

Manufacturing Partner's Guideline and Supplier Screening Standard

We aim to become your preferred custom manufacturing partner of choice. Your success and our own success are highly linked and depend on our partnership, performance, and the strength & resource that is unique to you, which we value most. In order to maintain a long-term partnership and flourish, we like to highlight our guidelines to select our production partners.

- ❑ **Compliance:** We must comply to the law and regulation of production to ensure sustainability.
- ❑ **Mutual Understanding:** We like to conduct business with our customers and partners according to our philosophy: Integrity, Open, Transparent and Sharing.
- ❑ **Long term:** We try to avoid spot business, even if profitable. Let's focus together on the long-term requirements of our customers, let's plan long term to invest into the regulatory permit or registration for long term.
- ❑ **Open for evaluation:** We respect your current marketing set-up; we like to conduct open discussion about different business channels to avoid any conflict. We will perform HSE audit to evaluate whether the business could be sustainable.
- ❑ **Continuous improvement for performance excellence:** We do not expect you to be excellent already at the beginning, but you must be willing to improve together with us. For example, we need to systemize QC procedures and transaction, including batch to batch testing. You need to be open and take concrete actions for improvement if the HSE suggestions from our experts or customers are reasonable.
- ❑ **Willingness to inform:** Chemical business is not free of risks and surprises. We expect to be informed of any potential risk and difficulty timely, which we are ready to resolve together with you. For example, the waste water cannot be treated, the plant faces a temporary closure, the delivery is delayed or one key raw material is in short supply. We believe in improvement and growth only by exposing and resolving any risk or difficulty one by one.
- ❑ **Fast Response:** We promise to serve our customers in a fast manner, which is not possible without your support. We aim to organize a combined project team including our personnel to evaluate a molecule and give feedback to our customer within the agreed time frame.
- ❑ **Patience:** It takes time for this business to take off, customers need time to evaluate and make decisions.
- ❑ **Cost Saving:** We expect our manufacturing partners to improve the production cost to gain savings for our customers and themselves, thus to ensure the competitiveness along the product life cycle.

制造合作伙伴的选择标准

我们旨在成为您首选的定制制造合作伙伴。您的成功与我们自己的成功息息相关，这取决于我们最重视的合作伙伴关系，绩效以及您独有的实力和资源。为了保持长期的合作伙伴关系并蓬勃发展，我们希望强调选择我们的生产合作伙伴的准则。

- **合规性：**我们必须遵守生产法律法规以确保可持续性。
- **相互了解：**我们希望根据我们的理念与我们的客户和合作伙伴开展业务：诚信，开放，透明和共享。
- **长期：**即使有利润，我们也会尽量避免现货交易。让我们共同关注客户的长期需求，长期投资于监管许可或长期注册。
- **公开评估：**我们尊重您当前的营销渠道；我们希望就不同的业务渠道进行公开讨论，以免发生任何冲突。我们和我们的客户将进行 HSE 审核，以评估业务是否可持续。
- **不断改进以实现卓越：**我们不期望您从一开始就已经出色，但是您必须愿意与我们一起提高。例如，我们需要系统化 QC 程序和交易，包括批次之间的测试。如果我们的专家或客户提出的 HSE 建议合理，则您需要保持开放并采取具体措施进行改进。
- **愿意告知：**化工业务存在风险和意外。我们希望及时了解任何潜在的风险和困难，我们随时准备与您一起解决。例如，废水无法处理，工厂面临临时关闭，交货延迟或一种关键原料短缺。我们相信大家一起可以解决任何风险或困难。
- **快速响应：**我们承诺以快速相应的方式为客户提供服务，如果没有您的支持，这是不可能的。我们的目标是组织一个包括我们的人员在内的项目团队，在约定的时间内向客户提供反馈。
- **耐心：**项目从开始到实施需要花费很长时间，客户需要时间来评估和制定决策。
- **成本节约：**我们希望制造合作伙伴提高生产效率，为我们的客户和你们自己节省成本，从而确保产品在产品生命周期中的竞争力。