+10%
S7-200CN	220 -> 2AP <sub>1)</sub>	+10%
S7-1200 / S7-1200F	212 / 213	+3%
S7-300 CPU & I/O	230 / 231	+3%
S7-300F CPU & I/O	241	+3%
ET 200S / M	250	+3%
ET 200SP CPU/ ET 200SP F CPU (S7-1510/1512/1510F/1512F)	215 / 216 <sub>2)</sub>	+3%
S7-1500 / S7-1500F CPU S7-1500 IO / ET 200MP	215 / 216 219 <sub>3)</sub>	+0%

Product 产品	PG 产品组	RMB List Price adjustment 列表价调整
S7-1500 T-CPU	214	Refer to detailed price list 详情参见详细价格列表
SIMOTIOM	731	+2%
TDC / FM 458	246	+5%
Basic Panel (1 <sup>st</sup> Generation) 第一代精简面板	2AP	+10%
	237	+2%
Mobile Panel (1 <sup>st</sup> Generation) 第一代移动面板	2AP	+10%
TD400C	2AP	+10%
IPC (347E, 647D, 847D, 627D, 827D, 277E, 477E, 477D Pro, 677D)	203/205/274/275	+5%
IPC 477D, IPC 427D	202/274	+2%
STEP7 Classic (incl. Safety)	241/265/266/267 <sub>2)</sub>	+10%
STEP7 TIA Portal (incl. Safety)	213/216/265/267 <sub>2)</sub>	+5%
WinCC TIA Portal (Comfort, Advanced, Professional)	269/272/276/277/278 <sub>2)</sub>	+5%
WinCC V7	276	V7.2, V7.3: +8% V7.4: +5%
	2AP	V7.0: +5%
Powerrate	279	+5%
SIPLUS extreme	470-474	Follow standard product 参照标准产品的调整幅度
Other phase out products 其他退市产品	2AP	+10%

1) Phase out announcement on Oct 1<sup>st</sup>, 2017  
该类产品于 2017 年 10 月 1 日退市

2) Pricing update is valid only for certain MLFBs in this PG  
仅对该产品组下的部分订货号进行价格调整

3) Starting from Oct 1<sup>st</sup>, 2017, the price group of S7-1500 IO / ET 200MP and accessories changes from PG 215 to PG 219, while the price group of S7-1500 CPU and ET 200SP CPU remains PG 215 unchanged  
2017 年 10 月 1 日起, S7-1500 IO / ET 200MP 及附件的价格组从 PG 215 改为 PG 219, S7-1500 CPU 以及 ET200SP-CPU 的价格组保持 PG 215 不变

The above table is only a reference. Please refer to the link for detailed price changes of individual order numbers (MLFB).

鉴于上表所列折扣是该产品组平均折扣的调整，具体价格组所含产品价格变化会略有不同，无法完全尽数列出，详细订货号的价格调整以所附的价格列表为准。

In order to push the migration from SIMATIC “classic” products to our new generation and enhance the ramp up of innovative flagship products, S7-1500, TIA Portal Options, S7-200 SMART, SMART LINE V3, LOGO! 8, Comfort Panel, Basic Panel 2<sup>nd</sup> Generation, Mobile Panel 2<sup>nd</sup> Generation, IPC3000 SMART V2 will keep the same list price as last FY.

为了进一步推进 SIMATIC 经典产品的移植与旗舰产品的增长，S7-1500, TIA 博途数字化组件，S7-200 SMART, SMART LINE V3, LOGO! 8, 精智面板，第二代精简面板和移动面板，IPC3000 SMART V2 的列表价与去年保持不变。

For any question regarding price changes or migration, please don't hesitate to contact your responsible BRS colleagues.

任何问题，请咨询相关的 BRS 同事。

Signed  
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General Manager  
SLC DF FA

Signed  
Yang Lin  
Commercial Manager  
SLC DF FA BA

Link: DF FA RMB List prices FY18  
<https://info.siemens.com.cn/industry/dept/ia/bu/as/price.html>