Suzhou Zhongxinglian

No.69 Hongxi Road ,Suzhou New Distr

Suzhou,

CN

None

2019-11-05

None

2019-11-05

**Nomination Letter for project APS/HEC GM E.000521**

**935.085-00 CONNECTOR SKIRT GR**

**935.085-10 CONNECTOR SKIRT GR**

Assumptions

The project documents have to be considered in the following order of priority:

• This Nomination Letter

• Delivery regulation for order processing between Suzhou Zhongxinglian and Hella Shanghai Electr.Co. dated PlzUpdate

• Tool contract ‘A’ between Suzhou Zhongxinglian and Hella Shanghai Electr.Co. dated PlzUpdate

• Framework Supply Agreement for the procurement of manufacturing materials between Suzhou Zhongxinglian and Hella Shanghai Electr.Co. dated 2007-03-01 00:00:00. (the “Framework Supply Agreement”)

• If necessary, quotation(s) (incl. Cost Break Down) dated None

• If necessary, inquiry documents dated None

• Logistic Data Sheet dated (signed)

In case of no Framework Supply Agreement existing between the parties, the “General Terms of Purchasing of Hella KGaA Hueck & Co.”, which are valid at the time, shall apply exclusively. The General Terms of Purchasing can be viewed on the Internet under www.hella.de/ekb (German) and www.hella.com/gtc (English).

The supplier's General Terms of Sale are hereby expressly rejected.

**Preamble**

Based on our previous discussions and negotiations, we will place continuous orders, incl. needed equipment with Suzhou Zhongxinglian for the components listed below in section 1. Component(s). The components’ delivery is subject to the following conditions:

Internal Comment

Nomination Roadmap ID:  **652 / 1552 /**

Component(s)

Pos: 0

Part Number: 935.085-00

2020

2021

2022

2023

2024

2025

2026

114700

142200

102500

102500

102500

97700

10200

2020

2021

2022

2023

2024

2025

2026

Pos: 1

Part Number: 935.085-10

2020

2021

2022

2023

2024

2025

2026

114700

142200

102500

102500

102500

97700

10200

2020

2021

2022

2023

2024

2025

2026

Basis:

**Shift operation**

PlzUpdate shifts per day

**Shift duration**

PlzUpdate hours

**Calendar days / week**

PlzUpdate

**Weeks / calendar year**

PlzUpdate

**OEE (%)**

None %

Suzhou Zhongxinglian has to ensure that sufficient capacity is available to cover the ramp-up curve, i.e. that the demands will get higher during the year and cannot be split evenly until peak volume.

The planned project duration is 7 years after start of production (SOP).

These forecasted quantities shall not be construed as an early order by HELLA.

Orders will be placed by HELLA by either single purchase orders or delivery plan call offs.

**• Flexibilities**

• flexibility is based on the above confirmed demands per year

• +/- % flexibility for weeks with a pre-announcement of weeks in advance

• further flexibility needs to be checked individually based on the confirmed demands per year

• frozen zone of capacity changes for weeks