



Responsible Procurement

Reaffirming the primacy of sustainability in the face of the cost-driven storm

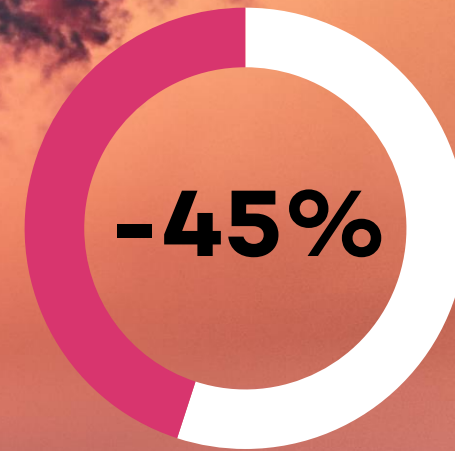
Hamburg, 21. June 2023

The emissions gap remains large

as current national plans fall short



Increase in global greenhouse gases **projected** by 2030, compared to 2010, based on available national action plans



Reduction in global greenhouse gas emissions **needed** by 2030, from 2010 levels, to keep warming to no more than 1.5 degrees Celsius

Sustainability pressure

is increasing from various sources



Investors



Customers



Society



Employees



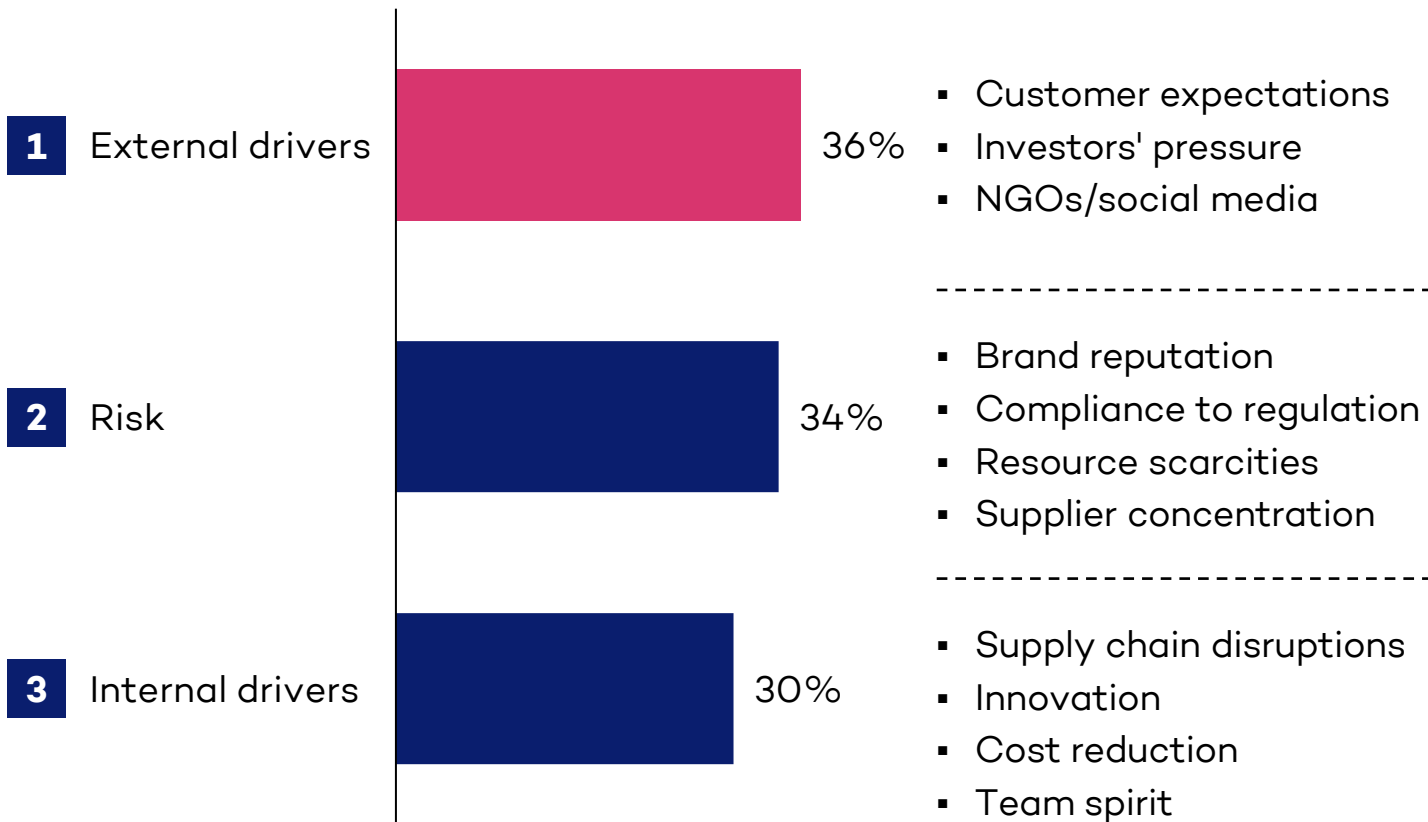
Legal institutions



Communities

External sources

are the main driver for sustainability



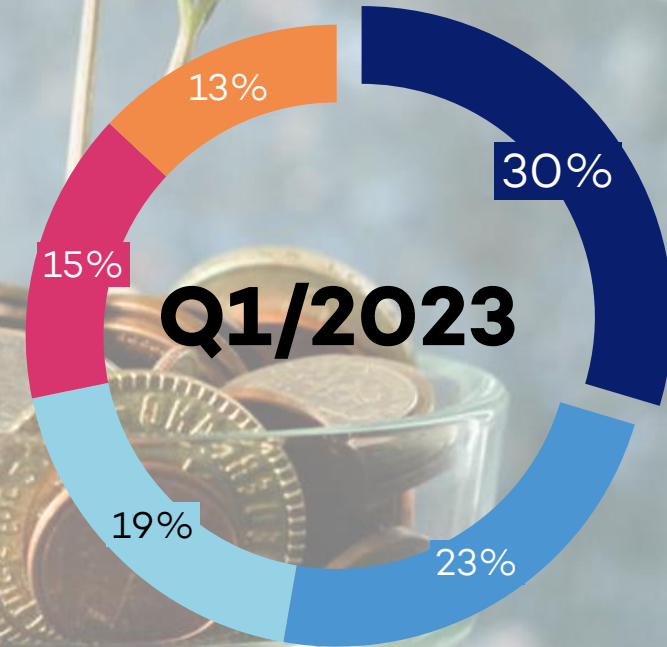
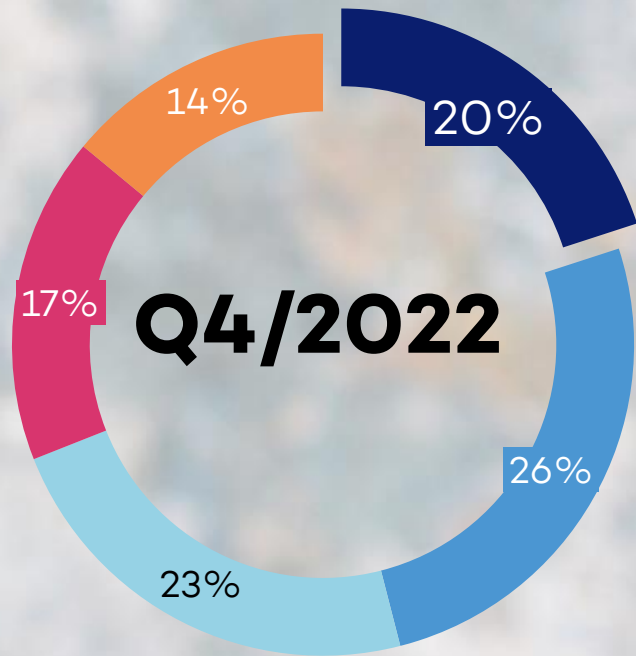
Question: "Which factor drives sustainability in your company?"

Source: Procurement Initiative Pulse Check Q4/2022, Oct 20 – Nov 02, 2022; n= 191



Costs: the holy grail

in sourcing decisions

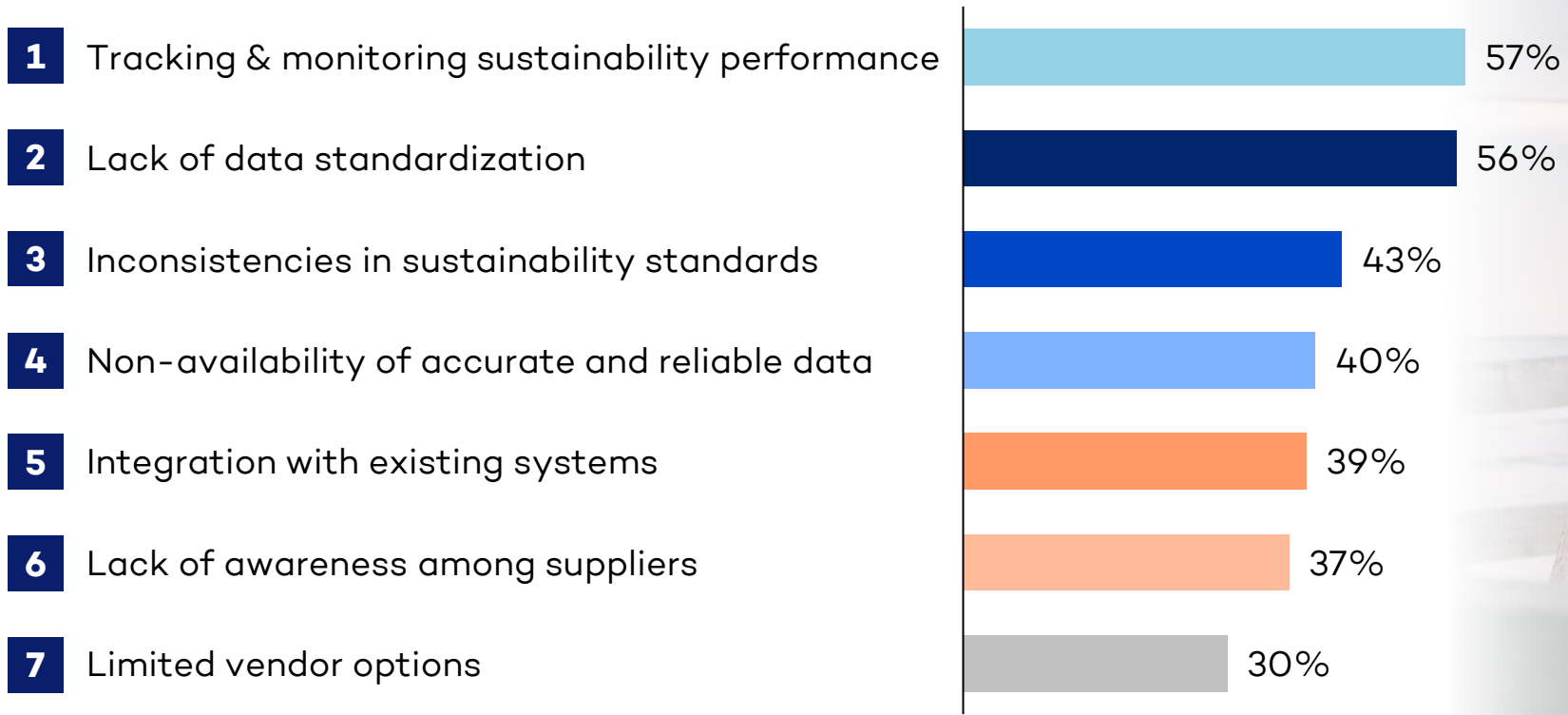


■ Cost ■ Resilience ■ Quality ■ Sustainability ■ Innovation

Question: "How would you rank the following criteria in terms of their importance for sourcing decisions?"
 Source: Procurement Initiative Pulse Check Q4/2022 & Q1/2023, Feb 15 – Mar 01, 2023; n₂₂=102, n₂₃=148

Data & performance tracking

are perceived as major roadblocks



Question: "What roadblocks does your company face when using technology for sustainability in the supply chain?"
Source: Procurement Initiative Pulse Check Q1/2023, Feb 15 – Mar 01, 2023; n= 148



There is a new

Role for Procurement



The CDP estimates that

**Scope 3 emissions
account for 75%**

of companies' greenhouse
gas emissions on average ...

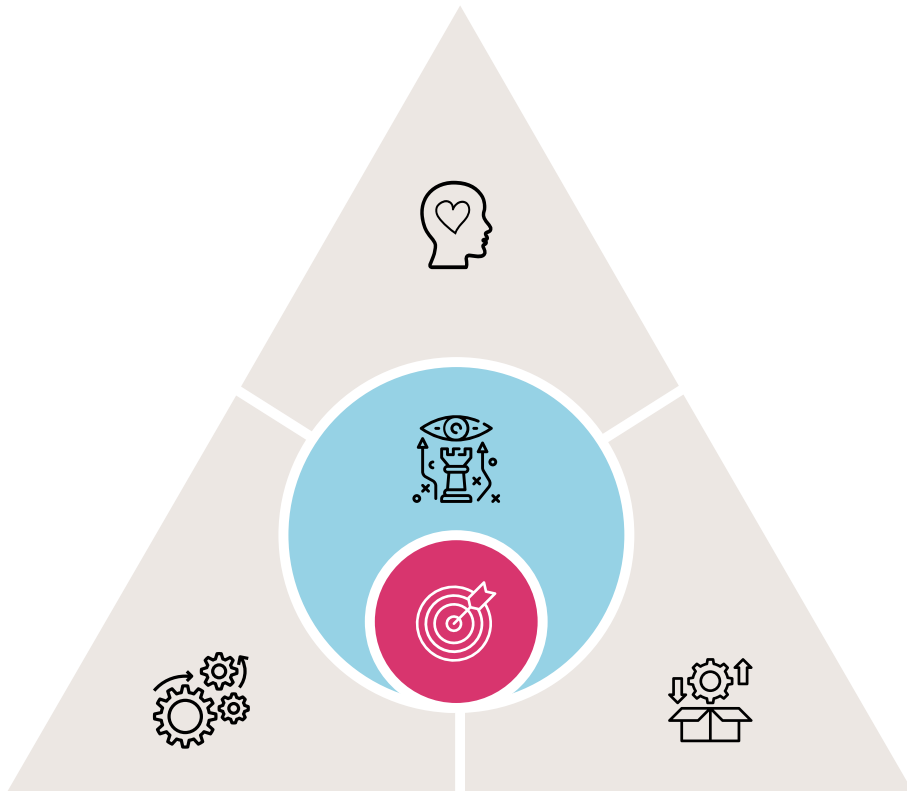
But how to

get started?



Start with WHY

when developing your sustainability strategy



Define an ambition level

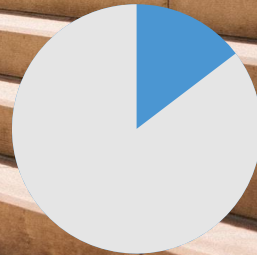
that meets stakeholder expectations

Green Surface



Marketing without real substance to create a “green business image”

Green Branch



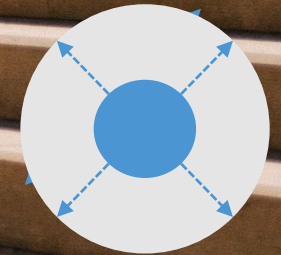
One sustainable product line or branch of the company

Core Switch



Bringing sustainability into the center of the company strategy

Green Core



Establishing a company with sustainability at the core of it's DNA

Three steps

to start your sustainability journey



Understand the current situation

Analysis of the status-quo



Create sustainability concepts

Integration into procurement processes



Implement throughout organization

Roll-out and transformation of practices



Responsible Procurement

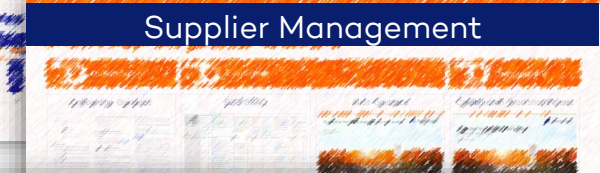
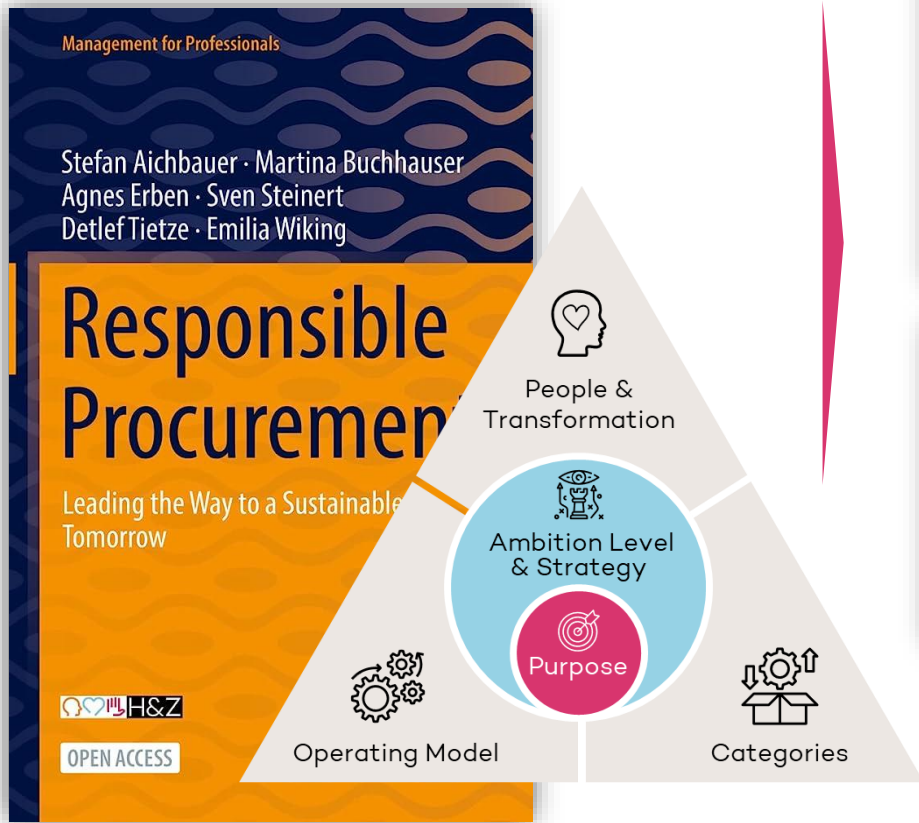
translated into practice

 ×  Hapag-Lloyd



From theory to practice

Based on the concepts developed at Hapag-Lloyd, we have finalized our project approach for “Responsible Procurement”



Have you already started with your

Sustainability Journey

in the face of the cost-driven storm?

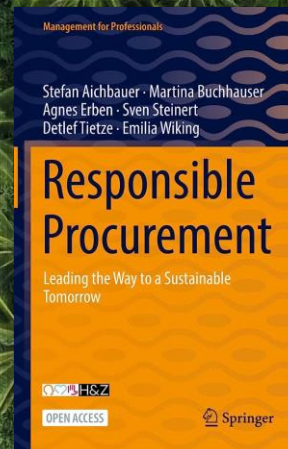


Want to learn more about our

Award winning

“Responsible Procurement” approach?

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The Transformation Alliance



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