

The company Voith and its purchasing strategy

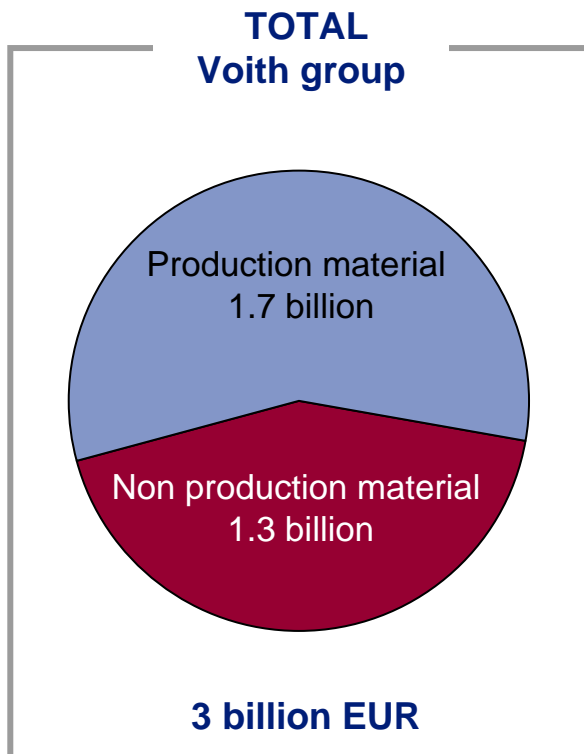
Voith

- Purchasing volume over 3 billion Euro
- Yearly increase of over 7 % p.a. for 20 years
- Family-owned business with a stable structure in cyclic asynchronous market segments
- Market and technology leader in many areas of mechanical and plant engineering

Voith purchasing strategy

- As possible long-term relationships with suppliers
- Amongst others decisions for suppliers in competition and on basis of systematic measured supplier performance focused on engineering, quality, price and logistics
- Close cooperation of strategic corporate commodity management and operational purchasing
- Use of comparative cost advantages and suppliers potentials in all world regions

Significant purchasing volume in 10 material groups offers chances for strong partners



Top 5 – Production material [Million EUR]

▪ Casting	180
▪ Sheet metal	140
▪ Paper technique	130
▪ Forging	65
▪ Process measuring and control technology	60

Top 5 – Non production material [Million EUR]

▪ Services	110
▪ Freights	100
▪ Plant and machinery	70
▪ Travel services	65
▪ Building/building maintenance	55

To provide our value adding partners improved access to all Voith companies, we use a central supplier database

Database contents

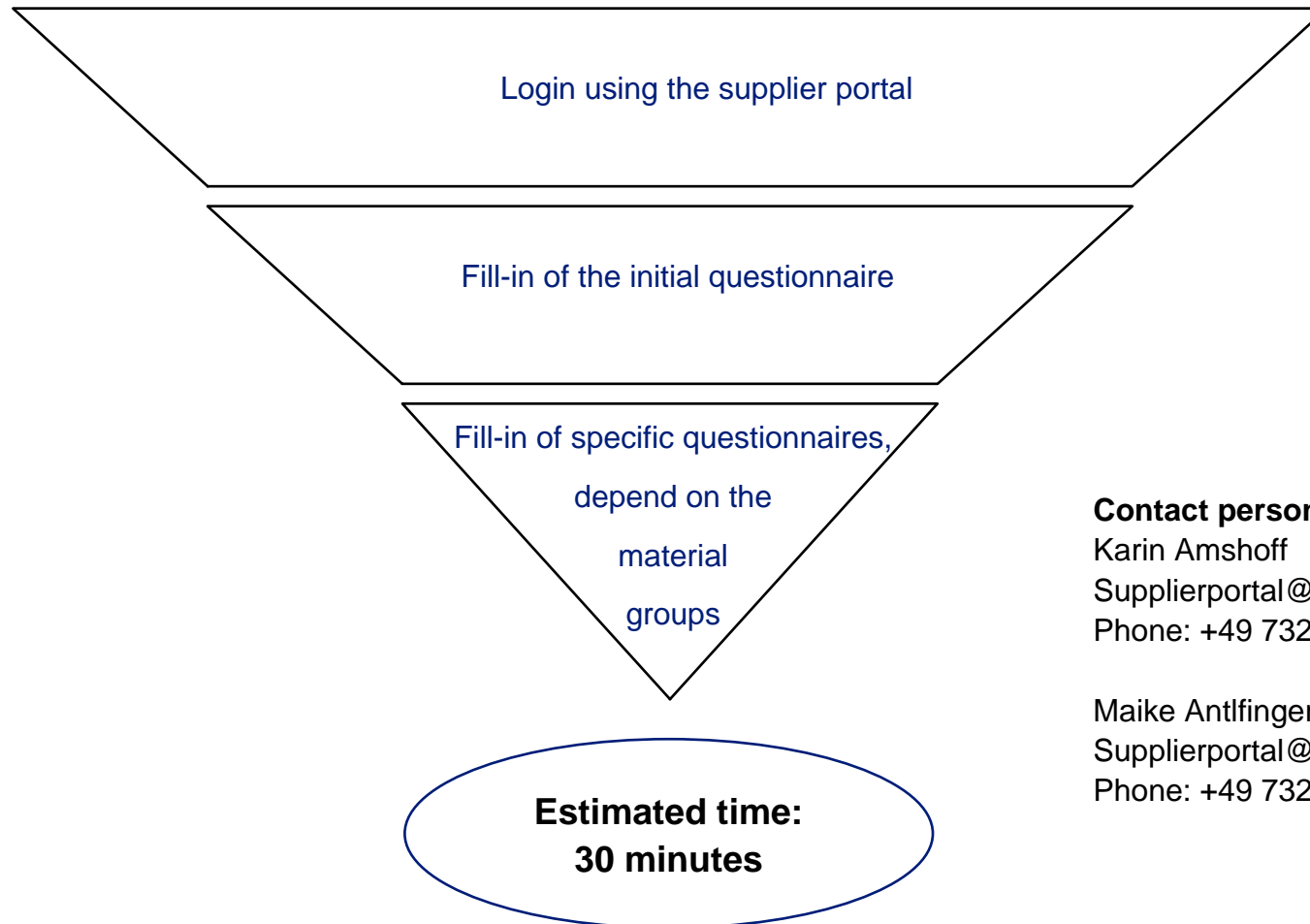
- Product and service portfolio
- Qualifications of the supplier
- Capacities of the supplier
- References
- Certificates

**Available for all purchasers
within the Voith group**

Advantages for registered suppliers

- Voith-wide administration of company data
- Access to new business partners within the Voith group
- Simple access to the supplier portal
- No repeated registration of company data within the Voith group
- Simple upload of documents and certificates
- Central registration and update of the own profile

To use all advantages, please fill in the Voith supplier questionnaire



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