

WINOA PURCHASING WAY



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FOREWORD

The Winoa procurement team aims at ensuring delivery of the right service and value to our customers, with the constant objective to continuously support company's excellence in operations and products leadership.

In order to achieve our long term goals, we value sustainable supplier relationships focused on competitiveness, performance and growth.

This guide describes policies, values and processes promoted by the purchasing department and the entire company.

Collaborating with our suppliers in a consistent harmonized way, is essential for us in order to develop and manufacture attractive products and services for our customers across the globe.

We are convinced that your contribution will support us in achieving our goals.


Michaël Denizot

Chief Delivery Officer



Henry-Olivier Mattout

Purchasing Director



WINOA PROCUREMENT



MISSION STATEMENT

To strengthen Winoa leadership & excellence in operations

- By achieving **best sourcing performance**, in quality, cost, delivery
- By collaborating as a **unified force** speaking one voice with suppliers with a consolidated and **reliable supplier** base in a **sustainable & compliant** way

ORGANIZATION

- Procurement has a **local presence** in industrial sites with a **global accountability**
- Procurement continuously develops professional skills of **buyers & stakeholders**

WHO ARE WE? WHAT DO WE WANT?



GOVERNANCE

- To ensure that **procedures are implemented**, according to our Supplier Quality Management standards
- To evaluate **measurable goals**, along with adequate systems as the foundation for efficiency
- To run **robust local routines**, by supporting suitable decision process from local to global

WINOA EXPECTATIONS TOWARD SUPPLIERS

Winoa selects & evaluates its suppliers according to the following criteria:

- **Competitive**: Continuously provide the best market conditions, i.e. price & payment terms
- **Reliable**: Exceed contractual commitments, in particular quality Ensure continuity of operations
- **Compliant**: Respect laws and regulations, & Winoa code of conduct, values, processes

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REQUIRED SUPPLIER VALUES

- **Be fair:** Work with integrity, with balanced conditions. Respect the agreed commitments
- **Be proactive:** Alert & advise. Initiate change, anticipate rather than react to events
Challenge one another
- **Think global:** Think across Winoa entities worldwide, watch total costs

Winoa expects every supplier to respect these values to build our relationships, with the goal to ease our mutual understanding in our day to day business.

HOW DO WE MANAGE OUR SUPPLIER RELATIONS?



WINOA BUSINESS PARTNER CODE OF CONDUCT

Winoa expects all its suppliers to meet the principles expressed in the Winoa Business Code of Conduct, which is a key instrument in the supplier selection & evaluation.

By signing our Code of Conduct, Suppliers undertake compliancy commitments which cover the following items:

Integrity vis à vis Stakeholders-

- Providing a safe and healthy workplace
- Respecting people's and children's rights
- Treating others respectfully and encouraging diversity
- Environmentally friendly

Doing Business Fairly

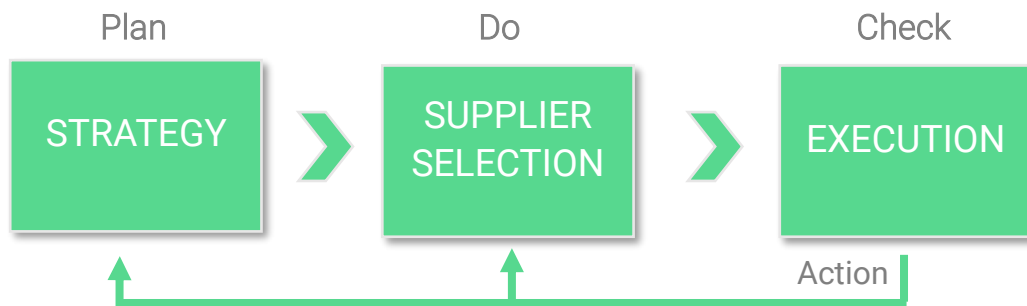
- Prohibiting any form of bribe or corruption
- Prohibiting antitrust practices
- Complying with trade sanctions and export regulations
- Avoiding conflict of interest
- Ensuring Confidentiality & data privacy

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WINOA CORE PROCESS

APPLICABLE WORLDWIDE



KEY DECISION PROCESS

Winoa manages key decisions related to suppliers as follows:

Supplier qualification & registration

- Based on our panel strategy and checked documents, including signed Terms & Conditions, Code of Conduct
- Select suppliers according to rational criteria to strengthen strategic relationships

Supplier Selection

- The buyer ensures fair & impartial competition, with common tender inputs and timing for all candidates
- We select the best offer with shared criteria, with the appropriate decision process

Execution & evaluation

- Purchase Orders and Good Receipt are required prior to invoicing
- Business Reviews meeting to share the evaluation of strategic supplier performance

HOW DO WE PROCEED & AWARD?



SUPPLIER BENEFITS

Suppliers who commit fully and willingly can expect:

Fair, transparent and impartial competition, the opportunity to increase business in current and future operations, the opportunity to follow the world steel abrasive leader into new countries and new markets.

