

SUPPLIER LOGISTICS TERMS (SLT)

1 Subject

1.1 Purpose

The purpose of these Supplier Logistics Terms is to define the responsibilities between the Supplier and LEONI for all relevant supply chain matters. These Supplier Logistics Terms shall allow the smooth and efficient flow of Products (e.g. raw materials, goods, parts, commodities, etc.) from the Supplier to LEONI as well as minimize costs and sustain competitiveness of the supply chain.

1.2 Automotive standards

Within the scope of these Supplier Logistics Terms, the Parties shall conform to automotive standards (e.g. standards issued by VDA, Odette or AIAG) that are mandatory for all companies engaged in the automotive industry.

1.3 Applicability

These Supplier Logistic Terms are an integral part of the frame supply agreement(s) concluded between the Parties (e.g. general supply agreement, nomination agreement, master supply agreement, long-term agreement or project-specific supply agreement) or will become part of a frame supply agreement yet to be concluded between the parties. These Supplier Logistics Terms shall also apply provided (a) no frame supply agreement between the parties will be/has been concluded or (b) a frame supply agreement between the parties will be/has been terminated.

Section 1 of the General Terms and Conditions of Purchase as of 11/2021 (GTCP) shall apply accordingly for these Supplier Logistics Terms.

To the extent that these Supplier Logistics Terms are part of a frame supply agreement, the applicability of these Supplier Logistics Terms for the Supplier and its Affiliated Companies of the Supplier (collectively or individually hereinafter "Supplier") and LEONI and its downstream Subsidiaries (collectively or individually hereinafter "LEONI" or "Purchaser") corresponds to the applicability of the frame supply agreement for deliveries and services from the Supplier to LEONI.

Otherwise, these Supplier Logistics Terms shall apply for all deliveries and services regarding products from the Supplier and its Affiliated Companies to LEONI and the Affiliated Companies of LEONI. The Supplier can at any time request from LEONI a list of the Subsidiaries of LEONI, and LEONI can at any time request from the Supplier a list of the Affiliated Companies of the Supplier. For the purpose of these Supplier Logistics Terms the terms Subsidiaries and Affiliated Companies shall be in accordance with Section 15 following German Corporate Act (AktG), unless expressly agreed otherwise.

The Supplier is obliged to communicate these Supplier Logistics Terms, their content and the objects of these Supplier Logistics Terms to its Affiliated Companies. The Supplier completely guarantees and is responsible for that the Affiliated Companies of the Supplier, for which these Supplier Logistics Terms shall be valid, accept the terms and conditions of these Supplier Logistics Terms as legally binding and obligatory. The Supplier bears the risk of non-acceptance.

1.4 Enclosures

The following enclosures are integral part of these Supplier Logistics Terms:

- Enclosure 1 - Bottleneck notification
- Enclosure 2 - Shipping Notification Process supported by AX4 Platform
- Enclosure 3 - Model of Flexibility calculation
- Enclosure 4 - EDI Terms
- Enclosure 5 - Standard hourly rates for internal resources (employees)

1.5 Relationship and compliance with other logistic agreements

1.5.1 Unless otherwise agreed, these Supplier Logistics Terms shall take precedence over other logistic agreements between the Parties that have been concluded prior to these Supplier Logistics Terms. Agreements on Advanced Stock Solutions are complementary to these Supplier Logistics Terms. In case of conflict between both agreements, the agreement of Advanced Stock Solutions shall take precedence over these Supplier Logistics Terms.

1.5.2 In case a new version of these Supplier Logistics Terms is published by LEONI, the Supplier undertakes to reasonably and without undue delay negotiate with LEONI on such new version with the aim of concluding an agreement on the new version at the latest within three (3) months of receipt.

1.5.3 The Supplier is obliged to comply with these Supplier Logistics Terms. The fulfilment of agreed terms and conditions has an impact on the supplier performance within the Supplier evaluation regularly carried out by LEONI.

1.6 Definitions

Advanced Stock Solutions: Is defined as logistic concepts that allow to bring the Products closer to the point of usage at LEONI compared to Supplier's premises. It includes, but is not limited to advanced distribution centers, bonded warehouses, consignment stocks.

Forecast Period: Is defined as the time period and CF (Cumulative Figure) non-binding quantities given in the orders from the respective LEONI plant after the Production Release Period and the Material Release Period.

Frozen Period: Is defined as the time period and CF firm quantities given in the orders from the respective LEONI plant in which LEONI is not allowed to change until receiving in the plant, is also known as week zero or fixed period (see section 2.1 of these Supplier Logistics Terms).

Lead time: Is defined as the agreed advanced notice required to procure raw material and to produce a quality product. It represents the time between receipt of order and availability of Products for transportation to be collected at / delivered from the Supplier's location. It applies only for (i) materials with first orders, (ii) manual and/or sporadic orders and (iii) orders exceeding the agreed production release quantity given in the orders from the respective LEONI plant. Lead Times shall be applicable only if these are agreed in writing. The Lead Times shall be part of the Supplier's offer.

Manual Order: Is defined as an additional order with a different purchase order number that contains additional requirements, which does not affect the weekly order and is not included in the weekly rolling forecast, is also known as spot order.

Material Release Period: Is defined as the time period and CF binding quantities for material release given in the orders from the respective LEONI plant in which LEONI could be obligated to accept the released quantities of raw material at the Supplier (see section 2.4 of these Supplier Logistics Terms).

Minimum Order Quantity (MOQ): Is defined as the minimum quantity of Products to be ordered by LEONI at the Supplier for a specific part within a specific order horizon (see section 2.1.7 of these Supplier Logistics Terms). The MOQ shall be part of the Supplier's offer.

Order: Is defined as the requirements sent on a regular basis from the respective LEONI plant to the Supplier (see section 2.1 of these Supplier Logistics Terms)

Production Release Period: Is defined as the period of time and CF binding quantities for production release given in the orders from the respective LEONI plant in which LEONI could be obligated to accept the released quantities of production from the Supplier (see section 2.4 of these Supplier Logistics Terms).

Regions: Are defined as EMEA (including Russia and limited to north-African countries, including Egypt, Morocco and Tunisia), Asia (including China and Korea) and Americas (including Brazil, Mexico, Paraguay and USA).

Replenishment Lead Time: Is defined as the time period required at the Supplier to make Products available for transportation to be collected/delivered in/from Supplier location incl. Pick- & Pack-process, is also known as standard lead time for part (see section 2.2.4 of these Supplier Logistics Terms). The Replenishment Lead Time is different from the Lead Time.

Safety Stock: Is defined as a stock of Products held within the supplier's organization for a defined set of part numbers to cover a defined number of weeks dedicated to LEONI as the customer (see section 2.2 of these Logistic Terms).

Standard Routing Plan: Describes the regular planned inbound freight (see section 5.2 of these Supplier Logistics Terms).

Standard Packing Quantity (SPQ): Is defined as the smallest packing quantity to be ordered per date in a LEONI order. The Standard Packing Quantity is verified for each date of the order. Accordingly, all ordered quantities per date are rounded up to the SPQ. Also known as standard pack size, smallest packing quantity or primary pack quantity (see section 2.2 of these Supplier Logistics Terms). With regard to the SPQ, the packing size quantity as well as the pack size dimensions shall be part of the Supplier's offer.

2 Ordering process

2.1 Orders by delivery call-offs

2.1.1 An order from LEONI consists of a delivery call-off that is normally sent on a weekly basis from the respective LEONI plant to the Supplier using EDI or LEONI web-based platform called Ax4. The usage of EDI is preferred. For EDI orders, the EDI Terms (Enclosure 4) in its latest version shall apply. The EDI Terms and further information regarding EDI can be found under <https://www.leoni.com/suppliers>. The Supplier is obliged to notify the respective LEONI plant within 24 hours from the usual day of transmission receipt in case of (a) receiving an incorrect or incomplete transmission or (b) receiving no transmission at all. The usual day of transmission receipt by the Supplier shall be Monday or Tuesday and shall be communicated by the respective LEONI plant to the Supplier with the first delivery call-off.

2.1.2 A delivery call-off from the respective LEONI plant shall confirm the quantity of Products to be delivered in the current calendar week only. Furthermore, there may be a non-binding forecast with an estimation of the requirements of the following calendar weeks (Forecast Period). In case a Frozen Period is agreed, the quantity within this period shall be binding for the delivery.

2.1.3 For its orders, LEONI uses cumulative figures (CF) only as defined in the EDI Terms (Enclosure 4) and automotive standards (see section 1.2 of these Logistic Terms). The Supplier has to calculate the quantity of Products in transit by using the last delivery note received by LEONI and transmitted to the Supplier.

2.1.4 The CF used in the LEONI orders shall be reset to zero on a yearly basis, but only with prior notice in due time from the respective LEONI plant to the Supplier. The respective LEONI plant and the Supplier shall agree on the specific reset date in advance.

2.1.5 The dates used in the LEONI orders are Product receipt dates at the agreed point of fulfilment of the agreed INCOTERMS (pickup location, consolidation centre or LEONI plant) and on the agreed date. If the used date is on a bank holiday, the used date must be aligned to the previous working day. The quantity to be delivered is the respective quantity that is necessary to reach the CF shown for that week. No deviations to the delivery call-off quantity and date are acceptable. Every deviation of effective deliveries from the quantity to be delivered shall be treated as delayed delivery or under-/over-deliveries and will be considered by LEONI in the On Time in Full (OTIF) evaluation.

2.1.6 All ordered quantities per date shall be rounded up to the respective agreed SPQ. The SPQ shall be verified for each date of the respective LEONI order.

2.1.7 The respective agreed MOQ shall refer to an ordered quantity within the total order horizon of a delivery call-off and shall not refer to the ordered quantity for a single date within a delivery call-off. Unless otherwise agreed, the MOQ shall be equivalent to the SPQ and / or shall not exceed one week of consumption.

2.1.8 The Supplier shall provide a delivery plan for any Products in backlog not later than 48 hours after the receipt of the latest order from the respective LEONI plant.

2.1.9 The Supplier shall submit order confirmations only if the Supplier cannot match quantities and dates given in a new order. If the Supplier does not reject within 48 hours after the receipt of a new order, the respective order shall be considered as confirmed by the Supplier and shall be binding.

2.1.10 Insofar as delivery call-offs are within the range of capacity agreed by the Supplier (e.g. in Nomination Agreements or Enquiries of LEONI) and flexibility agreed by the Supplier (see Section 2.2 of these Supplier Logistics Terms), these delivery call-offs shall become binding on the receipt of the respective delivery call-off by the Supplier, and the Supplier shall be obliged to deliver in accordance with the delivery call-offs insofar as these are within the range of capacity and flexibility agreed by the Supplier. In such case an order rejection of the Supplier shall not be permitted.

2.1.11 Furthermore, order confirmations shall not have any effect on the Supplier's delivery obligations within (i) the dedicated production release period included in the orders (see Section 2.4 of these Supplier Logistics Terms) or (ii) agreed frozen periods. In such case, the Supplier also shall be obliged to deliver for the respective periods.

2.1.12 Any deviating order confirmation which is late according to Section 2.1.9 of these Logistic Terms or inadmissible (e.g. according to Sections 2.1.10 or 2.1.11 of these Supplier Logistics Terms) does not relieve the Supplier from its liability for non-performance (in particular, but not limited to, additional premium freight costs for raw material and finished goods as well as production stoppages costs). Deviating order confirmations of the Supplier for partial orders shall not concern the whole order.

2.1.13 The Supplier is obliged to make a capacity check based on the non-binding forecast and to discuss any potential supply issues with the respective LEONI plant in due time.

2.2 Flexibility

2.2.1 In order to meet its customers' requirements, LEONI must be guaranteed the full flexibility as defined hereunder and within the Production Release Period (see section 2.4 of these Supplier Logistics Terms). The Supplier must endeavour to supply the revised CF in full and on time.

2.2.2 In order to guarantee this flexibility, the Supplier shall hold a safety stock to cover 2 (two) weeks of the calculated average weekly demand dedicated to the respective LEONI plant. This calculated average weekly demand shall be generated by the Supplier as following: (i) With the weekly order, the demand for the following eight (8) weeks has to be reviewed; (ii) The average weekly demand has to be calculated from the aforementioned eight weeks demand; (iii) The average weekly demand has to be multiplied by two (2); (iv) The twofold average weekly demand shall be rounded up to the SPQ; (v) The safety stock shall not exceed the amount of Products that is covered by the agreed production release, except this is due to the rounding up to the SPQ; (vi) The basis of the calculation shall be the CF in the order of the week previous to the current week; (vii) The generation of the calculated average weekly demand shall be repeated weekly.

The Supplier shall continuously replenish the safety stock in respect to LEONI forecasted quantities. Detailed calculation method as per Enclosure 3 Model of Flexibility calculation.

2.2.3 Once the safety stock is consumed, the agreed production release quantity given in the orders from the respective LEONI plant is exceeded and the Supplier is not able to deliver as requested, no further increases have to be accepted by the Supplier until the safety stock is replenished with regard to the agreed Replenishment Lead Times. However, the parties may agree to replenish the safety stock ahead of schedule, taking into account additional charges.

2.2.4 Unless otherwise agreed, the replenishment lead times are applicable for all Products. Unless otherwise agreed, the replenishment lead times shall be (i) four (4) weeks for Products produced and delivered within one Region and (ii) eight (8) weeks for Products produced in one Region and delivered to another Region.

2.3 Bottlenecks

2.3.1 LEONI uses a system of bottleneck notifications to advise its suppliers of a potential line stop as a result of a shortage of the ordered Products, irrespective whether this shortage has been caused by the Supplier or by LEONI. Unless otherwise agreed or stated in these Logistic Terms, these bottleneck notifications (see Enclosure 1 of these Supplier Logistics Terms) shall be sent to the Supplier 72 hours prior to any potential line stop.

2.3.2 In case LEONI plant is delivered locally; (i) directly from Supplier, (ii) based on an Advanced Delivery Solution, the internal target stock at LEONI is less than 72 hours. Consequently, LEONI plant cannot send a bottleneck notification to the Supplier 72 hours prior to stoppage time. LEONI also may not issue a bottleneck notification 72 hours prior to stoppage time in case inaccurate information has been provided by the Supplier, e.g. Order Confirmation not respected or wrong transit information, which leads to not identify the risk of production stoppage. General information from Suppliers about capacity issues, strikes, force majeure also shall not be considered for bottleneck notifications.

2.3.3 The feedback of the Supplier regarding quantity and delivery date is mandatory within 24 hours. In every event, an action plan from the Supplier to resolve the issue is required. In the event that the shortage of bindingly ordered Products is caused by the Supplier, any costs incurred shall be borne by the Supplier. Sections 4.5 and 4.6 of the General Terms and Conditions of Purchase as of 11/2021 (GTCP) shall apply.

2.3.4 Only the production bottleneck notifications where the bottleneck situation is due to Supplier shall be considered in the regular Supplier delivery performance evaluation.

2.4 Liabilities for production release and raw material release

2.4.1 A LEONI order may contain information about production release (Production Release Period) as well as raw material release (Material Release Period). The time periods and CF quantities for production release and/or raw material release may be given in the orders from the respective LEONI plant (see section 2.1 of these Supplier Logistics Terms).

2.4.2 Unless otherwise agreed or given in the orders, a production release allows the Supplier four (4) weeks of production and a raw material release of another four (4) weeks, in total eight (8) weeks of material procurement (4+4).

2.4.3 In the event of the complete cancellation of a LEONI order, LEONI shall pay for the production release and material release, but only if the Supplier is not allowed or able to use the Products and/or materials otherwise.

3 Packaging

3.1 General packaging

Unless otherwise agreed, the Supplier shall arrange for packaging of the Products and bear the costs involved. Packaging shall (a) comply with automotive standards (see section 1.2 of these Logistic Terms), (b) comply with any legal requirements of the transit countries as well as the final destination and (c) shall be sufficiently robust to protect the integrity of the Products until the arrival at their final destination and their intended use.

3.2 Packaging requirements

The Supplier shall fulfil the following packaging requirements of LEONI:

- a) All cardboard boxes shall be dispatched in completely filled condition and have guaranteed protection against humidity and corrosion, and wherever possible, shall be recyclable;
- b) All cardboard boxes with the same reference number shall be packed on the same pallet, and mixed pallets shall be acceptable only if the pallets contain several reference numbers/delivery notes;
- c) Incomplete layers shall be avoided, e.g. no pyramid stacking;
- d) The pallets shall be secured by way of plastic strapping (metal straps are not allowed) and/or shrink stretch wrap and strapping shall not cut into cardboard boxes or containers, and edge reinforcements may be used if necessary;
- e) The ability to double stack pallets shall be guaranteed without jeopardising the stability of the loading;
- f) LEONI insists on the use of one-way pallets, unless otherwise agreed, and multiuse (Euro) pallets shall be treated as one-way pallets without any compensation;

- g) If the Supplier uses unsuitable packaging, any costs incurred by the respective LEONI plant shall be charged to the Supplier. This especially shall include the cost of sorting, repacking and the cost of replacement of damaged Products;
- h) The Supplier shall select the suitable pallet and size of the packaging to ensure stackability.

4 Labelling

4.1 General Labelling

The Supplier shall arrange for labelling of the packaging and bear the costs involved. The labelling shall be in English and in accordance with the VDA4994 standard.

4.2 Labelling requirements

The Supplier shall fulfil the following labelling requirements of LEONI:

- a) All individual packages shall be clearly labelled and the label shall not obscure any other markings (e.g. fragile, this way up, etc.);
- b) The label shall be securely applied and the barcode shall be able to be scanned;
- c) The labelling shall at least include the following information:
 - Supplier name
 - Supplier address (ship from)
 - Supplier number (+barcode)
 - Supplier part number
 - LEONI plant address (ship to)
 - Unloading code
 - LEONI part number
 - Delivery note number
 - Quantity (+barcode)
 - Package ID (+barcode)
 - Number of packages (in master label)
 - Gross weight
 - Net weight

5 Transportation

5.1 Delivery terms

Unless otherwise agreed, FCA Supplier's Plant shall apply as delivery terms each time including packaging and in accordance with INCOTERMS 2020.

5.2 Transportation concepts

Details of the transportation concept shall be agreed between the Supplier, the central transportation coordinator at LEONI and the respective LEONI plant. The agreed transportation plan shall be recorded as a standard routing plan in the LEONI web-based transport platform AX4.

5.3 Shipping and export documentation, Customs, Origin

5.3.1 The Supplier is obliged to provide the respective LEONI plant with the necessary shipping and export documentation. Such documentation shall comply with any legal requirements of the transit countries as well as of the final destination.

5.3.2 The Supplier shall support LEONI to reduce or minimize its liability to customs duties. The Supplier shall provide a declaration of origin suitable to that supply (e.g. supplier's declaration, etc.). This certificate is required with every such shipment. The Supplier shall provide proof of origin if required by the local import rules in the country of import (e.g. certificate of origin, exporter declaration, etc.). The Supplier shall inform LEONI immediately in writing of any change of origin of the Products.

5.3.3 The Supplier shall inform LEONI of the non-preferential and preferential origin of its Products on a yearly basis in form of a long-term suppliers declaration / suppliers affidavit. The Supplier shall submit the required information and documentation to LEONI's respective import/export department and to trade-compliance@leoni.com.

5.3.4 The Supplier shall ensure proper labelling of the Products and provide any further documents and information (e.g. CE-Certificate, manufacturer information, country of origin etc.) being required for imports or exports of the Products delivered. The Supplier shall provide such documents and information immediately and make them available to LEONI at Supplier's cost.

5.4 Shipping notification

The Supplier shall use the advanced shipping notification via EDI according to Enclosure 2 of these Logistic Terms. In case the Supplier is not able to send an EDI ASN by 11 am one day before goods collection at the agreed place of delivery in accordance with INCOTERMS 2020, the Supplier is obliged to send a shipping notification to the respective LEONI plant receiving the Products as soon as the Products leave the Supplier's plant.

The Supplier shall use the web-based LEONI transport platform AX4 to create the notification at least until 11 am in order to guarantee the collection of the Products by LEONI freight forwarder by the next day. The advised pick-up address can only be one firm address (e.g. one street name per pick-up address). The Supplier shall follow the process supported by the AX4 platform according to enclosure 2 of these Supplier Logistics Terms.

5.5 Supply chain security

5.5.1 The Supplier shall ensure supply chain security and observe legal policies and conditions. The Supplier shall, on LEONI's request, provide evidence by certificates or statements (e.g. Security Declaration for Authorized Economic Operators - AEO, compliance statements regarding C-TPAT initiative or similar program), support LEONI in official audits and ensure a comparable standard of care towards his business partners.

5.5.2 Supplier shall provide evidence of security related certificates, Security Declaration or information with respect to any withdrawal to LEONI's respective import/export department and to trade-compliance@leoni.com.

5.6 Special freights

The organization and costs for necessary special freights (express, air, courier, etc.) shall be borne by the Supplier and/or the respective LEONI plant according to the cost-by-cause principle. LEONI and the Supplier shall use the best shipping solution considering the overall duty to minimize the total costs of the respective incident requiring special freights. Sections 4.5 and 4.6 of the General Terms and Conditions of Purchase as of 11/2021 (GTCP) shall apply.

6 Emergency contacts

The Supplier and LEONI are obliged to share their out of hour's contacts and to keep them updated.

7 Advanced Stock Solutions

LEONI continuously strives to optimise its supply chain. Part thereof is the implementation of Advanced Stock Solutions such as advanced distribution centers, bonded warehouses and consignment stocks. The Supplier agrees to negotiate with LEONI in partnership about the implementation of such Advanced Stock Solutions.

8 Costs for usage of internal resources

For the bearing of costs according to Sections 2.3.3, 3.2 g) and 5.6 of these Supplier Logistics Terms, the Supplier shall also bear the reasonable and indicated costs incurred by the use of internal resources, in particular employees and equipment, by LEONI or the customers of LEONI. In such case, a reasonable market price shall be used to determine the costs. For the cost calculation of internal resources, LEONI may apply the standard hourly rates for internal resources (employees) as set out in Enclosure 5.

LEONI shall be entitled to assert claims for compensatory damages in a lump-sum amount of 50,- EUR per logistics complaint accepted by the Supplier for the processing of logistics complaints. The Supplier may provide evidence that no damages have been incurred or of a lower amount of damages. LEONI reserves the right to provide evidence of a greater amount of damages and to assert a respective claim.

9 Duration

When these Supplier Logistics Terms apply, these shall be valid for an unlimited period and may be terminated by any Party with a termination period of six (6) months to the end of a calendar month without stating reasons.

The right to terminate these Supplier Logistics Terms without notice for good reason is always reserved for both Parties. Section 21 of the General Terms and Conditions of Purchase as of 11/2021 (GTCP) shall apply.

A notice of termination shall be made in writing.

In the event that these Supplier Logistics Terms are terminated, these shall also apply beyond the contract term fundamentally to deliveries and services, for which a binding individual contract between the Supplier and LEONI until the termination of these Supplier Logistics Terms has been realised.

10 Jurisdiction and Venue, Arbitration Clause, Choice of Law

For jurisdiction and venue as well as for arbitration Section 23 of the GTCP shall apply.

For choice of law Section 24 of the GTCP shall apply.

11 Miscellaneous provisions

Section 25 of the GTCP shall apply.

Enclosure 1 - Bottleneck notification



PRODUCTION BOTTLENECK NOTIFICATION

LOKID * WTNSO	Server number *	Date 16.06.2021	Bottleneck ID
Select data system (FORS/SIGIP/Manually) FORS	Supplier FORS No. *	Supplier name	

Indication Production Bottleneck

LEONI part number *	Part Description	Supplier part number
Concerned Project/BU		

Contact

Clerk Supplier	Phone number supplier clerk
Clerk LEONI Latifa Hosni	Phone number LEONI clerk +216 73 10 3813

Approval

	E-mail *	Name	Date	Status	Remark
Procurement	latifa.hosni@leoni.com	Latifa Hosni			
Procurement Leader					<input type="checkbox"/>
Production Control and Logistics Manager					<input type="checkbox"/>

Backlog/bottleneck of delivery

Caused by *			
Order from (date of schedule)	Cumulative Figure Scheduled	Last delivery received (date)	Cumulative Figure Received

From we expect stop of our production *

Plant hourly rate	Estimate cost per hour in EUR
Setup times due to production changeover (efficiency loss)	Change of shifts (night shift, weekends, downtime/continued play)
Special transports (From Supplier/ to customer)	
Daily Consumption	Backlog

AA 3007 enclosure 1, issued 06.2010

Form-No. 1948 004 - 16.08.2016 - V 1.4

Enclosure 2 - Shipping Notification Process supported by AX4 Platform

Shipping Notifications have to be sent by 11 am one day before collection.

EDI ASN Suppliers have two options:

1 st option Send EDI ASN one day before collection	2 nd option Send EDI ASN after the truck has left the ramp
<p>I. Send EDI ASN by 11 am one day before collection</p> <p>II. No further action required LEONI system will create the pick-up advice automatically based on the right VDA 4913 structure received from the Supplier and this will be transferred to the LEONI service provider as standard pick up advice.</p>	<p>I. Enter supplier header data in AX4 as pick-up advice by 11 am one day before collection</p> <p>II. Send EDI ASN after the truck has left the ramp Pick up advice can be created by EDI ASN automatically (Shipment reference in AX4 = Shipment reference in EDI ASN (SLB))</p>

Non EDI Suppliers:

Action
<ul style="list-style-type: none"> • LEONI will send weekly schedule • Supplier has to enter shipped quantity in AX4 (The delivery schedule will be used as a template for the Supplier’s dispatch – AX4 will create an EDI ASN automatically) • Supplier has to define and release the pick-up advice of shipment in AX4 by 11 am one day before collection

Enclosure 3 - Model of Flexibility calculation

The determination of the Supplier's obligation to deliver is based on the accuracy of the LEONI forecast and considers the fulfilment of the agreed flexibility by the Supplier.

The cumulative ordered quantity including flexibility results from the CF ordered at the review week plus the calculated two (2) weeks safety stock. The model of flexibility calculation is based on a comparison between the actual requested CF and the minimum cumulative ordered quantity including flexibility within the replenishment lead time.

The Supplier shall be liable for a backlog situation if the requested CF is not delivered and the requested CF is less than the minimum cumulative ordered quantity including flexibility within the replenishment lead time. Anyway, the Supplier is obliged to deliver the minimum cumulative ordered quantity including flexibility within the replenishment lead time if the requested CF is higher than the minimum cumulative ordered quantity including flexibility within the replenishment lead time.

Example of flexibility calculation:

PN	X	SFG (quantity)	300
Classification	Regular	Replenishment lead time (Wks)	4
Sold To	XXX	Safety Stock (Wks)	2
Review Week	2021-11		

Snapshot Weeks	Safety Stock	Backlog quantity	quantity	5	6	7	8	9	10	11	12	13	14	15	16	17	18	Cumulative ordered qty including flexibility at the review week	Cumulative Received quantity	Delivered quantity after order submission	Cumulative Delivered quantity*
5	21 000	-	Req quantity	8 232	8 232	8 232	16 464	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	8 232	8 232	155 652	68 776	16 464	85 240
			On quantity	27 432	35 264	43 096	50 928	58 760	66 592	74 424	82 256	90 088	97 920	105 752	113 584	121 416	129 248	155 652	85 240	-	85 240
6	16 800	-	Req quantity	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	8 232	155 652	85 240	8 232	93 492
			On quantity	35 264	43 096	50 928	58 760	66 592	74 424	82 256	90 088	97 920	105 752	113 584	121 416	129 248	137 080	155 652	93 492	8 232	101 724
7	21 000	-	Req quantity	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	8 232	155 652	85 240	8 232	93 492
			On quantity	43 096	50 928	58 760	66 592	74 424	82 256	90 088	97 920	105 752	113 584	121 416	129 248	137 080	144 912	155 652	93 492	8 232	101 724
8	21 000	-	Req quantity	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	8 232	155 652	93 492	5 292	98 784
			On quantity	50 928	58 760	66 592	74 424	82 256	90 088	97 920	105 752	113 584	121 416	129 248	137 080	144 912	152 744	155 652	98 784	5 292	104 076
9	23 400	2 940	Req quantity	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	8 232	166 264	98 784	6 174	104 958
			On quantity	58 760	66 592	74 424	82 256	90 088	97 920	105 752	113 584	121 416	129 248	137 080	144 912	152 744	160 576	166 264	104 958	6 174	111 130
10	22 800	4 998	Req quantity	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	8 232	157 452	104 958	8 820	113 778
			On quantity	66 592	74 424	82 256	90 088	97 920	105 752	113 584	121 416	129 248	137 080	144 912	152 744	160 576	168 408	157 452	113 778	8 820	122 598
11	22 800	8 232	Req quantity	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	16 464	8 232	8 232	8 232	8 232	8 232	153 042	113 778	8 820	122 598
			On quantity	74 424	82 256	90 088	97 920	105 752	113 584	121 416	129 248	137 080	144 912	152 744	160 576	168 408	176 240	153 042	122 598	8 820	131 418

Conclusion:		
Smallest Supplier Commitment in	CW 11	155 652
Supplier CF delivered until	CW 11	122 598
Supplier delivery obligation including flexibility		7 644

*Cumulative Delivered Quantity = Total quantity delivered by Supplier to the point of fulfillment as per agreed incoterm at the time of analysis.

Enclosure 5 - Standard hourly rates for internal resources (employees), last updated December 2021

The following standard hourly rates shall be applicable for cost calculation of internal resources (employees) of LEONI in case of (i) shortage of bindingly ordered Products caused by the Supplier (see Section 2.3.3 of the SLT), (ii) usage of unsuitable packaging by the Supplier (see Section 3.2 g) of the SLT) and (iii) necessary special freights caused by the Supplier (see Section 5.6 of the SLT):

Area	Locations	Q-Service/ Operator hourly rate [EUR]	Engineer hourly rate [EUR]
Competence Center	Germany	35	75
	France		
Europe	Great Britain	27	63
Europe	Italy	14	36
	Portugal		
	Spain		
Eastern Europe 1.belt	Poland	14	30
	Slowakia		
Eastern Europe 2.belt	Romania	11	27
	Ukraine		
Eastern Europe 3. belt	Bulgaria	10	25
	Serbia		
Russia		16	41
	Russia		
North Africa I	Tunisia	8	16
	Egypt		
North Africa II	Morocco	11	22
Asia	China	11	25
	Korea		
	India		
North America	USA	35	75
Central/South America	Mexico	11	27
	Brazil		

In accordance with Section 8 of the SLT, LEONI shall be entitled to assert claims for compensatory damages in a lump-sum amount of 50,- EUR per logistics complaint accepted by the Supplier.