

Customer and supplier agreements

Name	Content/Aim
1. Framework Contract on Supplies and Services for Production Material	<ul style="list-style-type: none"> Stipulates general rules for the cooperation between Heidelberg and its suppliers. <p>** see Appendix 19.1INT for details</p>
2. Quality Management Agreement (QMA)	<ul style="list-style-type: none"> Specifies quality management processes of the supplier's with the aim of supporting the customer's supply with defect-free products, and permitting and establishing the legal foundations for an omission of the incoming goods inspection. <p>** see Appendix 19.1INT for details</p>
3. Target Agreement	<ul style="list-style-type: none"> Common stipulation of the cooperation targets for the coming period
4. List of Prohibited Substances and Declaration List of Notifiable Critical Substances	<ul style="list-style-type: none"> Product-specific amendment of a contract that prohibits/regulates the use of prohibited and critical substances in products for Heidelberg. List of substances that must not or should not be used, as part of the contract.
5. Development Contract <ul style="list-style-type: none"> o Framework contract on development o Individual order within the scope of the framework contract on development 	<ul style="list-style-type: none"> Contractual agreement on rights and duties of Heidelberg and its development partners during the development of new products for Heidelberg <p>** see Appendix 19.1INT for details</p>
6. Confidentiality Agreement <ul style="list-style-type: none"> o Development order o Joint development 	<ul style="list-style-type: none"> Contractual obligation to refrain from disclosing confidential information (in the widest sense) to third parties.
7. General Terms of Purchase	<ul style="list-style-type: none"> General rules for supplies and services provided to Heidelberg in the form of general Terms and Conditions.
8. Tooling Cost Agreement	<ul style="list-style-type: none"> Stipulates Heidelberg's ownership and handling of tooling at the supplier's.
9. (Annual) Price Agreement	<ul style="list-style-type: none"> Stipulates prices for a defined range of supplied goods and a defined time period
10. Purchase Order Document <ul style="list-style-type: none"> o Blanket purchase order (contract) o Call for delivery (delivery schedule) o Purchase order 	<ul style="list-style-type: none"> Purchase contract documents in various forms, for one-time deliveries and/or serial deliveries

Appendix 21

Contracts/Agreements

Overview of customer and supplier agreements with Heidelberg

VERSION: JANUARY 2008, PAGE 2 OF 2

Name	Content/Aim
11. JIT Supply Contract	<ul style="list-style-type: none"> Contract on products that are delivered directly to Heidelberg production facilities.
12. Framework Contract on Systems Supply (consignment storage)	<ul style="list-style-type: none"> Contract on the storage of products owned by the supplier on the Heidelberg premises.
13. Shipping Instructions for Suppliers	<ul style="list-style-type: none"> Stipulates rules for deliveries to Heidelberg, including a list of forwarding companies authorized by Heidelberg.
14. Licensing Agreement <ul style="list-style-type: none"> Standard administration and business software Standard product software Special software 	<ul style="list-style-type: none"> Rules for handling/using software. These agreements must be concluded individually in some cases.
15. Terms of Purchase for Devices and Services at HDM Customers*	<ul style="list-style-type: none">
16. Terms of Purchase for Machines and Units*	<ul style="list-style-type: none">
17. Terms for Construction Work*	<ul style="list-style-type: none">

* Contract outside the scope of serial delivery