

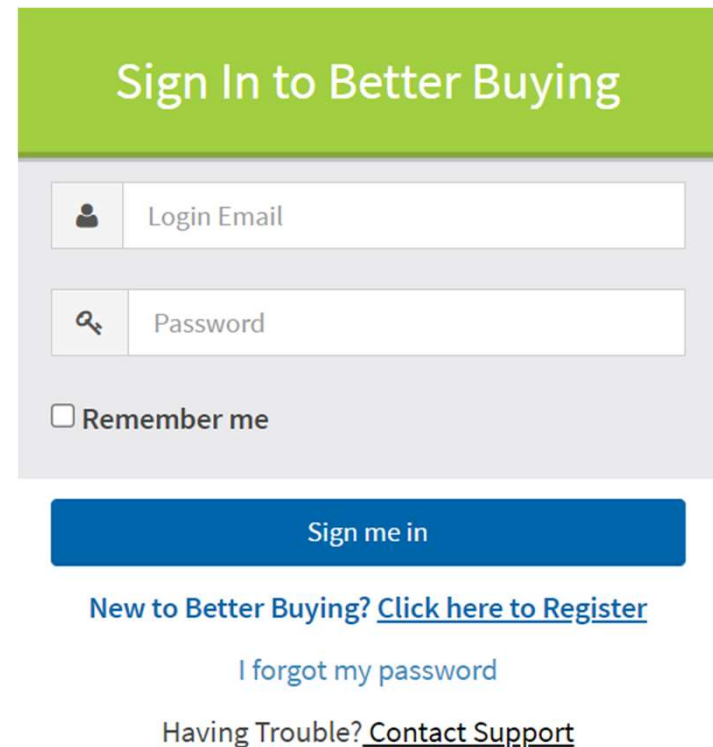


The role of supplier data in accelerating change

TCMA, Istanbul, October 2022

What is the Better Buying™ Institute?

- Supports buyers and suppliers to improve their purchasing practices collaboratively - without jeopardizing their business relationship
- Integrated tools and resources enable year-round monitoring
- 100% anonymous
- Supports audit harmonization
- 30 big-name brand and retailer subscribers
- 1,747 supplier ratings in 2022 cycle - up 43% on previous year



Sign In to Better Buying

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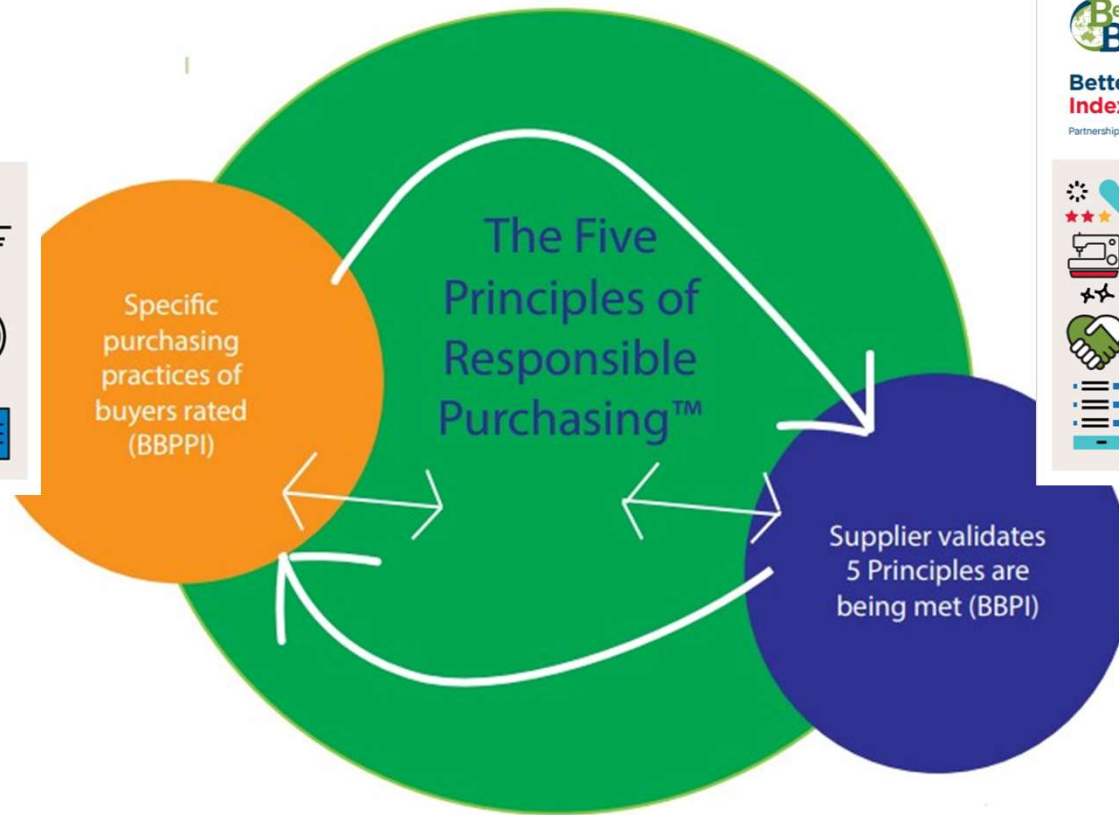
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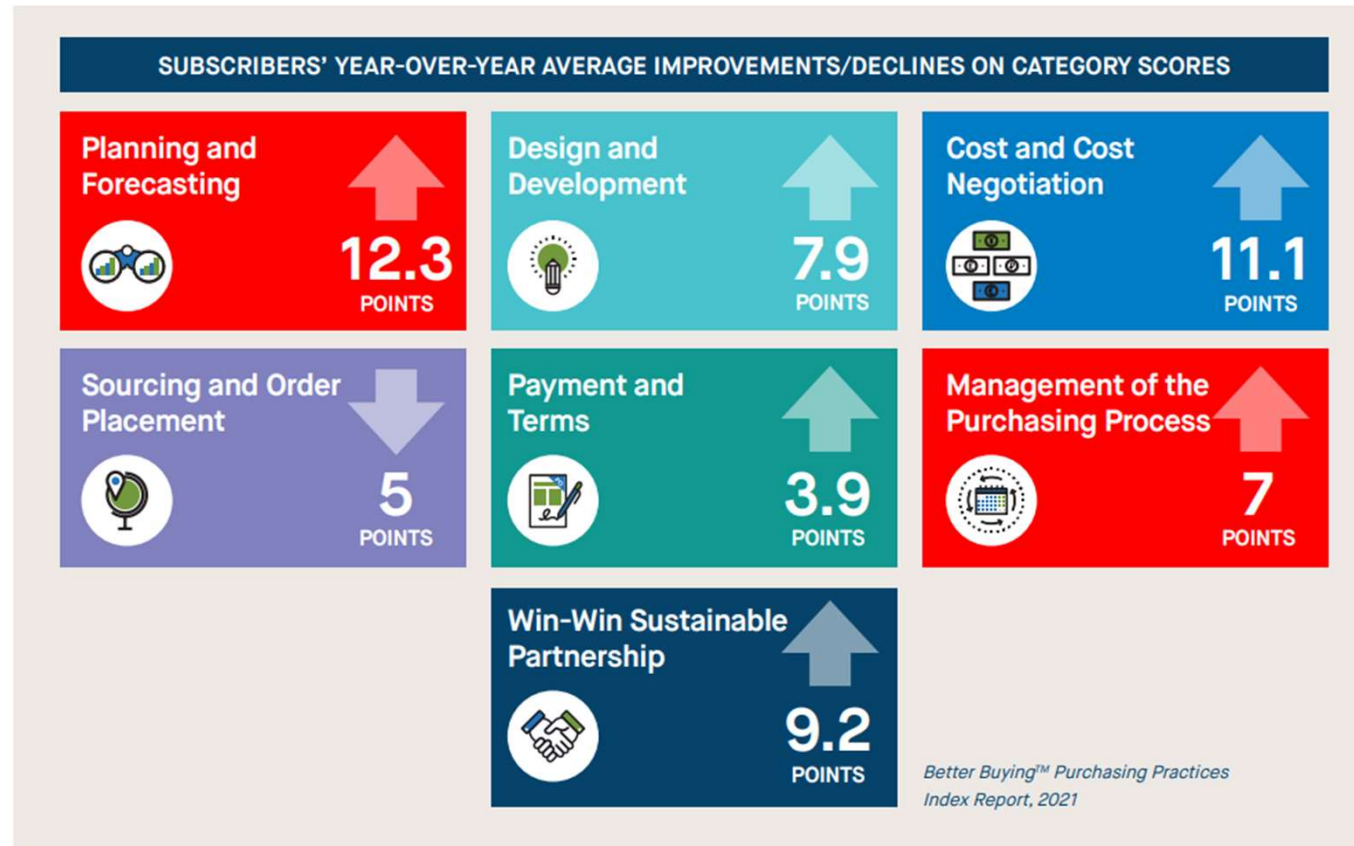
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Having Trouble? [Contact Support](#)

Better Buying's Tools and Surveys

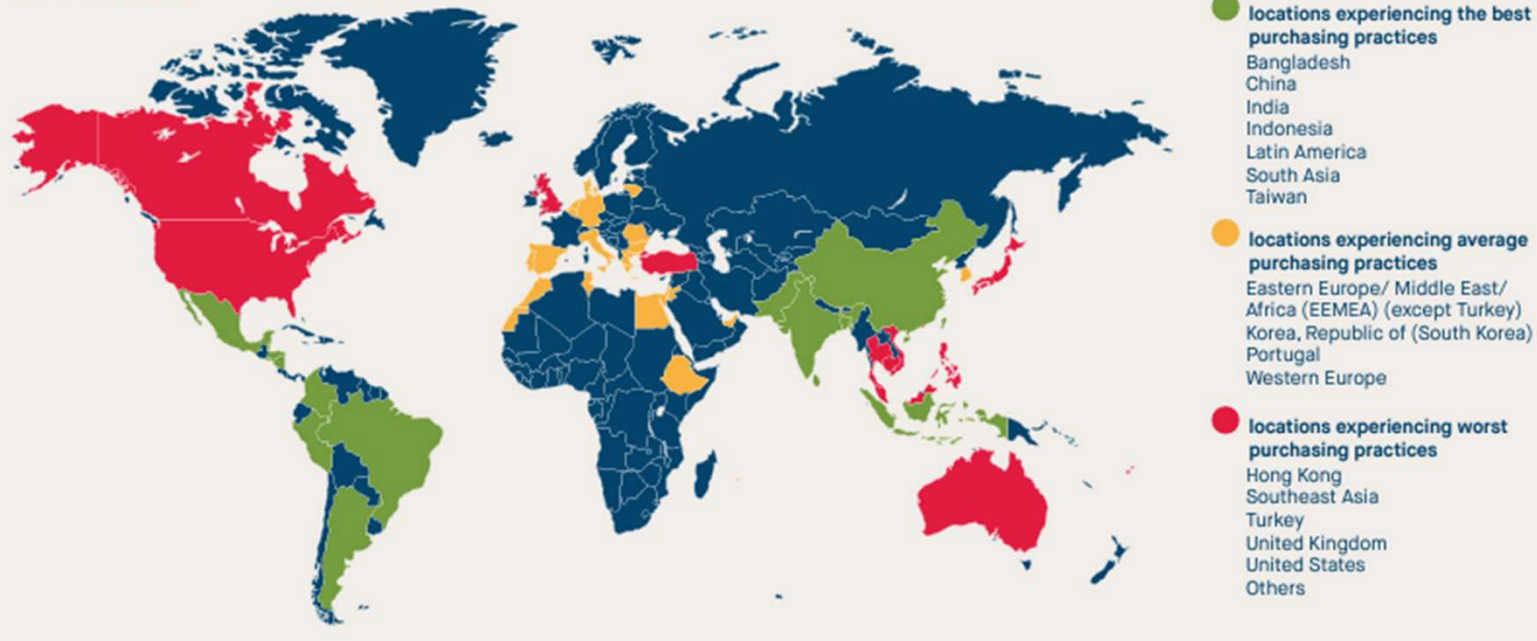


Better Buying subscriber brands and retailers are improving



From BBPPI 2019

The map below highlights locations specifically experiencing better, average, and worse purchasing practices in comparison with other locations.



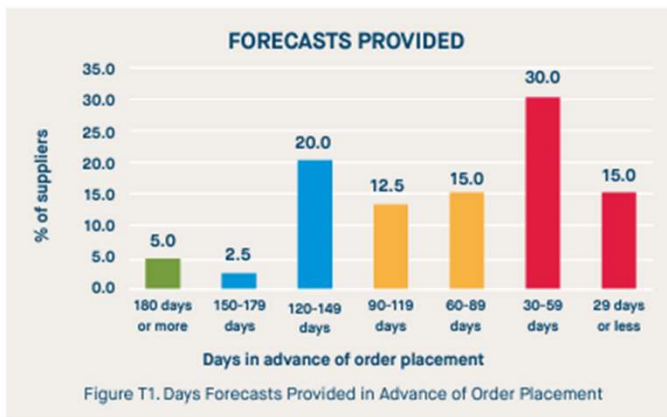
¹ The initial idea was to analyze responses of the Top 10 locations by ratings submitted, but there was a tie for 10th place. Numbers of ratings submitted by each location are reported in Table A6.

² See additional detailed data and tests of difference in Table A5 and A6 of the Appendix.

From BBPPI 2019

RETAILER/BRAND PLANNING AND FORECASTING PRACTICES IN TURKEY

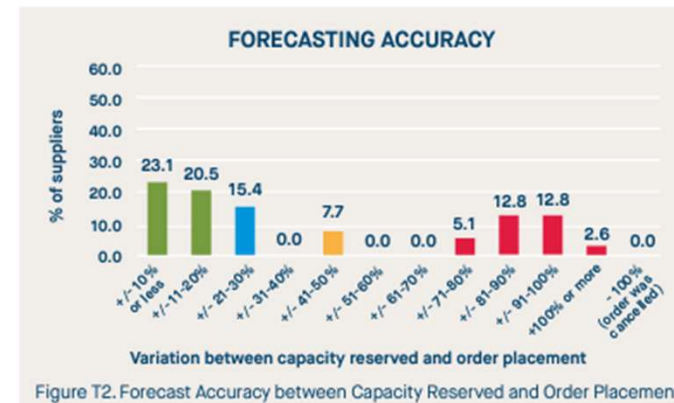
- > 85.1% of suppliers in Turkey receive forecasts
 - 70.0% report receiving regular forecast updates
- > 27.5% of suppliers received forecasts 120 days or more in advance of order placement



- > Retailers and brands reserving capacity in advance of production and significant differences from other locations:



- Actual orders within 20% of capacity reserved and significant differences from other locations:



From BBPPI 2019

RETAILER/BRAND SOURCING AND ORDER PLACEMENT PRACTICES IN TURKEY

> Suppliers reporting incentives are received for compliant production and significant differences from other locations:

- Larger volume most frequently reported incentive: 12.8%

TURKEY

35.0%

CHINA

56.7%

BANGLADESH

62.8%

> Monthly Order Variation (Order Risk-to-Reward) and significant differences from other locations (lower percentage is best):

TURKEY

88.9%

CHINA

70.9%

TAIWAN

63.0%

BANGLADESH

65.8%

KOREA

41.5%

INDONESIA

58.3%

LATIN AMERICA

49.0%

SOUTHEAST ASIA

47.5%

- Suppliers reporting monthly order (ORR) variation negatively impacted workplace conditions and significant differences from other locations:

TURKEY

31.9%

TAIWAN

66.0%

KOREA

54.1%

SOUTHEAST ASIA

53.8%

The BBPI is live now! Scan this QR Code and submit a rating





Thank you

DELIVERED BY

Marsha Dickson, President and Co-Founder