

English

Introduction

BSH Home Appliances Corporation would like to cooperate with reliable, innovative and financially strong suppliers in a trustful and long term relationship. Therefore we kindly ask you as an new potential business partner to provide us with important information about your company/ business in this questionnaire.

All BSH factories are certified according to the international ISO 9001 standard for quality management systems.
All BSH factories are certified according to the international ISO 14001 standard for environmental management systems. All production sites in the European Union and our site in Turkey were already certified in accordance with the ISO 50001 standard.

The Supplier self-assessment sheet shall be entirely completed in English language.

Explanations/Translations to the Self-Assessment form

If known, please provide your BSH Purchasing Contact (Name, First Name):

1) Company Data

Is your company the distributor/dealer or the producer of the products?

Does the address of the production site differ from the address of the headquarter?
If yes, please provide the information for both sites (in case of more than one relevant production site, please complete this form for each production site)

Company name (incl. legal entity)

Parent company/ Main owners/ Share

Year of Foundation

Was your company renamed in the last 5 years?
- Please provide also the former name

Street

City

Postal Code

State

Country

Phone

Fax

Email (main contact person)

Email (contact person for ROHS/REACH)

Web Site	
Tax number	
Trade reg. No.	
VAT - ID. No.	
DUNS (Dun & Bradstreet) Code	
Total number of employees	
thereof Blue Collars	
thereof White Collars	
Please select the COUNTRY where your company is registered / located (invoicing party to BSH):	
Country of supplier (invoicing party) <i>In which country is your invoicing department located?</i>	
Country of Bank <i>In which country is your Bank located?</i>	
Does your company (or its partners) have been subject to any closed/ pending litigation or public inquiry during the last 5 years?	
2) Products and Processes	
Please describe the products/services you would like to supply to BSH	
Products / Processes	
Main product groups / portfolio	
Main production processes / technologies	
Did/Does your company supply to an entity of BOSCH Group?	
- Name of (BSH/Bosch) Company - Main Country of Operations	
Please name your main suppliers for external processes (e.g. paint shop / galvanisation /...)	
If applicable, please provide information regarding you tooling; e.g. inhouse or external tooling; if both is applicable, please provide the share in %	
Please provide information regarding your work time regulation in the production area; e.g.shift model / working days per week / month / year	

3) Business Key Figures

Please provide key figures preferably on production site level, otherwise on HQ/Group level

Currency

Calendar Year

Total turnover

Personnel Costs = Sum of wages and salaries, social security payments, pension scheme

Depreciation = Decrease in an asset's value caused by usage or obsolescence

EBIT = Earnings before Interest and Tax

Turnover

+/- Variations in Stock (Changes of inventories (Increase or decrease) of finished and unfinished goods)

-Costs of Raw Material (Sum of Raw materials and consumables used for production)

+Other Earnings (e.g. earnings because of commission, sale of fixed assets, dissolution of accruals, rental income)

- Personnel Costs (Sum of wages and salaries, social security payments, pension scheme)

- Depreciation (Decrease in an asset's value caused by usage or obsolescence)

- Other Expenses (other expenses like transport costs, consulting fees, rental or power)

= EBIT

Financial Expenses

Profit or loss

EBIT (*Earnings before interest and taxes*)

-*Finance Costs (interest and other costs that an entity incurs in connection with the borrowing of funds.)*

- *Earnings as Shareholders (earnings related to sale of securities or cash dividend of subsidiary company)*

+/- *Extraordinary Earnings/ Expenses (Income/Expenses related to not usual business activity (e.g. one-time grants or one-time event of loss)*

+/- *Others*

-*Tax (tax for earned profits (e.g. corporate tax))*

= *Profit/ Loss of the year (net income after all operating expenses, interest and taxes.)*

Total Equity = The total amount of preferred stock equity added to the amount of common stock equity

'+ Legal Capital (Legal Capital represents the amount of owners equity that can't be distributed to shareholders. Legal Capital serves to protect the interest of creditors.)

'+ Capital Reverses (An account specifically dedicated to the setting aside of capital for long-term or large scale projects.)

'+ Profit/ Loss Carried Forward (A way for a company to reduce its tax liability by applying losses to future tax years in which the company makes a profit.)

'+ Result of the Year (Net profit is calculated by subtracting a company's total expenses from total revenue.)

'+ Shareholder's Loans (A loan made to a company from an individual shareholder or parntership that exchanges money for interest payments.)

=Total Equity

Bank Liabilities

Investments

Total capital

Total Equity

'+ *Provisions for Pension Schemes (provisions (amount of an expense that an entity eletcts to recognize now, before it has precise information about exact amount) for pensions.)*

+ *Other Provisions (provisions (amount of an expense that an entity eletcts to recognize now, before it has precise information about exact amount) for restructuring liabilities, bad depts, guarantees, depreciation or accruals)*

+ *Accounts payables (short-term) (current liabilities are a company's debt or obligations that are due within one year.)*

+ *Bank liabilities (long-term) (Obligations of the company that are not payable within one year of the balance sheet date. (e.g. bonds payable)*

+ *Intercompany liabilities (Intercompany liabilities are an accounting transaction occurring between two divisions or subsidiaries owned by the same company.)*

+ *Other liabilities (other liabilities cover minor liabilities such as small accounts payable, which does not occur already in the categories above.)*

+ *Others*

=*Total capital (Capital held by a business that has been borrowed through a long-term loan or sale of stock shares.)*

Customers (by turnover)	
Please list your 4 biggest customers (acc. to Turnover)	
Please define the degree of dependency (acc. to Turnover) on your biggest customer:	
Please select the corresponding answer: less than 15% between 15- 24% between 25-50% more than 50%	
Additional / alternative production sites (locations with available capacity to produce the same products)?	
Please select the corresponding answer: '- One production site - 2nd production site - Production at alternative site possible in a period within 8 weeks - Production at alternative site possible in a period of more than 8 weeks	
Availability of production capacity for BSH (When will there be capacity (machines and workers) available for BSH products?) Please select the corresponding answer: - in less than 6 month - in 6-12 month - in more than 12 month	
4) Certifications / Management Systems	
Do you have an AEO- ("Authorized Economic Operator") Certification? (If yes, please provide a copy of the AEO-Certificate)	
If no AEO-Certification is available, please declare the following statement:	
I hereby declare that: '- goods, which are produced, stored, forwarded or carried by order of Authorised Economic Operators (AEO), which are delivered to AEO or which are taken for delivery from AEO: '- are produced, stored, prepared and loaded in secure business premises and secure loading and shipping areas - are protected against unauthorized interference during production, storage, preparation, loading and transport '- reliable staff is employed for the production, storage, preparation, loading and transport of these goods - business partners who are acting on my behalf are informed that they also need to ensure the supply chain security as mentioned above.	
Do you have a valid Business License of the local Government for operating the production site?	
(for all relevant entities / production processes; especially for those being subject to regulatory approval - covering also relevant external / outsourced processes e.g. heat treatment, galvanization, welding, etc.)	

Do you have an established Quality Management System, e.g. according to: IATF 16949 / ISO 9001 / Others	
Do you have an established Environmental Management System, e.g. according to: - Council Regulation (EC) 761/2001 / ISO 14 001 / Others	
Do you have an established Energy Management System, e.g. according to: - ISO 50 001 / EN 16247-1 / Others	
Do you have an established Safety Management System, e.g. according to: - ISO 45 001 / OHSAS 18001 / Others	
If yes, please enclose a copy of the certificate(s) stated above	
If validated or certified, please enclose copy of valid eco-declaration or -certificate. No further questions need to be answered.	
Are environmental measures already internally audited in your company?	
Are the Production Processes regularly checked in your company for environmental impact?	
Are the Material Supply and Waste Disposal Processes regularly checked in your company for environmental impact?	
Are the Products regularly checked in your company for environmental impact?	
Are environmental protection aspects an integral part of your product and service design?	
Is environmental protection, energy saving and safety at work in your company oriented to written guidelines?	
Are your company's environmental measures and results recorded in writing?	
Do you have defined corporate objectives for the improvement of environmental protection, energy saving, safety at work and is their implementation documented?	
Are your staff members regularly briefed and trained on subjects related to environmental protection, energy saving and safety at work?	
Are you working towards the improvement of environmental protection, energy saving and safety at work with your suppliers and business partners?	
5) Corporate Social Responsibility / Compliance with Code of Conduct for Suppliers	
Is there a Corporate Responsibility (CR) audit report from the last 24 months available? (e.g. Intertek, SMETA 4 Pillar BSCI standard, SA 8000)	
If yes, which certificate / report? Please state the validity	
Provider / Audit date / Validity / Affected sites	
If validated or certified, please enclose copy of the certificate	