

# Sustainability in the supply chain:

Dick Bartelse  
Purchasing Director Specialty Coatings



## The world of AkzoNobel

## No1 DJSI

# €14.6

billion in revenue

# 49,600

employees

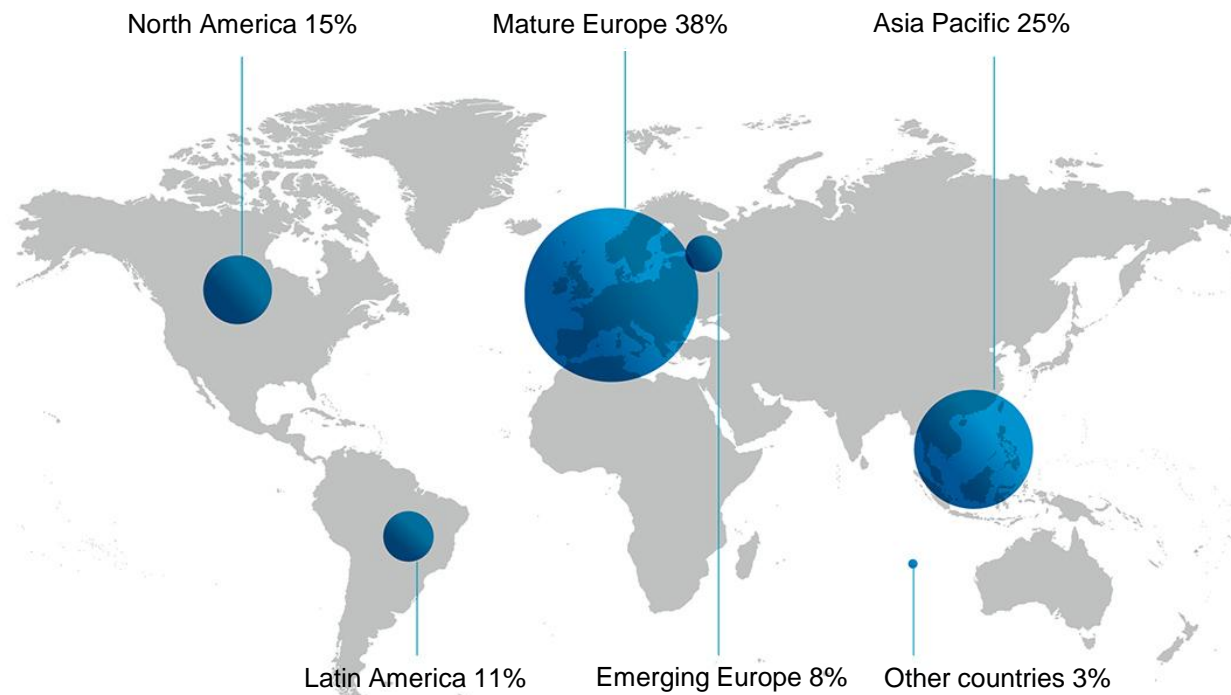
# 200+

production sites

# 80+

countries

### Key regions by revenue



### Revenue by end-user segment

Buildings and Infrastructure	44%
Transportation	16%
Consumer Goods	16%
Industrial	24%

### Revenue by Business Area

Decorative Paints	28%
Performance Coatings	38%
Specialty Chemicals	34%

## Our vision and values

**Leading  
market positions  
delivering leading  
performance**

Core principles:  
**Safety**  
**Integrity**  
**Sustainability**

Customer Focused

Deliver on Commitments

Passion for Excellence

Winning Together

## Our targets

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# 20%

of revenue by 2020 from products that are more sustainable for our customers than the products of our competitors

# 25-30%

more efficient resource and energy use across the entire value chain by 2020 (measured by carbon footprint reduction)



## Sustainability affects numerous activities





**Supplier Support Visits**

**AkzoNobel**

**No Audits!!**

**We cannot just buy from  
every company!!**

## The company – examples

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The companies:

Industrial Zone

Tourist Area

Dry Region

Pollution policy/prepared to invest

What is the risk of being closed down

## The company – examples

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### Technical/equipment:

- Safe
- Up to standard
- Clean
- Well maintained

### We want:

- No one comes to work to get hurt!
- Consistent product qualities
- Can you produce what we need or prepared to invest?



## The company – examples:

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### Personnel:

No child labor or forced labor!

HSE systems in place; Dedicated/trained HSE manager

Investments to protect health and safety

Safe working place/Safety escape routes known

Working hours/rest/food/

Level of education/educational opportunities

Accommodation

### Treat your people well:

Healthy employees, should feel safe, resulting in: lower turn-over rate= lower costs/better motivation; better product; engage with your peoples, they will engage with your company

## The company – examples

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**Technical development:**      **If you invest,** we support you to improve/realize:

**Introduction production standards and procedures**

**Testing procedures**

**Improving quality**

**Reducing waste/increase efficiency**

**We want:**

**Better constant product quality,**

**Lower cost,**

**Optimizing efficiency**

**Security of supply!**

# **Supplier: What's in it for you? Your business case**

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- \*Governmental laws/approval (no closure)**
- \*Better/consistent quality product**
- \*Reduction waste**
- \*Growing business with AN (and similar companies)**
- \*Trust/Relationship**

**Growing business/recognition in the market!**

## In Summary:

**\*Remove from the worst**



**\*Promote the best**



**\*Improve the rest**



**But:.....don't do this for me  
Take your responsibility!**

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**Clean up your rivers; rivers should provide clean water and healthy fish**

**Clean up your soil; farm land should provide healthy food**

**Tackle pollution; Clean air creates a healthy life**

**No waste, embrace the circular economy**

**Take good care of your employees;**

**Contribute to a Healthy Planet to take care of your future generations.**

**Everything is connected!!!**

**Thank You**

## Supplier Support Visits

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**“It is always our pleasure to share your values, business principles, concept you told us during your visiting and checking our factory. Every time you always gave us some very useful advice and suggestion after visiting, it was the help and Promoting from Akzo Nobel, we achieved gratifying successes (sustainable and rapid development) in the last 10 years”.**