Supplier Delivery Performance Scorecard Definitions Document

Delivery:
For the purposes of this tracking tool, delivery means the portion of the Supplier Scorecard that is the summary of delivery performance data based on pieces or ASN Lines.

PO Due Date:
The date on the PO sent to the supplier that is the expected ship
date. This is equal to:

PO Issue Date + Supplier Lead Time (stated in calendar days) = PO Due Date

PO Issue Date:
The date that MNAO issued the purchase order to the supplier. Found on the PO Header.

Supplier LT:
The number of calendar days quoted by the supplier in the RFQ. The LT begins from the PO issue date.

ASN Date:
The date of the ASN which is equal to the Shipment Date.

Shipment Date:
The date the supplier tenders the shipment to the carrier agent.

"Data as of" Date – The date of the last Mazda batch processing of data.

Red Status:
Supplier's performance is below acceptable standards in the area specified delivery and an action plan is
required to be submitted by the supplier to improve performance.

Yellow Status:
Supplier's performance is bordering on unacceptable levels and should be investigated by the supplier
to avoid further deterioration and the need to submit an action plan for improvement.

Green Status:
Supplier' performance is clearly above acceptable levels.

Summary Screen

Month:

In the case of "Total Pieces Due," the month in which the PO is/was due according to the PO Due Date. In the case of "Total Pieces Open" and "Total Pieces Past Due", it is the current month per the "Data as of Date."

Total Pieces Open:

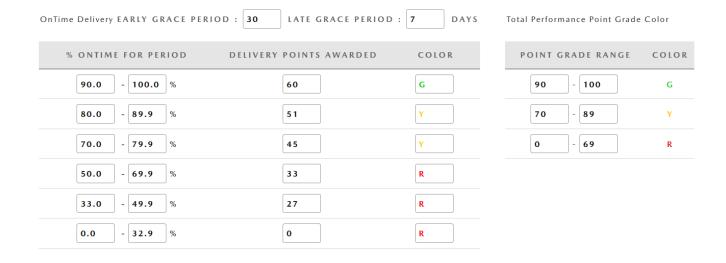The total pieces on open P.O.s as of the "Data as of date."

Total Pieces Due:

the quantity stated in pieces that are due in the month indicated based on the *"P.O. Due Date."*

Total Pieces Past Due:

The pieces that are open and past due according to the PO Due Date in the month indicated

On-Time:

The points accumulated toward the Total Delivery Performance score as a result of the supplier's On- Time delivery percentage as defined and weighted below:

OnTime Delivery EARLY GRACE PERIOD : 30   LATE GRACE PERIOD : 7   DAYS   Total Performance Point Grade Color

% ONTIME FOR PERIOD	DELIVERY POINTS AWARDED	COLOR		POINT GRADE RANGE		COLOR
90.0 - 100.0 %	60	G		90 - 100		G
80.0 - 89.9 %	51	Y		70 - 89		Y
70.0 - 79.9 %	45	Y		0 - 69		R
50.0 - 69.9 %	33	R				
33.0 - 49.9 %	27	R				
0.0 - 32.9 %	0	R				

Past Due:

The points accumulated toward the Total Delivery Performance score as a result of the supplier's Past
Due delivery percentage as defined and weighted below:

Past Due Delivery   PAST DUE PERIOD : [7] DAYS   Early/Late Grade Color Ranking

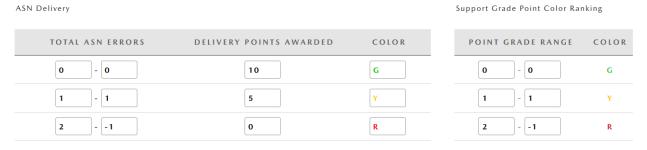| TOTAL PAST DUE PCS %		DELIVERY POINTS AWARDED	COLOR	PERCENT GRADE RANGE		COLOR
0	- 0	10	G	0	- 0	G
1	- -1	0	R	1	- -1	R

If all shipments are before 7 Days % the score is 100%. Any POs that are not filled after 7 days will

become past due and will result in a score of 0%. Past due will continue to be zero until the aged

purchase order is shipped.

ASNs:

The points accumulated toward the Total Delivery Performance score as a result of the supplier's ASN
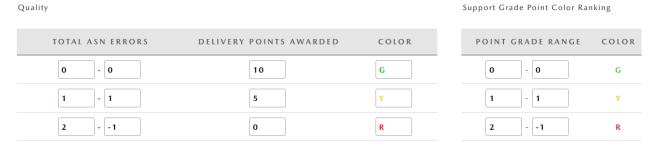Accuracy performance as defined and weighted below:

1 line in ASN error will result in 5 point reduction. 2 or more lines in ASN error will result in a 10 point reduction.

ASN Delivery   Support Grade Point Color Ranking

TOTAL ASN ERRORS		DELIVERY POINTS AWARDED	COLOR	POINT GRADE RANGE		COLOR
0	- 0	10	G	0	- 0	G
1	- 1	5	Y	1	- 1	Y
2	- -1	0	R	2	- -1	R

Quality:

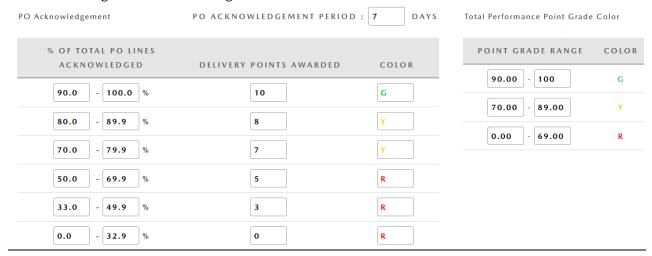Total lines shipped in error in the month (i.e. wrong part received, Wrong part labeled, product damage, Overage, etc.)

1 line in with a quality error will result in 5 point reduction. 2 or more lines with a quality error will result in a 10 point reduction.

Quality   Support Grade Point Color Ranking

TOTAL ASN ERRORS		DELIVERY POINTS AWARDED	COLOR	POINT GRADE RANGE		COLOR
0	- 0	10	G	0	- 0	G
1	- 1	5	Y	1	- 1	Y
2	- -1	0	R	2	- -1	R

PO Acknowledgement:

This measures total PO lines acknowledged within 7 calendar days from when then PO was issued. This is measured by Total POs acknowledged on-time / Total POs open in the month.

PO acknowledgement score is weighted as below:

PO Acknowledgement			PO ACKNOWLEDGEMENT PERIOD : 7 DAYS		Total Performance Point Grade Color	

% OF TOTAL PO LINES ACKNOWLEDGED		DELIVERY POINTS AWARDED	COLOR		POINT GRADE RANGE		COLOR
90.0 - 100.0 %		10	G		90.00 - 100		G
80.0 - 89.9 %		8	Y		70.00 - 89.00		Y
70.0 - 79.9 %		7	Y		0.00 - 69.00		R
50.0 - 69.9 %		5	R				
33.0 - 49.9 %		3	R				
0.0 - 32.9 %		0	R				

Responsiveness:

This is not a measurable metric. This is extra points awarded to a supplier for going above and beyond to support the Mazda business. These points are awarded on a quarterly basis. 5 points being the max.

Total Delivery Performance Target:

100 points based on weighting of On-time (60 points), Past Due (10 points), ASN Performance (10 points), Quality (10 points), and PO acknowledgement (10 point).

Scorecard Details:

On-Time Pcs:
The pieces in a given month whose ASN was received up to 30 days early of the PO Due Date or up to 7 days late. For non-ASN suppliers the PO receipt date by Mazda will be used as the shipment date.

On-time %:
A calculation as follows:

$$On\text{-}Time\ Pcs \div Total\ Pcs\ Due = On\text{-}time\ \%$$

Early Pcs:
The pieces in a given month whose ASN or PO was received *more than 30 days earlier* than the "PO Due Date."

Early %:
A calculation as follows:

$$Early\ Pcs \div Total\ Pcs\ Due = Early\ \%$$

Late Pcs:
The pieces in a given month whose ASN or PO was received *more than 7 days later* than the "PO Due Date."

Late %:
A calculation as follows:

$$Late\ Pcs \div Total\ Pcs\ Due = Late\ \%$$

Total Pcs Past Due:
Open pieces that are 7 days past the PO Due Date.

Total ASN Lines Receipted:
The number of ASNs lines received matched to the supplier code and receipted in the month specified.

Total Error Free ASNs:
The number of ASN lines receipted in the month without issue or need for Mazda to correct.

ASN Errors – Repaired by Mazda:
The number of ASN lines receipted in the month that failed as a result of issues within the supplier's control and had to be repaired by Mazda.

Lines having error(ASN/PO):
The Quality Metric looks at total lines shipped in error for the month. This includes wrong part received, incorrect part labeling specs, product damage, ASN not sent, overage or packaging specs not followed.

Total PO Lines:
Total PO lines for the month.

PO Lines Ack (On Time):
Details all lines that were acknowledged within 7 calendar days from the PO issue date

PO Lines Ack (Late):
Details all lines that were acknowledged after 7 calendar days from the PO issue date

PO Lines Not Acknowledged:
Details all lines that were never acknowledged

Acknowledgement percentage:
Calculation is as follows:

Total Lines Acknowledged on-time / Total PO Lines = Acknowledgment %