

Corporate Sales Policy

DCFR 74103-001

April 16, 2026

1. Quotations

Unless otherwise stated in the Quotation, Bosch Rexroth Quotations are valid for 30 days. Longer validity periods must be requested at the time of quotation and approved by Bosch Rexroth Sales Management.

2. Pricing

Bosch Rexroth reserves the right to change pricing based on changes in material or labor costs.

- 2.1. At the time of the price change announcement, acknowledged standard orders with scheduled delivery dates will not be affected by the price increase, subject to the provisions of Sections 2.2, 2.3, 2.4
- 2.2. In the event of a price increase, orders placed after the announcement date but before the effective date of the increase will be acknowledged at the old price only if shipment can be and is scheduled within 90 days of the effective date of the price increase. If the shipment is scheduled more than 90 days after the effective date of the increase, the order will be acknowledged at the new price.
- 2.3. Orders dated before the announcement that include requested delivery dates, but not acknowledged at the time of the announcement, will be acknowledged at the old price, subject to the provisions of 2.4
- 2.4. Prices for orders for Products with lead times greater than 90 days, or blanket orders with releases scheduled more than 90 days from the original order date, WILL BE THE PRICES IN EFFECT AT TIME OF SHIPMENT

Note: all references to numbers of days is referring to Calendar Days

3. Shipments

- 3.1. Unless otherwise agreed in writing, all shipments will be made **FCA** loading dock of Bosch Rexroth NA plants / warehouses.
- 3.2. Airfreight shipments will be made only if stipulated on the order in clear text or upon receipt of written authorization. All decisions on additional freight charges are at the discretion of Bosch Rexroth.
- 3.3. Any changes to the original order require a re-acknowledgement and a new shipping date commitment.
- 3.4. Early Shipments - When the original order specifies a "NOT BEFORE" shipping date, Bosch Rexroth agrees to get prior approval before shipping early. All orders noted as do not ship before will be shipped complete no partials.

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- 3.5. Insurance of freight - Shipments will only be insured at Buyer's request and expense, as per Terms and Conditions of Sale (RA 09859)
- 3.6. Freight payment methods ie. Prepay and add does not change the transfer of ownership. All shipments are made **FCA** loading dock of Bosch Rexroth NA plants / warehouses.
- 3.7. Loss or damage in transit – All shipments are made **FCA** loading dock of Bosch Rexroth NA plants / warehouses. As per the Terms and Conditions of Sale (RA 09859) claims for loss or damage in transit must be entered and prosecuted by buyer.

4. Standard Order Requirements

4.1. Purchase orders must contain:

- Purchase order named supplier – Bosch Rexroth Corporation
- Purchase Order Number
- Sold to address, Ship to address and Bill to address
- Terms of payment (30 days from invoice date, unless otherwise approved in writing by Bosch Rexroth)
- FCA loading dock of Bosch Rexroth NA plants / warehouses.
- Specify if the order Taxable. If not is there a Tax Exempt Certificate on file at Bosch Rexroth.
- Bosch Rexroth Part Number
- Quantity
- Net purchase price
- Requested Delivery date: The date the customer should receive delivery of the goods.
- Freight carriers:
 - LIGHT up to 70 pounds (UPS, Fed EX or other parcel carrier)
 - HEAVY over 70 pounds or delicate shipments (LTL carrier)
 - Long length material (LTL carrier)
- Shipping method – Ground, Air, Customer pickup
- Freight payment method: Collect (include collect Account Number), prepaid and add, 3rd party billing (see Freight Policy Section 13)
 - A nominal fee will be charged for all orders requesting Prepay and Add
- Copy of the Bosch Rexroth Quotation where applicable

- 4.2. Requested Delivery Dates are required on purchase orders – Requested Delivery Date equals the date the customer should receive delivery of the goods.

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- The customer can communicate one Requested Delivery Date for the complete order or individually for each line item.
 - The Requested Delivery Date should be at least 5 days for in stock items Bosch Rexroth will ship in 3 days (Unless a Rush Order is requested)
 - The Requested Delivery Date should be at minimum published lead time for all other items (unless a Rush Order is requested)
- 4.3. Orders / lines items with a requested Delivery date of same day, one day or two days, will be considered a rush request and the order will require an additional fee (see Rush Order Section 5).
- 4.4. Terms of Payment Are **Net Thirty Days from invoice date** unless otherwise agreed to in writing by Bosch Rexroth.
- 4.5. Invoices are generated at time of shipment. Project or order billing is only possible for complete deliveries.
- 4.6. Following shipment invoices will be mailed or electronically transmitted the next business day. Rexroth's preferred method of payment is Electronic Funds Transfer (ACH or Wire) at customers' expense.
- 4.7. The customer service representative will handle orders received from customers with incorrect or incomplete data by communicating the specific issue that requires correction or update.
- A request will be made for a corrected purchase order and the order will be place on hold.
 - The customer will have 5 business days to provide a corrected purchase order.
 - If a corrected purchase order is not received within this 5 business days the order will be rejected in the Bosch Rexroth ERP system.
 - Any order rejected from the system will be communicated to the customer and a new purchase order will be required to initiate the order.
- 4.8. Order acknowledgments will be processed and sent to the customer within 3 business days.
- 4.9. Bosch Rexroth will not accept purchase orders if a penalty clause based on delivery is requested. Bosch Rexroth requires written approval of any penalty clauses prior to order entry.
- EST)

5. Rush Orders

RUSH ORDERS: An order for Product that ships in less than Standard Lead Time, normally for Products that are in stock and available for same day shipment.

- 5.1. A RUSH ORDER surcharge of 15% of net invoice (minimum \$25 - Maximum of \$750.00 per order) will be applied to all rush orders.
- 5.2. Rush Orders may consist of multiple line items with maximum number of (5) items, per order of complete components or parts shipping to the same address within the same business day.

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Special cases to the maximum line item requirement will be considered but must be agreed upon at the time of order. RUSH ORDERS are to be faxed or E-mailed to the factory and **“Rush Order” MUST BE CLEARLY PRINTED ON THE ORIGINAL PURCHASE ORDER.**

- 5.3. All RUSH ORDERS must have a shipping carrier provided at time of order placement, if no shipping method or carrier is provided; Bosch Rexroth reserves the right to specify an expedited freight carrier.
- 5.4. RUSH ORDER shipments may be delayed by 24hrs due to customer selected freight carriers.
- 5.5. A RUSH ORDER surcharge of 15% of net invoice (minimum \$25 - Maximum of \$750.00 per order) will be applied to all rush orders.
- 5.6. Rush Orders are prepared and shipped during normal working hours as specified by the Bosch Rexroth Plant or Warehouse. Additional charges will apply if after hour processing is required during evenings, weekend or holidays.
- 5.7. **If the Purchase Order received is incorrect for any reason, the RUSH ORDER shipment will not be made until the revised purchase order is received from the customer.**
- 5.8. Rush Orders cannot be canceled.
- 5.9. **Rush Orders for In Stock Products**
 - For components and parts that are in stock at Bosch Rexroth USA Division, a same day shipment can be requested as long as the order is placed **before 12:00 PM Bosch Rexroth factory local time.**
 - All attempts will be made to ship the IN STOCK products within 48 hours (2 business days). A rush order surcharge will be applied to all orders that ship within 48 hours (2 business days).
 - A RUSH ORDER surcharge of 15% of net invoice (minimum \$25 - Maximum of \$750.00 per order) will be applied to all rush orders.
- 5.10. **Rush Orders for Products Manufactured to Order or Products that require conversion**
 - For RUSH Products not in stock, including, Products that requires conversion, and manufactured Products, a RUSH ORDER LEAD TIME will be quoted at time of order placement. This lead-time may be greater than 48 hours.
 - A RUSH ORDER surcharge of 15% of net invoice (minimum \$25 - Maximum of \$750.00 per order) will be applied to all rush orders.
- 5.11. **Rush Orders for Product through outside sources**

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- For RUSH Product not in stock, where material needs to be procured outside of Bosch Rexroth. (i.e. purchased parts, raw materials, castings and Imported Products)
- A RUSH ORDER Surcharge and the RUSH ORDER Lead Time will be quoted on an individual case basis. The Rush Order lead-time may be greater than 48 hours.
- Be advised the quoted RUSH ORDER Fee may be higher than the standard surcharge of 15% of net invoice.
- For International sourced Products the customer may be required to approve non-consolidated air freight chargers

6. Expedite of Materials

- 6.1. For In Stock Items: An item that is in stock at the time of order will ship in 3 days Maximum. If less than 3 days is needed, , then see the RUSH order policy.
- 6.2. Expedites to materials required in less than standard published lead times -- please see **RUSH ORDERS Section 5**.
- 6.3. The rush premium must be included on the purchase order to authorize expediting. All orders received, which do not include the rush order premium will be entered at standard lead-time.

7. Minimum Billing

Minimum order value \$200.00

Orders that are placed for less than the minimum will be increased to the \$200.00 minimum order value.

This minimum order value will be invoiced and is payable for these orders that do not meet the order value minimum.

(The minimum billing for Haegglunds Products is \$250.00)

8. Policy for Cancellation of Orders

No Hassle Policy

- 8.1. **Products** - No cancellation charges will be applied for **Product canceled prior to creation of the shipping documents by Bosch Rexroth.**

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A cancellation fee may apply for products once they have been packed and are available for the carrier.

8.2. Configured Products such as cylinders and other length specific Products are not returnable.

8.3. All Other Standard Products

- Within 24 Hours of Receipt of Purchase Order, no cancellation charges will be applied.
- Configured Products such as cylinders and other length specific Products are not returnable.
- After 24 Hours, please consult Factory for any request to cancel an order.

9. Request to Reschedule - Orders

Bosch Rexroth must approve all rescheduled orders in writing.

10. Return Policy

10.1. Requested to return Products for credit due to Bosch Rexroth's error must be made within 15 days of shipment.

10.2. Products must be returned to the location of original order.

10.3. Product returned must be less than 18 months from date of original Bosch Rexroth shipment (if the product meets the return criteria defined by Bosch Rexroth Corp.)

10.4. Products must be NEW and in resalable condition.

10.5. Returned products that do not meet the criteria for agreed upon return will be returned to the customer at the customer's expense. All rejections of returned product are at the determination of Bosch Rexroth. All decisions are final.

11. Terms and Conditions of Sale

Bosch Rexroth's "Terms and Conditions of Sale" will apply to all orders (see RA 09 859).



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Only Bosch Rexroth's Terms and Conditions of Sale will be accepted and applied to new orders. Special Terms require written approval by Bosch Rexroth Sales Management.

12. Disputed Invoices

12.1. Any disputed invoice must be declared within 30 days of invoice. It is necessary to advise Bosch Rexroth Corporate Credit Department in writing within 30 Days. A clear description of the dispute reason must be submitted.

12.2. Procedure

- All invoices must be paid Net 30 Days from date of invoice. Invoices being disputed "in full" must be declared within this 30-day period. All disputes must be submitted via email to ARDeductions@Bosch.com

Bosch Rexroth Corporation
Corporate Credit Department
5150 Prairie Stone Parkway
Hoffman Estates, IL 60192
Phone: (847) 645-3770
Fax: 847-645-0806

- Any partial invoice disputes must be either paid in full and a separate line entered for the deducted / disputed amount. An alternative is to short pay the disputed amount. Debit memo copies with detailed information must accompany the payment in either scenario.
- Any invoice that has been paid in full and later deemed disputed must be declared via a debit memo deducted from a future payment within a six-month period from the invoice date or it will be considered closed.
- All short pays/disputes must be accompanied by completed dispute form (debit memo) explaining in detail the dispute, or they will be rejected. Acceptable Debit Memos must contain the following:
 - Bosch Rexroth's Division that the dispute is with
 - Invoice#
 - Purchase Order#
 - Amount in Dispute
 - Specific Reason for Debit: Pricing, Freight, SPA#, Shipping Error, Damaged Shipment, Missing Items, Canceled, Duplicate Billing, Expedite Fees, goods not Received, Incorrect

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Documentation, Late Delivery, Missing or Wrong info, PO Discrepancy, Restock Fees, Return for Credit, Return for Repair, Field Service expenses.

- If the dispute is a pricing error, we need to know what line on the invoice that has the incorrect pricing. If multiple lines, specify which lines & how much per line is in dispute.

13. Freight Policy

- 13.1. Unless otherwise agreed in writing, all shipments will be made FCA loading dock of Bosch Rexroth USA Plants / Warehouses. Other Incoterm must be agreed to in writing by Bosch Rexroth.
- 13.2. Freight carriers will be at the sole discretion of Bosch Rexroth for all prepay and add freight shipments.
- 13.3. All prepay and add shipments with value of over one thousand dollars will be insured at the buyers expense.
- 13.4. Invoices for prepay and add freight charges will not be eligible for the dispute process.
- 13.5. Unless otherwise instructed and if the required shipping information is not received at the time of order, Bosch Rexroth will default to the customers freight carriers on record, and if no Carrier information is on file or available from the purchase order, the order will be shipped Prepay and Add using Bosch Rexroth's carrier and billed to the buyer.
- 13.6. Invoices generated due to missing carrier information for orders and drop shipments will not be eligible for the dispute process.
- 13.7. Bosch Rexroth uses Parcel Service for shipments up to 70 lbs. Due to increased potential for damaged goods, BRUS does not recommend parcel service shipments of more than 70 lbs.
- 13.8. All shipments over 70 lbs will be shipped LTL carrier.
- 13.9. Two freight carriers are required on purchase orders received from customer.
 - A carrier must be provided for LIGHT weight shipments up to 70 pounds (UPS, Fed EX or other parcel carrier)
 - A carrier must be provided for HEAVY over 70 pounds or delicate shipments (LTL carrier).
- 13.10. LONG LENGTH material shipments. A carrier must be provided for LONG LENGTH over 70 pounds (LTL carrier).
- 13.11. **INCOTERM: FCA ---Free Carrier (... named place)**

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- "Free Carrier" means that the seller delivers the goods, cleared for export, to the carrier nominated by the buyer at the named place. It should be noted that the chosen place of delivery has an impact on the obligations of loading and unloading the goods at that place. If delivery occurs at the seller's premises, the seller is responsible for loading. If delivery occurs at any other place, the seller is not responsible for loading or unloading.
- This term is be used regardless of the mode of transport, including multimodal transport.
- "Carrier" means any person who, in a contract of carriage, undertakes to perform or to procure the performance of transport by rail, road, air, sea, inland waterway or by a combination of such modes.
- If the buyer nominates a person other than a carrier to receive the goods, the seller is deemed to have fulfilled his obligation to deliver the goods when they are delivered to that person.

13.12. Freight Payment Methods

- All shipments are made **FCA** loading dock of Bosch Rexroth NA Plants / Warehouses, regardless of the freight payment method.
- **Third Party Bill:** Customer decides to use an intermediary company (3rd party) between Ship-to-party and Bosch Rexroth.
 - The third party handles the invoicing and payment.
 - The billing address of the third party **MUST** be provided on the original purchase order.
- **Freight Collect:** Customer designates a freight carrier e.g. UPS, R & L Carriers, FedEx, Con-way to ship freight. The carrier directly invoices the customer. The carrier and payment method along with customers billing accounts number **MUST** be provided on the original purchase order.
- **Consignee Bill:** The Ship-to-Party is a Rexroth Customer's Customer. The Ship-to-party is paying the freight. The carrier and payment method along with customers billing accounts number **MUST** be provided on the original purchase order.
- **Prepaid & Add:** Rexroth prepays the freight. The freight charge is added to the customers invoice. Freight carriers will be at the sole discretion of Bosch Rexroth for all prepay and add freight shipments. Invoices for prepay and add freight charges will not be eligible for the dispute process.
 - A nominal fee will be charged for all orders requesting Prepay & Add

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- Prepay and add does not change the transfer of ownership All shipments are made FCA loading dock of Bosch Rexroth NA plants / warehouses.
- **Prepaid & Allow:** Rexroth is paying the freight. Freight carriers will be at the sole discretion of Bosch Rexroth for all prepay and allow freight shipments.
 - Prepay and add does not change the transfer of ownership All shipments are made FCA loading dock of Bosch Rexroth NA plants / warehouses.
- **Customer Pick-Up** The customer or the customers arranged carrier is picking up the product at the Bosch Rexroth Dock. In this case, all carriers making a pickup must have the Bosch Rexroth sales order number as a reference for picking up. The Pick-up must occur at the prescheduled date and time. If the customer pick-up is a no-show Bosch Rexroth will arrange for shipment.

14. After hour shipments – contact the Division for their specific after hour shipping policy.

15. Repair and Return

15.1. Repair and Return units.

- Units that are sent in for repair to a Bosch Rexroth facility.
- Unit(s) will be inspected and a quote for pricing given to the customer, Quotes are valid for 30 Days after Created Date of Quote
- The customer has 30 Days to respond to the quote received.
- If the Customer DOES NOT respond after the 30-Day period after the QUOTE has expired (QUOTE valid date + 30 Days after QUOTE validity date expires), the unit will be returned to the customer.
- The repair Order will be closed, and the unit will be shipped collect at the customers expense.
- Units that will be returned for repair processing - repair units may be charged a non-refundable inspection fee, a Purchase Order for that fee or the fee for the flat rate repair price must be submitted by the customer before inspection or repair will begin. This PO will be required at time of request for repair services ordering.
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16. Policy Disputes This Corporate Sales Policy is the official Bosch Rexroth sales policy and is used by all BRUS Divisions. It is understood that the Division(s) may supplement this policy with

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additional details that clarify specific policy points that are specific to their Products and Services. Nevertheless, the intent of this policy must be upheld.

Bill Johnson

Director Sales Commercial Operations

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