

# 2023 OTHER TERMS AND CONDITIONS OF THE FANATIC DEALER PARTICIPATION AGREEMENT

- 1. **Term and Termination.** This Agreement shall commence upon the execution of this Agreement by Distributor, Dealer and approval by Falken. This Agreement shall not become effective, unless and until approved and signed by Falken, which approval or disapproval shall be in Falken's sole and absolute discretion. This Agreement shall remain in effect through December 31 of the current calendar year, subject to automatic renewals for successive one year terms (each such renewal term running from January 1 through December 31 of each subsequent year), unless and until Dealer shall have delivered to the Distributor and Falken or Falken or Distributor shall have delivered to Dealer, a notice of non-renewal not less than thirty (30) days prior to the end of the term then in effect. If Dealer breaches Sections 4, 7 or 9, Falken or Distributor may immediately terminate this Agreement by giving written notice. If Dealer defaults in the performance of any other obligation hereunder and fails to cure such default within seven (7) days of notice of such default, Falken or Distributor may terminate this Agreement by giving written notice. Dealer, Distributor or Falken may terminate this Agreement, with or without cause, by giving not less than thirty (30) days prior written notice. The Parties agree that Falken may amend or modify the terms and conditions of the Program (including without limitation, the Tire Lines, minimum purchase requirements and Program Rewards) at the end of any calendar quarter by giving written notice not less than thirty (30) days prior to the end of such calendar quarter.
- 2. Trademarks and Serial Numbers. During the term of this Agreement, Dealer may use Falken's trademarks and trade names (collectively, "Marks") only for the purpose of advertising, promoting and selling the Tires, but not otherwise. Dealer agrees that it shall not use any of the Marks on any Dealer created advertising or promotional materials without Falken's prior written approval, which approval may be withheld in Falken's sole and absolute discretion. Dealer shall use the Marks only in connection with and in a manner consistent with the scope of this Agreement and, if instructed by Distributor or Falken, accompanied by the symbol ® designating the federal registration of the Marks. Dealer acknowledges that the Marks and all rights therein are owned by and belong to Falken or its parent company, Sumitomo Rubber Industries, Ltd. ("SRI") and will not, during the term of this Agreement or thereafter, attack the title of Falken or SRI in and to the Marks, nor will do anything to destroy, impair or in any way impede the effect and validity of the Marks. Dealer shall refrain from removing, altering or obliterating Marks or serial numbers from the Tires or from utilizing any Marks on any other products. Dealer shall acquire no rights whatsoever in any Marks by virtue of this Agreement.
- 3. Disclosure and Protection of Confidential Information. The Parties agree that all information furnished by Distributor or Falken to Dealer or by Dealer to Distributor or Falken hereunder, in whatever form, except promotional and advertising material, is "Confidential Information." The receiving entity (the "Receiving Entity") agrees that it will use all Confidential Information disclosed to it by another entity (the "Disclosing Entity") only in furtherance of its performance under this Agreement, and for no other purpose, disclosing Confidential Information only to those of its employees or other authorized agents (who shall have agreed in writing to be bound by reasonable confidentiality obligations) as will be directly concerned with performance under this Agreement. Except as provided above, the Receiving Entity agrees that during the term of this Agreement (including any renewals or extensions hereof) and for a period of ten years after the termination or expiration hereof, it will not disclose Confidential Information of the other to any other person or entity without the express, prior written consent of the Disclosing Entity. Each Party agrees that it will protect the confidentiality of the Confidential Information with the same degree of care with which it protects its own confidential information. The foregoing confidentiality obligations shall survive termination of this Agreement and shall remain binding on the Parties and their respective affiliates, successors and assigns until a written release of such restrictions is executed by the other. All Confidential Information furnished to a Party hereunder (including all copies thereof) is and shall remain the property



of the Disclosing Entity, and shall be returned or otherwise disposed of as instructed by the Disclosing Entity promptly upon demand or upon the termination or expiration of this Agreement.

- 4. Relationship of the Parties. Each Party, for all purposes hereunder, shall be an independent contractor. Neither Party nor its officers, employees or agents are granted by this Agreement or otherwise any express or implied right or authority by the other, neither Party or its officers, employees or agents shall take any action which would have the effect of creating the appearance of such authority, to assume or create any obligation or responsibility on behalf of or in the name of the other or any of its affiliates, or to bind the other or any of its affiliates in any manner or thing whatsoever. Falken is not a party to this Agreement but is a third-party beneficiary of this Agreement. The Parties agree that Falken shall have the rights specified in the provisions of this Agreement and the power to enforce those rights directly against either or both Parties.
- 5. Audit. Falken shall have the right during the term of this Agreement and for two (2) years thereafter, to inspect, examine and make copies of the books and records of Dealer as it may be necessary to verify reported sales of Tires were retail in nature and sold to an end user. Such inspection and examination shall be made during business hours upon reasonable prior notice and not more often than once per calendar year.
- 6. Miscellaneous. Neither Party may assign or transfer any rights or obligations under this Agreement, without the prior written consent of the other Party. Any notice required under this Agreement shall be in writing and effected by delivery to such Party in person, by Federal Express or other reputable courier, by facsimile (provided that an additional copy of such document or consent is delivered by regular mail), or by sending the same by registered or certified mail, return receipt requested, and shall be deemed received upon personal delivery if delivered personally, by Federal Express or other reputable courier or by facsimile, or four (4) business days after deposit in the mail in the United States, postage prepaid, addressed to the person to receive such notice or communication at the address for the Party as set forth in the Enrollment Application. Either Party may change its address to which notices are to be sent to it by giving notice of such change in the manner provided in this Section. Failure of either Party to enforce any of the terms of this Agreement shall not be construed as a waiver of rights thereunder preventing the subsequent enforcement of such provisions or the recovery of damages for breach thereof. If any portion of this Agreement, including the Exhibits hereto and made a part hereof, is held to violate, or to be invalid or unenforceable under, any applicable laws of any government or subdivision thereof, or the portion declared to be in violation of or invalid or unenforceable under any such law shall be reformed (to the extent possible) or treated as being of no force or effect, and this Agreement shall be construed as though such portion had not been inserted herein, and the remainder of this Agreement shall remain in full force and effect. This Agreement, all transactions executed hereunder and the legal relations between the Parties shall be governed and construed solely in accordance with the laws of the State of California, without reference to its conflict of laws rules. In the event of a controversy or claim arising out of or relating to this Agreement, or the breach hereof, the Parties consent to the jurisdiction and venue of a court of applicable subject matter jurisdiction located in San Bernardino County, California or the Central District of California. This Agreement, together with the Exhibits attached hereto and made a part hereof, constitutes the entire Agreement between the Distributor and Dealer, superseding any prior agreement between the Parties or their predecessors or affiliates with respect to the subject matter hereof. No modification or amendment to this Agreement shall be binding unless in writing and signed by authorized representatives of both Distributor and Dealer and approved in writing by Falken.



#### **EXHIBIT A1**

#### 2023 FALKEN FANATIC PROGRAM OUTLINE

Tire Lines	Azenis FK460 A/S	Sincera SN201 A/S	Wildpeak R/T01
	Azenis 615K+ (rate only)	Sincera SN250 A/S	Winterpeak F-Ice
	Azenis FK510 & SUV	Wildpeak A/T3W	Ziex CT60 A/S
	Espia EPZ II & SUV	Wildpeak A/T Trail	Ziex S/TZ05
	Eurowinter HS01&SUV	Wildpeak H/T02	Ziex ZE950 A/S
	Rubitrek A/T	Wildpeak M/T	Ziex ZE960 A/S

Minimum Tire Line: 3 at each location

Minimum Initial Purchase 12 Tires initial order or 24 Tires within 30 days (per location)

Minimum Quarterly Purchase: 30 Tires

#### **Installer Quarterly Program Rewards**

Participation Level	FAN-Ltd	FAN-Lite	FAN	FAN+	Fanatic	Fanatic
						Pro
Minimum Purchase of Qualifying Tire Lines	30	60	125	250	400	600
Cash Rewards Per Payable Tires Purchased	\$2.00	\$3.00	\$4.00	\$5.00	\$6.00	\$7.50
Premium Line Bonus						
Azenis Series (Payable Tires)	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
Wildpeak Series (Payable Tires)	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00

Additional Premium Line Bonus earned on payable tires at level attained. Azenis FK460 A/S, Azenis FK510, Wildpeak A/T3W, Wildpeak A/T Trail, Wildpeak HT02, Wildpeak MT01and Wildpeak R/T01. OE replacement sales ineligible for rewards. Dealers defined as Shippers do not qualify for Premium Line Bonus.

#### **Shipper Program Rewards**

Participation Level	FAN-Ltd	FAN-Lite	FAN	FAN+	Fanatic	Fanatic Pro
Minimum Purchase of Qualifying Tire Lines	30	60	125	250	400	600
Cash Rewards Per Payable Tires Purchased	\$1.50	\$1.50	\$1.50	\$1.50	\$1.50	\$1.50



## **EXHIBIT A2**

### 2023 FALKEN FANATIC PROGRAM OUTLINE

OE Replacement Skus (Rate Only)	AZENIS FK510A SUV	Sincera SN250A A/S	WILDPEAK A/T AT3W
	59000630	59000110	59000770
	59000640	59000260	59000350
		59000500	59000660
		59000510	59000690
		59000280	
		59000250	
		59000290	
		59000490	
		59000410	
		59000520	
		59000730	
	WILDPEAK A/T AT3WA	WILDPEAK A/T TRAIL	WILDPEAK M/T MT01
	59000850	59000870	28519594
	59000580	59000820	59000360
	59000570	59000530	28516732
	59000080		28516731
	59000090		28516730
	59000470		28516945
	59000570		28516993
	59000580		
	59000780		
	ZIEX CT60 A/S		
	59000140		
	59000120		