



# OUR SUPPLIER RELATIONS AND RESPONSIBLE PROCUREMENT POLICY

## LAFFORT®

### OUR SUPPLIER RELATIONS

At LAFFORT®, our procurement is focused on performance, through the wish to maintain a trusting and long-lasting relationship with our suppliers. This approach is based on the intrinsic values shared by all LAFFORT® teams. It is based on the conviction that together it is possible and desirable to reconcile rigorous management and quality requirements, profitability and integrity, growth and ethics.

Innovation, excellence and a sense of customer service are what drive our success and our development strategy. It is only natural, therefore, that we surround ourselves with suppliers who share our values, able to understand our expectations while strengthening our recognised industrial and commercial know-how. As a result, we strive to work with suppliers whose offer and practices are in line with our responsible business model.

### OUR MODEL

To meet our customers' expectations in terms of quality, performance, innovation and regulatory compliance, LAFFORT® carefully selects the raw materials used in the composition of its products.

Coming exclusively from suppliers and production sites approved according to a strict compliance verification protocol, the ingredients we select are subject to meticulous systematic checks. When LAFFORT® calls on external service providers, they are subject to the same requirements and quality standards as those of our two production sites.

Our requirements, in terms of origin, food safety, traceability, regulatory compliance and functional quality, ensure that our customers around the world receive top-quality products produced with the greatest care.

Throughout the year, the Procurement department and the Quality department carry out continuous assessment of all suppliers based on 25 predefined criteria including, among other things, an assessment of the level of certification, the rate and type of malfunctions observed and the quality of service. The maintenance of supplier approval and the continuation of commercial relations are conditional on the results of these assessments.

### RESPONSIBLE PROCUREMENT

At LAFFORT®, we are convinced that to look to sustainable development, our company must create value, not only for our customers and our employees but also for our suppliers, whom we consider to be true partners in our development.

We therefore adopt, and expect our suppliers to adopt, responsible behaviour, to ensure that our activities are compatible with environmental issues, social equity and economic viability.

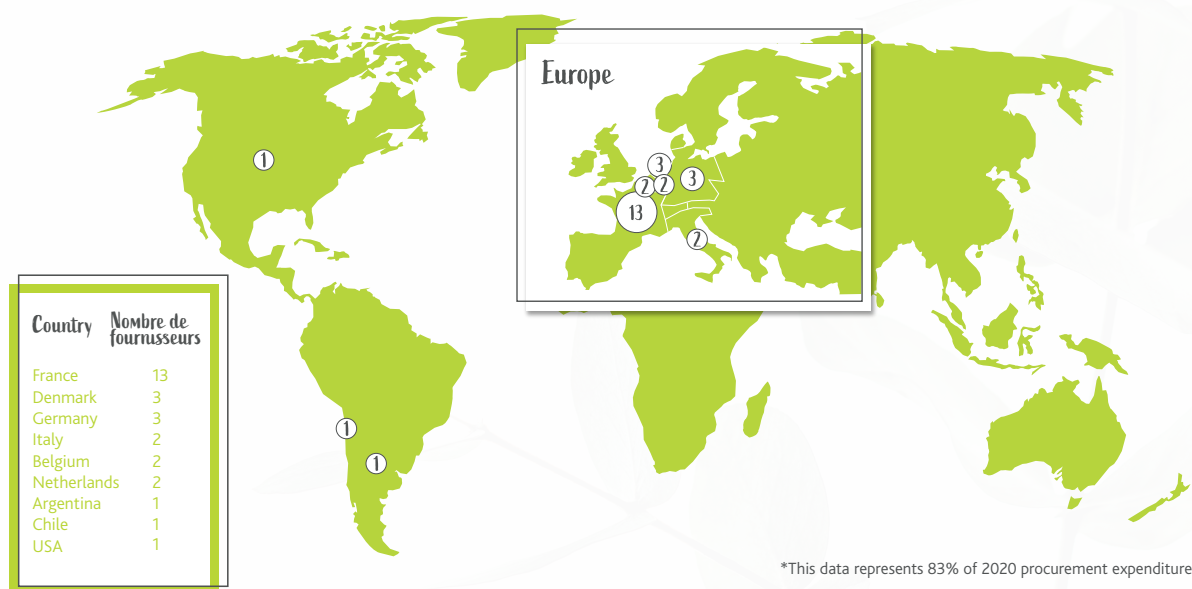
Focused on future generations and firmly rooted in the region - with both feet in the vineyard - the future of LAFFORT® only makes sense through the future of the wine sector as a whole. Climate change and its inherent risks compel us to commit to the rational management of resources.

It is by observing and wishing to protect the diversity and complexity of nature that we can devise the oenology of tomorrow. Precision oenology, inspired by nature, offering reliable, efficient, innovative and responsible products.

With this wish to innovate and the goal of minimising our environmental impact, the LAFFORT® Procurement department, with its partner suppliers, works to support the R&D team in designing the oenological products of tomorrow: reliable, efficient, respectful of environmental standards and economical with resources (product, packaging, transport, etc.).

Going beyond economic trade-offs alone, we make sure to favour local procurement. Whenever possible, and since its creation, LAFFORT® has surrounded itself with French or European suppliers and service providers, with the aim of minimising its logistics impact and supporting the economic activity of its region.

### MAPPING OF LAFFORT® SUPPLIERS (% turnover)\*



QUALITY, ECOLOGY, ETHICS, RESPECT and TRANSPARENCY in responsible procurement are the 5 LAFFORT® fundamentals.

Find out more about our commitments by reading the [LAFFORT® Responsible Procurement Charter](#).

## TRANSPARENT DIALOGUE

To improve its practices, the LAFFORT® Procurement team wanted to strengthen dialogue with its suppliers, setting itself the goal of sending each of them a copy of their annual assessment report by the end of 2021. A single document will thus set out what we expect of our suppliers and will constitute a tool for discussion and co-construction.

## BECOMING A LAFFORT® SUPPLIER

LAFFORT® selects strategic suppliers able to provide a competitive advantage. Encouraging them to innovate and supporting them in the development of exclusive solutions are among the priorities of our procurement policy.

Signing our Responsible Procurement Charter means sharing our commitments and our goals.