

# Volkswagen Group Import (China) Co., Ltd.

**Buyer / 买方:**

Volkswagen Group Import Company Limited  
大众汽车（中国）销售有限公司  
Tower 1, No. 12 Qishengzhong  
Street, Chaoyang District, Beijing  
100028, P.R.China  
北京市朝阳区七圣中街  
12号院1号楼 邮编：100028

**Vendor No. 供应商编号/DUNS:**

32528 / 421335190  
北京博源意嘉市场咨询有限公司  
北京博源意嘉市场咨询有限公司

**Purchase Order / 采购订单****PO Number / 订单编号/ Date / 日期:**

7600011403 / 03/09/2023

**Contact / 联络人/ Telephone / 电话:**

Qiuxuan Ren /

**Requester / 需求人/ Telephone / 电话:**

Congmiao Feng / 65315902 5902

This Purchasing Order constitutes a binding agreement between the parties ("Agreement"). By signing below, each party acknowledges and agrees to the General Terms and Conditions attached to this Purchasing Order, which is an integral part of this Agreement.

本采购订单构成双方之间有约束力的协议("本协议")。一旦在下方进行签署即视为双方确认并同意本采购订单后面所附的一般条款和条件，该一般条款和条件构成本协议不可分割的一部分。

Please sign and return two fully signed and stamped copy of Purchase Order to contact person as your acceptance of this order.

请在收到本采购订单后进行签署并加盖公章并向我方的联系人返还贰份原件。

**Please refer to the PO number as shown above when invoicing. Failure to quote the correct PO number on your invoice will result in delayed payment.**

请在发票上列出我上面显示的订单编号。若发票上所显示的订单编号有误，将导致付款延迟。

Please supply in accordance with the conditions of purchase (请按以下采购条款供货).

Item 项目	Quantity 数量	Unit 单位	Goods / Service Description 商品/服务描述	Unit Price 单价	Currency 货币
1	1.000	EA	2023 VW Import Annual Dealer Conference 2023 VW Import Annual Dealer Conference - EP extension	1,400,000.00 CNY/1 EA	CNY
<b>Total 合计</b>				<b>CNY</b>	<b>1,484,000.00</b>

**Delivery terms / 交易条款:**

Shopping Cart No.: 1010287827

**Accounting Information / 财务信息:**

CC-7500010013; GL-48800015

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# Volkswagen Group Import (China) Co., Ltd.

Signed By 签署: \_\_\_\_\_

Name名字:                      Purchaser                      Purchasing Manager                      Executive Vice President

Title职务:                      \_\_\_\_\_                      \_\_\_\_\_                      \_\_\_\_\_

Date日期: \_\_\_\_\_

**Vendor卖方: 北京博源意嘉市场咨询有限公司  
北京博源意嘉市场咨询有限公司**

Signed By签署: \_\_\_\_\_

Name名字: \_\_\_\_\_

Title职务: \_\_\_\_\_

Date日期: \_\_\_\_\_

## VGC General Terms and Conditions VGC 一般条款和条件

### General Terms and Conditions 一般条款和条件

#### 1. DEFINITIONS 定义

In this Agreement, unless inconsistent with the context or otherwise specified, the following terms shall have the following meanings:

在本协议中，除非与上下文不一致或文中另有所指，下列文字应具有以下的含义：

**“Affiliate”** means any entity, directly or indirectly, controlling, controlled by, or under common control with such entity, in each case on, or at any time after, the date of this Agreement (as defined below), where "control" means the possession, direct or indirect, of the power to direct or cause the direction of the management of a person or entity, whether through the ownership of securities, by contract or otherwise;

**“关联企业”**是指在本协议签订之日（详见下文之定义）之后的任何时间直接或间接地控制、被控制、或与该实体同属于一个控制人的任何实体。“控制”是指直接或间接地通过持股、合同或其他方式拥有管理另一人或实体的权力；

**“Agreement”** means this General Terms and Conditions, together with Purchasing Order signed by Buyer and Vendor and all the Appendices hereof;

**“本协议”**是指本一般条款和条件、由买方和卖方签署的采购订单以及所有的附件；

**“Business Day”** or **“Working Day”** means any day other than the national holidays on which the commercial banks are generally open for business in PRC;

**“营业日”**或**“工作日”**是指除中国国家公众假日外的中国商业银行通常营业的日期；

**“Buyer”** means Volkswagen (China) Investment Company Limited and/or Volkswagen Group Import Company Limited and/or Audi (China) Enterprise Management Company Limited and/or Mobility Asia Smart Technology Company Limited, as more specifically referred to in the Purchasing Order;

**“买方”**是指采购订单中列明的大众汽车（中国）投资有限公司和/或大众汽车（中国）销售有限公司和/或奥迪（中国）企业管理有限公司和/或逸驾智能科技有限公司；

**“Confidential Information”** means, any and all proprietary and other information concerning Buyer's business and operation or related to this Agreement, which becomes known to Vendor as a result of performance of this Agreement. Proprietary information includes, but is not limited to, corporate plans and strategies, new product samples, specifications, formulations and pricing information as well as the existence, contents and results of this Agreement; but shall not include any such information or material in so far as it is proven that it:

**“保密信息”**是指卖方履行本协议而知悉的、关于买方的商业及其运营、或与本协议相关的任何及所有专有信息及其他信息。专有的信息包括，但不限于企业计划和战略、新产品的样品、说明、规划以及定价信息和关于本协议的存在、其内容和结果的信息；但是不包括：

a. was in the receiving party's possession prior to receipt from the other party;

卖方在接受之前就已经拥有的信息和材料；

b. was received by a party in good faith from a third party not subject to a confidentiality obligation;

卖方从第三方合法获得的无需承担保密义务的信息和材料；

c. now is or later becomes publicly known through no breach of the confidentiality obligations of the receiving

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party;

非因卖方违反保密义务，目前或今后为公众所知的信息和材料；

d. was developed by the receiving party without the developing persons having had access to any of the Confidential Information of the other party; or

未接触买方机密信息的开发人员独自开发的信息和材料；或

e. is authorized in writing by the party to whom the information relates to be released or is designated in writing by the party to whom the information relates as no longer being confidential or proprietary.

经买方书面授权公开或经买方书面指定为不再保密或不再拥有的任何信息或材料。

“**PRC**” means the People’s Republic of China (for purpose of this Agreement, excludes Hong Kong SAR, Macao SAR and Taiwan district);

“**中国**”是指中华人民共和国（为本协议之目的，不包括香港特别行政区、澳门特别行政区以及台湾地区）；

“**RMB**” means Renminbi, the lawful currency of the PRC;

“**人民币**”是指中国的法定货币；

“**Services**” means any services to be supplied to Buyer by Vendor in relation to this Agreement, as specified in details in the Purchasing Order;

“**服务**”是指采购订单中列明的与本协议相关的、由卖方提供给买方的服务；

“**Goods**” means any goods to be purchased by Buyer from Vendor in relation to this Agreement, as specified in details in the Purchasing Order

“**商品**”是指采购订单中列明的、与本协议相关的、由卖方提供给买方的商品；

“**Contract Price/Fees and Expenses**” means the subtotal referred to in the Purchasing Order for Vendor’s provision of Services and/or Goods;

“**合同价格/费用**”是指在采购订单中列明的买方向卖方支付的服务和/或商品的费用；

“**Working Staff**” means in respect of either party, any personnel engaged by such party (including without limitation to the employees, agents and sub-contractors) in connection with this Agreement;

“**工作人员**”是指为本协议之目的，任何一方雇佣的任何人员（包括但不限于员工、代理人以及承包商）；

“**Taxes**” means all taxes, duties or charges levied or imposed by any governmental authority (other than taxes imposed on either party’s income) and includes, without limitation, value-added tax or similar broad based consumption tax or a tax on services; and

“**税**”是指任何相关的政府机构征收的税、关税或费用（但不包括所得税），包括但不限于增值税、消费税或服务税；以及

“**Effective Date**” means the date on which Buyer and Vendor signs the Purchasing Order. In the case Buyer and Vendor does not sign the Purchasing Order at the same date, Effective Date means the later signature date.

“**生效日**”是指买方和卖方签署采购订单的日期。在买方和卖方不在同一日期签署采购订单的情况下，生效日是指日期较后的签署日期。

## 2. INTERPRETATIONS

### 释义

2.1 A reference to any statute, enactment, ordinance, order, regulation or other similar instrument includes a reference to the statute, enactment, ordinance, order, regulation or instrument as from time to time amended, extended, re-enacted or consolidated and all statutory instruments, orders, regulations or instruments made

pursuant to it.

在提到任何法律、法规、条例、命令、规章或其他类似文件时应包括 在不同时间内对上述法律、法规、条例、命令、规章或文件所作的修 订、扩展、重新制定或合并，以及 依据其各种法律文书、命令、规章 或文件。

2.2 Clause headings are for ease of reference only and are not intended to be part of or to affect the meaning, interpretation or construction of any of the terms and conditions of the Agreement.

条款标题仅供参考，不得当作本协 议任何条款或条件的组成部分且不 能对其涵义、解释或构成产生任何 影响。

2.3 A reference to any gender includes any other gender and the plural shall include the singular and bodies corporate shall include unincorporated bodies and (in each case) vice versa.

在提到任何一种性别时应同时包含 另一性别；在使用复数时应同时包 含单数；在提到法人团体时应同时 包含非 法人团体。在上述各种情况 中反之亦然。

2.4 Unless the context otherwise requires, those provisions contained in the Agreement which relate to any subject matter of which there are more than one shall apply severally to each.

除非上下文另有说明，否则本协议 中与一项以上任何事务有关的条款 均应分别适用。

2.5 Clauses, Sections, Pages, and the Schedules referenced by name shall refer to the Clause, Section, Page, or the Schedule having the title referred to.

引用名称的条款、章节、页码及附 录是指该引用名称下的条款、章节、页码及附录。

2.6 The meaning of general words is not limited by specific examples introduced by “including”, “for example” or “such as” or their derivatives.

通用文字的涵意不仅限于“包括”、“例如”或“譬如”或其派生词所 列举的特定例子。

### 3. REPRESENTATIONS AND WARRANTIES

#### 陈述与保证

3.1 Each party represents and warrants to the other party that as of Effective Date of this Agreement:

本协议项下的一方向另一方陈述与 保证，自生效日起：

a. It is duly organized and validly existing in good standing under the laws of the place of its establishment and principal place of business, possessing full capacity for civil rights and capacity for civil conductions; 其依据其设立地和主要营业地的法 律有效设立和合法存续,具有完全的民事权利能力和民事行为能力；

b. It has full authority to enter into this Agreement and to perform its obligations hereunder; 其具有完整的权力签署本协议并且 履行其在本协议项下之义务；

c. It has duly authorized its representative to sign this Agreement, and from and after the Effective Date the provisions of this Agreement shall be legally binding upon it; 其已适当授权其代表签署本协议， 并且自本协议生效日起，本协议的 条款对其有法律约束力；

d. Its execution of this Agreement and its performance of its obligations hereunder: (i) will not violate any provision of its business license, articles of incorporation, articles of association or similar organizational documents; (ii) will not violate any applicable law or any governmental authorization or approval, and (iii) will not violate or result in a default under any contract to which it is a party or to which it is subject; 其签署和履行本协议：(i) 不会违 反其营业执照、公司章程或类似的 组织文件；(ii) 不会违反任何可适 用的法律或任何政府授权或批准； 和 (iii) 不会违反或导致其不能履行 其作为合同一方或对其具有约束力 的合同；

e. No lawsuit, arbitration or other legal or governmental proceeding is pending or, to its knowledge, threatened against it that would adversely affect its ability to perform its obligations under this Agreement; and

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其无未决的诉讼、仲裁或其它法律或政府程序，或就其所知，将对其履行本协议项下的义务产生负面影响的上述程序；和

f. It has disclosed to the other party all documents issued by any governmental authority that may have a material adverse effect on its ability to fully perform its obligations under this Agreement, and the documents previously provided by it to the other party do not contain any misstatements or omission of material facts. 其已向另一方披露所有由政府部门发出的、可能对其完全履行其在本协议项下的义务产生重大负面影响的文件，且所有其此前向另一方提供的文件并无包含虚假陈述或遗漏重要事实。

### 3.2 Consequences of Inaccuracy in Representations and Warranties 不实陈述的后果

If any of the above representations and warranties of a party is inaccurate in material aspects as of the Effective Date, such party shall be in material breach of this Agreement.

如果上述任何一方的陈述与保证自生效日起在任何实质方面是不准确的，该协议方将视为根本性违反本协议。

## 4. RELATIONSHIP

### 关系

4.1 This Agreement does not form an authorization granted by Buyer to Vendor for exclusively rendering the Services and/or Goods as specified in the Purchasing Order. Buyer is entitled to establish any contractual relationship with any third party for such Services and/or Goods concurrently.

本协议并不构成买方就采购订单中列明的服务和/或商品授予卖方独家提供上述服务和/或商品的权利。买方有权就上述服务和/或商品同时与任何第三方签署合同。

4.2 Except as expressly authorized under this Agreement, neither party has authority to pledge the credit of or make any representation or give any authority to contract on behalf of the other party.

除非本协议另有明确的授权，本协议项下的任何一方无权假借另一方的名义，代表另一方作出意思表示或者代表另一方签署合同。

4.3 No Vendor's Working Staff shall be construed as being an employee of Buyer as the result of performance of this Agreement, and Vendor shall be fully responsible for its Working Staff for any and all property damage and personal injury incurred from performance of this Agreement.

卖方的工作人员不得由于履行本协议而被视为买方的员工。卖方应当对其工作人员由于履行本协议而导致的任何及全部财产损失及人身伤害承担全部的责任。

## 5. QUALITY AND DELIVERY

### 质量和交付

5.1 Vendor shall do its best with all due care and diligence on rendering the Services and/or providing Goods to Buyer, and ensure to complete the Services and/or deliver the Goods successfully and timely as agreed upon by both parties under this Agreement. In the case Vendor fails to provide the Services and/or Goods as specified in this Agreement and the attached appendices, or in the case the quality of the Services and/or Goods provided by the Vendor fails to meet the standards as required by the Buyer, Buyer shall be entitled to deduct its payment of Contract Price/Fees and Expenses or claim refund of paid Contract Price/ Fees and Expenses and to claim liquidated damages against Vendor for breach of this Agreement.

卖方应当尽其最大的注意和勤勉的义务向买方提供本协议项下的服务和/或商品，并确保按时和成功地按照本协议的约定向买方提供服务 和/或交付商品。若卖方不能按照本协议及其附件的约定向买方提供服务和/或商品，或卖方提供的服务和/或商品不能达到买方要求的标准，买方有权减免合同价格/费用，或者主张返还已经支付的合同价格/费用，以及向卖方主张违约金。

5.2 Buyer is entitled under this Agreement to require Vendor to replace any Working Staff who has been proved to be incompetent to perform obligations under this Agreement. Vendor shall promptly replace the Working Staff upon receipt of Buyer's request for replacement. In the case the Vendor fails to replace the relevant Working Staff in accordance with Buyer's timelines and requirements as stated in the replacement request, Buyer is entitled to early terminate this Agreement or adjust the services scope, without compensating the Vendor. 买方有权要求卖方更换被证实无法适当履行本协议项下义务的工作人员。卖方应当在收到买方要求更换的通知后立即更换该工作人员。如果卖方不能按照买方在更换通知中的要求和设定的时间更换相关的工作人员，买方有权提前解除本协议，或调整相应的服务范围，而无须补偿卖方。

5.3 If any Working Staff of Vendor causes damage to Buyer by his/her negligence or intentional action, Buyer is entitled to claim for compensation against Vendor and Vendor shall keep Buyer harmless and fully indemnified for damages incurred. In addition, Buyer is entitled to early terminate this Agreement at its own discretion without further compensating the Vendor.

在卖方的工作人员由于故意或过失导致买方损害的情况下，买方有权向卖方主张损害赔偿，同时卖方应当全额赔偿买方因此而受到的任何损失。另外，买方有权在无须补偿卖方的情况下提前解除本协议。

5.4 Until fully completion and acceptance of the Services and/or Goods, Buyer is entitled to amend or supplement this Agreement at any time and at its reasonable discretion. Should such adjustments change the scope of Services and/or Goods as set forth herein and Vendor's workload in a significant manner, the parties shall reach a supplementary agreement separately for the changed scope of Services and/or Goods. 直至本协议项下提供的服务和/商品被完全的履行且被买方所接受，买方有权在其认为合理的情况下修改和补充本协议。如果上述修改和补充对本协议项下约定的服务和/或商品的范围和卖方的工作量造成重大的变化，买卖双方应当就变更后的服务范围和/或商品的类型另行达成补充协议。

## 6. PAYMENT

### 付款

#### 6.1 Contract Price/Fees and Expenses 合同价格/费用

a. The parties agree that the payment of Contract Price/Fees and Expenses shall be settled in accordance with time schedule (work schedule) and quality requirements as specified in relevant Appendix of this Agreement. 买卖双方同意本协议项下的合同价格/费用的支付应当按照本协议附件中列明的日期（工作进度表）和质量要求进行。

b. The Contract Price/Fees and Expenses shall be inclusive of the taxes and duties to be levied on Vendor in accordance with the applicable laws and regulations of PRC by virtue of or relating to the provision of the Services and/or Goods under this Agreement, unless otherwise agreed upon by both parties. 除非买卖双方另有约定，本协议项下的合同价格/费用应当包括根据适用的中国法律卖方应当承担的与提供本协议项下的服务和/或商品相关的税费。

c. Vendor shall ensure that the actual amount of expenses under this Agreement does not exceed the total sum of the Contract Price/Fees and Expenses. If additional fees and expenses are indeed required which are beyond the reasonable control of and were not reasonably foreseeable by the Vendor, Vendor shall obtain Buyer's prior written approval for such additional amount(s) prior to the occurrence of the additional fees and expenses. Vendor agrees and acknowledges that Buyer is not liable or responsible for such amounts if they are incurred without Buyer's written approval or before Buyer's written approval is obtained. 卖方应当确保本协议项下发生的费用不应当超出总的合同价格/费用。在卖方无法合理控制和无法合理预见的情况下发生的额外的费用，卖方应当就该额外费用的发生事先获得买方的书面同意。卖方在此同意和确认，在买方就该额外费用的发生未做出书面同意、或者该书面同意未被卖方事先获得的情况下，买方无须就该额外的费用负责。

d. The Contract Price/Fees and Expenses include all expenses paid or incurred by Vendor in connection with Vendor's performance of its obligations under this Agreement, including without limitation, any and all third party costs, travelling costs, communication expenses, and out-of-pocket expenses. Unless otherwise expressly approved in writing by Buyer, Vendor is not entitled to any reimbursement or payment from Buyer in addition to the Contract Price/Fees and Expenses.

本协议项下的合同价格/费用包括卖方由于履行本协议而支付的或承担的所有费用，包括但不限于任何第三方的支出、差旅费、通信费以及任何其它的费用。除非买方另有明确的书面同意，卖方无权要求买方就合同价格/费用以外的部分对卖方进行补偿或支付。

## 6.2 Payment Terms

### 付款方式

a. Vendor shall issue to Buyer the legally valid tax invoices of the due payment of the Contract Price/Fees and Expenses in accordance with the payment term specified in the Purchasing Order. Buyer shall settle the due payment to Vendor within forty five (45) working days or any other term upon written agreement of the parties against the presentation of the invoices.

卖方应当按照采购订单中列明的付款方式向买方出具与合同价格/费用数额相当的合法有效的税务发票。买方应当在收到该等发票之日起的四十五（45）个工作日或双方书面协商一致的其他付款期限内向卖方支付相应的款项。

b. Vendor agrees to exempt Buyer from any late payment penalty in the case the late payment is incurred by reasons not attributable to Buyer's faults, and such late payment shall not constitute any limitation or prohibition on Buyer to obtain all the legitimate titles and rights of the Services and/or Goods under this Agreement.

卖方同意免除买方非由于买方原因造成的任何的迟延付款的责任。买方的迟延付款并不构成买方获得本协议项下对相关服务和/或商品所有合法所有权和权利的限制和禁止。

For overseas payment, due to the fact that such payment is subject to successful conclusion of the legally required tax and foreign exchange procedures in China, Vendor shall timely provide Buyer with documents that may be required by the tax and foreign exchange authorities of China in relation to the payment.

对于海外付款，由于该类付款应在中国成功完成相关法律要求的税务及外汇程序，因此卖方应及时向买方提供中国税务及外汇监管机构可能要求的、与该等付款相关的文件。

Furthermore, Vendor agrees to exempt Buyer from "late payment penalty" if such late payment is by reasons attributable by the related overseas-payment process, and that such delay is uncontrollable by the Buyer therefore is inevitable, then and such late payment shall not constitute any limitation or prohibition on Buyer to obtain all the legitimate titles and rights of the Services and/or Goods under this Agreement.

另外，卖方确认对于任何由于海外付款流程而导致的无法不受买方控制的、因而是无法避免的延迟付款，卖方将不追究买方责任，且该等延迟付款不会构成买方获得本协议项下对相关服务和/或商品所有的合法的权利和权益的限制和禁止。

c. Payment is made via bank telegraphic transmit. The parties are responsible for their own bank charges incurred in relation to the transaction under this Agreement.

本协议项下的付款通过银行电汇进行。双方对其各自的银行费用负责。

## 7. TAXES

### 税费

Except to the extent that this Agreement expressly provides otherwise, any and all taxes and/or duties in connection with the execution of this Agreement to be levied on Buyer shall be payable by Buyer, while any and



all taxes and/or duties in connection with the execution of this Agreement to be levied on Vendor shall be payable by Vendor. The amount of Contract Price/Fees and Expenses stipulated in this Agreement shall be a gross amount covering all the taxes and duties that may be levied on the Vendor in PRC and any applicable tax authority in connection with the execution of this Agreement.

除非本协议另有明确的约定，买卖双方应当各自对其由于签署本协议而应当缴付的税费负责。本协议项下的合同价格/费用应当包括卖方应当向中国及适用的税务机构缴付的所有税费。

## 8. RIGHTS OF OWNERSHIP

### 财产及资料所有权

8.1 All deliverable concept, code, artwork, images, communication, materials, drawings, information, design, data, reports, analysis, presentations, electronic tools, applications and systems, and other work ("Materials") created by Vendor and its Working Staff pursuant to this Agreement and intended for adoption and exploitation by Buyer shall be the sole property of Buyer (rather than Vendor or its Working Staff). Vendor undertakes that it and its Working Staff shall not use for a purpose other than this Agreement, or provide to any third party (including any Vendor's Working Staff not involved in providing Services and/or Goods to Buyer) the aforementioned Materials, as well as any deliverables produced under this Agreement without the prior written consent of Buyer.

所有可交付的、卖方及其工作人员创造的、用以由买方接受和利用的创意、代码、作品、图像、通信、资料、图纸、信息、设计、数据、报告、分析、讲座、电子工具、应用程序和系统及其他工作成果（“资料”）的所有权均归买方（而非卖方及其工作人员）所有。卖方承诺，未经买方事先书面同意，卖方及其工作人员不得将上述资料用于本协议约定范围以外的其他用途，或向任何第三方（包括参与向买方提供服务和/或商品的卖方之其他工作人员）提供上述资料。

8.2 Vendor shall ensure that, to the fullest extent possible under the law, Buyer shall own any and all rights, title and interests (including without limitation copyrights, trademarks, patents, domain name and other intellectual property rights and trade secrets) with respect to any work or deliverables created or developed by Vendor pursuant to this Agreement and utilized by Buyer.

卖方应尽一切合法之可能保证买方对卖方根据本协议或按买方指示创建或开发的所有工作及成果享有全部权利、所有权及利益，包括但不限于版权、商标、专利、域名其他知识产权和商业秘密。

8.3 Vendor represents and guarantees that it will abide by all relevant legal requirements in its performance of this Agreement and it shall not infringe any legal rights of any third parties, including but not limited to copyrights, trademarks, patents and other intellectual property rights and trade secrets, in the course of providing the Services and/or Goods. Vendor shall fully indemnify and hold harmless Buyer against any loss, liability, claim or penalty from any third party.

卖方陈述并保证其在提供服务和/或商品的过程中不违反法律且不侵犯任何第三方的任何法律权利，包括但不限于版权、商标、专利、其他知识产权和商业秘密。卖方应使买方免受损害并向买方全额赔偿任何第三方向买方提出的任何损失，责任，索赔或处罚。

8.4 Vendor undertakes to use all best care in handling and storing of the Materials and any information or property provided by Buyer under this Agreement. Once such Materials, information or property of Buyer are forwarded to or produced by Vendor and its Working Staff, Vendor becomes responsible for the safekeeping of these Materials, information or property. Vendor shall be liable for any loss or damage or destruction of such Materials, information or property, including without limitation any loss or damage caused by its Working Staff or third parties.

卖方承诺将尽其所能保管和保存资料及买方在本协议项下提供的其他信息或财产。一旦买方转交给卖方前述资料、信息或财产，或卖方及其工作人员为买方完成创作成果，卖方即有义务将相关资料、信息或财产妥善保管。卖方对因卖方及其工作人员原因导致的任何资料、信息或财产的遗失或损坏承担全部责任。

8.5 Upon termination or expiration of this Agreement, Vendor shall transfer, assign and make available to Buyer

all property and Materials in Vendor's possession or subject to Vendor's control (including all property and Materials in possession of Vendor's Working Staff or third parties) that are the property of Buyer, regardless of what form such Materials are in (e.g. electronic, paper-based) and regardless of whether such Materials had been obtained under the terms of this Agreement or by any other method.

在本协议期满或终止后，卖方应当将卖方及其工作人员或第三方占有、保管或实际控制的属于买方所有的全部财产和材料返还给买方，无论该资料以何种形式存在（如电子或纸制），也不论该资料是否基于本协议条款或任何其他方式获得。

8.6 Vendor agrees to impose the same obligations as defined in this Article 8 (Rights of Ownership) and Article 9 (Confidentiality) on its Working Staff, and shall be liable for any breach of the obligations by its Working Staff. 卖方同意对其工作人员应遵守本协议第8条（资料所有权）及第9条（保密条款）约定的同等义务，并对卖方工作人员违反前述条款约定的任何义务承担赔偿责任。

Except otherwise agreed by the Buyer in writing, Vendor and / or their affiliated entities / associates/ assignees/contractors, etc. do not have the right to use any and all registered trademarks of Volkswagen Group (all brands) worldwide, nor shall they have the right to profit from them.

除非得到买方另外的书面确认，卖方和/或其关联企业/合作伙伴/受托人/承包商等均无权使用大众集团旗下所有品牌（在全球范围内）的所有注册商标，也没有权利从该等使用中获取利益。

## 9. CONFIDENTIALITY AND DATA PROTECTION AGREEMENT 保密条款和《数据保护协议》

9.1 Vendor, on behalf of itself and its working staff, hereby covenants and agrees that Vendor shall: 卖方代表其及其工作人员在此承诺及同意：

a. exercise best care and caution to keep confidential any and all Confidential Information and other information concerning the business and operation of Buyer, any Affiliate or any related third party, or is otherwise related to this Agreement, which becomes known to Vendor as a result of performance of this Agreement; Such information includes, but is not limited to, corporate plans and strategies, new product samples, specifications, pricing information and the contents and results of this Agreement;

卖方应当尽最大限度的谨慎注意义务对所有在履行本协议的过程中获知的、与买方及其关联企业或任何关联的第三方的经营和业务或与本协议相关的任何及所有保密信息及其他信息进行保密。这些信息包括，但不限于买方企业战略计划、新产品样品和说明手册、价格信息以及本协议的内容和履行本协议的结果；

b. not disclose any Confidential Information to any third party (including any employees of Vendor not involved in providing Services and/or Goods to Buyer), unless to do so is required in connection with the performance of its obligations under this Agreement and is approved by Buyer in advance, and under such circumstances Vendor shall ensure that the said third party is made aware of and complies with Vendor's obligations of confidentiality under this Agreement; and where it is necessary to disclose Confidential Information of Buyer to a third party in the course of subcontracting, Vendor agrees to ensure that the relevant third party is made aware of and comply with the obligations of confidentiality stipulated under this Agreement before disclosing the Confidential Information on a "need-to-know" basis. If requested by Buyer, Vendor shall ensure that such third party maintain the confidentiality of the Confidential Information by executing separate confidentiality agreement with such third party on terms no less strict than those set out under this Agreement. Notwithstanding the foregoing, Vendor shall be liable for any breach of confidentiality by such third party.

卖方不得向任何第三方（包括未涉及向买方提供服务和/或商品的任何卖方雇员）披露任何保密信息，除非在其履行本协议时需要并经买方书面同意的情况下才能向第三方披露，但卖方应保证该第三方知悉并遵守卖方的保密义务。在经过买方事先书面同意的情况下，卖方可以委托代理商或分包商从事本协议项下的部分服务，在根据分包协议需要向第三方披露买方的保密信息时，在卖方根据“需知原则”披露保密信息前，卖方应确保相关第三方已知晓并遵守本协议项下规定的保密义务。应买方要求，卖方应确保与该第三方签订单独的保密协议，且该协议规定之保密义务的程度不得低于本协议之规定。尽管有前述规定，卖方应对该等第三方违反保密义务的行为承担责任

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c. not use, or enable any third party to use, any Confidential Information for a purpose other than the performance of obligations under this Agreement; and  
卖方不得将任何保密信息用于除履行本协议项下义务以外的其他用途，亦不得使任何第三方从事该等行为；并且

d. return to Buyer all Confidential Information then in the possession of Vendor and/or its permitted subcontractor at the termination or expiration of this Agreement.  
在本协议终止或期满时，卖方应将 由卖方和/或卖方的分包商占有、控 制的所有保密信息归还给买方。

9.2 The Parties agree that the confidentiality obligations stipulated under this Article 9 shall survive the termination of this Agreement.  
买卖双方同意本第9条款中约定的保密义务在本协议终止后继续有效。

9.3 If there is any activities in connection with the processing by the one party of the personal data made available to it by the other party, the Parties agree to perform the Data Protection Agreement (the "DPA", if any) to regulate any personal data protection matter arising out of or in connection with the Agreement. To avoid any doubt, regarding the topic of personal data protection if there is any inconsistency between DPA and this Agreement the DPA shall prevail. The DPA shall survive the termination of this Agreement, unless it is terminated in accordance with the terms and conditions thereunder.  
如存在一方处理另一方提供的个人信息的情形，双方同意履行《数据保护协议》（简称“DPA”，如有）用于规范本协议之下产生的或者和本协议相关的任何个人数据保护事宜。为避免疑问，有关 个人数据保护事宜，如果DPA和本协议存在不一致，DPA应当优先适用。除非DPA根 据其自身条款和条件被终止，否则DPA应当在本协议终止后继续生效。

## 10. LIABILITY AND BREACH OF AGREEMENT 违约责任

10.1 If Vendor breaches any of the Representations and Warranties as specified in Article 3 of this Agreement, or fails to provide the Services and/or Goods on schedule as stated in this Agreement, or the quality of the Services and/or Goods provided by Vendor fails to meet the professional industrial standards or the requirements set forth in this Agreement and all the Appendices by Buyer, Buyer is entitled to withhold or deduct payment from the Contract Price/Fees and Expenses and/or claim for refund of paid Contract Price/Fees and Expenses, and Vendor shall pay to the Buyer an additional liquidated damages amounting to 30% of the Contract Price/Fees and Expenses.

如果卖方违反本协议第 3 条陈述与 保证的条款，或者迟延交付服务和/ 或商品，或者服务质量和/或商品的质量不符合行业标准或本协议及其 附件约定的要求，买方有权按本协 议减少或停止向卖方支付合同价格/ 费用，和/或要求卖方返还已支付的 合同价格/费用，并且卖方应当向买 方支付相当于本协议全部合同价格/ 费用的 30%作为违约金。

10.2 Except as otherwise provided herein, if a Party ("Breaching Party") fails to perform any of its material obligations under this Agreement or otherwise is in material breach of this Agreement, then the other Party ("Aggrieved Party") may:

除本协议其他条款另有规定以外，如果一方（“违约方”）未履行其在 本协议项下某项主要义务或以其他 方式对本协议构成重大违约，则另一方（“受损害方”）可以：

a. give written notice to the Breaching Party describing the nature and scope of the breach and demand that the Breaching Party cure the breach at its own cost within a reasonable time specified in the notice ("Cure Period") (provided that if any representation and warranty of a party under Article 3 of this Agreement is not true and correct in material aspects when it is made, or when there is a breach of Article 9, the Cure Period does not apply); and

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Volkswagen Group Import (China) Co., Ltd.

大众汽车（中国）销售有限公司

Tower 1, No.12 Qishengzhong Street, Chaoyang District, Beijing 100028, P.R.China

北京市朝阳区七圣中街12号院1号楼 邮编：100028

Purchase Order

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CONFIDENTIAL  
机密

向违约方发出书面通知，说明违约的性质以及范围，并且要求违约方在通知中规定的合理期限内自费予以补救（“补救期”）（但是如果一方在本协议第3条（陈述与保证）项下所做的任何陈述和保证在做出时在关键方面不真实或不正确，或者违反本协议第9条（保密条款）的规定，则没有补救期）；并且

b. in the case the Breaching party fails to cure the breach within the Cure Period (or in the case the Cure Period does not apply), then in addition to its other rights under applicable law, the Aggrieved Party may claim any and all foreseeable damages arising from the breach.

如果违约方未在补救期内予以补救（或者如果没有补救期），除可适用法律项下之其他权利以外，受损害方还可以就违约引起的任何及所有可预见的损失提出索赔。

## 11. FORCE MAJEURE

### 不可抗力

11.1 “Force Majeure” shall mean all events which are beyond the control of the parties to this Agreement, and which are unforeseeable, unavoidable and insurmountable, and prevents total or partial performance by any party. Such events shall include earth-quakes, typhoons, flood, fire, war, failures of international or domestic transportation, acts of government or public agencies, epidemics, civil disturbances, strikes and any other objective circumstance which cannot be foreseen, prevented or controlled, including events which are recognized as Force Majeure in general commercial practice.

不可抗力应指所有超出本协议双方控制的客观事件，该事件是不可预知、不可避免且不可克服的，并导致任何一方不能全部或部分履行本协议。该事件应包括地震、台风、洪水、火灾、战争、国际或国内停运，政府或公共机构的行为、传染病、内乱、罢工和任何其他不可预见、不可避免且不可控制的情况，包括商业惯例认为属于不可抗力的事件。

11.2 If an event of Force Majeure occurs, a party's contractual obligations affected by such an event shall be suspended during the period of delay caused by the Force Majeure and the period for performing such obligations shall be extended for a period equal to such suspension.

如不可抗力事件发生，受该等事件影响的一方之合同义务应在该等不可抗力所导致的迟延期间内予以中止履行，且履行该等义务的期限应展期，该等展期与该等中止履行期间相同。

11.3 The party claiming Force Majeure shall promptly inform the other party in writing and shall give within three working days valid proof of the occurrence and inform about the expected duration of such Force Majeure. The party claiming the occurrence of Force Majeure shall also use all reasonable endeavors to terminate the Force Majeure.

声称遭受不可抗力的一方应立即以书面形式通知另一方，在三个工作日内提供事件的有效证明，并告之另一方该不可抗力的预计持续时间。受不可抗力影响的一方应采取所有必要手段终止不可抗力。

11.4 In the event of Force Majeure, Buyer and Vendor shall immediately consult with each other in order to find an equitable solution and shall use all reasonable endeavors to minimize the consequences of such Force Majeure.

当不可抗力事件发生时，买卖双方应立即磋商，寻求公平的解决方案，并采取一切合理的手段减少不可抗力的后果。

## 12. TERMINATION

### 终止

12.1 Unless otherwise provided in this Agreement, after this Agreement has come into effect, Buyer has the right to terminate this Agreement considering its business needs, in the case Vendor hasn't commenced to perform any Services/or deliver the Goods, Buyer shall be entitled to terminate this Agreement with prior written notice without further compensating the Vendor; In the case Vendor has commenced to perform the Services or deliver

the Goods, Buyer shall pay Vendor the Contract Price/Fees and Expenses on a proportional basis as consideration of the completed Services or deliver the Goods. Early termination described under Article 12.1 shall be carried out via a Termination Notice send out by the Buyer to the Seller with its duly authorized personnel's signature(s) and the company seal, this Agreement will be terminated at the designated termination date stated in such notice or when there is no date specified in the notice, upon delivery of such notice, any further Services and/or Goods received by the Buyer after the termination date or after the delivery of the Termination Notice will be considered invalid and will not generate a payment obligation of Buyer.

除非本协议另有约定，本协议生效后买方有权根据其业务需求决定终止本协议。在卖方尚未开始履行本协议项下的服务或提供本协议项下的商品时，买方有权在无需补偿卖方的情况下，以事先发出书面通知的形式终止本协议；在卖方已经开始履行本协议项下的服务或提供本协议项下的商品时，买方应当就已履行的服务项目或已接受的商品按照比例支付合同价格/费用。第12.1条下描述的提前终止应当由买方用向卖方发送提前终止通知的方式作出，该提前终止通知上应当具备买方合法有效被授权人的签名以及公司印章。本协议在提前终止通知中所确认的终止日或者如果通知中未明确则在送达该通知之日终止。终止以后所有再向买方提供的服务和/或商品将视为无效并且不会对买方产生付款义务。

12.2 If Vendor fails to perform the Services or deliver the Goods on schedule due to Force Majeure, and Vendor has provided written notice of the Force Majeure event to Buyer within three (3) days of the commencement of the Force Majeure, the delivery date of the Services and/or Goods could be postponed subject to Buyer's written consent. In the case of Force Majeure, Buyer is also entitled to terminate this Agreement and pay Vendor the Contract Price/Fees and Expenses on a proportional basis as consideration of the completed Services and/or delivered Goods.

如因不可抗力情形造成卖方不能如期履行服务或提供商品，且卖方在发生不可抗力情形之日起的三（3）日内就不可抗力发生向买方提供书面通知，经买方书面确认，服务和/或商品的交付日期可以延期。在不可抗力情形下，买方也可以解除本协议，并按照本协议约定的合同价格/费用标准，按比例向卖方支付其已完成工作的相应的服务和/或已交付的商品的费用。

12.3 Either party (the "First Party") may terminate this Agreement with immediate effect by written notice to the other if:

在下述情况下，任何一方（“第一方”）均可在书面通知另一方后立即终止本协议：

a. the other party ceases to carry on business or goes into liquidation (other than voluntary liquidation for the purpose of a bona fide solvent reconstruction or amalgamation, the terms of which have been approved in advance by the First Party in writing) or is dissolved or struck down;

另一方停业、清算（事先得到第一方书面同意的、为了正当的有清偿能力的重组或合并而进行的自愿清算除外）、解散或关闭；

b. there is a change in the Control of the other party;

另一方的控制权发生变化；

c. the other party is unable to pay its debts as they mature or suffers the appointment of a receiver, administrative receiver or administrator (or any similar official or process under the law of its domicile or place of incorporation) of the whole or any part of its assets or is subject to any bankruptcy proceedings;

另一方无法支付到期债务，或其全部或部分财产被指定给破产接管人、行政接管人或管理人（或依照其公司所在地或公司设立地的法律规定的任何类似官员或程序）管理，或正面临任何破产程序；

d. the other party is in breach of any provision of this Agreement and fails to remedy such breach (where it is capable of being remedied) within thirty (30) days from the date of receipt of the notice from the First Party specifying the breach; or

另一方违约，并且在第一方指出违约之后三十（30）日内未采取任何补救措施（可以采取补救措施的）；或

e. the other party is in breach of the provision of this Agreement and such breach is incapable of being remedied.

另一方违约，并且无法补救。

12.4 Should Vendor engage in any conduct which, in the reasonable opinion of Buyer, is prejudicial to the image and goodwill of the Buyer or Buyer's Affiliates and their products and/or business, Buyer shall have the right to terminate this Agreement with immediate effect. Upon duly delivery of the termination notice to the Vendor, Vendor shall take all necessary actions to suspend the performance of this Agreement.

如果卖方从事任何买方有合理理由认为有损买方及其关联企业良好商誉、品牌形象、产品形象的行为，买方有权在事先书面通知卖方的情形下立即终止本协议。一旦提前终止协议的通知到达卖方并在通知述明的日期生效后，卖方应当立即采取所有必要行动停止本协议项下的工作。

12.5 The termination of this Agreement shall not release any party from obligations which have already accrued prior to the termination, or the obligations which survive the termination of this Agreement.

本协议的提前终止并不解除任何一方在协议终止前已经发生的义务，且不应免除在本协议终止后继续有效的义务。

12.6 Upon termination or expiration of this Agreement, Vendor shall transfer, assign and make available to Buyer all property and materials in Vendor's possession or subject to Vendor's control that are the property of Buyer.

本协议期满或终止后，卖方应当将其占有、保管或实际控制的属于买方所有的全部资产和材料返还给买方。

## 12.7 Continuing Obligations

### 持续义务

The provisions of Article 9 (Confidentiality), Article 10 (Liability and Breach of Agreement) (but only with respect to claims arising prior to the termination hereof or with respect to other continuing obligations), Article 13 (Governing Law and Dispute Resolution) and Article 14 (Auditing) shall survive the termination of this Agreement.

本协议中以下各条的条款在本协议终止后继续有效：第9条（保密条款），第10条（违约责任）（但其效力仅限于本协议终止前发生的违约事件以及违反其他持续义务的情形），第13条（适用法律及争议解决条款）以及第14条（审计条款）。

## 13. GOVERNING LAW AND DISPUTE RESOLUTION

### 适用法律及争议解决条款

13.1 This Agreement shall be governed, construed and interpreted by, through and under the laws of PRC.

本协议以及与本协议有关的任何事项均应由中国法律管辖及解释。

13.2 Buyer and Vendor shall settle all disputes arising from the interpretation, performance, dissolution or termination of this Agreement or in connection with this Agreement through friendly consultation.

买卖双方应通过友好协商的方式解决在解释、履行、解除或终止本协议所产生的，或与本协议有关的任何争议。

13.3 In case no agreement can be reached to resolve the dispute, either party shall have the right to submit the dispute to China International Economic and Trade Arbitration Commission ("CIETAC") for arbitration in Beijing in accordance with the arbitration rules of CIETAC in effect at the time of the application for arbitration. The language of the arbitration shall be English. Any arbitration award will be final and binding upon the parties. In the course of dispute resolution, this Agreement shall be continuously valid and be performed by both parties except for the part under arbitration.

如双方无法协商解决，任何一方有权将争议提交给中国国际经济贸易仲裁委员会进行仲裁，仲裁应在北京举行。

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并使用该委员会在接受仲裁申请时的仲裁规则。仲裁语言为英语。仲裁裁决是终局的，对双方均有约束力。在争议解决过程中，除正在仲裁的条款以外，本协议应继续有效且双方应予以履行本协议。

## 14. AUDITING 审计

14.1 Vendor agrees to grant to Buyer's auditor(s) and third party auditor(s) engaged by Buyer the right, exercisable at any time during the term of this Agreement and two (2) years after the expiration of this Agreement, with prior written notice to the Vendor, to inspect and check documents in connection with the transactions of this Agreement, including without limitation, relevant records, documents, and accounting procedures and practices, for the term of this Agreement at Vendor's premises.

卖方同意买方的审计人员或买方聘请的第三方有权经事先通知的形式在本协议期间以及本协议终止后的两（2）年内到卖方所在地检查双方的与本协议项下交易相关的所有往来账目，包括但不限于自双方商务交易首日起至本协议期满日止的所有账本、记录、文件、会计程序和会计实务。

14.2 Vendor shall give Buyer's auditor(s) the opportunity to access for inspection, copying and auditing the application systems used by Vendor for business dealings with Buyer and stored data concerning Buyer in connection with the transactions of this Agreement. Vendor shall make available to Buyer the account documents and system documentation that are to be kept in accordance with PRC laws and regulations and provisions/requirements of the Agreement.

卖方应当允许买方的审计人员并检查、复制及审计卖方使用的与买方进行商务往来的应用系统并获取卖方存储的与买方有关的数据。卖方应向买方提供其依法及按约定保存的所有会计文件及系统文件。

## 15. ASSIGNMENT AND SUBCONTRACTING 转让及分包

15.1 Neither party may assign or sub-contract any of its rights or obligations under this Agreement to any third party without first obtaining the express written consent of the other party (however, such consent shall not be unreasonably withheld or delayed).

未经对方事先书面同意，任何一方均不得将其依照本协议所获得的权利或义务转让或分包给任何第三方（然而，上述同意不得无正当理由拒绝或拖延）。

15.2 Subject to Buyer's prior written consent, Vendor is entitled to assign some of the Services to a qualified third party, provided that such assignment is necessary for and advantageous to the performance of this Agreement; under such circumstances, Vendor shall assume all the liabilities of the works conducted by such third party.

在买方事先书面同意、并且就履行本协议是有利的和必需的情况下，卖方可以将其在本协议项下的部分服务分包给合格的第三方承包人。在上述情况下，卖方应就该第三方的工作成果对买方承担责任。

## 16. NON-SOLICITATION 禁止招揽买方雇员

Except to the extent that this Agreement expressly provides otherwise, during the term of this Agreement and for six (6) months after its expiry or termination, Vendor may not, unless the Buyer agrees in written, solicit for employment, or independently contract for the services of, any employee of Buyer who is involved in the performance of this Agreement.

除非本协议另有明确的约定，在本协议有效期内以及协议期满后六（6）个月内或解除后，卖方不得对买方参与本协议履行的任何雇员予以招揽雇佣或独立地雇佣该等雇员提供服务，除非买方书面同意。

## 17. NON-WAIVER

### 非弃权

17.1 No forbearance, delay or indulgence by either party in enforcing the provisions of this Agreement shall prejudice or restrict the rights of that party nor shall any waiver of its rights in relation to a breach of this Agreement operate as a waiver of any subsequent breach.

一方对本协议项下条款履行的不作为，迟延或者放任均不影响或者限制该方的权利。一方对违约行为主张权利的放弃不得视为对其后期他任何违约行为放弃主张的权利。

17.2 No right, power or remedy given to or reserved to either party under this Agreement is exclusive of any other right, power or remedy available to that party and each such right, power or remedy shall be cumulative. 一方依照本协议所获得或保留的任何权利、权力或补救措施均不排除其所拥有的其他权利、能力或补救措施的适用，并可同时适用上述各项权利、能力或补救措施。

## 18. NO PUBLICITY

### 协议内容保密

18.1 The existence of this Agreement, as well as its content, shall be held in confidence by both parties and shall not be disclosed in whole or in part to any person or entity, except to (i) authorized securities regulators or exchanges in accordance with applicable laws, (ii) officials in relevant government departments pursuant to the requirements of applicable laws or in order to fulfil any conditions precedent to the effectiveness of this Agreement or to the performance by a party of its obligations or exercise of its rights hereunder or relating hereto, (iii) to financial institutions for the purpose of arranging debt financing or similar financial arrangements for either party.

各方应对本协议的存在及其内容保密，并不得向任何人或实体予以全部或部分披露。但向以下各方披露的除外：(i) 依据有关法律得到授权的证券市场监管官员或交易所；(ii) 依据有关法律，或者为了满足本协议的生效条件，或为一方履行其于本协议项下或与本协议相关的义务或行使其于本协议项下或与本协议相关的权利需要知道该等信息的相关政府部门的官员；或(iii) 金融机构（为各方安排债务融资或类似金融安排的目的）。

18.2 Vendor shall not use Buyer's or Buyer's Affiliates' logo, trademark or company name and identification of this engagement in connection with Vendor's general lists of customers or in any of Vendor's materials issued to any third party without Buyer's (or Buyer's Affiliates', when the case may be) prior written consent.

未经买方或其关联企业的事先书面同意，卖方不得在任何向第三方发布的文件中或在有关的客户清单及客户经验中使用买方或其关联企业的图标、商标或企业名称及标识。

## 19. AMENDMENTS

### 变更

Variations on this Agreement shall be valid only if made in writing following mutual agreement of the parties and signed by duly authorized representatives of both parties.

对本协议的变更仅在双方书面同意、并经适当授权代表签署的情况下有效。

## 20. GENERAL PROVISIONS

### 一般条款

20.1 Notwithstanding that the whole or any part of any provision of this Agreement may prove to be unenforceable, the other provisions of this Agreement and the remainder of the provision in question shall

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remain in full force and effect.

尽管在本协议的全部或部分条款可能被证实无法强制执行，但本协议其他条款及余下部分条款仍具有完全效力。

20.2 By executing this Agreement, Vendor undertakes to comply with Buyer's "Sustainability Requirements" please visit below route to read the whole text: [www.vwgroupsupply.com](http://www.vwgroupsupply.com) > Cooperation > Supply Chain Sustainability > Sustainability Requirements.

经签署本协议，卖方被认为已经确认并且同意遵守买方的“可持续发展要求”。该要求的全文请按照如下方式获取：[www.vwgroupsupply.com](http://www.vwgroupsupply.com) > Cooperation > Supply Chain Sustainability > Sustainability Requirements.

20.3 Vendor undertakes to comply with the Volkswagen Group requirements regarding sustainability in its relationships with business partners (Code of Conduct for Business Partners) and report any and all wrongdoing, corruption, or violation of the above mentioned Code of Conduct for Business Partners discovered in connection with the Services and/or Goods provided under this Agreement in accordance with the Volkswagen Group Whistleblower System by contacting [io@volkswagen.com.cn](mailto:io@volkswagen.com.cn). For other reporting channels, please refer to Code of Conduct for Business Partners. Vendor may obtain a copy of the Code of Conduct for Business Partners by contacting Buyer or following the path: [www.volkswagenchina.com.cn](http://www.volkswagenchina.com.cn) > Volkswagen Group China > Integrity, Compliance and Risk Management > Code of Conduct for Business Partners.

卖方承诺遵守大众集团对供应商提出的行为守则（供应商守则），以及根据大众集团调查系统报告在其依据本协议提供服务和/或商品的过程中的任何的不当行为、贿赂或违反该供应商守则的违反行为，这种报告可以由卖方通过联系 [io@volkswagen.com.cn](mailto:io@volkswagen.com.cn) 的方式进行。其它报告渠道请参阅供应商守则。卖方可以通过联系买方或按照以下路径获取供应商守则的副本：[www.volkswagenchina.com.cn](http://www.volkswagenchina.com.cn) > Volkswagen Group China > Integrity, Compliance and Risk Management > Code of Conduct for Business Partners.

20.4 Vendor further undertakes to comply with all laws and regulations of any and all jurisdictions which govern either party or this Agreement. Vendor shall not engage in any practice which may constitute or have the appearance of corruption, including but not limited to bribery, coercion, collusion, or fraud. Vendor warrants that all of its representations to Buyer are authentic, true and valid.

卖方进一步承诺将遵守所有适用的法律法规的规定。卖方不得参与任何构成贿赂，包括但不限于行贿、胁迫、共谋或欺诈的行为。卖方保证其对买方做出的所有陈述均为真实、准确和有效的。

20.5 In the event that Vendor breaches any of its undertakings in Article 20.2, Article 20.3 and Article 20.4, Buyer may terminate this Agreement immediately upon notification to Vendor and Vendor shall indemnify and hold harmless Buyer from any claim, investigation, prosecution, or damages arising from its breach.

Notwithstanding Article 10 above, Vendor shall pay to Buyer all costs, damages and lost profits resulting from Vendor's breach.

在卖方违反其在第 20.2 条、第 20.3 条和第 20.4 条中做出的承诺的情况下，买方向卖方发出通知立即终止本协议。卖方应当赔偿并使买方不受由于卖方违反上述约定而遭受的主张、调查、起诉或损害。尽管有本协议第 10 条的规定，卖方应当向买方支付由于其违反上述约定而导致的费用、损害以及损失的利润。

20.6 This General Terms and Conditions shall be made in English and Chinese. If there is any discrepancy between the two versions, the English Version shall prevail.

本一般条款与条件以中英文书就。如有两种文本存在任何不一致，以英文版为准。

## 1st Amendment to VGC General Terms and Conditions (GTC) VGC一般条款和条件的第一修正案

This 1st Amendment to VGC General Terms and Conditions (hereinafter refer to as "1st Amendment") is

Volkswagen Group Import (China) Co., Ltd.

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specially used for the software and/or cyber security related PO, and it is under the discretion of VGC Business Unit to choose whether to adopt the 1st Amendment on a the case by case scenarios if the PO is not relevant to software and/or cyber security issue.

VGC一般条款与条件的第一修正案（以下简称“**第一修正案**”）专门适用于**软件及/或网络安全相关采购订单**，针对其他不涉及软件及/或网络安全相关的采购订单，VGC的相关业务部门有权自主选择是否适用该第一修正案。

In the event that the PO is software and/or cyber security related, the Vendor hereby agree to accept and comply with Volkswagen Group Basic Requirements for Software (**KGAS**) and Formel Q Capability Software as Volkswagen guidelines. These brochures are available to the Vendor only electronically on the Volkswagen Group B2B platform under [www.vwgroupsupply.com](http://www.vwgroupsupply.com) the version valid at the time.

对任何关于软件及/或网络安全的采购订单，供应商在此同意接受并遵守大众集团关于软件的基本规则（KGAS）以及大众指引标准的【Formel Q质量能力软件】。该等手册仅有电子版且不时更新，供应商可登录大众集团网站（[www.vwgroupsupply.com](http://www.vwgroupsupply.com)）旗下B2B平台以获取最新版本。

The Vendor's violation of Volkswagen guidelines of the KGAS and Formel Q Capability Software will be the Breach of the PO and GTC, and in the event that a Service Agreement applied, a Breach of Agreement, then the Buyer is entitled to withhold or deduct payment from the Contract Price/Fees and Expenses and/or claim for refund of paid Contract Price/Fees and Expenses, and Vendor shall pay to the Buyer an additional liquidated damages amounting to 30% of the Contract Price/Fees and Expenses according to Article 10.1 of the GTC.

供应商违反大众集团关于软件的基本规则（KGAS）以及大众指引标准的【Formel Q质量能力软件】的行为构成对采购订单及一般条款和条件的违约，如遇适用服务协议的情形，则构成对服务协议的违约，按照一般条款与条件第10.1条就违约的规定，买方有权按本协议减少或停止向卖方支付合同价格/费用，和/或要求卖方返还已支付的合同价格/费用，并且 卖方应当向买方支付相当于本协议全部合同价格/费用的30%作为违约金。

The Vendor shall ensure that the [Services] provided by itself and its subcontractor/supplier/ 2nd tier service and content provider (if applicable) comply with all Chinese laws and regulations (including but not limited to laws and regulations regarding cybersecurity) and professional standards. The Vendor shall indemnify and hold harmless Buyer and Buyer's affiliates against any loss, injury, liability, and third party complaints, claims and disputes arising from or in connection with the Vendor's performance (including services performed by the Vendor's subcontractor/supplier/ 2nd tier service and content provider, where applicable) of the [Services] under the PO.

供应商应当确保其自身以及其分包商/供应商/第二层服务和内容提供商（如适用）所提供的[服务]遵守所有的中国法律法规（包括但不限于网络安全相关法律法规）及专业标准。若发生与供应商履行采购订单项下[服务]（包括其分包商/供应商/第二层服务和内容提供商所提供的[服务]（如适用））相关的或由此引发的任何损失、损害、责任以及第三方的投诉、索赔和纠纷，供应商应当补偿买方和买方的关联实体，以使得买方及其关联实体不因此遭受任何损失或承担任何责任。

The Vendor guarantees that itself and its subcontractor/supplier/ 2nd tier service and content provider (if applicable) will fulfill all classification protection related obligations stipulated in relevant laws, regulations, policies and notices.

供应商承诺并保证，其自身以及其分包商/供应商/第二层服务和内容提供商（如适用）将遵守并满足相关法律法规、政策和通知中规定的所有等级保护相关责任。

The Vendor shall establish and maintain data security procedures and other safeguards to ensure that the

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network and systems used in connection with the [Services] provided are free from interference, disruption or unauthorized access, and against unauthorized or unlawful processing, destruction, loss, alteration or theft of or unauthorized access to any vehicle and end customer data or any other data related to or in connection with the [Services] in accordance with requirements of the applicable laws, including but not limited to the Cybersecurity Law and the instructions of Buyer.

供应商应当遵守适用法律（包括但不限于《中华人民共和国网络安全法》）的相关要求及买方的指示，建立并完善数据安全程序及其他保障措施，以确保与其提供的[服务]相关的所使用的网络和系统免受干扰、破坏或未经授权的访问，确保任何车辆和终端用户数据及任何与[服务]相关的或涉及的其他数据免受未经授权或非法的处理、毁坏、丢失、篡改、盗窃和未经授权的访问。

The Vendor shall promptly inform Buyer of any security vulnerability, threat, risk, or breach it discovers, or any complaint it receives from end users, or any incident regarding privacy or data security, and shall fully cooperate with Buyer in investigating and mitigating the adverse effects of such vulnerability, threat, risk, breach or complaint and in development of measures to prevent such vulnerability, threat, risk, breach or complaint in accordance with this 1st Amendment, without releasing any of its obligations or liabilities hereunder. The Vendor shall indemnify and hold harmless Buyer and Buyer's affiliates against any cost, loss, injury, liability, and third party complaints, claims and disputes arising from or in connection with the foregoing vulnerability, threat, risk, breach, complaint or incident.

供应商应当及时告知买方其所发现的任何安全漏洞、威胁、风险或破坏，收到的任何终端用户的投诉，或发生的任何关于隐私或数据安全的事件，并应当完全配合买方，调查并减轻该等漏洞、威胁、风险、破坏或投诉的不利影响，并根据本第一修正案开发避免该等漏洞、威胁、风险、破坏或投诉的措施，惟以上不免除供应商在本协议项下的义务和责任。若由于上述漏洞、威胁、风险、破坏、投诉或事件产生任何成本、损失、损害、责任以及第三方的投诉、索赔和纠纷，供应商应当补偿买方和买方的关联实体，以使得买方及其关联实体不因此遭受任何损失或承担任何责任。

For any security vulnerability, threat, risk or breach in connection with the [Services] discovered or noted by either Party during the [Services] discovered or noted by either Party during the term of the PO, and those that are made public (including but not limited to the result of any white hat event, forum disclosure and those assigned with a CVE number) both during the term and following the expiry or termination of this PO, the Vendor shall be responsible for developing and delivering to [BUYER] effective fixes to mitigate the adverse effects of such vulnerability, threat, risk or breach within 30 working days (or other response time set by [BUYER] in order to comply with applicable laws, regulations and mandatory standards) at the Vendor's own cost.

就采购订单期内任何一方发现或注意到的与[服务]相关的任何安全漏洞、威胁、风险或破坏，以及在采购订单期内和采购订单届满或终止后公开的（包括但不限于白帽事件的结果、论坛披露和被分配CVE编码的）任何安全漏洞、威胁、风险或破坏，供应商应当在30个工作日内（或其他[BUYER]设定的用以遵守适用法律、法规和强制性标准的响应时间期限），负责开发并向[BUYER]交付可有效解决该等漏洞、威胁、风险或破坏的不利影响的措施，相关费用由供应商承担。

For the security vulnerability, threat, risk or breach in connection with the [Services] discovered or noted by either Party following the expiry or termination of the PO (except those indicated in the above paragraph), the Vendor shall be responsible for developing and delivering to Buyer effective fixes to mitigate the adverse effects of such vulnerability, threat, risk or breach within a reasonable time period, at a reasonable cost to be mutually agreed by both Parties.

就采购订单期届满后（除上段已列出的）任何一方发现或注意到的与[服务]相关的任何安全漏洞、威胁、风险或破坏，供应商应当在合理时间内，负责开发并向买方交付可有效解决该等漏洞、威胁、风险或破坏的不利影响的措施，供应商可收取合理费用，具体金额由双方届时商定。

# Volkswagen Group Import (China) Co., Ltd.

Except those amended by this 1st Amendment, the terms and provisions of the GTC shall remain unchanged and binding upon the Parties during the term of the PO or Service Agreement (if applied). The 1st Amendment is an integral part of the GTC and be of equal legal validity.

除本第一修正案规定的内容外，一般条款与条件的其他规定维持不变且持续约束采购订单或服务协议（如适用）的当事人，本第一修正案是一般条款与条件的不可分割组成部分且与GTC具备同等法律效力。

S/No	Item	Description	Qty	Day	Unit Price (RMB)	Sub-total (RMB)
1	搭建 & AV设备 construction & AV equipment					
	会议、晚宴搭建 construction of conference & gala dinner	(所有场地相关费用, 结算不应高于报价)				155,990
	室外车台 show car stage	黑色车台板, 铺设钢化玻璃 7000mm*4000mm	3	1	3,500	10,500
	室外车台金属包边 metal frame of show car stage	拉丝不锈钢边框, 22米/组, 2组	44	1	60	2,640
	立体字 3-D letters	木质烤漆, 4000mm*600mm	3	1	3,000	9,000
	车台照明灯柱 lighting pole for show car	黑色灯杆4根	4	1	500	2,000
	会议地台 main stage	20000mm*4000mm	96	1	120	11,520
	主会场地台地毯 carpet of main stage	烟灰色拉绒地毯	108	1	60	6,480
	会议地台踏步 stairs of main stage	木质结构, 烟灰色地毯, 长20000mm	2	1	2,000	4,000
	签到背板 backdrop of sign in	钢木结构 背胶画面, 5000mm*3000mm	15	1	450	6,750
	签到桌 sign in table	金属烤漆结构, 单透玻璃, 内藏LED, 4000mm*1000mm	1	1	2,000	2,000
	VR体验空间 VR experience area	钢木结构, 4000mm*4000mm*3000mm	1	1	1,400	1,400
	桌上足球互动区 table soccer area	木质背板, 高清刀刮布喷绘, 8000mm*3000mm	24	1	300	7,200
		木质背板, 高清刀刮布喷绘, 4000mm*3000mm, 2组	24	1	300	7,200
		桌上足球道具 (租赁)	4	1	500	2,000
	拍摄区 photoshooting area	钢木机构&拍摄背景布, 6000mm*3000mm	18	1	300	5,400
	茶歇区 teabreak area	NBD 发光灯框, 6000mm*2400mm	1	1	10,000	10,000
		木质烤漆茶歇台, 4000mm*1000mm	1	1	1,000	1,000
	互动区遮挡墙体结构 wall cover of interaction area	30000mm*3000mm	90	1	50	4,500
	指示牌 indicator board	木质结构 800mm*2000mm*500mm	10	1	400	4,000
	主背板装饰板 decoration of main backdrop	木质结构, 异型装饰	2	1	1,200	2,400
	物料运输 material transportation	搭建*3车次, 拆除*3车次	6	1	1,200	7,200
	途锐互动设备区背板 backdrop in Touareg interaction area	第一层异型雕刻木质背板, 基层乳胶漆, 高清写真喷绘饰面, 3500*2400	9	1	300	2,700
		第二层木质背板, 基层乳胶漆, 高清写真喷绘饰面, 3500*2800	10	1	300	3,000
		渗光处理	1	1	1,200	1,200
	皮具DIY体验区背板 backdrop in leather DIY experience area	第一层异型雕刻木质背板, 基层乳胶漆, 高清写真喷绘饰面, 4000*2200	9	1	300	2,700
		第二层异型雕刻木质背板, 基层乳胶漆, 高清写真喷绘饰面, 4000*2500	10	1	300	3,000
		第三层木质背板, 基层乳胶漆, 高清写真喷绘饰面, 4000*2800	12	1	300	3,600
		渗光处理	1	1	1,500	1,500
		皮具制作台, 钢木结构, 3000*1200*800	4	1	700	2,800
		黑色方墩	12	1	100	1,200
	赛车游戏互动区背板 backdrop in race simulator area	第一层异型雕刻木质背板, 基层乳胶漆, 高清写真喷绘饰面, 3500*2400	9	1	300	2,700
		第二层木质背板, 基层乳胶漆, 高清写真喷绘饰面, 3500*2800	10	1	300	3,000
		渗光处理	1	1	1,500	1,500
	T恤DIY体验区背板 backdrop in T-shirt DIY experience area	第一层异型雕刻木质背板, 基层乳胶漆, 高清写真喷绘饰面, 4000*2200	9	1	300	2,700
		第二层异型雕刻木质背板, 基层乳胶漆, 高清写真喷绘饰面, 4000*2500	10	1	300	3,000
		第三层木质背板, 基层乳胶漆, 高清写真喷绘饰面, 4000*2800	12	1	300	3,600
		渗光处理	1	1	1,500	1,500
		T恤制作台, 钢木结构, 3000*1000*800	3	1	700	2,100
		黑色方墩	12	1	100	1,200
	道旗底座旗杆 base& flagpole of road flag	白色烤漆配重底座, 旗杆6m	6	1	500	3,000
	道旗旗面 flag	高清旗帜布, 3.5*1.2m 双层防水布, 中间遮光处理, 喷绘Logo	6	1	400	2,400
	桌位图、二维码图KT板 KT board of table layout & QR code	设计制作2套 (含画架)	2	1	200	400
	会议、晚宴视频设备 Video equipment for conference & gala dinner	(所有场地相关费用, 结算不应高于报价)				58,075
	LED屏幕	P3 LED Panel (7000mm*4000mm*1组)	28	1	500	14,000
		P3 LED Panel (6000mm*3500mm*2组)	21	1	500	10,500
		P3 LED Panel (8500mm*1000mm*1组)	8.5	1	500	4,250
		P3 LED Panel (4000mm*1500mm*3组)	6	1	500	3,000
		P3 LED Panel (3500mm*1500mm*2组)	5.25	1	500	2,625
		P3 LED Panel (2000mm*1500mm*1组)	3	1	500	1,500
		P3 LED Panel (4000mm*1000mm*1组), 签到台	3	1	500	1,500
		LED 处理器	CONTROLLER FOR LED	5	1	600
	多功能信号处理器	ENCORE VP	4	1	500	2,000
	多功能信号切换台	ENCORE Controller	1	1	2,000	2,000
	矩阵	BARCO FOLSOM Plus 128 HV, Matrix,12X8	1	1	1,500	1,500
	视频分配器	EXTRON VGA DA4 DISTRIBUTION AMPLIFIER	3	1	200	600
	等离子电视	提词屏, Plasma, 60"	3	1	500	1,500
		互动展示, Plasma, 50"	6	1	500	3,000
	光缆	KORNING LC-LC Fiber Cable(多模,双工,100m)	1	1	1,000	1,000
	监视器	PHILIPS HNS7170T Monitor (液晶, 17")	4	1	300	1,200
	笔记本电脑	Laptop (IBM, MacBook PRO)	5	1	300	1,500
	一拖二无线翻页器		2	1	200	400
	LED承重水平托架	用于LED屏幕支撑, 链接固定LED屏幕	1	1	3,000	3,000

会议&晚宴  
Conference & gala  
dinner

	<b>会议、晚宴音响设备</b> <b>Audio equipment for conference &amp; gala dinner</b>	<b>(所有场地相关费用, 结算不应高于报价)</b>				<b>21,500</b>	
	全频音箱	MEYERSOUND UPA-1P	8	1	600	4,800	
	低音音箱	MEYERSOUND USW-1P	2	1	600	1,200	
	监听及返送音响	NEXO Ps-15 Full Range Speaker	4	1	600	2,400	
	数字调音台	YAMAHA LS9-32	2	1	2,000	4,000	
	功率放大器	LS45	2	1	300	600	
	音频处理器	Crossover/Controller PS 15 TD	2	1	500	1,000	
	无线手持话筒	Shure U4D Dual Receiver	6	1	300	1,800	
	领夹麦	SHURE	6	1	300	1,800	
	控台头戴	Intercom, 1个主机带4个无线头戴	2	1	1,000	2,000	
	对讲机	MOTOROLA	10	1	50	500	
	笔记本	MacBook	3	1	300	900	
	配电柜	Power Distributor Cabinet	1	1	500	500	
	<b>会议、晚宴灯光设备</b> <b>Lighting equipment for conference &amp; gala dinner</b>	<b>(所有场地相关费用, 结算不应高于报价)</b>				<b>44,680</b>	
	电脑图案灯	MARTIN MAC 2000 Profile II Moving Heads Light	12	1	400	4,800	
	电脑光束灯	Jolly X-Beam 5R PF	24	1	300	7,200	
	面光灯	ETC par	24	1	200	4,800	
	LED 染色	RGB LED PAR 304 LIGHT 65w DMX512	24	1	200	4,800	
	LED 摇头灯	RGB LED Automated Ligh	36	1	200	7,200	
	追光灯	FEIYING 2500W	2	1	500	1,000	
	调光台	MA grandMA2 Light Console	1	1	1,400	1,400	
	LOGO 灯片	Glass GOBO	4	1	300	1,200	
	烟雾机		2	1	500	1,000	
	硅箱(12路24KW)	TL DIMMER RACK	2	1	500	1,000	
	信号放大器	DMX SIGNAL AMPLIFIER	2	1	500	1,000	
	Truss 灯光架	(400mmx600mm)	46	1	80	3,680	
	Truss 灯光架	(400mmx400mm)	35	1	80	2,800	
	电动升降马达	CUSTOM-MADE HHD-I	8	1	350	2,800	
	<b>会议、晚宴人员及运输费用</b> <b>Conference, gala dinner &amp; transportation</b>					<b>33,000</b>	
	项目经理 project manager		1	1	1,000	1,000	
	音频技术员 audio specialist		1	1	800	800	
	视频技术员 video specialist		1	1	800	800	
	灯光技术员 lighting specialist		1	1	800	800	
	搭建人员 construction worker	30人搭建、拆除	30	2	300	18,000	
	餐费 meal allowance	30工人	30	2	100	6,000	
	驻场工人住宿费 accomodation for onsite worker		8	1	200	1,600	
	运输费用 transportation	AV设备运输车次	2	1	2,000	4,000	
2	<b>车辆管理相关费用</b> <b>Vehicle related cost</b>					<b>50,460</b>	
	车辆相关 Vehicle related	T6	2	2	300	1,200	
		接送机车辆租赁 (含司机) car rental for airport pickup & dropoff	途锐或蔚揽	15	2	300	9,000
			考斯特	12	2	800	19,200
			GL8	5	2	1,200	12,000
		大巴车 bus	45座豪华大巴, 按天租赁	2	2	1,800	7,200
		矿泉水 bottle water	160人*3瓶	160	3	2	960
	备用药箱 aid box	含常备药	3	1	300	900	
3	<b>场地及酒店相关费用</b>	<b>(所有场地相关费用, 结算不应高于报价)</b>				<b>661,240</b>	
	豪华客房 hotel room	经销商投资人及总经理房间, 大床房,	160	1	1,200	192,000	
	特色午餐 day 1 lunch	day 1 特色午餐	60	1	200	12,000	
	自助午餐 day 2 buffet	day 2 酒店自助午餐	160	1	298	47,680	
	展车位置 show car area	酒店正门外	3	2	4,000	24,000	
	VIP车位 VIP parking slot	10个VIP车位	10	1	300	3,000	
	会议场地 ball room	Ballroom, 1晚搭建	1	1	50,000	50,000	
		Ballroom, 1天彩排	1	1	50,000	50,000	
		Ballroom, 1天活动	1	1	60,000	60,000	
	会议茶歇 tea break	会议茶歇	160	1	98	15,680	
	餐前酒会 aperitif	晚宴开始前Mingle环节酒水饮料, 特色定制小食	160	1	40	6,400	
	晚宴 dinner	中式圆桌	160	1	428	68,480	
	外采酒水 red wine	外采意大利红酒, Jorio, 6瓶/箱	108	1	200	21,600	
	外采酒水 drinkings	每套含德国黑啤一箱, 青岛啤酒一箱, 进口果汁一箱	20	1	120	2,400	
	欢聚时光酒吧包场 after party		1	1	85,000	85,000	
	其他相关 others	活动报批 event application from local police	包含相关活动保险费用	1	1	5,000	5,000
		安检设备 security facility	包括运输、安装等费用	1	1	8,000	8,000
		安检人员 security staff	当地派出所指定安保公司, 人数需按派出所要求, 预计10人	10	1	500	5,000
		消电检报告 Fire, electrical equipment inspection	按平米计算, 报告需提交派出所	1	1	5,000	5,000
4	<b>艺人及演出</b>					<b>73,000</b>	
	晚宴演出 Gala performance	导演 director	晚宴环节编排及视频、节目编导	1	2	8,000	16,000
		Mingle区表演 mingle performance	表演时长为1.5h	1	1	1,400	1,400
		开场表演 opening show	人屏互动表演, 6名舞蹈演员	6	1	2,500	15,000
		颁奖串场表演 awarding show	演员4人	4	1	1,200	4,800
		晚宴表演 dinner performance	外籍舞蹈演员8人	8	1	1,600	12,800
		开场表演动画视频制作 opening video	配合演出进行动画制作	1	1	8,000	8,000
		伴奏乐队 band	4人国际乐队, 会英文及中文歌曲, 擅长pop, rock, 表演时长1小时	1	1	15,000	15,000

5	第三方及其他相关物料 3rd party related					288,680
同传相关 simultaneous interpretation	同传译员 simultaneous interpretor		2	1	2,000	4,000
	同传中央控制器 central controller		1	1	300	300
	同传红外线发射机 infrared transmitter		1	1	300	300
	同传红外译员器 Infrared interpreter		1	1	300	300
	同传红外辐射板 infrared radiation panel		4	1	150	600
	同传红外线接收机及耳机 receiver and headphone		150	1	15	2,250
	翻译间 interpretation room		1	1	800	800
人员及物料 Manpower & material	晚宴主持人 gala host	双语, 知名主持人, 亲和灵活, 指定, 有相关经验 (含前一天彩排及住宿交通等费用)	1	1	30,000	30,000
	双语礼仪 bilingual hostess	含服装, 酒店6人, 机场火车站6人。包括签到、颁奖、mingle等流程	12	1	600	7,200
	车美 car beauty service	展车	1	1	300	300
	展车租赁 showcar rental	途锐, ASR, B8	3	1	500	1,500
	展车运输 showcar transportation		3	2	500	3,000
	摄影 photographers	拍摄接机画面, 酒店入住, 会议, 晚宴以及参观车展。指定, 有相关经验	2	2	3,000	12,000
	摄像 cameramen	拍摄接机画面, 酒店入住, 会议, 晚宴以及参观车展。指定, 有相关经验	2	2	3,500	14,000
	摄影摄像住宿餐饮 accomodation & meal allowance for photographers & cameramen	4名	4	2	350	2,800
	现场修图师 on-site photographer	颁奖照片前期PS, 现场照片精修, 上传云直播平台	1	1	2,000	2,000
	商务会议视频 video for conference	开场视频设计制作 (客户提供部分素材), 5分钟	1	1	20,000	20,000
		嘉宾上场串场视频 4条	4	1	1,000	4,000
	晚宴视频 video for gala dinner	开场视频 (纯建模制作)	1	1	20,000	20,000
		颁奖视频, 含主题视频、获奖名单、获奖PS照片	12	1	800	9,600
		年度活动视频再剪辑	1	1	5,000	5,000
	活动总结视频 event video	会后总结视频, 5分钟	1	1	10,000	10,000
	星级经销商海报 poster for star dealer	星级经销商 - 集体海报设计	6	1	500	3,000
		星级经销商 - 单人海报模板设计	6	1	500	3,000
		星级经销商 - 单人海报制作	60	1	120	7,200
	RSVP		160	1	20	3,200
	手举牌 sign board	PVC材质	10	1	150	1,500
	VIP车证 VIP vehicle card	彩色印刷, 覆膜	10	1	15	150
	主题礼品 theme gift	含定制设计、包装袋设计及打样	200	1	150	30,000
	合影相框 group photo with frame	水晶相框, 含打样及邮寄	100	1	50	5,000
	菜单 menu	晚宴菜单	16	1	30	480
	主持人手卡 card for host	会议及晚宴时使用	50	1	2	100
	麦克风套 mic cover	大众新logo	8	1	80	640
	嘉宾胸卡 guest badge	设计制作, 含挂绳	200	1	30	6,000
	签到区AR拍照屏幕设备 AR equipment	屏幕设备租赁及运输	3	1	500	1,500
	签到区AR拍照软件开发 AR software development	软件系统开发	1	1	1,000	1,000
	互动区VR设备 VR equipment	背景结构画面+感应屏幕+VR互动装置租赁	1	1	1,000	1,000
	现场装饰道具 Decoration material		1	1	1,000	1,000
	签到台桌花 flowers for sign-in table		1	1	400	400
	餐桌桌花 flowers for dinning table		16	1	240	3,840
	颁奖手捧花 flowers for awarding		50	1	50	2,500
	获奖奖杯 trophy	定制奖杯含打样	100	1	200	20,000
	奖杯包装盒及手提袋 Trophy case & paper bag		100	1	50	5,000
	快递费 delivery cost	奖杯快递费顺丰	100	1	30	3,000
	试驾保险 test drive insurance	day 1 试驾保险	40	1	50	2,000
	疫情防护用品 Covid-19 Prevention package	包含定制袋, 口罩、消毒纸巾、消毒液等	200	1		-
	返程核酸检测费用 NAT test cost for return	45元/人	160	1		-
	核酸检测医务人员费用 NAT test doctors	2名医务人员现场核酸采样	2	1		-
	H5报名软件系统 H5 registration system	账号建立, 二维码腾讯认证生成, 前端开发, 后端开发	1	1	2,000	2,000
		UI设计页面开发整合	1	1	2,000	2,000
		活动前、活动中、活动后的系统日常维护, 主要包括安全系统和数据库维护。项目中所有数据备份, 防止数据丢失, 云平台维护	1	1	8,000	8,000
	皮具DIY体验 Leather DIY experience	皮具老师劳务费 (包含住宿费, 交通费, 餐费)	2	1	1,500	3,000
		皮具制作工具 套装 (封边剂, 打孔, 压膜等)	12	1	160	1,920
		皮具DIY体验费 (包含耗材, 定制大众logo, 压制logo, 皮条前期鞣制等工艺)	1	1	2,500	2,500
	T恤DIY体验 T-shirt DIY experience	T恤老师劳务费 (包含交通费, 餐费)	2	1	1,200	2,400
		T恤制作设备租赁费	1	1	800	800
		T恤DIY体验费 (包含T恤和车型贴纸耗材, 定制和印制大众logo等工艺)	1	1	2,500	2,500
设备运输费		1	2	500	1,000	
途锐互动体验区 Touareg interaction area	技术人员交通费 (北京-成都飞机往返)	2	1	1,000	2,000	
	技术人员服务费 (包含住宿费、餐费)	2	1	400	800	
	搭建工人 - 现场安装、拆除	2	2	400	1,600	
	设备运输费	1	2	1,000	2,000	
赛车模拟器 racer simulator	技术人员服务费 (包含交通费, 餐费)	2	1	800	1,600	
	设备租赁费	1	1	1,500	1,500	
	设备运输费	1	2	800	1,600	

6	人员费用 agency staff					<b>131,000</b>
人员费用 Agency staff	创意策划总监 Creative Planning Director	前期创意部分	1	4	2,000	8,000
	2D/3D 设计师 designer	前期创意设计 & 执行期创意修改	2	6	2,000	24,000
	客户总监 Account Director	前期筹备按6天计算, 执行按3天计算	1	9	2,000	18,000
	高级客户经理 Account Manager	前期筹备按6天计算, 执行按3天计算	2	9	1,500	27,000
	高级项目经理 Project Manager	前期筹备按6天计算, 执行按3天计算	2	9	1,200	21,600
	项目执行 working staff	前期筹备按6天计算, 执行按3天计算	3	9	1,200	32,400
7	人员差旅相关 trip related					<b>30,800</b>
前期考察 Site pre-check	考察人员城际交通 intercity transportation	机票/高铁	2	1	1,200	2,400
	考察人员餐费 meal allowance		2	2	150	600
	考察人员住宿费用 accomodation		2	1	300	600
	考察期间租车 car rental	7座商务车, 包括过桥过路, 油费, 停车费	1	2	400	800
现场执行 Onsite staff	执行人员城际交通 intercity transportation		8	1	1,200	9,600
	执行人员餐费 meal allowance		8	4	150	4,800
	执行人员住宿 accomodation		8	3	300	7,200
	执行期间租车 car rental	包括过桥过路以及油费	3	4	400	4,800
8	<b>Sub Total</b>					<b>1,548,425.00</b>
9	<b>Discounted price of Sub Total</b>					<b>1,400,000.00</b>
10	<b>Tax (6%)</b>					<b>84,000.00</b>
11	<b>Total</b>					<b>1,484,000.00</b>