

Q & A

MacGregor Singapore Pte - GSD One Principal

After implementation, orders will be placed from Macgregor Singapore. Delivery destination should be to Singapore as well?

Depending on the order, main deliveries can be either to our European or Singaporean warehouse unless otherwise agreed. MacGregor Singapore will be VAT registered in Germany (=will have its German VAT number). Please follow the instructions provided on the Purchase Order.

You mentioned that some of the parts will be requested to be delivered to Germany. Does it mean that the billing address will be Singapore and the delivery address would be Germany?

Yes, even if the delivery address will be Germany, the billing address will still be MacGregor Singapore. All necessary information about delivery address and billing address will be provided on the Purchase Order. Please follow the instructions provided on the PO. In case of the need please ask the Purchaser, who will help in clarification.

With VAT registration for MacGregor Singapore in Germany, if PO from Macgregor Singapore but ship to Germany warehouse (with EU), it will be VAT exempted?

MacGregor Singapore is VAT registered in Germany(=has its German VAT number). If you are a supplier from Germany the goods you will sell to MacGregor Singapore and deliver to Germany, will be treated like local sales in Germany.

In this case the ordering (which means also billing) party will be MacGregor Singapore and the delivery address will be our warehouse in Germany.

What about the question of triangulating business? Will you have different

VAT # 's to facilitate order reception from one entity but shipping to another one?

Registration for VAT accounts is in progress for the following countries: Finland, Netherlands, Denmark and Belgium.

Depending on the business needs and tax requirements, MacGregor Singapore will consider obtaining and registering VAT accounts in more countries.

What will be the invoice address for spare parts and what will be the invoice address for new building items?/ The spare part orders come from Singapore. The billing address will also be Singapore?

Invoices should be made according to the address provided on the respective Purchase Order - please follow the instructions provided on the PO.

What happens to the existing Spare parts orders that were placed by MacGregor Finland, Norway, Sweden or Germany?

Orders placed before the “cut off” date, will still be valid and they shall still be invoiced according to the instructions on the respective Purchase Orders, to the entities accordingly. Payment will not be affected.

We are familiar with other existing Macgregor entities in Europe. Macgregor Singapore is a new customer for us, how do I ensure will be paid.

Macgregor Singapore, along with the rest of Macgregor entities belong to CARGOTEC Corp, based in Helsinki, Finland. Your regular contact in Macgregor, will gladly assist you on payment issues. To ensure timely payments, we encourage the use of e-invoices, along with all support order and delivery document to be send to the group email provided.

If my company is already doing business with Macgregor Singapore, what changes and actions do I need to make?

If you are already trading with Macgregor Singapore. No changes/actions are needed from you. Unless you intend to make changes to our current

business model with Macgregor Singapore.

What will happen with the new spare part purchasers at MacGregor Gdansk/Poland?

How will it be handled for quotes? It means quotes will also be addressed from McGregor Singapore?

Inquiries and quotations as it is now?

Located in both Gdansk and Singapore Customer Care/ Quotation / Purchasing Teams will remain unchanged. You will still receive RFQs and Orders as you currently would from your current contact persons. However, they will execute orders in the name of MacGregor Singapore, instead of the other 4 MacGregor entitles. Hence your quotes should be addressed to MacGregor Singapore.

WHAT DOES "VAT" STAND FOR? (Or "GST")

VAT is Value Added Tax. For some countries, like in Singapore, it is also known as GST = Goods and Services Tax.

What Currency does MacGregor Singapore Trade in?

Macgregor Singapore can trade in most of the major currencies used today. Preferably there will be no change in the transaction currency used now between us.

What happens to the existing Contacts / Agreement?

Depending on the existing contact agreements, they could be assigned / transferred to MacGregor Singapore. In case of any concerns please contact your SRM (Sourcing Relationship Manager).

Do I need to make changes to my ERP system?

You may need to setup Macgregor Singapore in your ERP system, if you have not done so. Details for Macgregor Singapore can be found on the Introduction letter sent with other documents.

Must we follow the same selling price due to different local conditions?

Macgregor pricing conditions should be applied and be the same globally. For clarification, please contact the Supplier Relationship Manager assigned to you, or your regular Purchaser who will redirect you to the relevant person.

Will you register a VAT number in Norway. We have registered MacGregor Singapore as a customer, but are awaiting VAT number for an existing order. Norway was not mentioned earlier among the countries where you were to be registered.

For the spare parts orders MacGregor Singapore does not have Norwegian VAT registration in Norway.

Changes are effective only after the “Cut-Off” dates. Since it is pertaining to an existing order, please contact your MacGregor purchaser, who should be able to assist you with the existing orders administration tasks.

Please note that One-Principal process is only applicable to MacGregor Service spare parts. It does not change or affect orders executed from our New-Building Divisions.

What will be the address of the German warehouse? Will the warehouse in Uetersen/Germany will also remain?

Delivery address instruction will be provided on the respective Purchase Order. There is no change to the current Uetersen, Germany warehouse address for this moment.

Who will be the contact person regarding price and delivery time discussions?

Your current Macgregor contact person will not change. Please check with the respective Purchasers.

If we are shipping to different countries then do Magregor supply the paperwork to ship out to the different hubs or do we ship out on our own

paperwork?

Suppliers should have the relevant exporting permits according to their country of origin. MacGregor will provide the necessary for its importing obligations. If in doubts, please contact and liaise with the respective MacGregor purchasing team, they will assist accordingly.

Over time do you think when this has been rolled out for spares will it give access to supply on the production lines or manufacturing sites to give greater supply capacity to Macgregor and combine both New Build in this way?

MacGregor aims to build a world class service organization, to grow and serve our customers globally. Likewise, we want and expect our suppliers to grow together with us. At this moment, the changes are for the spare parts business only. We will inform suppliers of future plans accordingly when appropriate.

We have used the MCG supplier portal. That won't be used any more?

The MacGregor Supplier Electronic Data Interchange (EDI) will still be valid. All current EDI set-ups will be continued and migrated to Macgregor Singapore. EDI will be encouraged and more suppliers will be moved to EDI at appropriate time.

Can you elaborate on what is meant by spare parts, is it all parts used by the service department, or only typical parts such as gaskets, filter elements etc.

How about RFQ's for equipment revamping? should we expect it to be considered as spare part?

In simple words, Spare Parts are replacement parts procured by MacGregor Service Division for the purpose to support our customers for maintaining and to ensure the serviceability of their equipment. Spare parts do not necessarily need to be a filter or gasket. Spare parts can also be in the form of complete hydraulic motors, electric motors, full

assembly electrical panels. Spare Parts ideally is direct 1-to-1 replacements.

Revamping, modernisation, modification and upgrading of existing equipment is not being considered at this moment since it requires engineering time, rework etc.