

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

Phone 电话
13601065759

Buyer 采购员
承海峰

Date 日期
2024-12-11

已完税

Amendment to H6 Parts Supply Agreement on account of *technical /Commerical*
modifications H6 零件供应协议的技术/商务修订条例

Designation of project / scope of awarding contract dated as of 2019-11-25 / "VGU365001 Function Seat, VGU366001 Climate Seat and VGU55001 Standard Suspension Seat, 2020-10-19 / "VGU55001_1 Suspension Seat Variants "

项目授权/针对签订于 2019-11-25 / "VGU365001 功能座椅, VGU366001 通风座椅, VGU55001 标准悬浮座椅", 2020-10-19 / "VGU55001_1 悬浮座椅变型" 的定点协议

agreed between
由以下双方签订

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" -
- 以下称为 "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 referred to as “Partner”-
- 以下称为“合作方”-
- hereinafter jointly referred to as “Contracting Parties”-
- 以下共同称为“缔约双方”-

As a supplement to the H6 Parts Supply Agreement *P-245000011-2019254 dated 2019-11-25, P-245000011-2020242 dated 2020-10-19* & corresponding amendments between BFDA and the Partner, the Contracting Parties hereby agree to add the following contractual amendment:
作为 BFDA 和合作方签署的 H6 零件供应协议 *P-245000011-2019254 日期 2019-11-25, P-245000011-2020242 日期 2020-10-19* & 相关修订协议的补充, 缔约双方在此同意增加以下合约内容修订:

The Partner shall arrange without delay the necessary measures for carrying out the technical modifications/ supplements to the following parts as described in Annex 1 Parts and Prices.
合作伙伴应立即安排对附件 1 零件和价格中所述的零件进行技术修改/补充的必要措施。

This amendment is based on ICM J230026306 for H6 new styling seats.
本修订基于 H6 新造型座椅的变更 ICM J230026306。

The Partner undertakes to commence planning/manufacture of the series tooling (hereinafter called “Tooling”) for the Parts scope herein agreed immediately. Partner must submit detailed information concerning the Tooling set, including itemized costs, without delay.

合作伙伴承诺立即开始设计/制造本协议约定的零件范围内的系列模具（以下简称“模具”）。合作伙伴必须立即提交有关模具组的详细信息，包括详细的成本清单，不得延迟。

The model-specific added Tooling costs to be paid by BFDA amount to RMB 224,000 yuan and shall be paid after full PPAP approval. BFDA reserves the right to carry out its own cost calculation and plausibility check for the Tooling costs, and adjust the costs if appropriate. Each tool is given a specific BFDA inventory number in the relevant Tooling order.

BFDA 支付的新增模型专用模具成本总计为人民币 224,000 元，需要在完整的 PPAP 审核通过后支付完成。BFDA 保留自行对模具成本进行计算和合理性检查以及在适当时调整成本的权利。在相关模具订单中，每个模具均被赋予一个特定的 BFDA 库存编号。

Part No 零件号	Added tooling cost (w/o VAT) 新增模具费 (不含增值税)	Remark 备注
A9619100012	RMB 60000	
A9619100212	RMB 37000	
A9619100312	RMB 60000	
A9619100309	RMB 67000	

The Partner shall ensure that all Tooling is ready for initial sample testing no later than 2024-12-31 as agreed, and that initial samples are supplied to the BFDA plant by this date as agreed for

the purpose of obtaining an initial sample inspection report (hereinafter called "ISIR"). If Partner is unable to meet the specified production date for a Part or Tooling, Partner must inform BFDA's Supplier Management (Annex 2 of H6 Parts Supply Agreement) immediately.

本协议约定，合作伙伴应确保所有模具在不迟于 2024 年 12 月 31 日准备好进行初始样品测试。合作伙伴应确保在此约定日期之前向 BFDA 工厂提供初始样品，以获得初始样品检验报告（以下简称“检验报告”）。如果合作伙伴不能在规定生产日期前生产零件或模具，合作伙伴必须立即通知 BFDA 的供应商管理部门（见 H6 零件供应协议附件 2）。

Apart from that, all other provisions of the original H6 Parts Supply Agreement & corresponding amendments shall remain unaffected. This Amendment shall constitute an intergral part of the H6 Parts Supply Agreement, and be of the same validity as the H6 Parts Supply Agreement.

除此之外，原 H6 零件供应协议&相关修订协议中的所有其他条款不受影响。本修订应构成 H6 零件供应协议不可分割的一部分，与 H6 零件供应协议具有相同效力。

This Agreement is made in both English and Chinese. If there is any conflict between the two language 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。

H6-10000301-202517

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）：

By (*signature*):
授权代表人（签名）：

Guo Yaming 郭亚明

Cheng Haifeng 承海峰

Name (*block letters*):
姓名（正楷大写）

Name (*block letters*):
姓名（正楷大写）

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

Buyer 采购员
Title:
职务：

Beijing 北京
Place, Date:
地点，日期：

Beijing 北京
Place, Date:
地点，日期

Authorised to sign on behalf of Beijing Goldrare Automobile Parts CLtd.
经授权代表北京光华荣昌汽车部件有限公司进行签署

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

Annex 1: Parts and Prices

附件 1: 零件与价格

Only for technical changes												
SA Part Number 原零件号	SA Part Number Drawing Level 原零件号图 纸级别	New SA Part Number 新零件号	New SA Part Number Drawing level 新零件 号图纸 级别	Part Name 零件名	Price 2024 (RMB) 2024 年价格 (人民币)	Price/ Savings 2025 (RMB) 2025 年价格/ 降价 (人民币)	Price/ Savings 2026 (RMB) 2026 年价格/ 降价 (人民币)	Price/ Savings 2027 (RMB) 2027 年价格 /降价 (人民币)	Tooling cost amortization (not included in "Price") Exclusive of VAT (RMB) 模具成本分摊 (不包括在“价 格”中) 不含增 值税 (人民币)	Packaging (not included in "Price") Exclusive of VAT (RMB) 包装 (不包括 在“价格” 中) 不含增值税 (人民币)	Logistics to BFDA (not included in "Price") Exclusive of VAT (RMB) 运输到 BFDA 的 物流 (不包括在 “价格”中) 不含增值税 (人 民币)	
A9609109520	003	A9619100012	001	LU SUSPENSION SEAT LH	¥1822.91	¥ 1822.91/ -0%	¥ 1786.45/ -2%	¥ 1750.72/ -2%	¥ 105.66	N.A.	N.A.	
A9609109620	003	A9619100112	001	LU SUSPENSION SEAT LH SEAT- HEATING	¥2114.71	¥ 2114.71/ -0%	¥ 2093.56/ -1%	¥ 2072.63/ -1%	N.A.	N.A.	N.A.	
A9609109920	003	A9619100212	001	LU SUSPENSION SEAT RH AD.DRIV.ST	¥1841.38	¥ 1841.38/ -0%	¥ 1804.55/ -2%	¥ 1768.46/ -2%	¥ 391.48	N.A.	N.A.	
A9609100753	002	A9619100312	001	LU SUSPENSION SEAT LH SEAT- VENT	¥2883.28	¥ 2883.28/ -0%	¥ 2825.61/ -2%	¥ 2769.10/ -2%	¥ 268.40	N.A.	N.A.	
A9609109720	003	A9619100412	001	LU SUSPENSION SEAT LH SEAT- VENT	¥2834.54	¥ 2834.54/ -0%	¥ 2806.19/ -1%	¥ 2778.13/ -1%	N.A.	N.A.	N.A.	
A9609103909	005	A9619100309	001	LU ADJACENT DRIVER SEAT	¥682.61	¥ 682.61/ -0%	¥ 668.96/ -2%	¥ 655.58/ -2%	¥ 38.66	N.A.	N.A.	

*All price listed above is exclusive of VAT. Considering Incoterm FCA Cangzhou.

*所有价格均为不含增值税价格。基于国际贸易术语解释通则 FCA 沧州。

Annex 2: Aftersales Parts and Prices 附件 2: 售后件零件与价格

For spare parts delivered during the series delivery period, the series price current during the series lifetime generally applies.
批量交付期内交付的备件，其价格通常采用批量产品寿命内的当前批量产品价格。

Part number 零件号	Part Name 零件名称	Drawing Level 图纸级别	Price 2024 (RMB) 2024 年价格 (人民币)	Price/Savings 2025 (RMB) 2025 年价格/ 降价 (人民币)	Price/Savings 2026 (RMB) 2026 年价格/ 降价 (人民币)	Price/Savings 2027 (RMB) 2027 年价格/ 降价 (人民币)	Packaging (not included in "Price") Exclusive of VAT (RMB) 包装 (不包括在 "价格" 中) 不含增值税 (人民币)	Logistics to BFDA (not included in "Price") Exclusive of VAT (RMB) 运输到 BFDA 的物流 (不包括在 "价格" 中) 不含增值税 (人民币)	MoQ (pcs) 最小订货量 (件)
A9619100012	LU SUSPENSION SEAT LH	001	¥1822.91	¥ 1822.91/ -0%	¥ 1786.45/ -2%	¥ 1750.72/ -2%	¥ 250.00	¥ 200.00	1
A9619100112	LU SUSPENSION SEAT LH SEAT- HEATING	001	¥2114.71	¥ 2114.71/ -0%	¥ 2093.56/ -1%	¥ 2072.63/ -1%	¥ 250.00	¥ 200.00	1
A9619100212	LU SUSPENSION SEAT RH AD.DRIV.ST	001	¥1841.38	¥ 1841.38/ -0%	¥ 1804.55/ -2%	¥ 1768.46/ -2%	¥ 250.00	¥ 200.00	1
A9619100312	LU SUSPENSION SEAT LH SEAT- VENT	001	¥2883.28	¥ 2883.28/ -0%	¥ 2825.61/ -2%	¥ 2769.10/ -2%	¥ 250.00	¥ 200.00	1
A9619100412	LU SUSPENSION SEAT LH SEAT- VENT	001	¥2834.54	¥ 2834.54/ -0%	¥ 2806.19/ -1%	¥ 2778.13/ -1%	¥ 250.00	¥ 200.00	1
A9619100309	LU ADJACENT DRIVER SEAT	001	¥682.61	¥ 682.61/ -0%	¥ 668.96/ -2%	¥ 655.58/ -2%	¥ 200.00	¥ 200.00	1

*All price listed above is exclusive of VAT. Considering Incoterm DAP Pinggu.
所有价格均为不含增值税价格。基于国际贸易术语解释通则 DAP 平谷。