

**Beijing Foton Daimler Automotive Co., Ltd.**  
北京福田戴姆勒汽车有限公司

*Phone 电话*  
+86 13601065759

*Buyer 采购员*  
Haifeng Cheng

*Date 日期*  
05/08/2022

**Annual Contract H6 Part**

**H6 零件年度合同**

Between  
协议双方

**Beijing Foton Daimler Automotive Co., Ltd.**  
北京福田戴姆勒汽车有限公司

No. 21 Hongluo Donglu, Huairou District, Beijing, China  
中国北京市怀柔区红螺东路 21 号

- hereinafter referred to as "BFDA" -  
- 以下简称“BFDA” -

and  
与

**Beijing Goldrare Automobile Parts Co.,Ltd.**  
北京光华荣昌汽车部件有限公司

Industrial Park of Liucun Town, Changping District, Beijing, China  
中国北京昌平区流村镇工业园区

- hereinafter "Partner" or "Supplier" -  
- 以下简称“合作伙伴”或“供应商” -

- BFDA and Partner hereinafter jointly "Contracting Parties" and individually "Contracting Party"-  
- BFDA 及合作伙伴合称“协议双方”，单独称“协议一方” -

Whereas: both parties have signed Supply Agreement H6 Part (hereinafter referred to as "SA"), and now sign this Annual Contract H6 Part (hereinafter referred to as "Annual Contract") on specific procurement matters in 2019/2020.

鉴于：双方已经签署 H6 零件供应协议（以下简称为“采购合同”），现就 2019/2020 年的具体采购事项签订本 H6 零件年度合同（以下简称为“年度合同”）。

## 1 一、Parts & Price 零部件及价格

BFDA purchase and Supplier supply the goods/services designated see Annex 1.  
采购方采购且供应商供应下述指定货物/服务见附件一零件与价格。

## 2 Order and goods receiving 订单及收货

Unless otherwise agreed previously in writing, BFDA MB BU sends orders, goods receipt to suppliers through SRM system. The expenses incurred by suppliers using SRM system shall be borne by the suppliers themselves.

除非事先另有书面约定，BFDA 奔驰事业部通过 SRM 系统向供应商下发订单以及收货，供应商使用 SRM 系统产生的费用由供应商自行承担。

## 3 Payment terms 付款条件

Only when the Goods have been correctly delivered and/or the Services have been properly performed in their entirety and BFDA has accepted them, supplier then can issue the invoice. Payment will become due on the 25th of the month following delivery/service, provided the invoice, including suitable proof of performance, is dated in the month of delivery/service and is received by the responsible BFDA Invoice Verification department by the third working day of the following month. BFDA reserves the right to raise objections after payment has been made.

只有当货物已正确交付和/或服务已全部正确履行且 BFDA 已接受时，供应商才能开具发票。

如果发票（包括适当的验收合格证明）在产品/服务交付的当月开具，并且 BFDA 的发票验收负责部门在转月的第三个工作日之前收到了该票据的情况下，则付款在产品/服务交付后的转月 25 号到期。即使付款已经完成，BFDA 仍保留提出异议的权利。

## 4 Term of the Agreement 协议期限

4.1 This Agreement comes into force on 01.08.2022 and ends on 31.12.2022. The Agreement cannot be terminated ordinarily. The right of the Contracting parties of extraordinary termination for cause shall not be affected.

本协议于 2022 年 08 月 01 日生效，并于 2022 年 12 月 31 日结束。一般情况下本协议不能终止。协议双方因终止事由而意外终止的权利不受影响。

## 5 Other Agreements 其他协议

5.1 Unless otherwise stated in this Agreement or previously agreed and documented in a Supply Agreement, the most current versions of the General Purchase Conditions for H6 Parts and the BFDA Special Terms for H6 Parts are applicable. BFDA will inform Partner of changes to the General Purchase Conditions for H6 Parts and the BFDA Special Terms for H6 Parts by giving appropriate advance notice.

除非本协议中另有规定或之前在供应协议中另有约定和记录，否则 H6 零件通用采购条件和 BFDA H6 零件专用条款的最新版本适用。BFDA 将通过发出适当的提前通知，通知合作伙伴 H6 零件的一般采购条件和 BFDA H6 零件的特殊条款的变更。

5.2 Unless otherwise expressly agreed in this Agreement, the following order of precedence applies:

除非本协议另有明确约定，则以以下优先顺序适用：

- this Agreement (Annual Contract H6 Part);  
本协议（即 H6 零件年度合同）
- Supply Agreement H6 Part;  
H6 零件供应协议；
- General Purchase Conditions for H6 Parts respectively the most current version;  
H6 零件的一般购买条件的相应最新版本；
- BFDA Special Terms for H6 Parts respectively the most current version;  
H6 零件的 BFDA 特别条款相应最新版本；
- other existing agreements relating to the Parts.  
与零件有关的其他现有协议。

## 6 **General Provisions 一般条款**

6.1 No oral collateral agreements have been made. Modifications and additions to this Agreement, and its revocation, are valid only if made in writing. The same applies in respect of the modification or revocation of this provision.

未达成口头附属协议。本协议的修改和补充及该修改和补充的撤销仅在以书面形式提出时有效。本条规定的修改或撤销同样仅在以书面形式提出时有效。

6.2 Should any provision of this Agreement be invalid, the Contracting Parties will replace it with an effective provision that accords as closely as possible with the intended commercial purpose of the invalid provision. The invalidity of individual provisions will not affect the validity of the remaining provisions.

如果本协议的任何条款无效，协议双方将以有效条款取代该条款。有效条款将尽可能与无效条款的预期商业目的相符。个别条款的无效不会影响其余条款的有效性。

6.3 The Annexes to this Agreement are an integral part of the Agreement.

本协议的附件是本协议的组成部分。

## 7 **Governing Law and Dispute Resolution 管辖法律与争议解决**

7.1 Governing Law 管辖法律

The formation of this Agreement, its validity, interpretation, execution and any performance of this Agreement, and the settlement of any disputes hereunder, shall be

governed by published and publicly available laws, rules and regulations of China. If there are no published or publicly available Chinese laws, rules or regulations or international treaties or conventions governing a particular matter, the then current general business practices in China shall apply, to the extent they are in conformity with generally accepted international business practices and principles.

本协议的订立，其有效性、解释、签署和本协议的任何履行，以及本协议项下任何争议的解决，均受中国公布和公开的法律、法规或规章的管辖。如果对某特定事项而言，没有管辖该特定事项的公布或公开的中国法律、法规或规章或国际条约或公约，则在符合公认的国际商业惯例和原则的范围内，应适用当时的中国一般商业惯例。

## 7.2 Dispute Resolution 争议解决

- (1) In the event any dispute arises between the Contracting Parties out of or in relation to this Agreement, including any dispute regarding its breach, termination or validity, the Contracting Parties shall attempt in the first instance to resolve such dispute through friendly consultations.

如果协议双方因本协议或就本协议产生任何争议，包括有关本协议违约、终止或有效性的任何争议，协议双方应首先尝试通过友好协商解决争议。

- (2) If the dispute has not been resolved by friendly consultations within sixty (60) days after one Contracting Party has served written notice to the other Contracting Party requesting the commencement of such consultations, then any concerned Contracting Party may submit the dispute to the people's court where BFDA is registered.

如果在协议一方向另一协议方发出书面通知要求开始进行协商后六十（60）天内未能通过友好协商解决争议，则该方可将争议提交至 BFDA 注册所在地的人民法院。

## 8 Miscellaneous Provision 其它约定

This Agreement is made in both English and Chinese. If there is any conflict between the two languages versions, the English version shall prevail.

本协议同时以英文和中文签署。如果两种语言版本之间有任何冲突，以英文版本为准。

Authorised to sign for Beijing Foton Daimler Automotive Co., Ltd.  
经授权代表北京福田戴姆勒汽车有限公司进行签署

\_\_\_\_\_  
By (signature):  
授权代表人 (签名):

\_\_\_\_\_  
Mona Scheffel  
Name (block letters):  
姓名 (正楷大写)

\_\_\_\_\_  
Proc. Senior Manager 采购高级经理  
Title:  
职务:

\_\_\_\_\_  
Beijing 北京  
Place, Date:  
地点, 日期:

\_\_\_\_\_  
By (signature):  
授权代表人 (签名):

\_\_\_\_\_  
Haifeng Cheng 承海峰  
Name (block letters):  
姓名 (正楷大写)

\_\_\_\_\_  
Buyer 采购员  
Title:  
职务:

\_\_\_\_\_  
Beijing 北京  
Place, Date:  
地点, 日期

Authorised to sign on behalf of Beijing Goldrare Automobile Parts Co., Ltd. (Company Chop)  
经授权代表北京光华荣昌汽车部件有限公司 (公司印章) 进行签署

\_\_\_\_\_  
By (signature)  
授权代表人 (签名):

\_\_\_\_\_  
Name (block letters)  
姓名 (正楷大写)

\_\_\_\_\_  
Title  
职务

\_\_\_\_\_  
Place, Date  
地 点 , 日 期

P-24570000208-202271

**Annex 1: Parts and Prices 附件 1: 零件与价格**

物料	物料描述 (中文)	物料描述 (英文)	ZGS 编号	工厂	国际贸易条款	单位	价格有效期开始	价格有效期结束	基本价格 (PB00)	模具分摊 (ZTOL)	原材料价格调整(ZRMS)	计划协议当前净价	货币
Part number	Part name (CN)	Part name (EN)	ZGS Code	Plant	Incoter m	Order unit	Price valid from	Price valid to	Basic price (PB00)	Tool amortizati on (ZTOL)	RM Surcharge (ZRMS)	SA Net Pr. Cur.	currency
A9608106519	ZB 后视镜	ZB MIRROR OTR RH LHD CHN CABIN2500	001	5981	FCA	ST	20220801	20221231	259.07	11.38	11.80	282.25	CNY
A9608106619	ZB 后视镜	ZB MIRROR OTR LH LHD CHN CABIN2500	001	5981	FCA	ST	20220801	20221231	259.07	11.38	11.80	282.25	CNY
A9608117807	盖板	COVER LWR RH CHN	001	5981	FCA	ST	20220801	20221231	4.33	2.03	0.81	7.17	CNY
A9608117907	盖板	COVER UPR RH CHN	001	5981	FCA	ST	20220801	20221231	2.19	1.20	0.31	3.69	CNY
A9608118007	盖板	COVER LH CABIN2500 CHN	001	5981	FCA	ST	20220801	20221231	14.48	9.81	3.05	27.34	CNY
A9608118107	盖板	COVER RH CABIN2500 CHN	001	5981	FCA	ST	20220801	20221231	14.48	9.81	3.05	27.34	CNY
A9608118207	盖板	COVER LWR LH CHN	001	5981	FCA	ST	20220801	20221231	4.00	2.31	0.66	6.97	CNY
A9608118307	盖板	COVER LWR RH CHN	001	5981	FCA	ST	20220801	20221231	4.00	2.31	0.66	6.97	CNY
A9608118407	盖板	COVER LWR LH CHN	001	5981	FCA	ST	20220801	20221231	4.33	2.03	0.81	7.17	CNY
A9608118507	盖板	COVER UPR LH CHN	001	5981	FCA	ST	20220801	20221231	2.19	1.20	0.31	3.69	CNY
A0028107516	LU 补盲镜总成	LU KERB MIRROR OTR CHN	001	5981	FCA	ST	20220801	20221231	41.78	3.81	1.01	46.60	CNY
A9609103909	LU 副驾座椅 / 平地板	LU LU ADJACENT DRIVER SEAT RH FLOOR / EBEN	003	5981	FCA	ST	20220801	20221231	638.64	38.66	31.53	708.83	CNY
A9609100711	LU 底板	LU LU BASE PLATE	004	5981	FCA	ST	20220801	20221231	67.41	4.97	9.17	81.55	CNY
A9609109520	LU 减震座椅	LU SUSPENSION SEAT LH	001	5981	FCA	ST	20220801	20221231	1815.0	105,66	46.84	1861.84	CNY
A9609109920	LU 减震座椅	LU SUSPENSION SEAT RH AD.DRIV.ST	001	5981	FCA	ST	20220801	20221231	1833.0	391.48	46.84	2271.32	CNY
A9609109820	LU 减震座椅	LU SUSPENSION SEAT LH SEAT-VENT	001	5981	FCA	ST	20220801	20221231	2907.94	268.40	46.84	3223.18	CNY

A9609109620	LU 减震座椅	LU SUSPENSION SEAT LH SEAT-HEATING	001	5981	FCA	ST	20220801	20221231	2115.76	0	46.84	2162.60	CNY
A9609109720	LU 减震座椅	LU SUSPENSION SEAT LH SEAT-VENT	001	5981	FCA	ST	20220801	20221231	2857.70	0	46.84	2904.54	CNY

工厂	国际贸易条款	国贸条款位置
Plant	Incoterm	Incoterm Location
5981	FCA	Huanghua

RM type from supplier	Reference platform	Reference Index	RM price implemented 原材料执行价格		
供应商提供的原材料牌号	参考平台	参考指数	RM fluctuation reference period 参考原材料波动周期	RM price without VAT (RMB) 未税价格 (人民币)	Unit 单位
ASA-978W	BAIINFO	ASA	2022H1	24,631	Ton
浮法玻璃	BAIINFO		2022H1	3,000	Ton
Aluminum6061	BAIINFO	铝合金 5052H22-2	2022H1	16,705	Ton
PA6 GF30	BAIINFO	PA6 GF30	2022H1	30,142	Ton
SPFH590 t=2.0-5.0	BAIINFO	SPFH590	2022H1	7,082	Ton
QStE420TM-Q /BQB 310	BAIINFO	热板 QSTEM500TM 4.5	2022H1	7,103	Ton
SAPH440-Q/BQB310	BAIINFO	热板 QSTEM500TM 4.5	2022H1	7,103	Ton
QSTE340TM--Q/BQB 419	BAIINFO	热板 QSTEM500TM 4.5	2022H1	5,857	Ton
Q235 t=1.0-5.0	BAIINFO	热板 Q235B3.0mm	2022H1	6,048	Ton
ST14-Q/BQB 403	BAIINFO	冷板 ST141.0mm	2022H1	7,103	Ton
S420MC	BAIINFO	S420MC	2022H1	8,614	Ton

Remarks 备注:

Above parts price is the price without tax, supplier need to submit VAT invoice of 13% tax rate. The billing invoice must contain all information required by the Chinese tax law and regulation.

以上零件价格为不含税单价，供应商需开具 13%的增值税专用发票。发票必须包含中国税收法律法规所要求的所有信息

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