

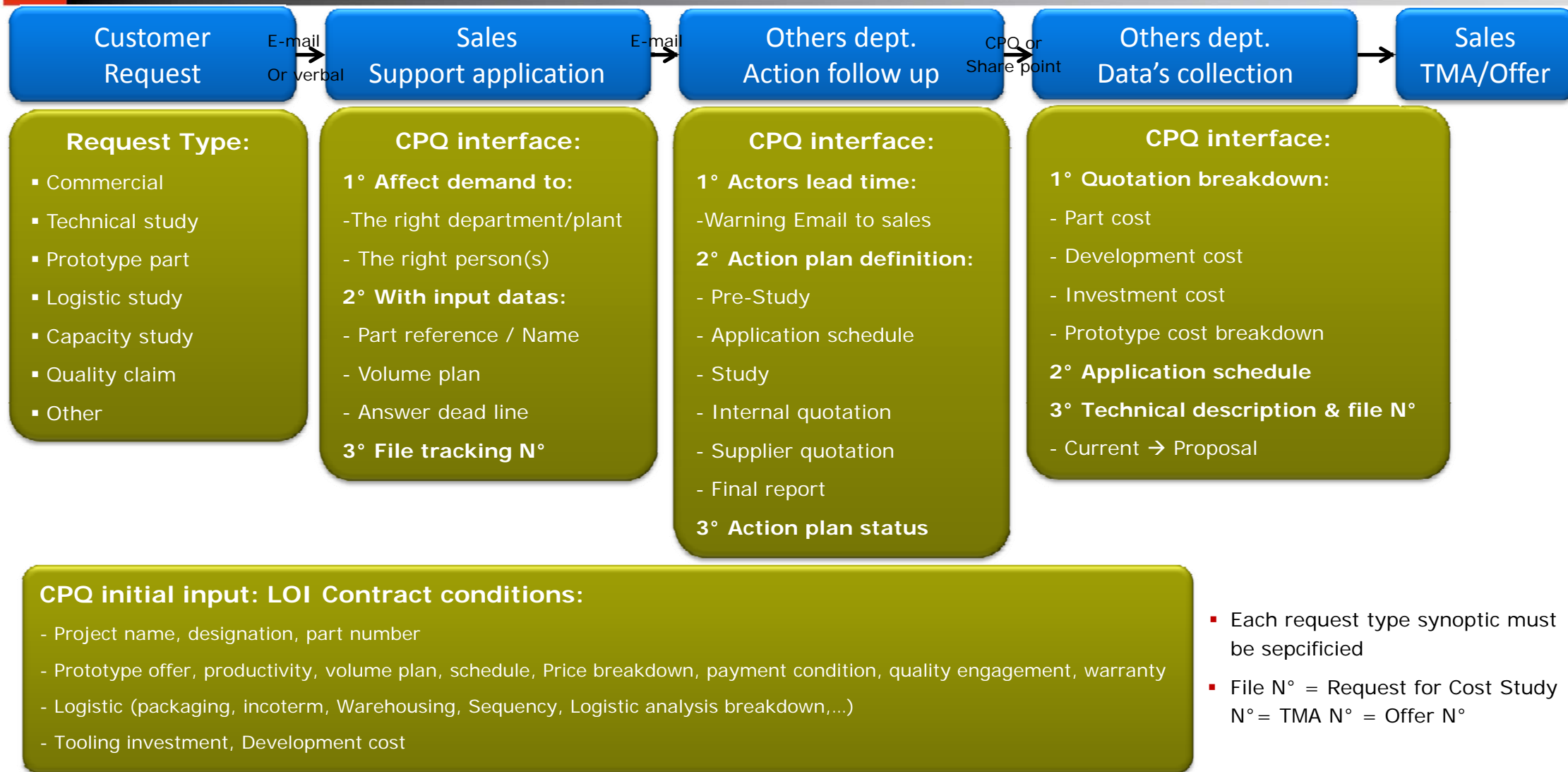
SYNOPTIC FOR CUSTOMER REQUEST SPECIFICATION

JEU– 21 October 2016

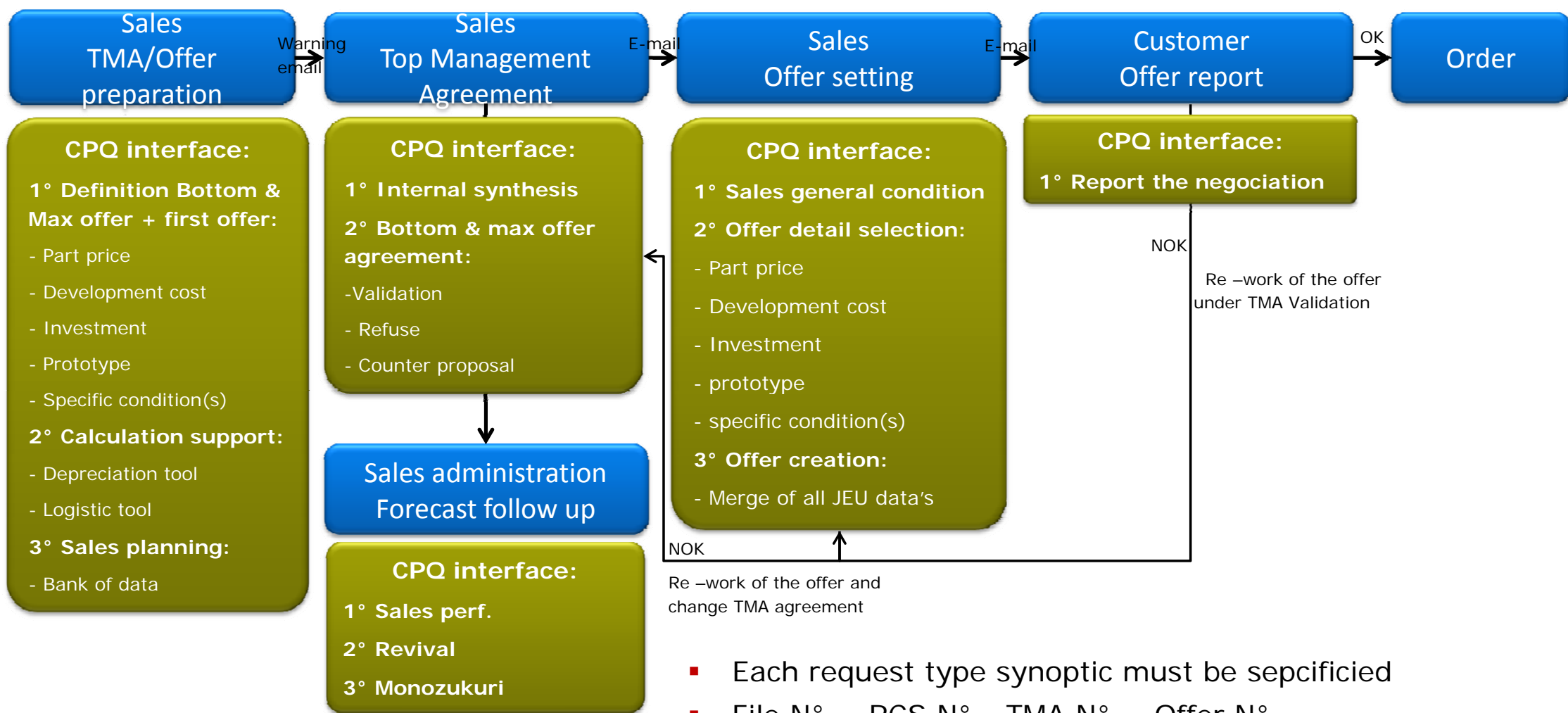
“No. 1 & Only One”

Synoptic spec for Customer request after LOI

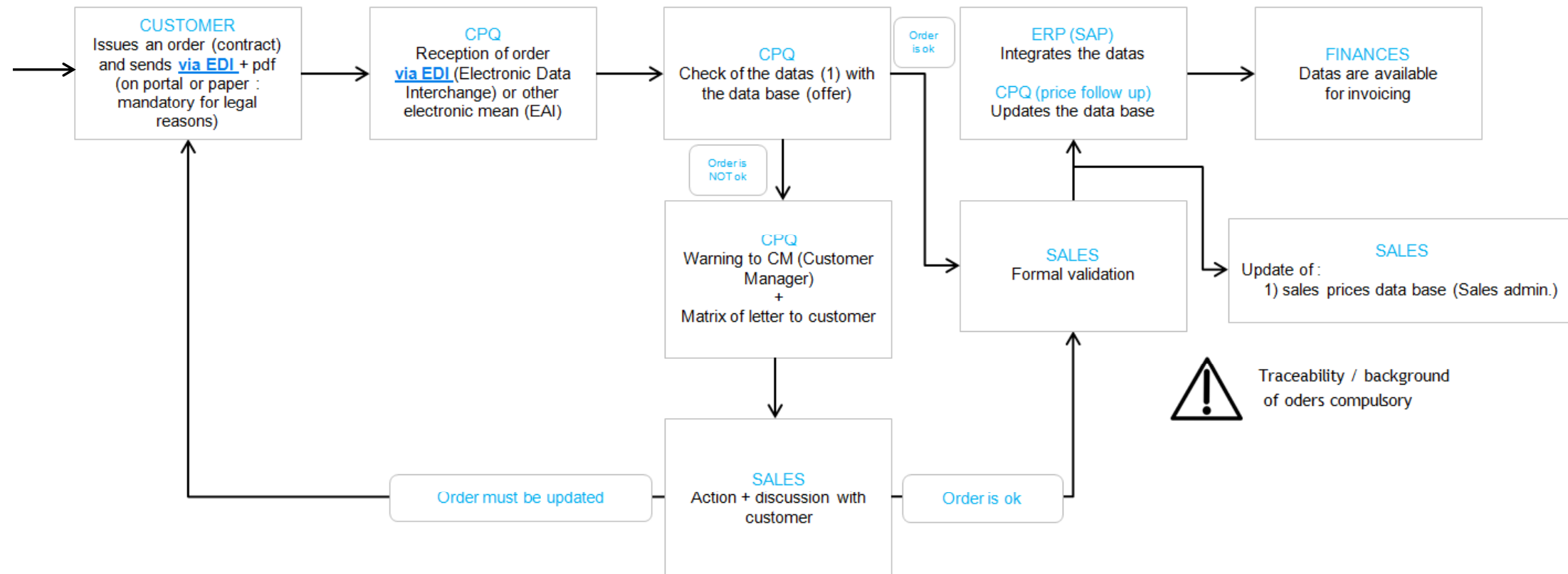
Page 1/3



- Each request type synoptic must be sepcificied
- File N° = Request for Cost Study
N° = TMA N° = Offer N°



- Each request type synoptic must be sepcificied
- File N° = RCS N° = TMA N° = Offer N°



(1) Datas : price, "donneur d'ordre", validity, implementation date, ...

- Each request type synoptic must be sepcificied
- File N° = RCS N° = TMA N° = Offer N°

TMA internal document frame "Technical and logistic modification"

Keep all versions



Modification type					Responsible		Customer N°	Offer N°
<input type="checkbox"/> Design change/ Technical	<input type="checkbox"/> Diversity reduction	<input type="checkbox"/> Material change	<input type="checkbox"/> Local integration / LCC	<input type="checkbox"/> Manufacturing process	Customer / Name		X	
					JTEKT / Name	Initial date	Updated date	
						X		
Current solution		Proposed solution/ Detail design note N° XXXX		Detail offer vs internal quotation				
		<ul style="list-style-type: none"> . 		Part impact	Cost	Price	Margin	
				Development cost:				
				<ul style="list-style-type: none"> Total Amount: Depreciation volume: Depreciation cost by part: 				
				Investment:				
				<ul style="list-style-type: none"> Total amount: Depreciation volume: Depreciation cost by part: 				
				APR:				
				Comments:				
Potential savings FY2016(k€)				Risks of the proposal		Actions done		
<ul style="list-style-type: none"> Impact: XXk€/ Height: XXK€ 				<ul style="list-style-type: none"> To be completed 		<ul style="list-style-type: none"> . 		
<div> <div>0</div> <div>0</div> <div>0</div> <div>0</div> </div> <div>Q1Q2Q3Q4</div>				Resources needed		Next steps		
				<ul style="list-style-type: none"> Supplier: TBD Customer: TBD 				
Implementation timeline 2016				Payback		Decision needed		
<div> <div>Jan</div> <div>Feb</div> <div>Mar</div> <div>Apr</div> <div>May</div> <div>Jun</div> <div>Jul</div> <div>Aug</div> <div>Sep</div> <div>Oct</div> <div>Nov</div> <div>Dec</div> </div> <div> <div></div> <div></div> <div></div> <div></div> <div></div> <div>SOP</div> <div></div> <div></div> <div></div> <div></div> <div></div> <div></div> </div>				<ul style="list-style-type: none"> . 				

Offer frame "Technical and logistic modification"

Keep all versions



Modification type <input type="checkbox"/> Design change/ Technical <input type="checkbox"/> Diversity reduction <input type="checkbox"/> Material change <input type="checkbox"/> Local integration / LCC <input type="checkbox"/> Manufacturing process				Responsible Customer / Name JTEKT / Name		Customer N° 	Offer N° X
						Initial date X	Updated date
Current solution 		Proposed solution/ Detail design note N° XXXX <div style="text-align: right;"> Saving /part X€/part </div>				Detail offer Part price impact: Development cost: ▪ Total Amount: ▪ Depreciation volume: ▪ Depreciation cost by part: Investment: ▪ Total amount: ▪ Depreciation volume: ▪ Depreciation cost by part: Comments:	
Potential savings calendar year 2016(k€) ▪ Impact: XXk€/ Height: XXK€ <div style="text-align: center; margin-top: 20px;"> <div style="display: flex; justify-content: space-around; width: 100%;"> 0000 </div> <div style="display: flex; justify-content: space-around; width: 100%;"> Q1Q2Q3Q4 </div> </div>		Risks of the proposal ▪ To be completed		Actions done ▪			
		Resources needed ▪ Supplier: TBD ▪ Customer: TBD		Next steps 			
Implementation timeline 2016 <div style="display: flex; justify-content: space-between; font-size: small;"> JanFebMarAprMayJunJulAugSepOctNovDec </div> <div style="display: flex; justify-content: space-between; height: 30px;"> <div style="border: 1px solid black; width: 100%;"></div> <div style="position: relative; width: 100%; height: 100%;"> <div style="position: absolute; top: 50%; left: 50%; transform: translate(-50%, -50%); font-size: 20px;"> ▲ SOP </div> </div> </div>		Payback ▪		Decision needed 			