

Königswinter, October 29, 2018

Dear Supplier to Maxion Wheels,

Your performance to Maxion Wheels is an essential contributor to our success.

We will enforce our focus to your performance and will ensure a permanent improvement culture with the roll out of our standardized global Supplier Performance Evaluation.

Maxion Wheels will measure your performance within the below shown metrics:

Categories	Max. Points	Metrics for Evaluation and Scoring						Responsible
		Criteria	Points	Frequency	Criteria	Points	Frequency	
Quality	35	PPM's	10	Monthly	APQP	4	Monthly	Advanced Quality and Plant Quality
		Complaints	10	Monthly	Certifications	3	Annually	
		Response Time	5	Monthly	Audits	3	Per Schedule	
Logistics	25	Delivery	20	Monthly	Premium Freight	5	Monthly	Logistics
Technical	20	Portfolio	5	Annually	Process Control	5	Annually	Engineering
		Technology	5	Annually	Tech. Support	5	Annually	
Commercial	20	Payment Terms	5	Annually	Response to Commercial Issues	5	Annually	Purchasing
		Contract Negotiations	5	Annually	Financial Assessment	5	Annually	
SPE Score	100	SPE ≥ 90 = Level A		70 < SPE < 90 = Level B		SPE ≤ 70 = Level C		

The resulting local Supplier Performance Evaluation report (SPE score report) will be distributed to you on a monthly base from each MX shipping location, regular reviews will be established with your stakeholders.

The new MX standard Supplier Performance Evaluation will be rolled out within the forthcoming 2-3 months.

We do expect your utmost focus on the permanent performance improvement that qualifies your company and Maxion Wheels to continuously grow in our industry.



You will soon receive the first report from our local Quality organizations.

Maxion Wheels will honor and award your performance but in contrary need to take consequences if the performance is below expectations ongoingly.

Please ensure this message is perceived to the relevant stakeholders in your company.

We thank you in advance for giving this initiative the utmost attention and appreciate your passion to quality and supplier performance.

Best regards

Maxion Wheels EAAP Holding GmbH

Giorgio Mariani

Vice President Global Supply Chain

Wald Westerlinck

Vice President Global OPEX and Quality
Operational Excellence and Quality