Leveraging Digitalization or Responsible and Sustainable Business Transformation

Knowledge Transfer for SAP User Groups

July 2\textsuperscript{nd} 2020
Welcome
Knowledge Transfer for SAP User Groups

Our Speakers

Marcus Wagner
Global Environmental Lead Sustainability

Sabine Otholt
Head of Strategic Customer Engagements S/4HANA

Toby Croucher
Head of Solution Management Climate 21 & Sustainability

James Sullivan
Global Lead Circular Economy Sustainable Business Innovation

Darren West
Business Development Director for Circular Economy Products
“… We must act decisively to protect our planet from both the coronavirus and the existential threat of climate disruption…”

Secretary-General’s Message (Earth Day, April 2020)

Agenda

• Sustainability at SAP
• Climate 21
• Circular Economy
Sustainability at SAP

Creating Positive Economic, Environmental and Social Impact within Planetary Boundaries

Enabler
Providing products and services that meet the sustainability challenges and opportunities of our customers

Exemplar
Leading by example in our own sustainable business operations and practices

Holistic Steering and Reporting  
Circular Economy  
Societal Impact  
Responsible Business  
Environmental Management

Committing to UN SDGs as common global framework
SAP Solution Strategy for Sustainability

Toby Croucher
Head of Solution Management
Climate 21 & Sustainability

July 2nd 2020
SAP Strategy for Sustainability

Integrate sustainability data to business processes across all industries and across all value chains to drive performance, new products, new markets

Climate and Natural Capital Accounting
Build true cost values into end to end management of enterprises and across business networks

Resource Efficiency, Tracking & Reuse
Building resilience and circularity principles into supply chain, material flows, markets and resource consumption

Zero Impact Performance
Ensuring continuous improvement in safe equitable and compliant businesses

Climate 21
Circular Economy & Industry 4.0
EHS and Ariba

Next Generation Sustainability Reporting and Steering
Mapping operational data to show impact with holistic sustainability reporting enabling sustainable business steering and decisions

Sustainable Impact Management (SIMP)
Climate 21 – Vision & Demo & Roadmap

Sabine Otholt
Head of Strategic Customer Engagements S/4HANA

Toby Croucher
Head of Solution Management Climate 21 & Sustainability

July 2nd 2020
Climate 21 Vision
To manage the carbon footprint of their products, our customers need to ...

- Understand the CO₂ footprint of their inputs and products
- Optimize their operations based on benchmarks
- Transform their business models and product portfolio
75% of the world’s transactions touch a SAP system.

We have the analytical tools and transaction systems to help our customers along the full supply chain and across all industries.
Vision Demo
Carbon Emissions | CEO View

Overall Emissions on company level

- 231.34K tons CO2 equivalents
  - Target: 150k
  - Deviation (Q3): -34.74%

Compliance Status

- 8 Legal entities
- 1 Legal entity
- 0 Legal entities

Carbon Emissions Report on company level

New Video: Plant optimization in Germany
New Utility supply saved money and tons of Carbon Emissions - show lesson learned!

Carbon Emissions | Customer View

Overall Emissions for PolyPack Inc. (625354)

- 62.73K tons CO2 equivalents
  - Target: 35k
  - Deviation (Q3): -2.31%

CO2e Product Portfolio Footprint for PolyPack Inc. (625354)

Product Groups: 6 | Finished Products: 42

Customer KPI Overview for PolyPack Inc. (625354)

- Sold Quantity in total: 12455.4 ton, Last Year
- Revenue last year: 17.42 M Million EUR
- Margin last year: 1486 EUR
- Carbon Emissions on product level: 2.61 t ton CO2e

Carbon Emissions | Business Unit View

Overall Emissions for Engineering and High Performing Polymers

- CO2e Business Unit Footprint for Engineering and High Performing Polymers
  - Analyze the Product Carbon Journeys for Engineering and High Performing Polymers

- Open button

Products of Engineering & High Performing Polymers for Customer PolyPack Inc.

CO2e Footprint for Engineering & High Performing Polymers

Produced CO2e per Product

- **Damográn®** 6,408 T CO2e
- **Taunton®** 5,325 T CO2e
- **Ogaron®** 5,718 T CO2e
- **Magrathea®** 3,953 T CO2e
- **Krikkit®** 1,125 T CO2e
- **Barteldan®** 607 T CO2e
- **Lamuelle®** 286 T CO2e
Product Carbon Journey for Damorgan® per ton

CO2e and Cost Breakdown

- Refining (US): 0.5 ton
  - CO2e: 563.40 EUR
  - COGS: 680.40 EUR

- Primary Petrochemicals

- Port Nio (US): 1.20 ton
  - CO2e: 1489 EUR
  - COGS: 1580 EUR

- Fussien (DE): 1.12 ton
  - CO2e: 1567 EUR
  - COGS: 1679 EUR

- Strachenau: 1.60 ton
  - CO2e: 3089 EUR
  - COGS: 3105 EUR

- Intermediates US-DE

- Intermediates US-US

- Troling (FR): 2.10 ton
  - CO2e: 2675 EUR
  - COGS: 2757 EUR

- Intermediates US-FR

- Damorgan® US-FR-FR

- Damorgan® US-US-US

- VC MIX: 2.2 ton
  - CO2e: 2171 EUR
  - COGS: 2933 EUR

- Damorgan® MIX

- Damorgan® US-DE-DE
## Product Carbon Journey of Damogran® per ton - Compare

**CO2e and Cost breakdown**

<table>
<thead>
<tr>
<th></th>
<th>Port Nio (US)</th>
<th>Strachenau (DE)</th>
<th>Troling (FR)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CO2e Value Breakdown</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2.90 ton</td>
<td>1.60 ton</td>
<td>2.10 ton</td>
</tr>
<tr>
<td><strong>Major Differences</strong></td>
<td>1.15 ton</td>
<td>1.12 ton</td>
<td>1.13 ton</td>
</tr>
<tr>
<td>Pre-Chain</td>
<td></td>
<td>-45%</td>
<td>-28%</td>
</tr>
<tr>
<td>Production</td>
<td>0.43 ton</td>
<td>0.25 ton</td>
<td>0.37 ton</td>
</tr>
<tr>
<td>Raw Material</td>
<td>0.12 ton</td>
<td>0.10 ton</td>
<td>0.13 ton</td>
</tr>
<tr>
<td>Utilities (Energy)</td>
<td>1.11 ton</td>
<td>0.10 ton</td>
<td>0.50 ton</td>
</tr>
<tr>
<td>Transport</td>
<td>0.09 ton</td>
<td>0.03 ton</td>
<td>0.07 ton</td>
</tr>
<tr>
<td><strong>COGS Value Breakdown</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2850 EUR</td>
<td>3089 EUR</td>
<td>2675 EUR</td>
</tr>
<tr>
<td><strong>COGS+ Value Breakdown</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2937 EUR</td>
<td>3105 EUR</td>
<td>2757 EUR</td>
</tr>
</tbody>
</table>

**Benchmark**


**Notes:**
- The CO2e value breakdown indicates the reduction in CO2e emissions across various stages.
- The major differences show the percentage reduction in CO2e emissions at each stage.
- The COGS and COGS+ breakdowns show the cost associated with each stage.

---

© 2020 SAP SE or an SAP affiliate company. All rights reserved.
### Product Carbon Journey of Damogran® per ton - Compare

**CO2e and Cost breakdown**

<table>
<thead>
<tr>
<th>Location</th>
<th>CO2e Value Breakdown</th>
<th>Major Differences</th>
<th>Benchmark</th>
<th>Major Difference</th>
<th>Utilities (Energy)</th>
<th>Transport</th>
<th>COGS Value Breakdown</th>
<th>COGS+ Value Breakdown</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Port Nio (US)</strong></td>
<td>2.90 ton</td>
<td>1.15 ton</td>
<td>0.43 ton</td>
<td>0.12 ton</td>
<td>1.11 ton</td>
<td>0.09 ton</td>
<td>2850 EUR</td>
<td>2937 EUR</td>
</tr>
<tr>
<td><strong>Strachenau (DE)</strong></td>
<td>1.60 ton</td>
<td>1.12 ton</td>
<td>0.25 ton</td>
<td>0.10 ton</td>
<td>0.10 ton</td>
<td>0.03 ton</td>
<td>3089 EUR</td>
<td>3105 EUR</td>
</tr>
<tr>
<td><strong>Troling (FR)</strong></td>
<td>2.10 ton</td>
<td>1.13 ton</td>
<td>0.37 ton</td>
<td>0.13 ton</td>
<td>0.50 ton</td>
<td>0.07 ton</td>
<td>2675 EUR</td>
<td>2757 EUR</td>
</tr>
<tr>
<td><strong>Benchmark</strong></td>
<td>2.75 ton</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Port Nio (US)**
- **Strachenau (DE)**
- **Troling (FR)**
- **Benchmark**
Carbon Emissions Simulation for Customer PolyPack Inc. on Product Damogran (34235212)

Actual Sales KPI

- Carbon Emission per sold ton: 2.61 ton CO2e
- Product Price per ton: 3021 EUR
- Cost of Goods Sold COGS (last year): 2823 EUR
- Sold Quantity Last Year: 2455.5 ton
- Total Revenue Last Year: 7.42 Million EUR
- Margin Last Year: 486 090 EUR

Simulation
Optimize the Carbon Footprint (per ton)

- 1.6 ton CO2e
- 2.9 ton CO2e

Result

- COGS and Margin (per ton)
  - Price: 3021 EUR per ton
  - COGS: 2823 EUR
  - Margin: 198 EUR

Feasibility & Price
Integration to your operational system

Check feasibility
Get new Price

Value Chain Mix
- Germany: 10%
- USA: 60%
- France: 30%
Carbon Emissions Simulation for Customer PolyPack Inc. on Product Damogran (34235212)

CO2e Value Chain Mix Simulation

Actual Sales KPI

<table>
<thead>
<tr>
<th>Carbon Emission per sold ton</th>
<th>Product Price per ton</th>
<th>Cost of Goods Sold (last year)</th>
<th>Sold Quantity Last Year</th>
<th>Total Revenue Last Year</th>
<th>Margin Last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.61 ton CO2e</td>
<td>3021 EUR</td>
<td>2823 EUR</td>
<td>2455.5 ton</td>
<td>7.42 Million EUR</td>
<td>486 090 EUR</td>
</tr>
</tbody>
</table>

Simulation
Optimize the Carbon Footprint (per ton)

1.6 ton CO2e

Result
COGS and Margin (per ton)

- Price: 3021 EUR per ton
- COGS: 3105 EUR
- Margin: -84 EUR

Feasibility & Price
Integration to your operational system

Check feasibility

Please check your Simulation against your S/4HANA

Get new Price

Please start new price calculation to verify your simulation
Carbon Emissions Simulation for Customer PolyPack Inc. on Product Damgran (34235212)

**Actual Sales KPI**
- Carbon Emission per sold ton: 2.61 ton CO2e
- Product Price per ton: 3021 EUR
- Cost of Goods Sold COGS (last year): 2823 EUR
- Sold Quantity Last Year: 2455.5 ton
- Total Revenue Last Year: 7.42 Million EUR
- Margin Last Year: 486 090 EUR

**Simulation**
- Optimize the Carbon Footprint (per ton)
  - 1.6 ton CO2e
  - 2.9 ton CO2e

**Result**
- COGS: 3105 EUR
- Margin: -64 EUR
- Price: 3021 EUR per ton

**Value Chain Mix**
- 100%
- Germany

**Feasibility & Price**
- Integration to your operational system
- Check feasibility
- Your chosen Value Chain is possible (ATP & predictive MRP checked)
- Get new Price
- Please start new price calculation to verify your simulation

**Activate** | **Cancel**
Carbon Emissions Simulation for Customer PolyPack Inc. on Product Damogan (34235212)

**Actual Sales KPI**
- **Carbon Emission per sold ton**: 2.61 ton CO2e
- **Product Price per ton**: 3021 EUR
- **Cost of Goods Sold COGS (last year)**: 2823 EUR
- **Sold Quantity Last Year**: 2455.5 ton
- **Total Revenue Last Year**: 7.42 Million EUR
- **Margin Last Year**: 486 090 EUR

**Simulation**
- Optimize the Carbon Footprint (per ton): 1.6 ton CO2e, 2.9 ton CO2e

**Result**
- **COGS and Margin (per ton)**: Cost of Goods Sold (3105 EUR), Margin (-84 EUR, -%)
  - **Price**: 3021 EUR per ton

**Feasibility & Price**
- Integration to your operational system
- **Check feasibility**: Your chosen Value Chain is possible (ATP & predictive MRP checked)
- **Get new Price**: Recommended Price per Ton: 3300 EUR

**Value Chain Mix**
- Germany: 100 %
Climate 21 Roadmap
E2E Processes View – Embedding the new dimension for Climate Action

- **Design to Operate**: Design for sustainability (design out waste and pollution from processes & products)
- **Lead to Cash**: Sustainable supplier mgmt.
- **Source to Pay**: Responsible sourcing and marketplace
- **Record to Report**: Sustainable business network

- **Promote corporate sustainability image**
- **Holistic steering and reporting**
- **Financial impact (valuation)**
- **New business models (sustainable products)**
- **Customer-centric sustainable product experience**
- **Returns, reuse, collection & recycling**
- **Traceable products/CO2/recycled content footprint disclosure**

- **Emissions and waste mgmt. in operations**
- **Energy/CO2e/material efficient production planning & scheduling**
- **CO2e/energy/reuse/return optimized warehousing (e.g. cool chain)**
- **CO2e/return/reuse optimized transport**
- **Sustainable products & packaging**

© 2020 SAP SE or an SAP affiliate company. All rights reserved.
Climate 21 Product Roadmap - Key Use Cases

C21 Assess: Foundation
C21 Assemble: Product Carbon Footprint Analytics

2020
SAP Product Carbon Footprint analytics

2021
Carbon Accounting integrate to Finance

2022
Integrate into Operations & Supply Chain

2023
Integrate into Product Design, Industry 4.0, Business Networks

Sustainable Intelligent Suite: Networks, Circular Economy, Design for Sustainability

C21 Act: Operations & Supply Chain
Circular Economy – Vision & Demo

James Sullivan
Global Lead Circular Economy
Sustainable Business Innovation

Darren West
Business Development Director for Circular Economy Products

July 2nd 2020
Vision for a Plastic-Free Ocean
A program for global change – the story so far...

General site: https://news.sap.com/tags/circular-economy/

Davos Announcement 2020
Christian Klein announces next step in our Ocean Vision

Secondary Material Marketplace 2019
First major deliverable of the Plastic Cloud program launched

London Design Festival 2019
Engage with global design community to stimulate new thinking

Ocean Plastic Leadership Summit 2019
Developing the concept further with producers in the N. Atlantic Gyre.

SAP/Google CE 2030 Challenge 2019
Launch of the ‘Plastic Cloud’ concept

SAP Plastic Challenge 2018
Citizen led open innovation collaborative with major global producers
Global CEO backed commitment
World Economic Forum, Davos 2020

This week at the World Economic Forum, SAP announced its vision for a plastic-free ocean by 2030. Co-CEO Christian Klein made the company’s global ambition clear at the annual meeting in Davos, Switzerland.
What is Circular Economy

In a Circular economy everything has value and nothing is wasted. It involves designing and promoting products that last and that can be reused, repaired and remanufactured.
Vision Demo
Sustainability

Marketing Plans
My Tasks
All Items

Tasks

13

Campaigns

10

Missing Targets

Sustainability

Growth Management

EPR & Recyclability

29.6%

Recyclability

Q1 Q2 Q3 Q4

Marketing Operations

Resolve Issues

20.5K

EUR

Budget Planning Progress

Packaging Recyclability

Single Use 11%
Recaptured 19%
Organic Sustainable 70%

17.3%

Current Quarter

You are now not compliant with UK WRAP KPIs

this may damage public profile and brand reputation - please check consumer sentiment score (Qualtrics)

Just Now
qualtrics

Marketing

Donna Moore
Marketing Manager

1.8M

EUR. Year to Date

Campaign Priority
Media Types

Q1 Q2 Q3 Q4

Marketing Calendar
Condition Contracts

Customer Insight

Marketing Agility

EMEA

1.8M

3M

EUR. Year to Date
New Packaging Design Requirement

**Details**

- **Name:** Pivot away from using PET Plastics
- **ID:** M-REQ-1352
- **Status:** New
- **Risk:** High
- **Priority:** High
- **Affected Customers:**
- **Affected Product:** 2J0 Cold Press Coffee

**Description:**
I have concluded the benefits from the market data that we have in the Qualtrics CX system that we'll see increased brand adoption if we can prove our materials are more environmentally friendly - please can you assess

**Selected Feedback (3)**

<table>
<thead>
<tr>
<th>Category</th>
<th>Feedback</th>
<th>Submitter</th>
<th>Affected Product</th>
</tr>
</thead>
<tbody>
<tr>
<td>Packaging Mrtl</td>
<td>Seeing the Response to K&amp;L's market share increase as a reslut ... more</td>
<td>Lisa Jenkins</td>
<td>2J0 Cold Press Coffe with cream</td>
</tr>
<tr>
<td></td>
<td>Qualtrics brand research and C4HANA data has shown a direct ... more</td>
<td>Lisa Jenkins</td>
<td>2J0 Cold Press Coffe with cream</td>
</tr>
<tr>
<td></td>
<td>We suggest an improvement of the mixing ratio due to new ... more</td>
<td>Monique Legrand</td>
<td>2J0 Cold Press Coffe with cream and all others</td>
</tr>
</tbody>
</table>

**Notes**

Add a comment for this requirement

Add  Remove  ↓  ↑  0
<table>
<thead>
<tr>
<th>Phase</th>
<th>Item Number</th>
<th>Gating Factor</th>
<th>Affected</th>
<th>Requested</th>
<th>Confirmation Percentage</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>3662</td>
<td>10</td>
<td>Insufficient Lead Time</td>
<td>10 PC</td>
<td>10 PC</td>
<td>0%</td>
<td>Unconfirmed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EK-FG, EKD1</td>
<td>Feb 12, 2021</td>
<td>Feb 21, 2021</td>
<td>10 PC</td>
<td></td>
</tr>
<tr>
<td>3875</td>
<td>10</td>
<td>Materials revision change request</td>
<td>10 PC</td>
<td>10 PC</td>
<td>100%</td>
<td>Confirmed Delay</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Cold Press coffee packaging</td>
<td>Feb 14, 2021</td>
<td>Feb 21, 2021</td>
<td>10 PC</td>
<td></td>
</tr>
<tr>
<td>3943</td>
<td>10</td>
<td>Insufficient Lead Time</td>
<td>20 PC</td>
<td>20 PC</td>
<td>0%</td>
<td>Unconfirmed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CU_VALVE_A, DC72</td>
<td>Feb 19, 2021</td>
<td>Feb 21, 2021</td>
<td>0 PC</td>
<td></td>
</tr>
<tr>
<td>3943</td>
<td>20</td>
<td>Insufficient Lead Time</td>
<td>25 PC</td>
<td>25 PC</td>
<td>0%</td>
<td>Unconfirmed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CU_VALVE_A, DC72</td>
<td>Feb 19, 2021</td>
<td>Feb 21, 2021</td>
<td>0 PC</td>
<td></td>
</tr>
<tr>
<td>3944</td>
<td>20</td>
<td>Insufficient Lead Time</td>
<td>21 PC</td>
<td>21 PC</td>
<td>0%</td>
<td>Unconfirmed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EK-FG, EKD1</td>
<td>Feb 19, 2021</td>
<td>Feb 24, 2021</td>
<td>0 PC</td>
<td></td>
</tr>
<tr>
<td>3982</td>
<td>10</td>
<td>Adjusted Quantity Exceeded</td>
<td>20 PC</td>
<td>35 PC</td>
<td>57%</td>
<td>Confirmed Delay</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EK-FG, EKD1</td>
<td>Feb 22, 2021</td>
<td>Feb 27, 2021</td>
<td>35 PC</td>
<td></td>
</tr>
<tr>
<td>3991</td>
<td>10</td>
<td>Insufficient Lead Time</td>
<td>10 PC</td>
<td>10 PC</td>
<td>0%</td>
<td>Unconfirmed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EK-FG, EKD1</td>
<td>Mar 11, 2021</td>
<td>Mar 21, 2021</td>
<td>0 PC</td>
<td></td>
</tr>
<tr>
<td></td>
<td>10</td>
<td>Freeze Horizon Conflict</td>
<td>10 PC</td>
<td>10 PC</td>
<td>0%</td>
<td>Unconfirmed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EK-FG, EKD1</td>
<td>Mar 11, 2021</td>
<td>Mar 21, 2021</td>
<td>10 PC</td>
<td></td>
</tr>
<tr>
<td>4001</td>
<td>10</td>
<td>Freeze Horizon Conflict</td>
<td>60 PC</td>
<td>60 PC</td>
<td>0%</td>
<td>Unconfirmed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EK-FG, EKD1</td>
<td>Mar 14, 2021</td>
<td>Mar 21, 2021</td>
<td>0 PC</td>
<td></td>
</tr>
<tr>
<td>Order</td>
<td>Item Number</td>
<td>Gating Factor</td>
<td>Affected</td>
<td>Requested</td>
<td>Confirmation Percentage</td>
<td>Status</td>
</tr>
<tr>
<td>-------</td>
<td>-------------</td>
<td>---------------</td>
<td>----------</td>
<td>-----------</td>
<td>-------------------------</td>
<td>--------</td>
</tr>
<tr>
<td>3662</td>
<td>10</td>
<td>Insufficient Lead Time EK-FG, EKD1</td>
<td>10 PC</td>
<td>10 PC</td>
<td>Unconfirmed</td>
<td>10 PC</td>
</tr>
<tr>
<td>3875</td>
<td>10</td>
<td>Materials revision change request Cold Press coffee packaging</td>
<td>10 PC</td>
<td>10 PC</td>
<td>Confirmed Delay</td>
<td>10 PC</td>
</tr>
<tr>
<td>3943</td>
<td>10</td>
<td>Insufficient Lead Time CU_VALVE_A, DC72</td>
<td>20 PC</td>
<td>20 PC</td>
<td>Unconfirmed</td>
<td>0 PC</td>
</tr>
<tr>
<td>3943</td>
<td>20</td>
<td>Insufficient Lead Time CU_VALVE_A, DC72</td>
<td>25 PC</td>
<td>25 PC</td>
<td>Unconfirmed</td>
<td>0 PC</td>
</tr>
<tr>
<td>3944</td>
<td>20</td>
<td>Insufficient Lead Time EK-FG, EKD1</td>
<td>21 PC</td>
<td>21 PC</td>
<td>Unconfirmed</td>
<td>0 PC</td>
</tr>
<tr>
<td>3982</td>
<td>10</td>
<td>Adjusted Quantity Exceeded EK-FG, EKD1</td>
<td>20 PC</td>
<td>35 PC</td>
<td>Confirmed Delay</td>
<td>35 PC</td>
</tr>
<tr>
<td>3991</td>
<td>10</td>
<td>Insufficient Lead Time EK-FG, EKD1</td>
<td>10 PC</td>
<td>10 PC</td>
<td>Unconfirmed</td>
<td>0 PC</td>
</tr>
<tr>
<td>10</td>
<td>Freeze Horizon Conflict EK-FG, EKD1</td>
<td>10 PC</td>
<td>10 PC</td>
<td>Unconfirmed</td>
<td>10 PC</td>
<td></td>
</tr>
<tr>
<td>4001</td>
<td>10</td>
<td>Freeze Horizon Conflict EK-FG, EKD1</td>
<td>60 PC</td>
<td>60 PC</td>
<td>Unconfirmed</td>
<td>0 PC</td>
</tr>
</tbody>
</table>
### Gating Factors (1)

<table>
<thead>
<tr>
<th>Gating Factor</th>
<th>Item</th>
<th>Affected</th>
<th>Requested</th>
<th>Confirmation Percentage</th>
<th>Confirmed</th>
</tr>
</thead>
<tbody>
<tr>
<td>New materials source needed EK-FG, EKD1</td>
<td>10</td>
<td>10 PC</td>
<td>10 PC</td>
<td>Confirmed Delay</td>
<td>10 PC</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Feb 14, 2021</td>
<td>Feb 21, 2021</td>
<td></td>
<td>Apr 3, 2021</td>
</tr>
</tbody>
</table>

### Order Network Items (6)

<table>
<thead>
<tr>
<th>Receipt Req/Requirement</th>
<th>Gating Order</th>
<th>Location</th>
<th>Material</th>
<th>Quantity</th>
<th>Issues</th>
<th>Requested</th>
<th>Planned</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change Requirement</td>
<td>No</td>
<td>EK-SD</td>
<td>EK-FG</td>
<td>10 PC</td>
<td></td>
<td>Feb 21, 2021</td>
<td>Feb 21, 2021</td>
</tr>
<tr>
<td>Mtrl Stock Requirements</td>
<td>No</td>
<td>EKD1</td>
<td>EK-FG</td>
<td>10 PC</td>
<td>No Supplier Set</td>
<td>Feb 19, 2021</td>
<td>Feb 21, 2021</td>
</tr>
<tr>
<td>Planned Order</td>
<td>No</td>
<td>EKP1</td>
<td>EK-FG</td>
<td>2 PC</td>
<td></td>
<td>Feb 18, 2021</td>
<td>Feb 18, 2021</td>
</tr>
<tr>
<td>Purchase Requisition</td>
<td>No</td>
<td>EKP1</td>
<td>EK-COMP</td>
<td>2 PC</td>
<td></td>
<td>Feb 16, 2021</td>
<td>Feb 16, 2021</td>
</tr>
<tr>
<td>Planned Order</td>
<td>No</td>
<td>EKP1</td>
<td>EK-FG</td>
<td>8 PC</td>
<td></td>
<td>Feb 18, 2021</td>
<td>Feb 18, 2021</td>
</tr>
<tr>
<td>Purchase Requisition</td>
<td>No</td>
<td>EKP1</td>
<td>EK-COMP</td>
<td>8 PC</td>
<td></td>
<td>Feb 16, 2021</td>
<td>Feb 16, 2021</td>
</tr>
</tbody>
</table>
DioLive Recycled PET Polyethylene
PO-48885

Delivery Time: 12 days  Quotation Option: To Be Selected  Rate Ratio: 37.99 USD

Details

Name: Recycled Polyethylene
Manufacturer: DioLive

Factory: Florida, OL
Supplier: DioLive (23423423)

General Information

Aggregator Details

Order ID: 589946637
Contract: 10045876
Transaction Date: May 6, 2021

Expected Delivery Date: June 23, 2021
Factory: Florida, OL
Supplier: DioLive (23423423)

Ratio Rates

Variant: General Waste / Household
Color: Various (default)
Stock Rate: Default Contract per Tones
Mix: 3 Part
Rate: 37.99 USD per Tonne

Quotations Options

Work Items with Errors (23)

<table>
<thead>
<tr>
<th>Document Number</th>
<th>Company</th>
<th>Contact Person</th>
<th>Posting Date</th>
<th>Amount (Local Currency)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10223882001820</td>
<td>Jolgo</td>
<td>Denise Smith</td>
<td>11/15/21</td>
<td>12,897.00 EUR</td>
</tr>
<tr>
<td>10223882001820</td>
<td>DelBio Industries</td>
<td>Richard Wilson</td>
<td>11/15/21</td>
<td>234,197.00 EUR</td>
</tr>
</tbody>
</table>
Ncoer Plastics Ocean-Bound Recycled Polyethylene

PO-48885

Delivery Time: 16 days
Quotation Option: To Be Selected
Rate Ratio: 41.05 USD

Best Match
This Material has the largest reduction
This is the optimum combination of EPR score / material cost
Cost Saving: 22%

Details
Provider: Providence
Contact Information

Name: Ocean Bound Plastic (Certified by Ocean Cycle)
Manufacturer: Ncoer Plastics

Factory: Orlando, FL
Supplier: Ncoer Plastics (089237247)

General Information

Aggregator Details
Order ID: 589946637
Contract: 10045876
Transaction Date: May 6, 2021

Expected Delivery Date: July 01, 2021
Factory: Florida, OL
Supplier: Ncoer Plastics (089237247)

Ratio Rates
Variant: Certified picked from beaches or was ocean/river bound.
Color: Various (default)
Stock Rate: Default Contract per Tones
Mix: Official certification from Ocean Cycle
Rate: 41.05 USD per Tonne

Quotations Options

Work Items with Errors (23)

<table>
<thead>
<tr>
<th>Document Number</th>
<th>Company</th>
<th>Contact Person</th>
<th>Posting Date</th>
<th>Amount (Local Currency)</th>
</tr>
</thead>
<tbody>
<tr>
<td>87132649801234a</td>
<td>Loyton Mc Dunner</td>
<td>Daren Smith</td>
<td>11/20/21</td>
<td>10,761.00 EUR</td>
</tr>
<tr>
<td>23495893842bx</td>
<td>Industries Logistics</td>
<td>Stephen Jamerson</td>
<td>10/18/21</td>
<td>4971.00 EUR</td>
</tr>
</tbody>
</table>

© 2020 SAP SE or an SAP affiliate company. All rights reserved.
### Gating Factors (1)

<table>
<thead>
<tr>
<th>Gating Factor</th>
<th>Item</th>
<th>Affected</th>
<th>Requested</th>
<th>Confirmation Percentage</th>
<th>Confirmed</th>
</tr>
</thead>
<tbody>
<tr>
<td>New materials source needed</td>
<td>10</td>
<td>10 PC</td>
<td>10 PC</td>
<td>Confirmed Delay</td>
<td>10 PC Apr 3, 2021</td>
</tr>
<tr>
<td>EK-FG, EKD1</td>
<td></td>
<td>Feb 14, 2021</td>
<td>Feb 21, 2021</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Order Network Items (6)

<table>
<thead>
<tr>
<th>Receipt/Requirement</th>
<th>Gating Order</th>
<th>Location</th>
<th>Material</th>
<th>Quantity</th>
<th>Issues</th>
<th>Requested</th>
<th>Planned</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change Requirement</td>
<td>No</td>
<td>EK-SD</td>
<td>EK-FG</td>
<td>10 PC</td>
<td></td>
<td>Feb 21, 2021</td>
<td>Feb 21, 2021</td>
</tr>
<tr>
<td>Mtrl Stock Requirements</td>
<td>No</td>
<td>EKD1</td>
<td>EK-FG</td>
<td>10 PC</td>
<td>New Supplier Set</td>
<td>Feb 19, 2021</td>
<td>Feb 21, 2021</td>
</tr>
<tr>
<td>Planned Order</td>
<td>No</td>
<td>EKP1</td>
<td>EK-FG</td>
<td>2 PC</td>
<td></td>
<td>Feb 18, 2021</td>
<td>Feb 18, 2021</td>
</tr>
<tr>
<td>Purchase Requisition</td>
<td>No</td>
<td>EKP1</td>
<td>EK-COMP</td>
<td>2 PC</td>
<td></td>
<td>Feb 16, 2021</td>
<td>Feb 16, 2021</td>
</tr>
<tr>
<td>Planned Order</td>
<td>No</td>
<td>EKP1</td>
<td>EK-FG</td>
<td>8 PC</td>
<td></td>
<td>Feb 18, 2021</td>
<td>Feb 18, 2021</td>
</tr>
<tr>
<td>Purchase Requisition</td>
<td>No</td>
<td>EKP1</td>
<td>EK-COMP</td>
<td>8 PC</td>
<td></td>
<td>Feb 16, 2021</td>
<td>Feb 16, 2021</td>
</tr>
</tbody>
</table>
### Gating Factors (1)

<table>
<thead>
<tr>
<th>Gating Factor</th>
<th>Item</th>
<th>Affected</th>
<th>Requested</th>
<th>Confirmation Percentage</th>
<th>Confirmed</th>
</tr>
</thead>
<tbody>
<tr>
<td>New materials format needed</td>
<td>10</td>
<td>10 PC</td>
<td>10 PC</td>
<td>Confirmed Delay</td>
<td>10 PC</td>
</tr>
<tr>
<td>EK-FG, EK-D1</td>
<td></td>
<td>Feb 14, 2021</td>
<td>Feb 21, 2021</td>
<td>100%</td>
<td>Apr 3, 2021</td>
</tr>
</tbody>
</table>

### Order Network Items (6)

- EK-FG
- EK-D1
- 10 Ton
- 10 Ton
### Gating Factors (1)

<table>
<thead>
<tr>
<th>Gating Factor</th>
<th>Item</th>
<th>Affected</th>
<th>Requested</th>
<th>Confirmation Percentage</th>
<th>Confirmed</th>
</tr>
</thead>
<tbody>
<tr>
<td>New materials format needed</td>
<td>10</td>
<td>10 PC</td>
<td>10 PC</td>
<td>100%</td>
<td>Apr 3, 2021</td>
</tr>
<tr>
<td>EK-FG, EKD1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Order Network Items (6)

- EK-SD
- EK-FG
- 10 Ton

- EKD1
- EK-FG
- 2 PC

- EK-SD
- EK-FG
- 10 Ton

- EK-SD
- EK-FG
- 8 PC

- EK-SD
- EK-FG
- 10 PC
Responsible Sourcing & Marketplace

Ethical sourcing from the informal sector to unlock new sources of recycled materials
Responsible Recovery and Re-use

Topolytics Waste Insights & Tracking combined with SAP data …
Customer Engagement Plan

Opportunities to Engage

Connect Community
Thought leadership forum for customers, industry experts and NGOs to participate and share insights and hear updates on all SAP activities relating to Sustainable Business.

Exec Advisory Council
Group of customers, partners and NGOs engaged in general direction of roadmap.

Co-Innovation Groups
Customers fully engage and contribute to co-innovation program priorities and roadmap. Committed to shared resources and deliverables.

Contact:
SustainableBusinessInnovation@sap.com
for more information

Individual customer / customer group driven timetable based on strategic requirements

© 2020 SAP SE or an SAP affiliate company. All rights reserved.
QUESTIONS?

Marcus Wagner  
Global Environmental Lead Sustainability

Sabine Otholt  
Head of Strategic Customer Engagements S/4HANA

Toby Croucher  
Head of Solution Management Climate 21 & Sustainability

James Sullivan  
Global Lead Circular Economy Sustainable Business Innovation

Darren West  
Business Development Director for Circular Economy Products

Please contact us: sustainability@sap.com