

To: All Supplier of Yazaki Europe Ltd
From: Supply Management Europe
Date: Thursday, July 15, 2010
Re: Supplier Performance Evaluation - Supplier Scorecard

Dear Supplier,

As well know to most of you, Yazaki Europe is systematically and regularly monitoring it's suppliers' Quality, Logistics and Commercial performance.

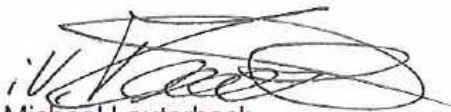
Throughout the last few years we have been regularly adopting our performance measurement criteria in accordance with the automotive industrial trends and requirements.

Due to the recent observations made in the area of supplier delivery disruptions resulting in Yazaki plant shut downs we have decided to expand our supplier Quality and logistics performance assessment criteria and therefore to integrate the number of the Supplier caused Line Stops into our supplier performance evaluation starting as of July 2010.

Further to this, with immediate effect we are considering ISO/TS 16949, ISO9001 and ISO14001 certification covering all suppliers' sites in the overall score.

In case of questions please do not hesitate to contact your Yazaki Supply Management contacts.

Yours sincerely,



Michael Lauterbach
Manager Supplier Development



Zeljko Glisin
Manager Advanced Purchasing and
Supply Chain Management

Appendix / Explanation ...

Point to be Achieved Performance criteria	KPIs	Definition	Point
	PPM Performance	Defective parts per million parts delivered	10
	Reactivity Performance	- Percentage of 3D reply given within one working day (70 %) - Percentage of 8D reply given within agreed time (30 %)	30
	Rejection Performance	- No of Rejections per million parts delivered (50 %) - Total No of Rejections (50 %)	40
	Documentation Performance	Percentage of submitted documents(drawings, parts specification, PSW) in relation to this of requested	20
	Delivery Performance	Percentage of Shipments on time - measured but <i>not included into score</i>	0
Total Point			100

Point to be deducted Line stop monitor	No of Line stop	No of components * Days delayed	No of Line Stops	Point tb deducted
			1 - 7	No of LS x (-2)
			8-14	-15
			15-20	-18
			21-40	-20
			41-60	-25
			61-100	-30
			>100	-35

Example:

Supplier A supplies a single plastic component to one of our European Yazaki factories.

As a result of delayed deliveries caused by the supplier (confirmed delivery date was not met) the affected Yazaki factory will have to stop its production for two days.

Consequently the supplier has caused two Line Stops. The Number of Line Stops is defined by the no of delayed components multiplied with the number of days our production is stopped.

