



To: **From:** 鞠佳楠

Company: 北京光华荣昌汽车部件有限公司
BEIJING GOLDRARE AUTOMOBILE PARTS CO., Ltd

Dept.: 一汽-大众汽车有限公司 EBO采购部
FAW-Volkswagen Automotive Co., Ltd. EBO-SU

Fax: **Fax:**

Phone: **Phone:** 0086-431-81277138

E-mail: **E-mail:** Jianan.Ju.EBO@faw-vw.com

Page: **Date:** 2017/12/6

Nomination Letter from FAW-Volkswagen Automotive Co. Ltd.
一汽-大众 供应商提名信

尊敬的 女士/先生,
Dear Madam or Sir:

我们（一汽-大众汽车有限公司，以下简称“提名方”）特此通知您，根据我们的决定贵公司被定为下列产品的批量供应商。 **2017/12/6** **CSC会议**

We (FAW-VW, called "Nomination Party") inform you that according to our decision, your company has been nominated as our supplier. **2017/12/6** **CSC**

项目/ Project: **BC316**

时间节点 / Project milestones:

预批量生产 / PVS:	零批量 / OS:	批量生产开始 / SOP:
KW24/18	KW36/19	KW48/19
OTS送样周期/OTS Delivery	OTS认可周期/OTS Release	批量认可周期/QA Release
- 周weeks	- 周weeks	- 周weeks

本提名信对供应商和提名方双方具有约束力。贵公司在接到提名信后立即开展国产化工作。此外，一汽-大众还将与贵公司签署一份同样有约束力的试制协议（TMA）。试制协议包含两份附件，价格协议和进度表，请贵公司接到提名信后马上和我公司批量采购员取得联系签订价格协议以及外协件生产准备工程师取得联系签订进度表。

This nomination Letter has the restraint to both of the supplier and nomination party. Please your company start your production preparation work immediately after getting the nomination letter. In addition, FAW-VW will sign the Trial Manufacturing Agreement (TMA) with your company, which has the same restraint as the nomination letter. TMA includes two attachments: Price agreement and Time Schedule. Please your company contact with SU-PP to sign the Price Agreement and SU-PR to sign the Time Schedule.

供应商应保证提名方预计需求上下浮动15%的产能，并保证该15%的浮动产量适用于该价格。

Your company should possess the flexibility of $\pm 15\%$ capacity, and maintain the price for the flexibility capacity.

供应商在此明确确认，一汽-大众有权对供应商供货期间的竞争力进行考察（例如通过全球采购方式），如供应商的价格不再具有竞争力，则一汽-大众有权将份额转移给其他竞争者。

Your company clearly confirms that FAW-VW has the right to the re-examine your company's competitive ability during the contract period (e.g. way of Global Sourcing). If your price is not competitive, FAW-VW has the right to transfer the volume share to other competitors.

如果由于供应商原因导致无法保证SOP，供应商需要承担LC, CKD/SKD价差。If SOP cannot be guaranteed due to your fault, your company should pay the price gap between LC and CKD/SKD price.

定点的前提条件是，到预批量生产（PVS）之前达到各项确定的目标，特别是：

The nomination condition is, your company must achieve all the aims before PVS, especially for the aims as follows:

- 价格/ Price
- 模具/ Tooling
- 质量/ Quality
- 工装样件提供周期/ OTS delivery cycle

(批量产地，批量工装，批量设备，完成自检实验的样件时间OTS delivery cycle under serial condition and after self-test)





最终确定价格: Final price

零件号	零件名称	A价格	B价格	模具投资	开发认可费	捆绑金额	降价计划(%)		
Part Number	Part Name	A price	B price	Tooling	Development	Quick Saving	N+1	N+2	N+3
5CG 857 501 F	外后视镜	142.97	145.67	950,000	0	0	1	1	1
5CG 857 502 F	外后视镜	137.97	140.67		0	0	1	1	1
5CG 857 501 G	外后视镜	181.24	183.94		0	0	1	1	1
5CG 857 502 G	外后视镜	176.24	178.94		0	0	1	1	1

备注: Remarks:

- 份额/Share: 50%
- 零件价格单位/Part price unite: 人民币/ RMB
- 汇率/Exchange: 1欧元/Euro= 7.50 人民币/ RMB
- 生产地点 / Production place: 成都 Chengdu
- 所有预批量生产 (PVS) 和零批量 (OS) 所需要的零件按照批量供货价格结算。
- All the parts which are used on PVS and OS will be paid by FAW-VW with the same price
- 模具投资费用由一汽-大众支付, 产权归一汽-大众所有。
- Tooling cost will be paid by FAW-VW, and owned by FAW-VW.

在您的报价中涉及的零部件只能用于提名方的汽车生产, 不能作其他任何用途。

All the parts in your offer can only be used in the producing of the Nomination party and cannot be used in any other ways.

请您在一周之内向提名方确认已收到这封供应商提名信。(并签字)

Please inform the Nomination Party to confirm that you have got the Nomination Letter in one week. (signed)

顺祝商祺!

With Best Regards!

FAW-VW EBO SU

We certify that, have got the Nomination Letter and accept the above requirement.

我们特此证明, 北京光华荣昌汽车配件有限公司 收到本提名信并且接受上述要求。

王松 2019-11-06

Name/姓名, Date/日期



扫描全能王 创建