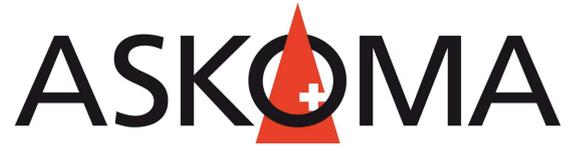


ASKOMA AG

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What we expect from our suppliers

As of December 2018

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1. Introduction

ASKOMA AG strives to develop strong business relationships with suppliers. We are aware of the fact that our customers are placing ever greater expectations on the quality and performance of the products they buy. With the help of our suppliers, we are confident that we can meet and even exceed expectations.

More than any other factor, the growth of our business and our success are primarily dependent on the ability of our suppliers to provide high-quality parts and effect timely deliveries at a competitive price.

2. Deliveries

Delivery of any and all orders must be 100% within the confirmed time. Where an order is delayed, we have to be informed in advance. All costs incurred due to late deliveries (e.g. special freight costs) will be borne by the supplier.

3. Cost reduction

Our suppliers make every effort to consider possible cost reduction potentials at all times. They undertake to actively inform ASKOMA AG thereof. Cost reductions must not result in a reduction in quality.

4. Price increases

A supplier may have to increase prices. Under these circumstances, the supplier undertakes:

- to inform ASKOMA AG thereof 90 days in advance
- to provide a fully substantiated reason, including a detailed cost breakdown of materials, wages and overheads
- to make proposals for reducing the overall costs between the companies.

5. Delivery times

ASKOMA AG focuses on reducing the delivery times of customer orders. The aim is reach delivery times for our own products for special designs of less than 15 working days. This is what our suppliers need to know.

6. Quality and environmental management

ASKOMA AG is committed to best quality and continuous improvement, and is certified according to ISO 9001 and ISO 14001. Our suppliers should aim for and maintain a zero-defect performance. The definition of quality should not only be limited to product requirements, but should also include improvement processes. Therefore, ASKOMA AG prefers to work with suppliers certified according to ISO 9001 and having an active environmental management system (preferably ISO 14001) in place.

7. Supplier's declaration

In order to meet any and all customs and commercial law requirements, ASKOMA AG expects its suppliers to disclose the customs tariff number, the country of origin and the RoHS compliance on any and all delivery documents.

8. Further information

Further information and documents on ASKOMA AG such as the mission statement, the organisation chart or the general terms and conditions are available on our website www.askoma.com.

Bützberg, December 2018