

Sales agreement 2020

between:

Fagdekk AS
Slynga 2
2005 Rælingen
NORWAY

Inter-Sprint Banden BV
Distriboulevard 25
4782PV Moerdijk
THE NETHERLANDS

1. This agreement is valid from 1-1-2020 until 31-12-2020, and will be evaluated for renewal in September 2020 with underneath mentioned targets.

The targets in 2020 are:

- Sales of tyres in 2020 – minimum 50.000 units
- Inter-Sprint group brands SoA minimum 60%
- Introduction Roadhog with summer and winter offer
- Minimum of 5 new members Fagdekk joining the program with Inter-Sprint.
With a minimum turnover of 400 units per member in 2020

How to achieve those targets and the responsibilities of both the parties see point 8.

If one of both parties determine that the contract will not work and would like to end this contract, a termination of the contract is only possible by a written notice with a period of 1 month after announcement date.

2. Inter-Sprint Banden BV will pay a 2% HQ bonus to Fagdekk AS on all net sales to the members.

The bonus will be automatically calculated every quarter by Inter-Sprint Banden BV and paid the month following the quarter and will be communicated to you by email.
Fagdekk AS invoice this amount to Inter-Sprint Banden BV with 30 days net payment.

However only the paid invoices by the Fagdekk AS members will be taken into account in the monthly bonus calculation.

3. Fagdekk AS will provide to Inter-Sprint Banden BV an updated member list and immediately inform ISB about report Excel-sheet as base for the above reporting. When changes are applied in the network, ISB will be informed within 2 weeks after this change.
4. Inter-Sprint Banden BV offers Fagdekk an e-commerce login where CIF prices are shown for all brands supplied by Inter-Sprint Banden BV to the Fagdekk members.

The minimum replenishment order for free delivery is 30 tires for members in the area Bergen/Kristiansand/Oslo/Lillehammer.

For the north part of Norway, above the line of Lillehammer, appropriate solutions will be discussed with Fagdekk AS and its members.

5. Pre-orders for summer - and winter tires are necessary for direct deliveries from China to the Fagdekk AS members, Inter-Sprint Banden BV will take in the:
 - Summer orders on October 15th the latest, delivery no later than 2nd week of April,
 - Winter orders at the latest on April 15th, delivery no later September 30th.

6. Summer pre-orders will be paid on May 31st, and winter pre-orders will be paid on November 30th. Replenishment orders will be paid on a 60 days net basis.

As all the sales of Inter Sprint Banden BV are covered by an insurance, the payment terms of 60 days are only possible if the Fagdekk AS member have a sufficient credit limit.

7. Inter Sprint Banden BV will supply tyres to the Fagdekk AS members in weekly deliveries. Orders placed before Wednesday 16.00 will be delivered week+1 Thursday the latest.

8. Role and responsibilities of each of the parties to develop the relations.

Inter-Sprint Banden BV:

- ISB will be present on the members meeting in February 2020
- ISB is open to organize a meeting/visit with the Fagdekk members in the Netherlands and show your members our company, open any time for a visit with key members
- 2 times a year meeting to discuss on strategy for summer and winter
- Price offer ISB for our group brands will included in the Fagdekk network offer/calculation for summer and winter tyres
- ISB will develop a Roadhog offer with soft compounds and studded tyres, an exclusive offer to Fagdekk
- ISB local agent , Dag Christophersen will visit members in 2020 to stay close in contact with them

Fagdekk AS:

- Fagdekk will actively support ISB to its members, buying and non-buying at the moment, Fagdekk will use its strength to get members on board
- Fagdekk will use part of the HQ bonus to support the sales done by ISB to their members.
- ISB prices will be used in the Fagdekk network offer/calculation for summer and winter tyres
- Roadhog offer will be actively supported and offer and products are shared with the members.

This brand will replace offers of suppliers which have no contract with Fagdekk

- Reports of customer visit will be shared by both companies and mutual actions will be taken accordingly
- Fagdekk will include in the offer to its members Inter-Tyre Tuning BV for the sale of wheels, TPMS sensors and complete sets.
Inter-Tyre will also reserve 2% as a HQ bonus

Date: 5/12-2019

Bård Dalen

Bård Dalen, Fagdekk As

C. Kraak, Inter-Sprint Banden BV