

Cummins New and ReCon® Parts 2025 List Price Annual Adjustment Communication Letter

2025 年康明斯新零件和 ReCon® 零件牌价年度调整沟通函

Dear Cummins Customers:
尊敬的康明斯客户：

Cummins East Asia Distribution Business Unit Parts Marketing will give the annual adjustment of the List Price for all Cummins New and ReCon® Parts, including HHP parts and HMLD parts. The effective date is Jan. 2nd, 2025 for import engine parts. Current list price will be kept until future notice for China JV parts.

康明斯东亚分销事业部零件市场业务部将对全部新零件和 ReCon® 零件的牌价进行年度调整，包含轻中重型零件和大马力零件。对于进口发动机零件，价格调整的生效日期为 2025 年 1 月 2 日；对于合资品牌零件，价格调整时间将另行通知。

Global inflation pressure continues to be a critical problem, and logistic cost continues rising, as well as wages across the global keep increasing. To improve price competitiveness, Cummins decided to bear part of cost increase, and the rest will be reflected in the list price.

全球通胀压力仍在持续，且物流成本持续上涨，与此同时，全球劳动力成本也以高于平均水平的速度增长。为了提升终端价格竞争力，在年度调价中康明斯承担部分成本上涨，仅将部分成本上涨传递到牌价中。

For the orders which are open in 2024 and with the required delivery date in 2024, need to be shipped out within this year. But in case of Cummins parts available issue, the orders can enjoy one-month price protection to Jan. 31st, 2025. Meanwhile, all the price support programs prior to 2025 will no longer be valid in 2025(except for those agreed in contracts).

所有在 2024 年下达的且要求交货日在 2024 年的订单需要在到期前提（发）货。如因康明斯无货而未关闭的订单，享有 1 个月的价格保护期至 2025 年 1 月 31 日。同时，所有 2025 年以前的价格支持方案在 2025 年将不再有效（合同约定的除外）。

We are confident, nonetheless, that you will find the quality of our products even in light of these new prices to be quite reasonable and competitive. We appreciated your understanding, it has been a pleasure to serve you in the past, and we look forward to doing business with you in the future.

生产高品质的产品是康明斯零件业务长期的经营理念，康明斯将持续提供更有竞争力的产品和服务。感谢您对年度价格调整的理解和对康明斯零件业务的长期支持，我们期待着向您提供更好的服务！

Should you have any questions about this pricing action, please contact us.

如果您对本次价格调整有任何问题，请与我们联系。

Sincerely with our best wishes!

顺祝，
商祺！

East Asia Distribution Business Unit Parts Marketing

康明斯东亚分销事业部零件市场业务部

Cummins (China) Investment Co., Ltd.

康明斯（中国）投资有限公司

2024 年 12 月 1 日

