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How You will Benefit from This

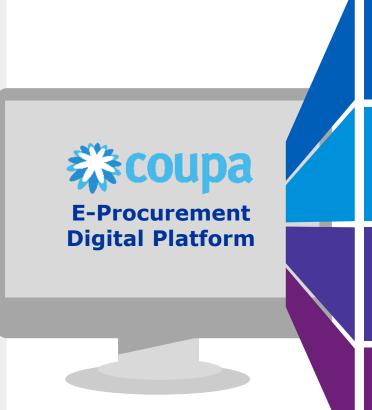
Registration and System Demonstration

Q&A Section





Overview of the Coupa Solution





Coupa is a market leading cloud based Procure-to-Pay software used by many organizations for electronic Purchase Order & Invoice transactions



Increased efficiency and **collaboration** between Lear locations and supply base



Coupa Supplier Portal is **free of charge** & **registration is required for all suppliers** for easy access to Purchase Orders & direct E-Invoicing



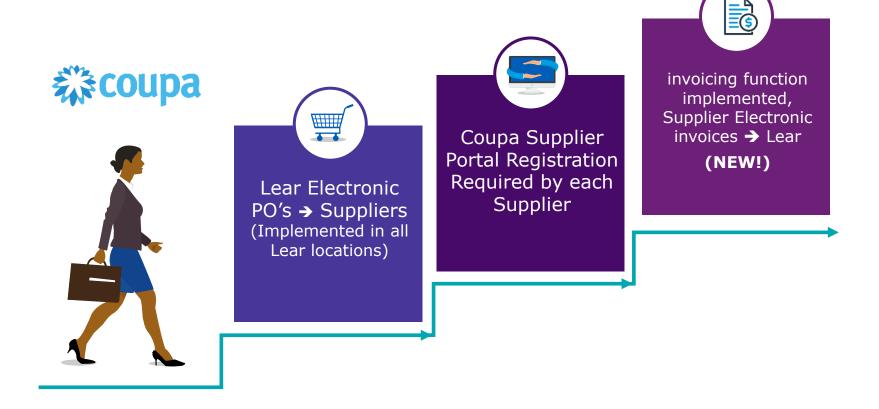
Once registered you will be ready to benefit from a highly automated & intuitive system with instant visibility to invoice status/payment transparency



*CSP - Coupa Supplier Portal

Progress towards Coupa E-Invoicing

Join us in becoming more digital & efficient!







How You Will Benefit From This

Once invoicing is implemented





Expanding the Coupa Cloud Platform!

Progressive next step towards Coupa e-Invoicing: Request2Receipt -> Request2Pay (P2P)





- Streamline invoice processing, defined approval flows and automated exception handling;
- Providing supplier portal, empower/delegate supply base to register invoices in Lear system;
- Eliminate/reduce manual efforts & paper pushing;
- Enhanced transparency, traceability & document retention;
- Alignment of Global Business Services (GBS) strategy.

Company Name	TIN	Plant	Division	Lear Internal HFM Code
Lear Automotive Services (Netherlands) B.VPhil. BR.	221-676-124-00000	Cebu Central Office	E-SYS	417
		Cebu FSSC	Corp	409
		Gabriela	E-SYS	271
Lear Philippines Engineering Branch	010-244-857-000	PETC	E-SYS	413EN
		PETC	E-SYS	416EEN
		PETC	Eng	416EN





Scope of this Wave of Deployment

- In this wave, we will deploy the new Coupa Invoicing solution to
 - 6 entities in Philippines

Plant	Division	BU	Hyperion
Cebu Central Office	E-SYS	Admin	417
Cebu FSSC	Corp	Corp	409
Gabriela	E-SYS	Wire	271
PETC	E-SYS	Elec	413EN
PETC	E-SYS	Wire	416EEN
PETC	Eng	Seat	416EN

- Tentative go-live date is in early March 13th, 2024 and go-live announcement will be separately sent to you. Before you officially receive the go-live announcement, please follow the existing process to send invoices into the plant.
- After go-live, rule-of-thumb on how to invoice: if you have received a Lear Coupa PO, then
 invoices for such a PO should be submitted via Coupa (today's training). If you have received a
 Lear PO which is not issued from Coupa, then invoicing process does not change as compared to
 today. Comply with other requirements from the Lear plant team(s) to you too.



Today's session in relation to the CSP User Guide

Today's subject - Corresponding pages in the User Guide

- Register to Coupa Supplier Portal(CSP) and logging in Page 2 ~ 16
- CSP Home Page Page 16 ~ 28
- CSP Admin & Setup Page 29 ~ 46
- View & Manage POs Page 57 ~ 60
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- Resolving Invoice Disputes Page 74 ~ 75





Connection to Lear via Coupa

- ☐ Using our stored contact information, we shall send you an invitation to connect and register to the Coupa Supplier Portal
- ☐ Use **Primary Contact** as our main '**Admin' contact** This person can assign access/responsibilities to others
- ☐ It is important you act quickly and connect to the Supplier Coupa Portal to get full benefit of this digital communication

An automated email invitation shall be sent to the Primary Contact Email address for joining Coupa supplier portal.
-Please check your junk/spam folders

- View PO details
- Acknowledge POs
- Create and Submit Invoices
- View/Monitor Invoice, Catalog & Payment Status all within the Portal

Correct Contact Details Accept Invitation from CSP Register & Account Setup in CSP

Transact with Lear



Ensure we have your latest contact details (primary contact). This person shall act as the **CSP administrator** for other members

 Notify any updates to your Lear Buyer contact. Register & complete account set up

- Update Company Profile
- Add Legal Entity & Remit To information(Enable E-Invoicing)
- Add & Manage Users
- Merge Accounts

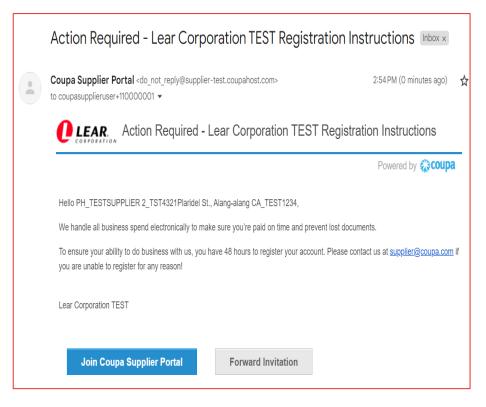
Contact CoupaSupplierAsia@Lear.com (English Only) if you encounter technical difficulties.



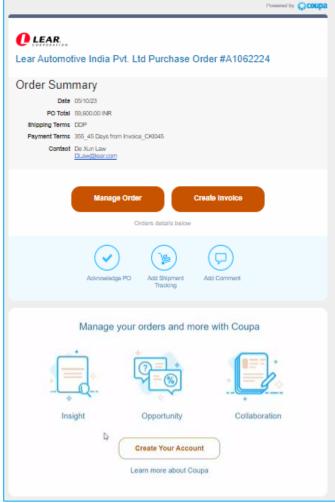


Register to Coupa Supplier Portal (CSP)

Invitation from Lear



Purchase Order(PO) email





CSP invitation is sent from

do not reply@supplier.coupahost.com

Coupa PO is sent from

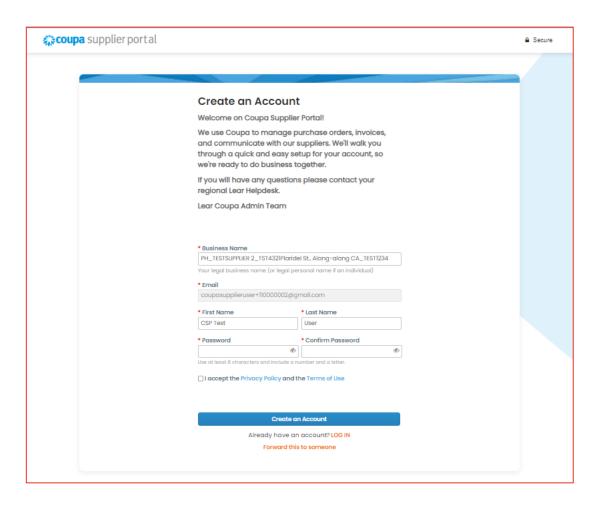
do not reply@lear.coupahost.com





Account Creation

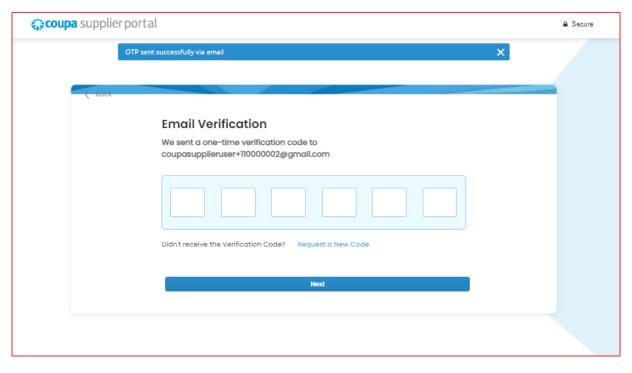
- Fill out the required details such as your name and the desired password.
- Accept the privacy policy and the terms of use
- Click on "Create an Account"







Account Verification



- You will be required to verify your account. A one time 6-digit verification code will be sent to your email address.
- If you did not receive the code, click on "request a new code".



Set Up Two-Factor Authentication

- 1. Select the preferred way to authenticate. Either thru an authenticator app or via SMS.
- 2. Scan the QR code using authenticator app. Or provide a valid mobile phone number if you opt to authenticate via SMS.
- 3. Enter the 6-digit verification code from your device.
- 4. Click next

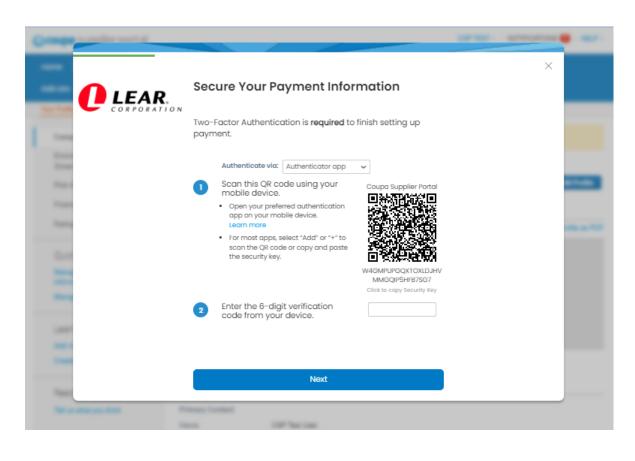
***Recommended authenticator apps:

Duo Mobile



Authy (Twilio Authy)



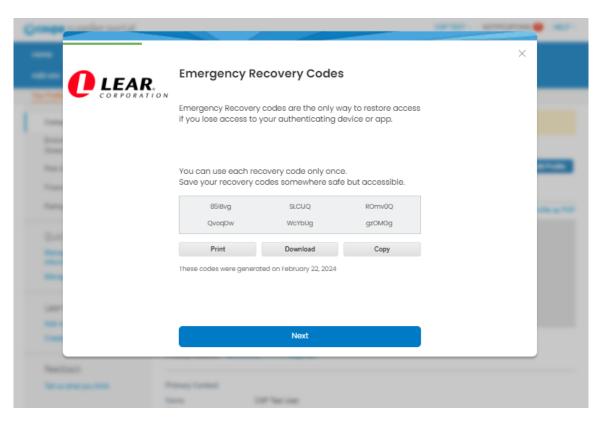






Emergency Recovery Codes

- Print, download or save your backup codes.
- NOT DELETE YOUR
 AUTHENTICATOR APP. If
 you accidentally deleted it or
 lost access to your mobile
 device, you may use your
 emergency recovery codes to
 login or if asked to provide a
 code. Do not forget to resetup your two-factor
 authentication once logged in.
 After that, regenerate a new
 set of recovery codes.
- You will receive an email notification every time you setup the two-factor or multifactor authentication.

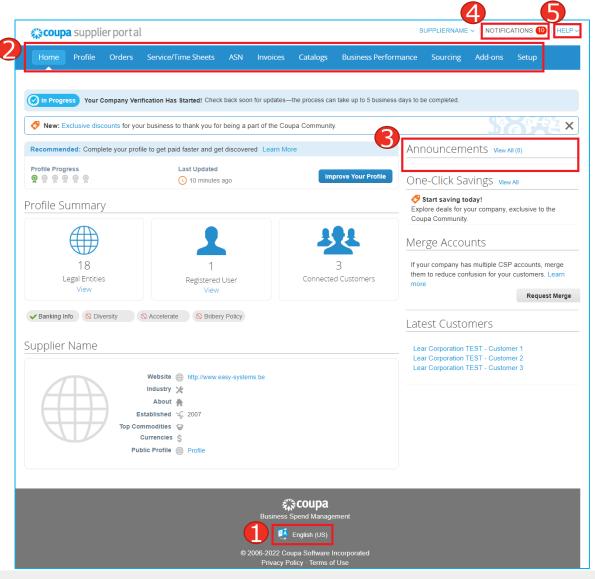






Coupa Supplier Portal(CSP) Homepage

- Language
- Menu
- Announcements
- Notifications
- Help



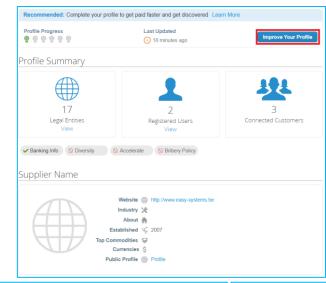


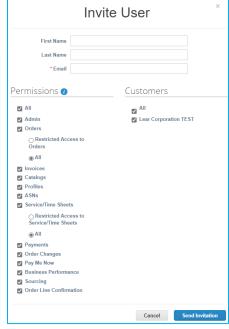


CSP Administration & Basic Settings

The following parts can be done before E-invoicing goes live!

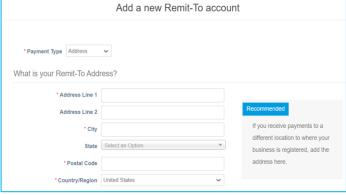
- Update Your Company Profile
- Invite Other Users
- Merge Accounts
- Add Legal Entity
- Add Remit-to





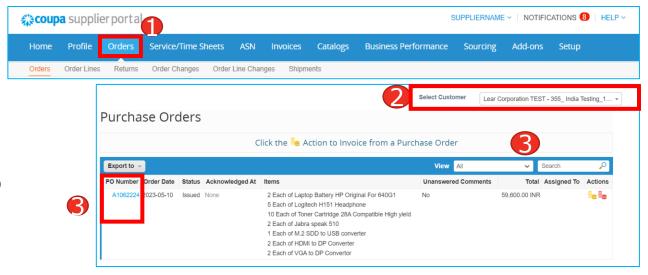


Where's your business located?			
etting up your business details in Coupa will help you meet your customer's invoicing and payment quirements. For best results with current and future customers, complete as much information as sssible.			
*Legal Entity Name Country/Region	This is the official name of your business that is registered with the local government and the country/region where it is located.		
	Cancel		



Purchase Order

- Select Customer
- View a PO
- Acknowledge a PO
- Print a PO
- Enter Comments to a PO



Remarks:

- Unit prices on the Lear POs should be VAT excluded. VAT is only specified during invoice stage.
- As a supplier to Lear, before supplying goods or providing services, please ensure that you have received a Purchase Order from the Lear requesting party. Otherwise, your on-time payment will be affected.

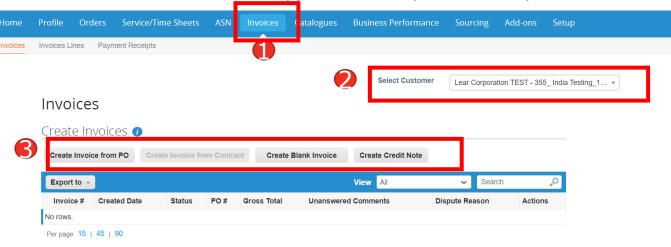


Create an invoice via CSP

- Create Invoice from PO
- Create Blank Invoice
- Create Credit Note

Remarks:

- If you are a supplier for multiple Lear entities, before creating an invoice via CSP, please select the correct customer from the list.
- Ensure system submitted data is the same as on the invoice document.
- Must attach a soft copy of the invoice document in the system please follow the local requirement whether or not the hard copy needs to be posted to the plant.

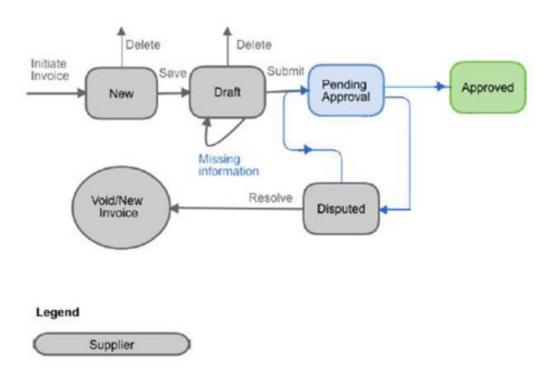






Invoice Status

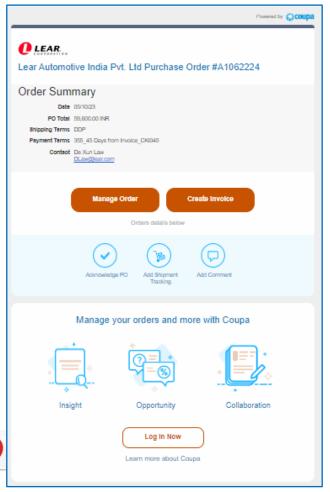
Once successfully submitted, suppliers can not edit / withdraw the invoice by themselves.

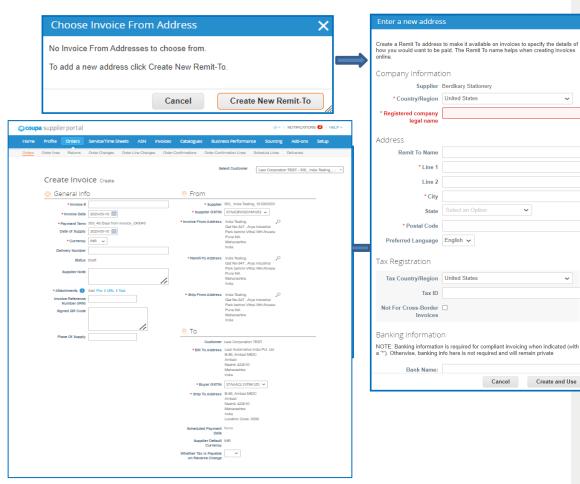




Create an invoice via Email

Create a PO invoice by Supplier Actionable Notification (SAN) Email









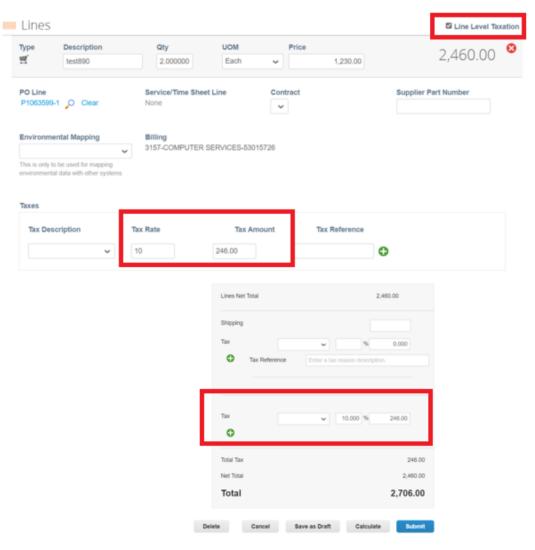
Create and Use

Taxes on invoices

Tax type can be added on invoice line and can be added on invoice header level in Coupa

VAT entered on invoice Line level

- Please check Line Level Taxation;
- Enter the tax rate according to your legal tax invoice;
- Tax amount will be calculated automatically;
- In case there is a rounding difference you can modify the final tax amount based on your tax invoice;
- Then please go to the bottom of the page, click Calculate to verify whether the total amount matches with your invoiced amount.







Manage Multiple Payment Schedules on PO

- Subject to your agreement with Lear, if your purchase order requires multiple payments at difference stages, please try to issue tax invoices for each payment.
- For example:
 - The agreed payment schedules to purchase an equipment X is 10%+80%+10% (10% down payment on order issuing, 80% after physical delivery, 10% warranty to be paid out one year after commissioning);
 - This payment agreement information will display on the PO in "Payment Agreements" section;
 - This supplier shall issue 3 invoices and submit in Coupa 3 times by the time point remarked in the agreement please adjust the invoice value in Coupa on each submission;
 - If you have any questions on this requirement, please send them to your Lear Buyer/Purchasing Contact.

Payment Agreements

Туре	Due Date	Payment Term	Amount	Notes
prepayment		Cash	1,000,000 INR	
retainage		60 days after inv date	8,000,000 INR	Payment after Delivery 60 days net
retainage		60 days after inv date	1,000,000 INR	10% warranty of total amount one year later 60 days net



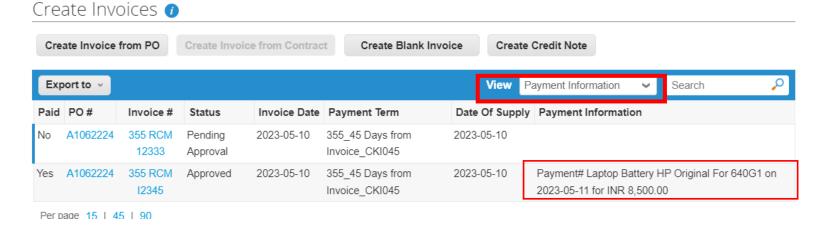


View Payment Information

View detailed payment information for each specific invoice.

"Payment Information" View :

Invoices



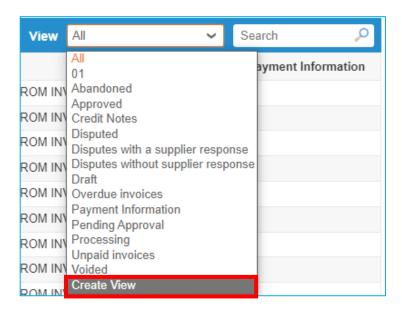
"Payments" Section at the Invoice Page bottom:

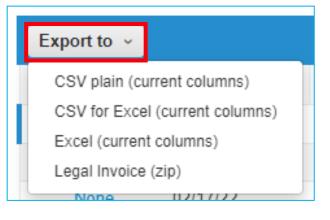




Create Custom Views & Generate A Report in CSP

- "Create View": Select any of the available columns to create custom views
- "Export To" (drop-down menu): generate a report in CSV or Excel format







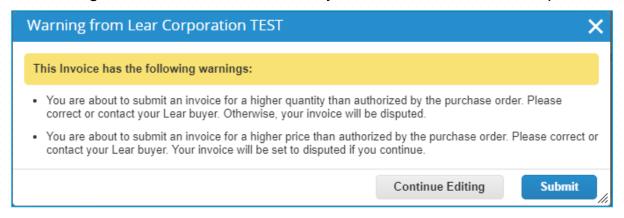


Resolve Disputed E-Invoice

Reasons of Dispute Status

-Backdated more than 60 days
-Does not match with the PO's currency
-Exceeds the PO quantity
-Exceeds the PO amount (For amount based POs)
-Has a different Unit of Measure (UOM) than the PO line

In case you tried to submit an invoice that is not aligned with the above rules, you will receive a submission warning, in that case do not submit your invoice or it will be disputed automatically.



Methods to Resolve Dispute: "Void/Correct Invoice" or Cancel Invoice/Adjust"



The method of resolving dispute depends on the type of your invoice Standard e-invoice or Country compliant e-invoice, and this is mainly driven by which country you're from.

Resolve Disputed E-Invoice

- Standard e-invoice: "Void" or "Correct Invoice"
 - Void:

If an invoice was issued in duplicate or has been already paid for through an earlier invoice, void it.

- Correct Invoice:

If the disputed invoice has some incorrect detail, please choose this option to allow for an in place correction to the invoice.

Country compliant e-invoice: "Cancel Invoice" or "Adjust"

Country compliant e-invoices are marked with a green checkmark next to the country code us in their top right corner.

-Cancel Invoice:

If an invoice was issued in duplicate, create a credit note to cancel it.

If an invoice has some incorrect information (other than price or quantity), for example, incorrect tax rate or item description, create a credit note to cancel it and issue a new corrected invoice. The original invoice remains in disputed status and the corrected invoice is submitted for approval.

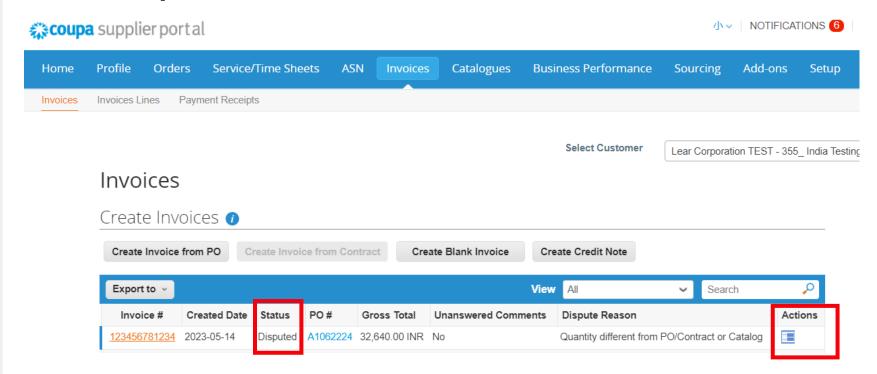
-Adjust:

If the price and/or the quantity for invoice lines(s) is incorrect on an invoice, issue an adjustment credit note (partial credit) to correct it.

You can adjust credit line quantity also in case of returned goods or if an invoice has already been paid for.



Example:





Invoice #SampleInvoice1 Back

Please review the invoice and determine the resolution option:

Void

If this invoice was issued in duplicate or has been already paid for, you can Void this invoice from here.

Correct Invoice

If the disputed invoice has some incorrect detail, please choose this option to allow for an in place correction to the invoice.

Totals & Taxes

Lines Net Total 1,600.00 Lines Tax Totals 2.0% 32.00 Shipping 0.00 Total Tax 32.00 Net Total 1,600.00 Total Total 1,632.00			
Total Tax 32.00 Net Total 1,600.00		2.0%	
Net Total 1,600.00	Shipping		0.00
,,	Total Tax		32.00
Total 1,632.00	Net Total		1,600.00
	Total		1,632.00

 for this order, quantity for invoice lines(s) is incorrect on Correct Invoice to update/change the incorrect entry.





Void

Correct Invoice

Summary

- Coupa Invoicing, this New Solution is being gradually implemented in all Lear locations;
- Coupa Supplier Portal(CSP) is a central digital platform, containing all key data -Purchase Orders, Invoices and Catalogs etc.;
- Require Suppliers to accept the invitation and register CSP account to transact with Lear;
- Increase efficiency, reduce mistakes and manual handling process to avoid unnecessary delays in payments;
- Monitor invoice status and all the related payment information via CSP instantly;
- Adopt Coupa latest technologies and innovations with Data-Driven communications, helping us to resolve issues more rapidly!



PLEASE CONTACT LEAR'S CENTRAL SYSTEM SUPPORT TEAM AT coupaSupplierAsia@lear.com IN CASE OF ANY TECHNICAL QUESTIONS OR IN NEED FOR TECHNICAL SUPPORT.

YOUR PURCHASING CONTACT SHOULD ALSO BE ABLE TO HELP YOU UPDATE THE CONTACT INFORMATION AND ISSUE AN INVITATION TO CSP.

ANY QUESTIONS?





