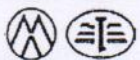


F 20 E DY DY0043_04牌照灯等室外小灯 BC316 2022MP

一汽-大众 FAW-VOLKSWAGEN



20KWS 2-121

To: Jiang Cong

Company:

江苏海德莱汽车零部件有限公司

Dept.: 一汽-大众汽车有限公司 成都采购部

FAW-Volkswagen Automotive Co., Ltd. Chengdu SU

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Page:

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Date: 2020/12/22

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。

We (FAW-VW, called "Nomination Party") inform you that according to our

decision, your company has been nominated as our supplier.

项目/ Project: 0CX;1CN

时间节点 / Project milestones:

预批量生产 / PVS: 21KW50

零批量 / OS: 22KW08

批量生产开始 / SOP: 22KW16

OTS送样周期/OTS Delivery 0 周weeks

OTS认可周期/OTS Release 0 周weeks

批量认可周期/QA Release 0 周weeks

水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 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

-工装样品提供周期/OTS delivery cycl 0

(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)



零件号	零件名称	A价格	(B-A) 价格			B价格	模具投资	开发认可费	捆绑金额	降价计划(%)
			包装	运输	排序					
Part Number	Part Name	A price	Package	Transport	JIT	B price	Tooling	Development	Savin	N+1 N+2 N+3
5CE945 301	logo 照地灯 round logo right	14.00	0.00	0.04	0.00	14.04	130000.00	300000.00	0.00	1.00 1.00 1.00
5CE945 301	logo 照地灯 round logo right	14.00	0.00	0.04	0.00	14.04	0.00	0.00	0.00	1.00 1.00 1.00
5CE945 302	logo 照地灯 round logo right	14.00	0.00	0.04	0.00	14.04	0.00	0.00	0.00	1.00 1.00 1.00
5CE945 302	logo 照地灯 round logo right	14.00	0.00	0.04	0.00	14.04	0.00	0.00	0.00	1.00 1.00 1.00

最终确定价格: Final price

备注: Remarks: Tooling and R&D cost for the whole package.

-份数/Share: 80%

-零件价格单位/Part price unite: 人民币/RMB

-汇率/Exchange: 1欧元/Euro = 8.05

-生产地点 / Production place: CHENGDU

人民币/RMB

-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

[Signature]

FAW-VW Chengdu SU

We certify that, *[Signature]* have got the Nomination Letter and accept the above requirement.

收到本提名信并且接受上述要求。

Name/姓名, Date/日期

