

## **COMMITMENTS OF THE LFB GROUP PURCHASING DEPARTMENT TOWARDS SUPPLIERS**

LFB, whose head office is located in Les Ulis (91 - Essonne - France), develops, manufactures and markets therapeutic proteins for always serious and often rare diseases.

LFB works with commercial partners and its subsidiaries to commercialise its medicinal products in more than 30 countries worldwide.

LFB is currently the leader in the plasma-derived medicinal products industry in France. With more than 2,000 healthcare establishment customers and 15 medicinal products sold on the market, LFB is a major player in France for hospital health professionals.

LFB's products are used to treat hundreds of thousands of patients each year, for both chronic care and in emergency situations.

As a French manufacturer, LFB is stepping up its actions to limit the impact of its activities on the environment. On the social level, LFB promotes dialogue by listening to its employees and their representatives. Within society as a whole, LFB strives to improve relations with its suppliers by establishing lasting and beneficial ties with each partner.

The responsible purchasing policy designed and continuously improved by the LFB Purchasing Department is based on a charter that codifies LFB's relations with its suppliers in 10 commitments.

The LFB Purchasing Department is committed to ensuring that its relations with suppliers are based on mutual trust and respect for the rights and obligations of both parties.

To make this commitment a reality, LFB employs an internal mediator working independently of the Purchasing Department. Suppliers can bring in the internal mediator any time they feel they have exhausted all the remedies available to them to resolve difficulties encountered in their commercial relationship with LFB.

These commitments are part of a process of continuous improvement and transparency towards suppliers.

## LFB GROUP SUPPLIER RELATIONS CHARTER

All the players in the LFB Group purchasing process commit to:

1. **Ensure financial fairness toward suppliers**
  - Comply with the Law on Modernisation of the Economy (LME) and specific payment deadlines.
  - Respect and follow conditions negotiated with suppliers.
  - Inform, handle and resolve disputes with suppliers within a reasonable period of time.
  
2. **Foster collaboration between customers and strategic suppliers**
  - Establish a contractual framework to promote long-term collaboration and partnership.
  - Encourage co-development initiatives.
  
3. **Reduce the risks of reciprocal dependencies between contract givers and suppliers**
  - Define vigilance thresholds.
  - Monitor and assess dependency risks based on the history of the commercial relationship, the specificities of the market and the characteristics of the supplier.
  
4. **Involve the major contract givers in their sector**
  - Promote regular exchanges of information on activities and projects.
  - Provide suppliers with medium and long-term activity forecasts to allow them to adapt their capacities.
  
5. **Estimate the total cost of the purchase**
  - Go beyond considering the purchase price alone to integrate all of the cost components.
  - Consider the best-priced offer.
  
6. **Integrate environmental considerations**
  - Take actions to reduce the environmental impact.
  - Integrate environmental criteria into the purchasing process.
  - Promote actions by suppliers committed to an environmental approach.

**7. Ensure the territorial responsibility of the company**

Give priority to economic players close to our industrial sites.

Include local SMEs on the list of approved suppliers, and involve them in the group's calls for tenders.

Encourage purchases from the protected and adapted work sector.

**8. Purchasing: a set of tasks and a process**

Promote the charter.

Respect business ethics by ensuring transparency in the tendering process and fairness in the treatment of suppliers.

**9. Manage the supplier relationship through the Purchasing Department**

Create the basis for a relationship of trust and respect with suppliers and promote these values among company employees.

Increase meetings with suppliers to assess and improve the relationship and contract performance.

Carry out supplier CSR assessments.

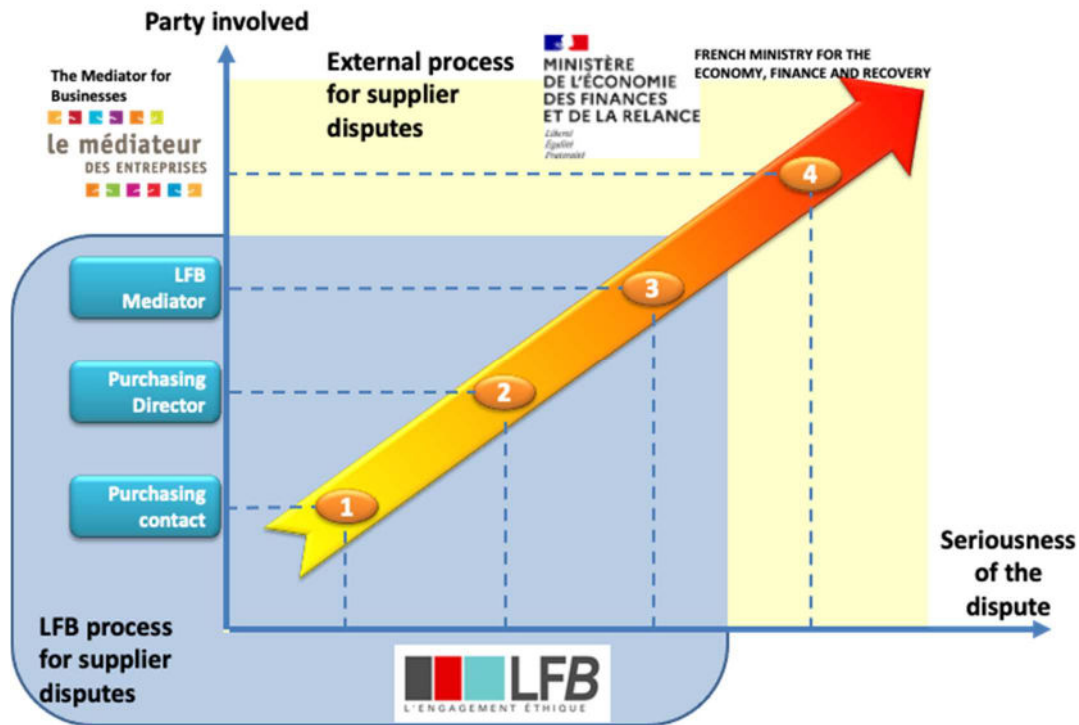
**10. Appoint a referent buyer for Responsible Purchasing aspects**

Implement and lead the responsible purchasing policy.

Ensure that the Purchasing Department complies with the responsible purchasing policy.

Make one part of the buyer's compensation variable and dependent on achieving the annual responsible purchasing objectives.

## LFB GROUP MEDIATION PROCESS



You are an LFB supplier and you have a problem:

- 1 – LFB advises you to always reach out to your usual contact first
- 2 – LFB will deal with your problem and respond to you through the Purchasing Director
- 3 – In the event of a persistent problem that could not be resolved within a reasonable period of time, you can contact the LFB mediator: [mediateur@lfb.fr](mailto:mediateur@lfb.fr)
- 4 – If you still cannot resolve the problem, a mediator appointed by the government can be contacted: [www.mediateur.industrie.gouv.fr](http://www.mediateur.industrie.gouv.fr)