

PURCHASING GUIDELINES

GENERAL

These purchasing guidelines are the basis of our actions. Trustful, open and fair dealings form the basis of a long-term supplier relationship. Anyone who is or wants to become our supplier must be prepared to establish and permanently develop partnership in constant joint work in compliance with human rights, ethical principles, working conditions and environmental protection.

MARKET ORIENTATION AND CUSTOMER SATISFACTION

Steuler Linings' innovative and high-quality products are the result of constant consideration of market conditions and customer requirements. Achieving these high requirements is done through reliable functions and strong performance along the entire product range. The early involvement of technically innovative suppliers whose services are tailored to the needs of Steuler Linings and its customers also contributes to this. This strengthens Steuler Linings' innovation leadership for the benefit of all parties and maintains the joint business relationship. The requirements and satisfaction of our customers are our incentive. In order to achieve the optimum in quality, energy efficiency, delivery reliability and costs, we always work together across divisions and in partnership when implementing tasks and goals. The basis for this is the procurement of supplier parts and materials in contemporary technology, in necessary quality and reliability, environmental compatibility, delivery reliability, highest flexibility and at competitive prices.

PURCHASING PRINCIPLES

- Long-term cooperation with suppliers
- demands on the supplier are high but not excessive
- partnership creates benefits for both sides
- supplier is open to technology and manufacturing process improvements from an energy perspective
- supplier has modern means of communication
- business practice in the supplier relationship is mutually loyal and fair.

PROCESS IMPROVEMENT AND VALUE CREATION

The early integration of particularly future-driven suppliers using standardized purchasing processes leads to a constant logistical, commercial, qualitative and technical improvement in procurement. This increases value creation along the service chain on both sides.

TRANSPARENT PROCUREMENT STRUCTURES AND COST LEADERSHIP

Procurement is based on uniform purchasing standards. Objectively measurable and comprehensible criteria are the benchmark for awarding contracts at Steuler Linings. Fair price comparison on the global markets plays an essential role in this. This allows stable procurements to be controlled and secured in the long term. The combination of the factors of quality, innovation and cost can ensure and maintain the market position of all parties involved in the procurement process. Using key performance

indicators for quality, energy, environment, logistics, reliability and pricing, we evaluate our suppliers and use this data to make supplier selection decisions. Getting to know the specialist department partners and decision-makers in person, as well as an intensive exchange of information, form the basis of the dialog based on partnership.

QUALITY, ENVIRONMENTAL AND ENERGY POLICY

We work consistently to improve our quality and environmental performance by seeking long-term relationships with suppliers who themselves are committed to environmentally sound and sustainable manufacturing practices. When purchasing energy-relevant goods / equipment, energy efficiency, safety and sustainability are a particularly high priority for us. Steuler Linings' quality leadership can only be achieved by using high-quality raw materials, tools and innovative components. Both product and service quality must comply with Steuler Linings' quality assurance system. Stable and repeatable processes ensure this on both sides. Compliance with safety and environmental standards along the entire supply chain is of great importance to Steuler Linings. Environmentally conscious material selection and recyclability of components and their packaging as well as the economical use of all resources play an essential role in this process.

CODE OF CONDUCT

Our actions are based on our Code of Conduct. We do not accept personal benefits in return for preferential treatment in business dealings.

SUPPLIER MANAGEMENT

The most diverse customer requirements as well as our industries and product diversity continuously present us with new challenges. To meet these, adapting our procurement and logistics processes to current and future requirements is part of our day-to-day task. Efficient, reliable and innovative suppliers are the focus of our supplier management. Regular supplier meetings play a crucial role in optimizing this objective. We need efficient and innovative suppliers of goods and services with whom we can work together openly, fairly and on a long-term basis. We respect our suppliers as independent entrepreneurs and pursue active supplier development.

INTERNATIONALITY

We follow the requirements of our customers through global procurement market activities. Increasing global competitiveness, security of supply and flexibility as well as access to new technologies and markets are key drivers here. We create a competitive edge for our company through internationally oriented, systematic purchasing market development.

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