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## Request for quotation concerning

Department  
Dept/Sender  
Telephone  
Fax  
Email  
Date  
Version **1.0**  
Subject **Request for quotation concerning**

Company  
Bayerische  
Motoren Werke  
Aktiengesellschaft

Postal address  
BMW AG  
80788 München

Final deadline for overall quotation: ...

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Petuelring 130

The quotation must be submitted to the above purchaser only.

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SWIFT(BIC)  
BMWDEM1

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## **4. Principles for the Submission of Quotations**

### **4.3 Description of Corporate Sustainability Philosophy**

- 4.3.1 Information: The BMW Group expects a common understanding of sustainability with its suppliers. Based on globally valid and recognized guidelines and principles, the BMW Group has set specific standards and principles for its suppliers for production-related (direct) and non-production related (indirect) supplies. These include a commitment to social and environmental responsibility and to the ten principles of the “United Nations Global Compact” as well as respecting internationally acknowledged human rights and labour and social standards.

Please compare BMW Group Partner Portal at <https://b2b.bmw.com> under communication / Sustainable Development / Supplier Sustainability Standard.

Compliance with the BMW Group Supplier Sustainability Standards is manifested in the BMW Groups IPCs and form binding requirements for integrating sustainability within the entire supply chain.

We aim to achieve that not only our tier-1 suppliers, but also our n-tier suppliers deem the measures as a matter of course. As we are keen to support this extensively, we expect our suppliers to disclose their supply chain or to establish transparency in the supply chain with reference to relevant components and materials.

We encourage the executives of our tier-1 suppliers and sub-suppliers to constant improvement in terms sustainability and the compliance with sustainability standards.

As an answer to the climate change development, the BMW group increases the transparency in the supply chain. On the basis of this, the BMW group executes and demands CO2 reduction measures. The carbon dioxide emissions of the supply chain contribute more than 20% of the overall emissions output. Therefore, a constantly increasing share of BMW's purchasing volume is covered by a yearly CO2 report, which is prepared by a global climate NGO (CDP).

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4.3.2 Prerequisite: To gain a deeper understanding of our suppliers' sustainability level, the BMW Group expects of every direct supplier as well as of those indirect suppliers that have been asked by the procurement department, to fill out a supplier sustainability self-assessment questionnaire for every production site. Therefore the BMW Group, together with nine other automotive manufacturers in the European Automotive Working Group on Supply Chain Sustainability, facilitated by CSR Europe, has developed a common self-assessment questionnaire to assess the sustainability performance of suppliers in the automotive sector. You as a supplier can complete the questionnaire once on the platform of our provider NQC Ltd and share the data with us or other OEMs, avoiding duplication and reducing the burden.

The BMW Group believes that sustainability in the supply chain and in the n-tier base can only be achieved in cooperation with the suppliers. Therefore, supplier sustainability development is a key priority for the BMW Group's procurement department. Should a mid or low level of sustainability be identified as a validation result of the self-assessment process, the buyer and the supplier cooperatively develop a corrective action plan to improve the supplier's sustainability performance. This corrective action plan can also include further online assessments, assessments and audits at the production site by BMW employees or external service providers as well as certifications. A supplier with mid or low level of sustainability can only qualify as a supplier in case the company can provide an approved corrective action plan.

We expect that all our suppliers meet the BMW supplier sustainability requirements until start of production. Should the supplier not be cooperative or violate an essential sustainability clause of the BMW Group, the termination of business can be a consequence.

On the basis of our material strategy we have specified transparency demands for particular raw materials. When using specific minerals we thus request transparency of the origin of these raw materials back to the original mine, which needs to be verified by respective processes and certificates. In addition to this, we demand documented hedge of the extraction of raw materials by audits. Please find the respective template in the BMW B2B platform: <https://b2b.bmw.com> under Kommunikation / Nachhaltigkeit.

Depending on your annual turnover and your CO2 criticality you furthermore might be asked to produce a CDP report. For specific lighthouse projects as for instance the BMW iNext, we demand a CDP reporting regardless of the annual turnover. For these projects the CDP reporting should be started no later than one year after the award, while furthermore a "C" scoring achieved prior to the SOP.

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- 4.3.3 Information: Basis for the BMW Group sustainability strategy is the holistic accounting method to assess a vehicle across its entire life cycle, with special attention to the production process including the whole supplier chain.  
Here, one objective is the reduction of greenhouse gases and the evaluation of measures like the use of regenerative energy and secondary material.
- 4.3.4 Statement: In this regard please consider our request and give a statement together with your offer. Please use the document "Sustainability requirements on materials" in the BMW Group Partner Portal at <https://b2b.bmw.com>, Communication / Sustainable Development.