

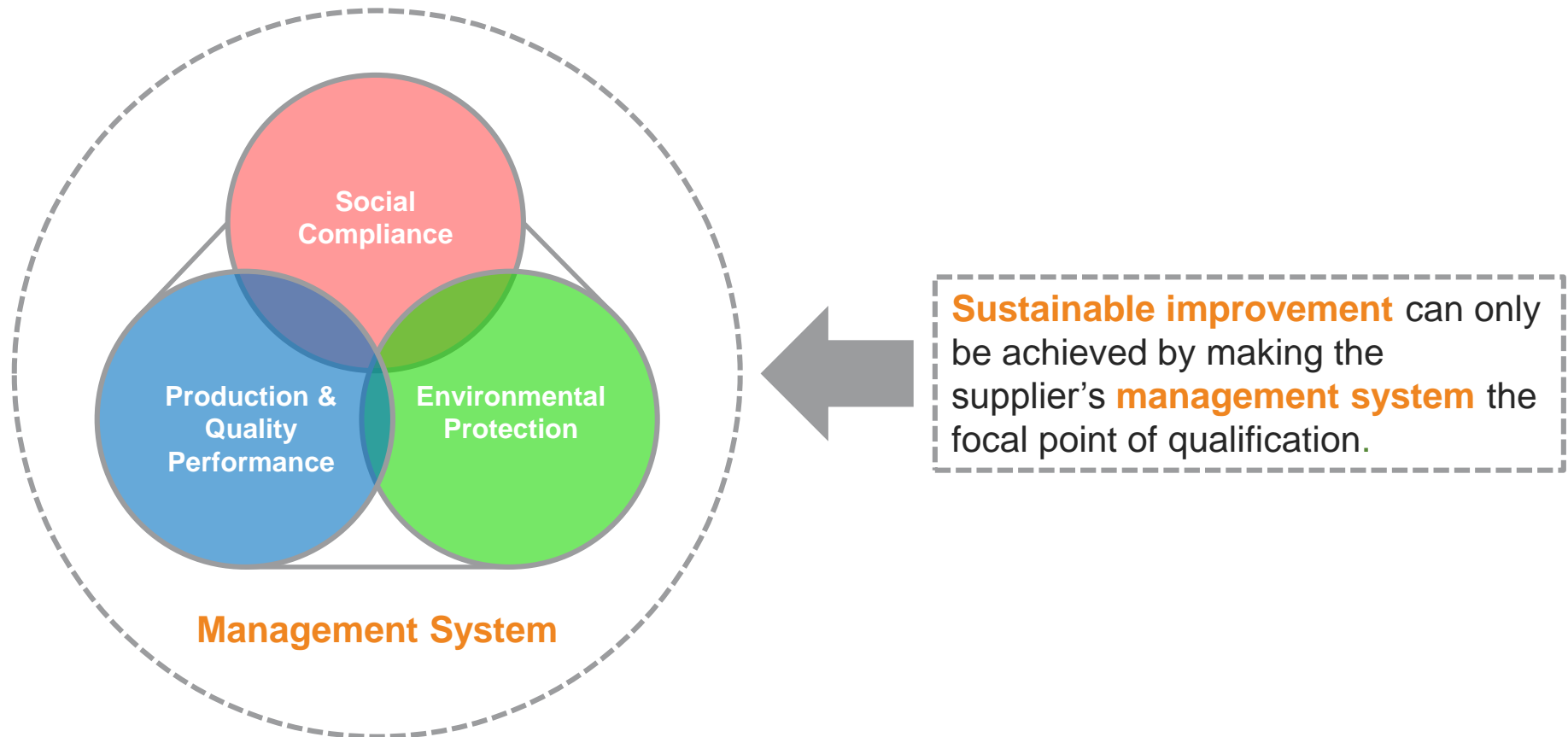
Consulting Service International Ltd.

A Glimpse at Who We Are
and What we Do

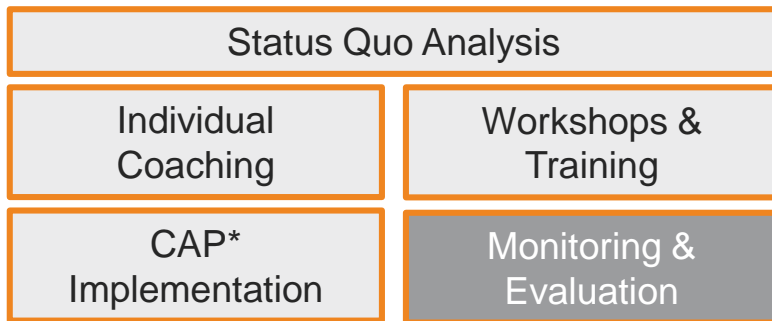


Supplier Qualification Program

- **Objective** is to improve the performance of the participating suppliers in following areas:

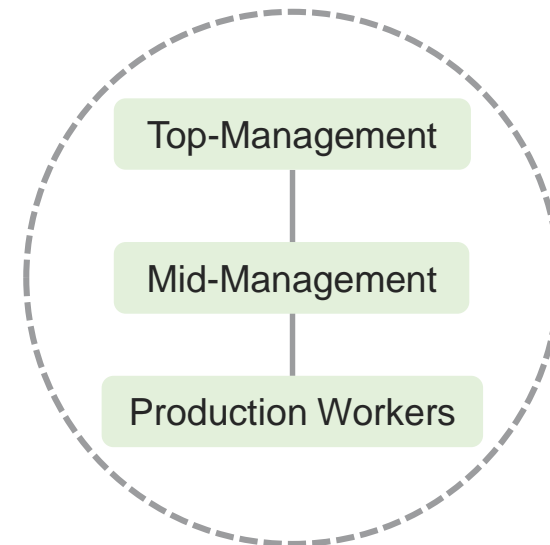
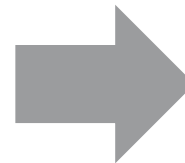


The basic qualification program consists of the following **core components**:



Individual program activities are customized on basis of the status quo analysis in order to address the specific needs of the supplier. **There is no “one-size fits all” approach.**

Qualification covers all levels of relevant in-house stakeholders. Activities, such as workshops, are customized according to the special needs and “language” of the target group



In Pictures



Workshop for middle-management staff (supervisors) on fire safety



Individual coaching of Social Compliance Officers

Supplier Qualification Program

In Pictures



*Consulting during
factory walk-through*



*CSI Consultant
discusses an identified
safety threat with
workers*



*CSI Consultant
discusses with workers
in Chinese RMG factory*

Supplier Qualification Program

In Pictures



Suppliers are encouraged to conduct **regular fire safety trainings** for their workers as well as to organize trainings with the Fire and Civil Defense Department in order to meet the legal requirements for certified fire fighters.



Other **regular in-house activities** such as Health & Safety awareness seminars and viewings of the fire safety film (see photos) are also done by the suppliers.

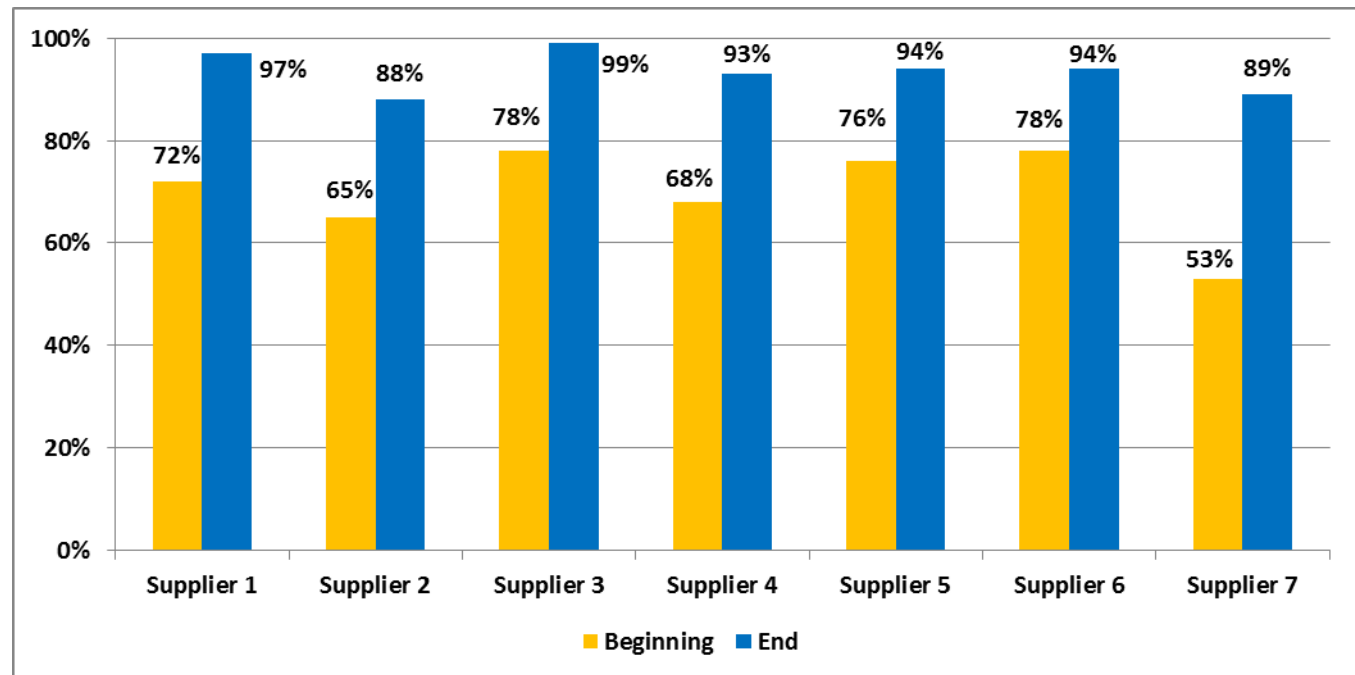
The following slides present some exemplary results of a **corporate funded Supplier Qualification Program** that was implemented by CSI from **March 2012 to March 2013**. Seven RMG factories participated in the program.



Overall Results

- The chart displays the **Social Compliance performance** of all suppliers at beginning of the program (baseline) and at end of the program.

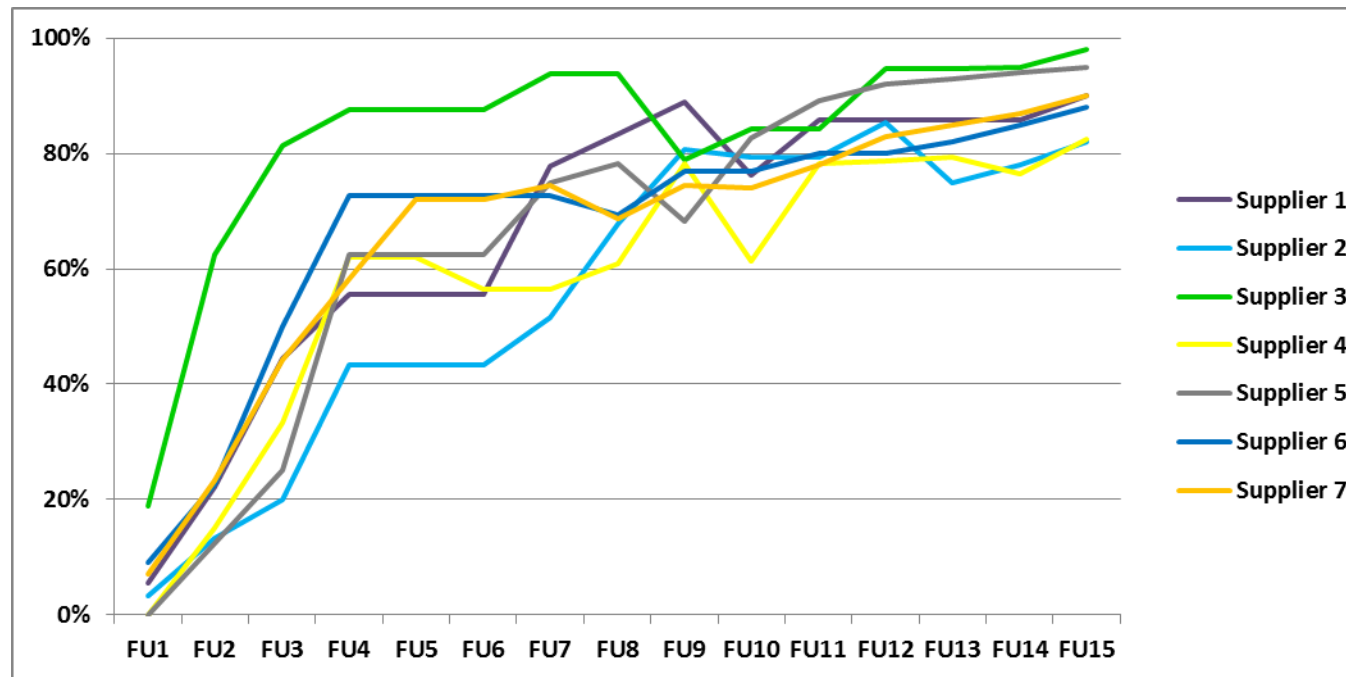
The performance is measured based on a **Social Compliance questionnaire**, which reflects the client's Code of Conduct, national legislation, and ILO/UN standards.



Development Process

- The chart displays the performance of each supplier during the qualification **based on completion of Corrective Action Plan (CAP)**.

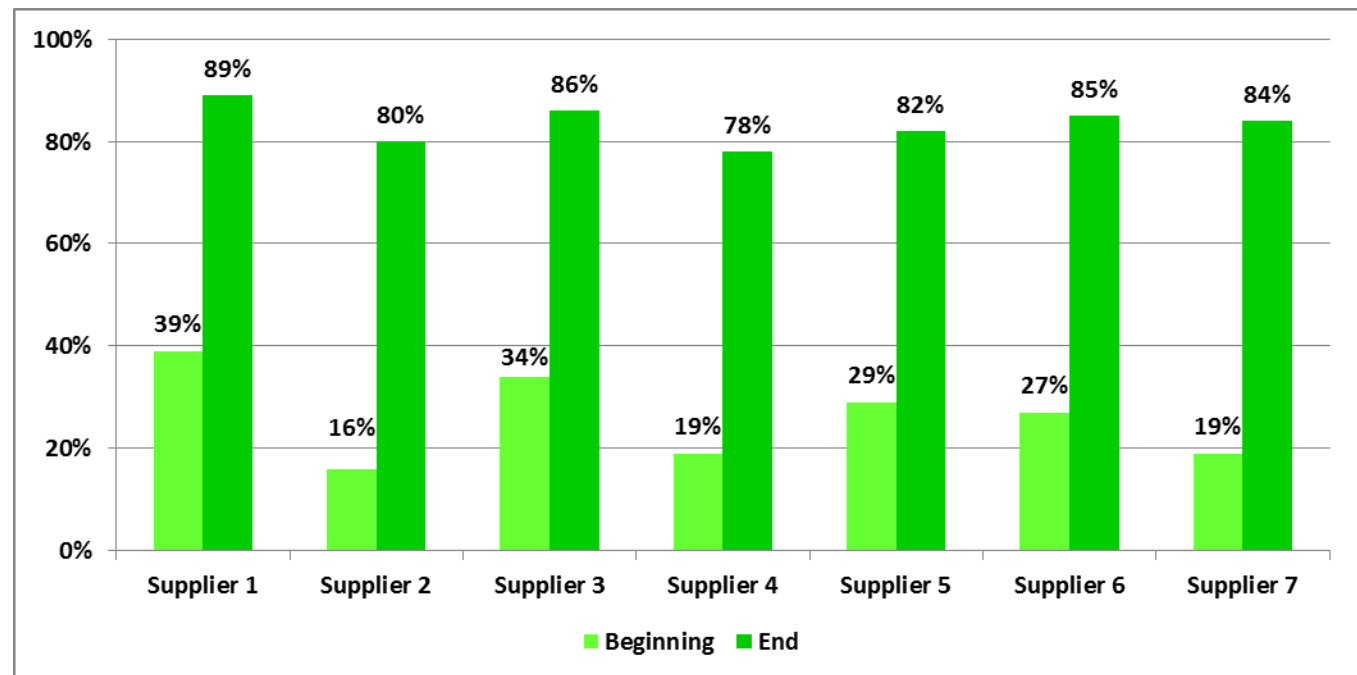
Break-ins of the performance curves signify the emergence of new challenges and issues during the qualification period.



Overall Results

- The chart displays the **Environmental performance** of all suppliers at beginning of the program (baseline) and at end of the program.

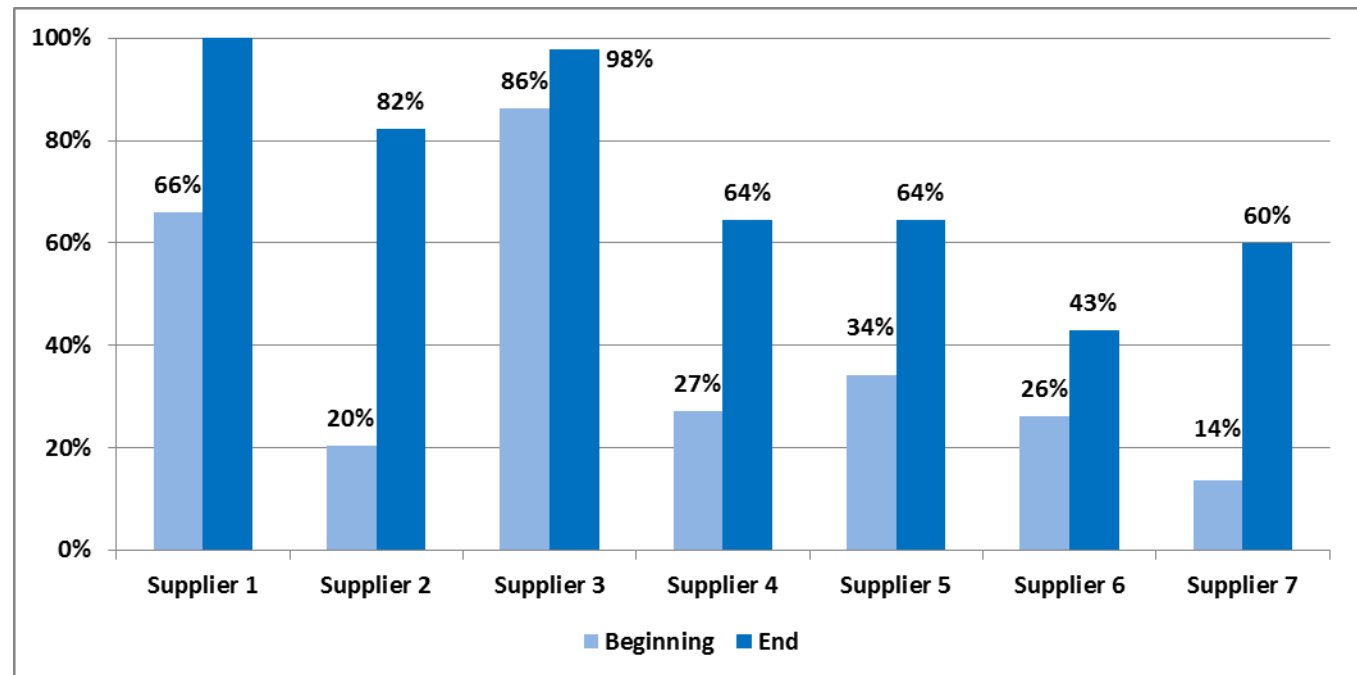
The performance is measured based on a questionnaire, which **reflects ISO 14001** Environmental Management standard.



Overall Results

- The chart displays the **improvement of the Production & Quality MGM System** of all suppliers at beginning of the program (baseline) and at end of the program.

The performance is measured based on whether the supplier has implemented a set of policies and procedures necessary for an efficient Production & Quality MGM System.



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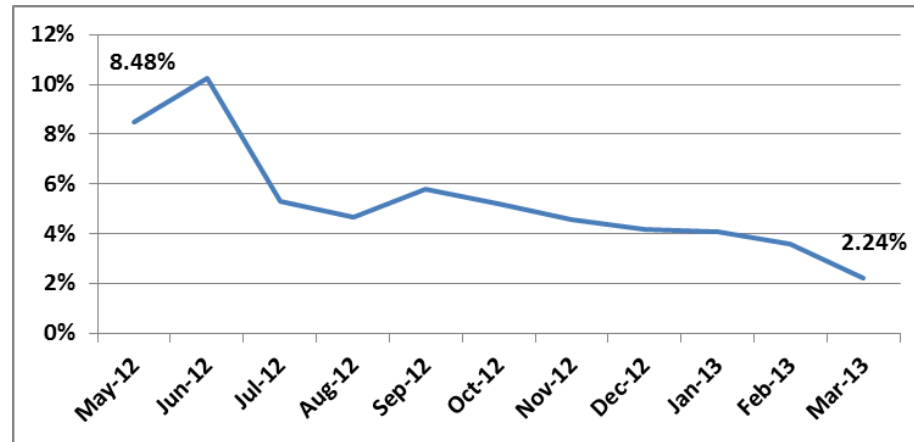
Results in Key Areas

The following pages present an example of results in key areas that we focused on at some suppliers according to their individual development potential.

Key Performance Indicators

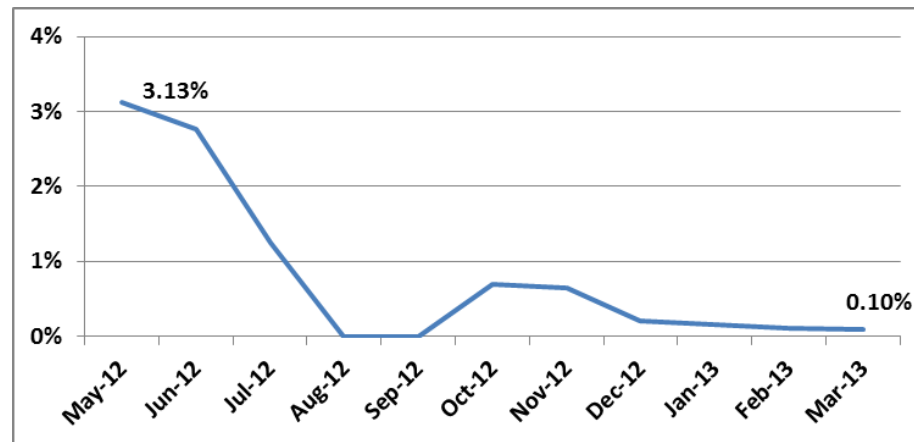
Absenteeism (Supplier 4)

During the program period, absenteeism of workers **decreased 74%**.



Worker turnover (Supplier 6)

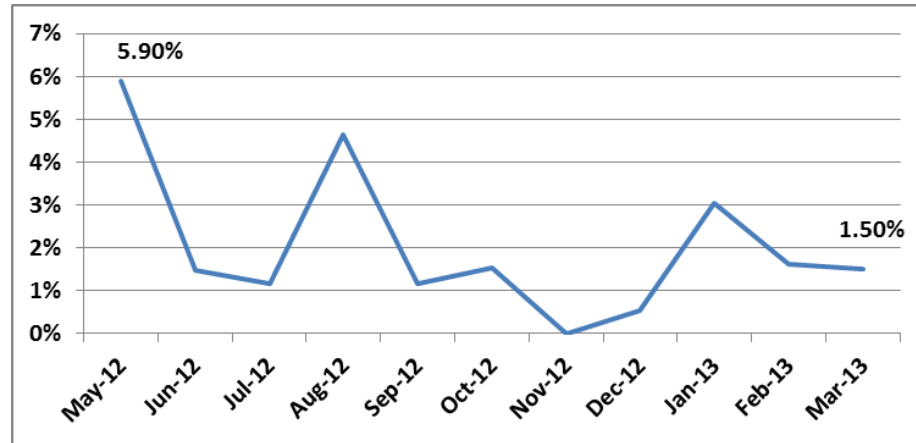
During the program period, turnover of workers **decreased 97%**.



Key Performance Indicators

Accidents & Injuries (Supplier 4)

During the program period, accidents & injuries of workers **decreased 75%**.



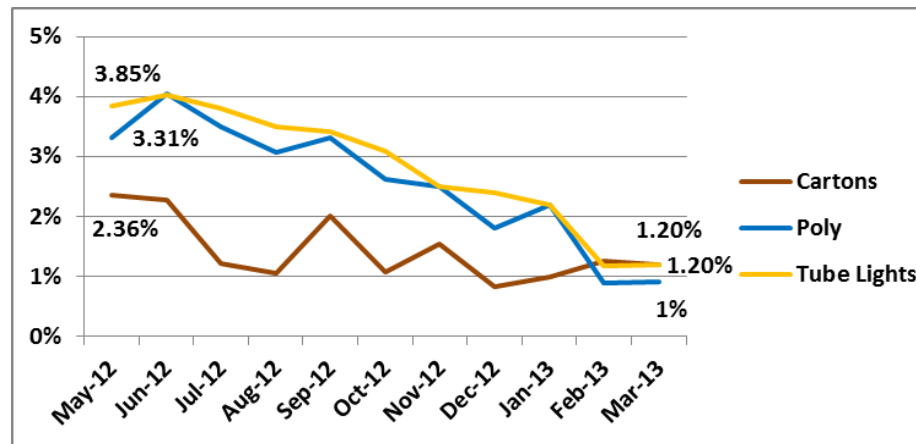
Wastage (Supplier 5)

During the program period, **wastage decreased:**

Cartons: 58%

Poly packing material: 64%

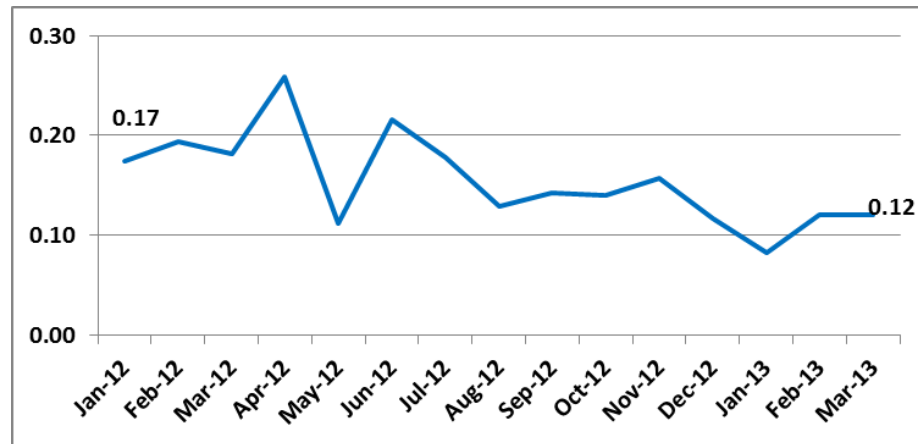
Tube lights: 69%



Key Performance Indicators

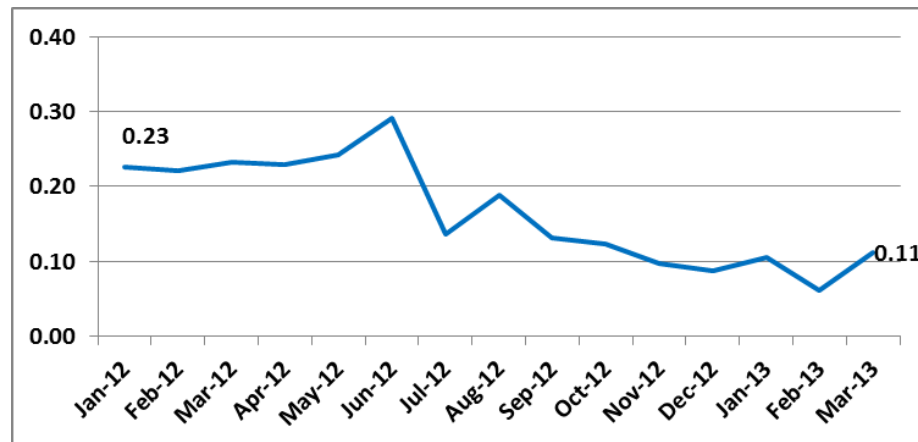
Electricity consumption per piece (Supplier 6)

During the program period, electricity consumption (kWh) per produced unit **decreased 30%**.



Electricity consumption per piece (Supplier 1)

During the program period, electricity consumption (kWh) per produced unit **decreased 52%**.



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