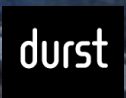


GUIDELINES FOR SUPPLIERS TO DURST

Version 1





AIMS AND OBJECTIVES

Experienced, innovative and qualified suppliers increase our performance and competitiveness on the global market.

This brief presentation is intended to give you, as a new or existing supplier, an understanding of the "understanding of our mentality", what is important to us, and what we expect from our business partners.

This is how we wish to achieve a common understanding of our needs and how to simplify the cooperation between the companies.



DURST PHOTOTECHNIK – VISION

We are a leading global manufacturer of advanced digital printing and manufacturing technologies and the first choice when it comes to implementing and transforming digital, industrial production processes. We focus on efficient and environmentally friendly production technologies that the digital revolution makes possible. Based on our independence as a family business, our values, talents, and financial strength, we continuously invest in competences and innovation. We strive for customer orientation and quality in all our actions.



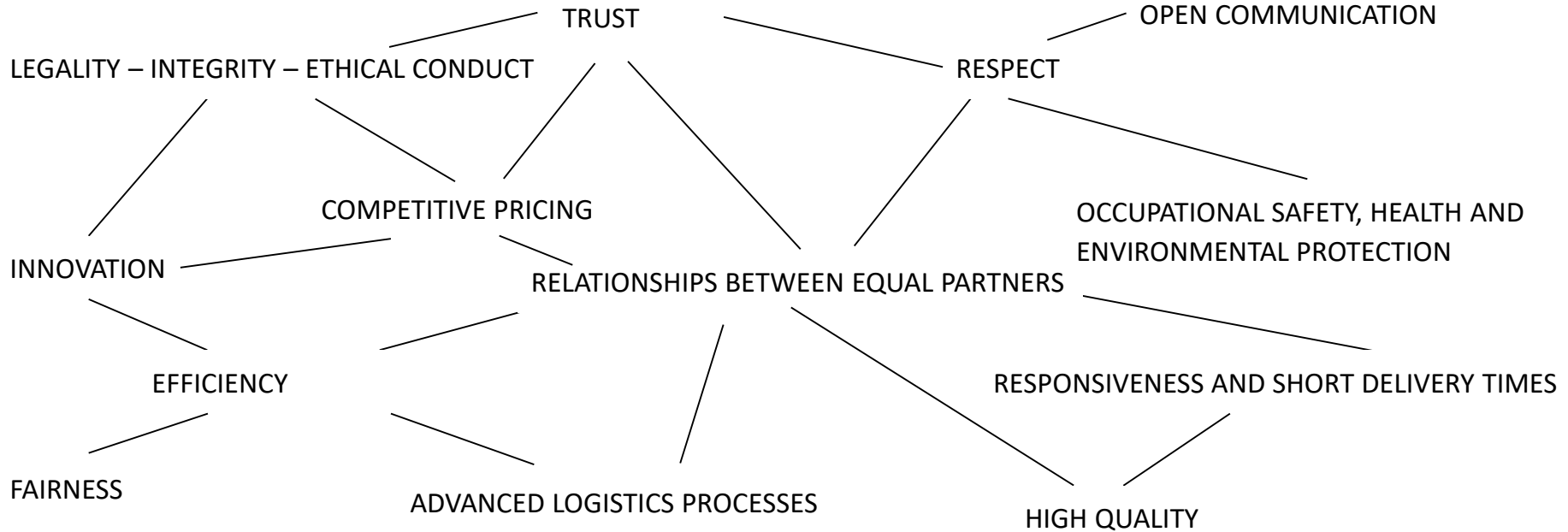
THE IDEAL SUPPLIER FOR DURST

As an ideal supplier you are reliable, react flexibly even to short-term changes, and concentrate on continuity and innovation in all areas of your business.

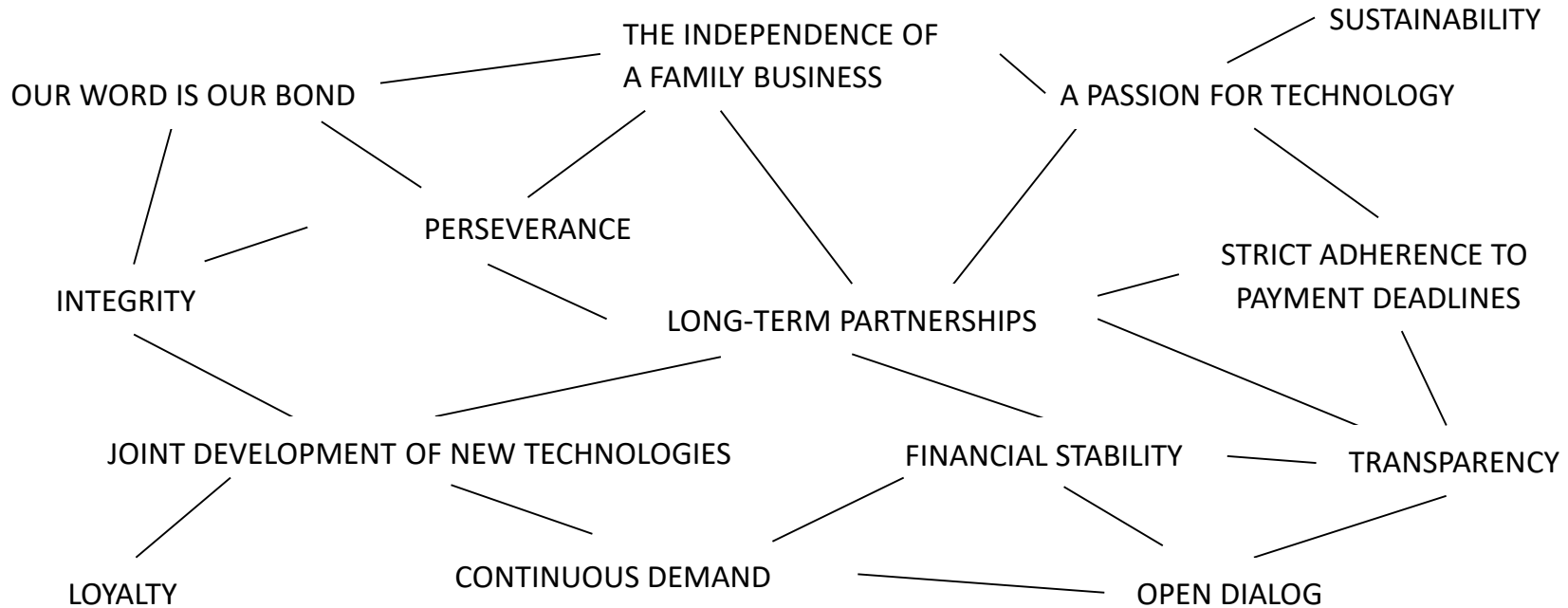
Our customers expect a 100 % delivery reliability from us, and therefore this too should be the goal you strive for.

Your response to any problems that may arise will be characterized by a high level of openness, sensitivity and solution orientation.

WHAT WE STAND FOR AND WHAT WE EXPECT



WHAT DOES DURST OFFER ITS PARTNERS?



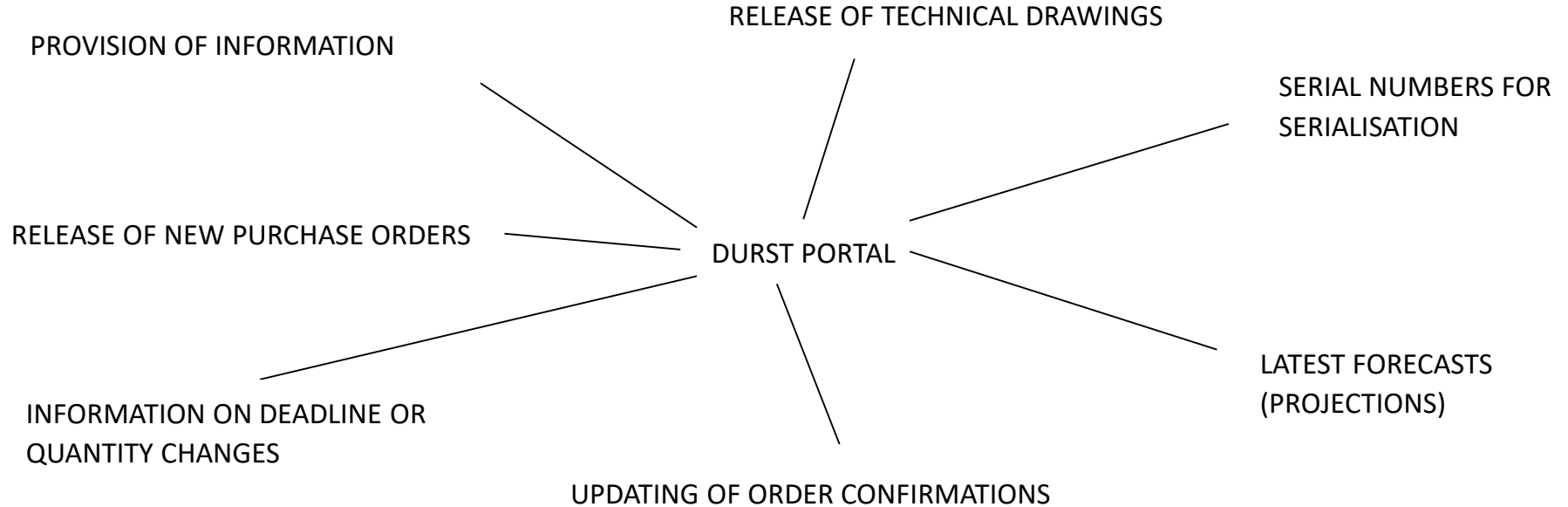


DURST'S CORE PROCESSES

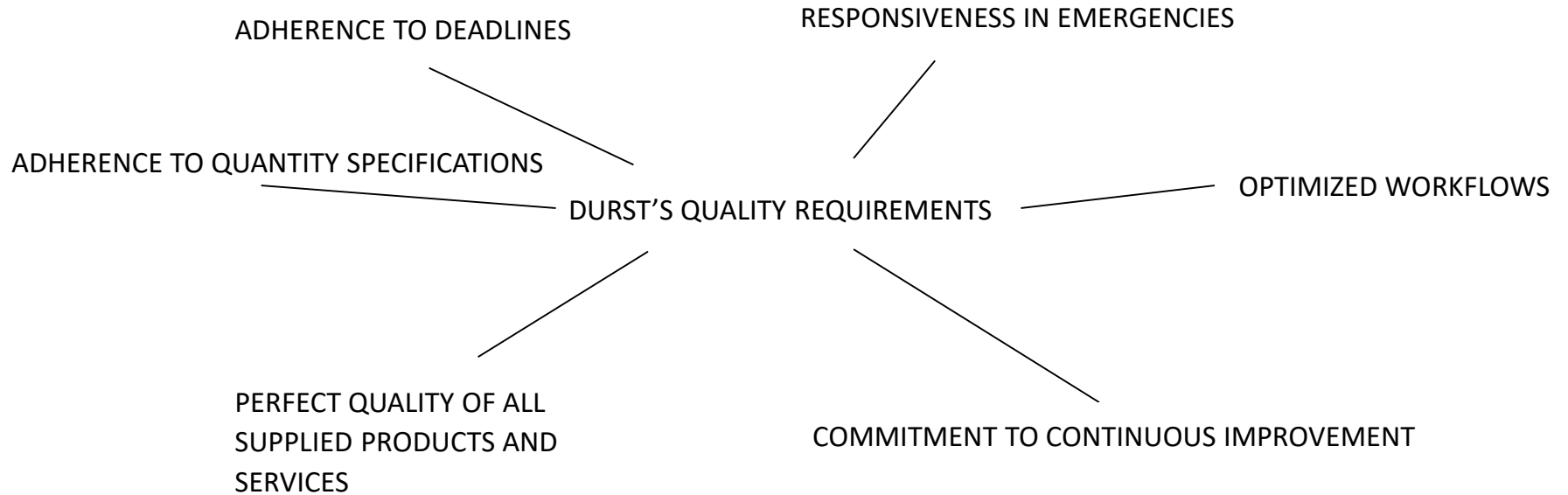
Durst Phototechnik strives for quality leadership and market leadership in the field of digital production technologies. For this reason, our partners should also be among the best in their relevant fields of activity. This creates the ideal conditions for jointly developing key competitive advantages on the global market.

The following slides are intended to give you a brief overview of our core processes.

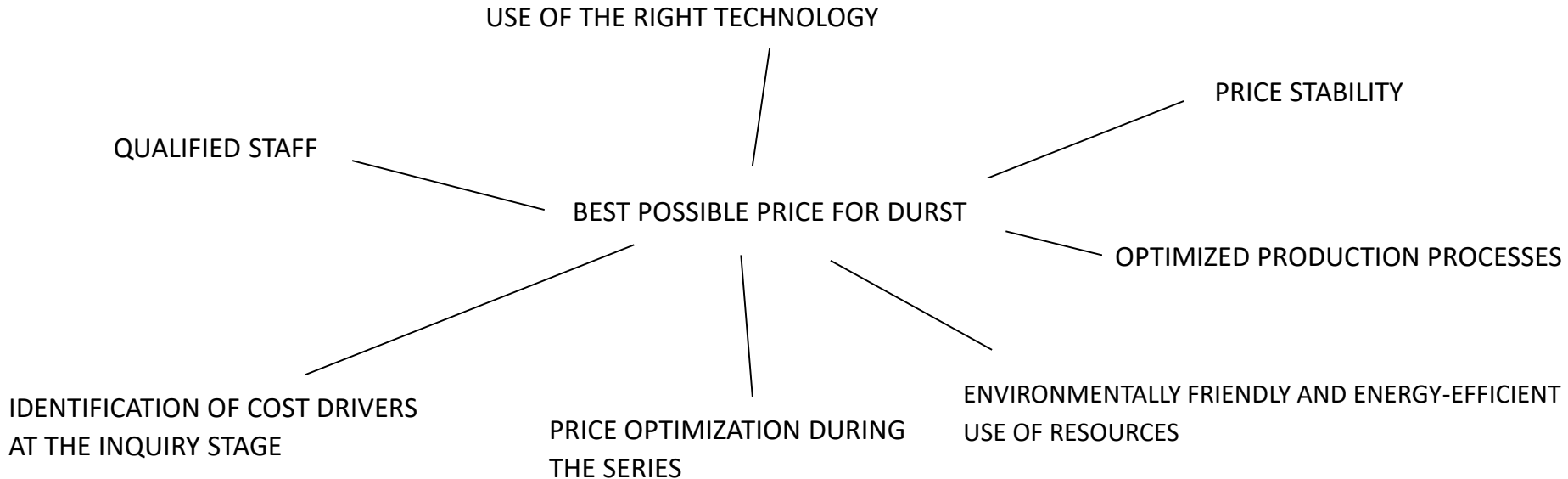
OPERATIONAL PROCESSES / ORDER PROCESSING



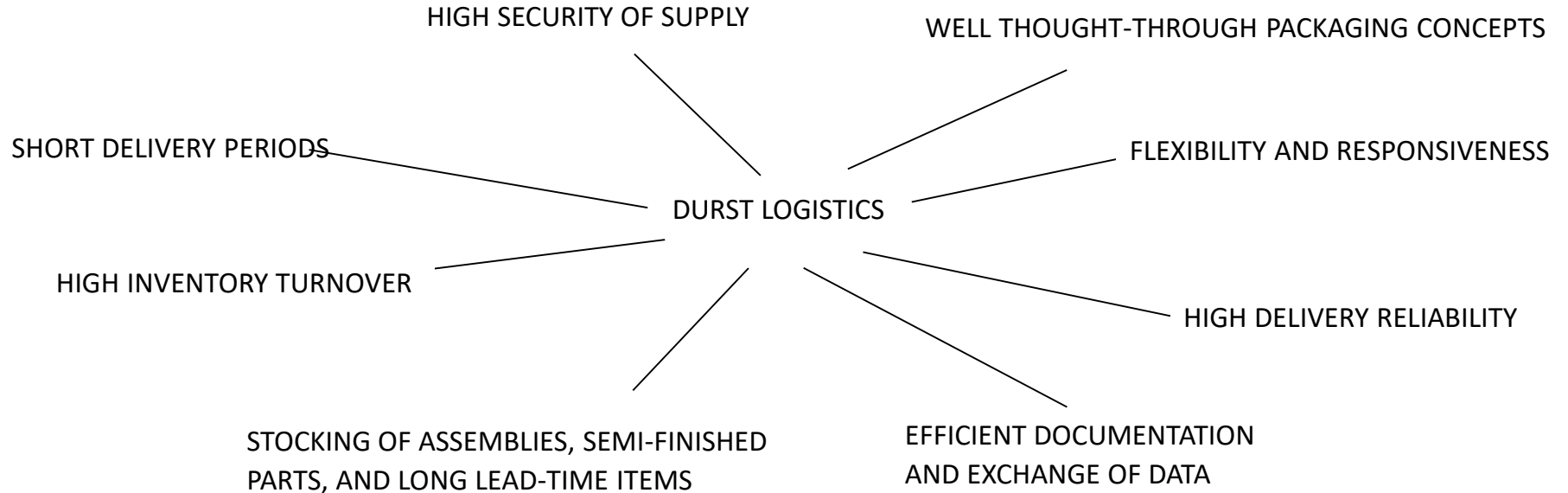
OUR QUALITY STANDARDS



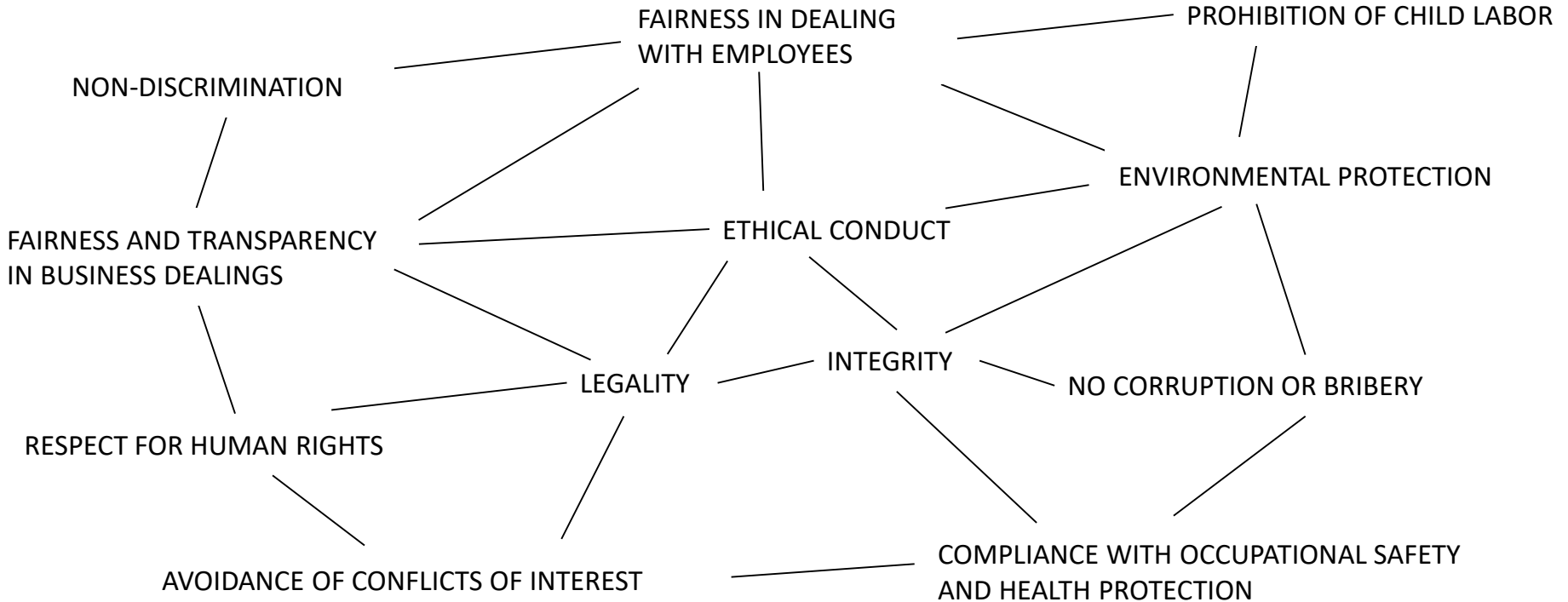
FAIR MARKET PRICING



KEY LOGISTICS FACTORS



DURST'S CODE OF ETHICS





INTRODUCING DURST STRATEGIC PURCHASING:

BRIXEN SITE

- Siegfried Weifner (Manager SBE): siegfried.weifner@durst-group.com
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- Patrick Seeber: patrick.seeber@durst-group.com
- Benedict Posch: benedict.posch@durst-group.com
- Patrick Leitner: patrick.leitner@durst-group.com

Contact: 0039-0472-810111



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- Romedia Blasisker: romedia.blasisker@durst-group.com
- Claudia Bußlehner: claudia.busslehner@durst-group.com

Contact: 0043-4852 71777



IS THIS FOR YOU?

If it is, we warmly invite you to send us your speculative application to become a potential Durst supplier.

For this purpose, please complete the supplier self-assessment form in detail and send it by e-mail to the following address: procurement@durst-group.com

You can find the supplier self-assessment form and other supplier-related documents on our purchasing website.

THANK YOU
FOR YOUR ATTENTION

