

Overview

This presentation gives an overview of GRADEL, its products&customers, the consideration of human rights and environmental standards and the challenges we face.

It is important that we as a company focus on these aspects in order to be **successful and sustainable in the long term.**

The consideration and appropriate treatment of human rights standards is one way (among many) to **positively differentiate ourselves from the competition.** How this can also be done by an SME operating almost exclusively in a European environment is outlined in the following.

Products and Customers (1/3)

Special machinery for nuclear and aerospace applications:

- i. Nuclear energy operators: EDF, VATENFALL, RWE, PREUSSEN ELEKTRA, etc...
- ii. Their first suppliers: WESTINGHOUSE, ORANO, FRAMATOME, SIEMPELKAMP, etc...
- iii. Satellite manufacturers: AIRBUS, OHB, THALES, etc...
- iv. Space test centres: RAL, Centre spatial de Liège, ESTEC (ESA)



Under water vacuum cleaner

Not classified



Spacecraft
transport
container

Products and Customers (2/3)

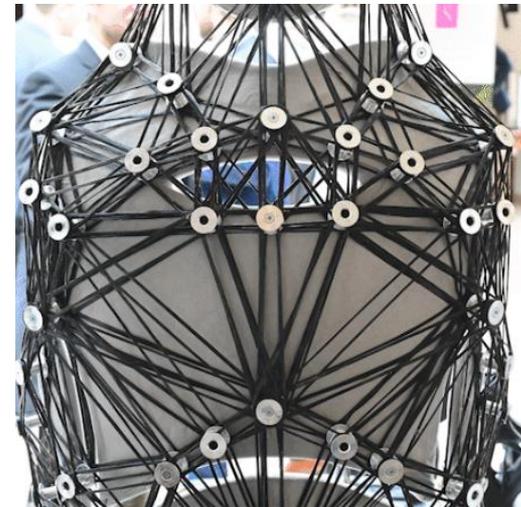
Sputtering **targets** for the glass industry: SAINT-GOBAIN, GUARDIAN, EUROGLAS, etc...



Products and Customers (3/3)

Lightweight fibre structures:

- i. Space: AIRBUS, THALES, ARIANE
- ii. Automotive: BMW, AUDI, STELLANTIS, JAGUAR LAND ROVER



Human rights considerations and customer requirements

The Pact on Human Rights in Business **provides us with a standard** (system of references). Although our customers currently have no explicit specific requirements in this regard, they favour suppliers who have implemented such a system. We expect these requirements to evolve in the future. Currently, such a programme helps us to **meet potential future requirements**.

Our **customers** are typically large international companies that cannot afford to have suppliers that damage their reputation.

In the context of **supplier** evaluation, it is advantageous if we can credibly demonstrate that we are clearly positioned in terms of respecting human rights (as well as environmental or safety standards).

In this context, the Pact is a clear advantage. Being a member and being able **to point this out saves us a lot of explanations** now and in the future.

Risks relating to human rights and the environment

- a. GRADEL operates **exclusively in Europe** (within the EU), where social legislation is among the strictest in the world, as are environmental protection standards.
- b. All our suppliers are also located in the EU.

Risks in the supply chain and measures

The greatest risk for GRADEL with regard to violations of human rights or the environment lies with our **numerous suppliers**. We are sensitising our suppliers to these issues and will adapt our general terms and conditions of purchase and specifications accordingly to ensure that these aspects are taken into account. The topic is also discussed with them as part of a **supplier evaluation**.

Challenges and positioning of the EU

Many of the companies mentioned above have high environmental and human rights requirements. In some cases, our products also must **compete with those from low-wage countries** (China, etc.). Environmental and human rights standards are often neglected in these countries. The EU's position in relation to these countries is seen as too weak. We therefore need strong political visions and appropriate measures to ensure that products that do not meet EU standards do not enter the European market or, even better, that these standards are generally applied in a **binding manner in these countries**. Otherwise we risk jeopardising the industry and our independence in the long term.

In this context, it is of course also important that **the value of the "Pacte..." brand is maintained and cultivated**. Something through regular **auditing of its members**.