



# BIOTRONIK

excellence for life

**BIOTRONIK**  
Supplier Manual

# Contents

<b>1. General</b>	<b>4</b>
1.1 BIOTRONIK	4
1.2 Area of application	4
1.3 General Terms and Conditions of Purchase (GTCP)	5
1.4 Supplier management	5
<b>2. Environmental, Social and Responsible Corporate Governance (ESG)</b>	<b>5</b>
2.1 Supplier Code of Conduct	5
2.2 ESG and due diligence	5
2.3 Environment	5
2.3.1 REACH	6
2.3.2 RoHS	6
2.3.3 Conflict materials	6
2.4 Data security	6
<b>3. Order Processing</b>	<b>6</b>
3.1 Orders placed by the purchasing department and terms of payment	6
3.2 Invoicing	7
<b>4. Logistics</b>	<b>7</b>
4.1 Terms of delivery	7
4.2 Notifications/Import regulations	7
4.3 Foreign trade law	8
<b>5. Quality Management</b>	<b>8</b>
5.1 Supplier's Quality Management System (QMS)	8
5.2 Quality Management Agreement (QMA)	8

6. Supplementary Provisions	8
6.1 Allocation of resources	8
6.2 Relocation of the production facility	8
6.3 Contingency plan	8

# BIOTRONIK

## Supplier Manual

### 1. General

#### 1.1 BIOTRONIK

We are a leading global medical technology company. Our products and services save and improve the lives of millions suffering from heart and blood vessel diseases as well as chronic pain. Driven by a purpose to perfectly match technology with the human body, we focus on innovation and quality. We develop reliable cardiovascular, endovascular and neuromodulation solutions.

At BIOTRONIK, patient well-being is our top priority and has been for 60 years. Helping people is at the heart of our company and drives all our employees worldwide. Our slogan "Excellence for Life" is our guiding principle that has helped us grow from humble beginnings into a global leader. Our technologies enable doctors in more than 100 countries to treat patients to the highest standard of care.

We stand for the highest quality, safety and reliability. That is why our products are developed and manufactured in renowned innovation centers in Germany, the USA and Singapore.

The difference we can make in people's lives is our passion. Thousands of BIOTRONIK employees around the world work every day to offer high-quality solutions that people can trust. Our commitment to

our core values is reflected in our daily efforts to bring about positive change.

In order to fulfill our task, we need reliable partners. Only if all those involved along the value chain manufacture the best products at the highest technical level and at an economical cost can we be successful together over the long term in this market. We therefore see it as our responsibility to work closely with our suppliers, to exchange information in a spirit of trust and to consistently pursue potential for improvement. We want the partnership to be beneficial for both sides.

This Supplier Manual applies in addition to BIOTRONIK's General Terms and Conditions of Purchase. It summarizes key aspects of our joint work and is intended to serve as a guide for our suppliers so that they can understand our requirements. This makes cooperation measurable for our suppliers, and they can align their processes with our expectations. If individual aspects cannot be provided by the supplier in this way, we expect specific information regarding customization requests. We will take this information on board with an open mind and look at it for possible consequences for our processes.

This document is intended to describe and explain our supplier requirements, particularly with regard to the environment, data security and logistics. The Supplier Manual is a binding document. It is part of the contractual agreement between us and our suppliers. It is already valid at the pre-contractual stage and is a guide for a lasting, successful and high-quality partnership.

We strive for a high-quality and lasting partnership with our suppliers. This Supplier Manual is intended to help improve the relationship between the respective partner and us, to minimize frictional losses and to avoid additional work and costs.

#### 1.2 Area of application

The minimum requirements set out in this manual apply in addition to the General Terms and Conditions of Purchase (GTCP) and must be observed by all suppliers who supply or will supply us with goods and/or services (hereinafter also referred to as "Contract Products"), irrespective of where the suppliers are located or where the transfer of risk is defined. These requirements apply to all companies of the BIOTRONIK Group (hereinafter referred to as BIOTRONIK).

## 1.3 General Terms and Conditions of Purchase (GTCP)

The GTCP are generally valid upon ordering/delivery and are binding. They shall be used as a basis with the simultaneous exclusion of other terms and conditions. Deviating provisions in individual orders or individual agreements (e.g. a framework agreement) shall always take precedence over the provisions of these GTCP.

The current version is available on our website (<https://www.biotronik.com/en-int/company/about-us/corporate-procurement>) or can be requested by e-mail to [procurement@biotronik.com](mailto:procurement@biotronik.com).

## 1.4 Supplier management

BIOTRONIK uses the SAP Ariba source-to-procure solution to efficiently handle its strategic and operational procurement processes. In the interests of process efficiency, BIOTRONIK expects its suppliers to register in the SAP Business Network and link the supplier account in the network with the BIOTRONIK account. Further details can be found at this link (<https://www.sap.com/germany/products/business-network/suppliers/overview.html>).

In order to assess and monitor supplier suitability, BIOTRONIK reserves the right to take appropriate measures to ensure compliance with its obligations and general expectations. The following measures, among others, can be used for verification:

- Requesting the supplier to provide self-disclosure, to answer questionnaires, to provide certificates or external assessments, e.g. by ratings companies
- The possibility to carry out audits
- Designing and following development plans

## 2. Environmental, Social and Responsible Corporate Governance (ESG)

### 2.1 Supplier Code of Conduct

BIOTRONIK takes responsibility for and is committed to adhering to the highest social, environmental and ethical standards. Our Code of Business Conduct forms the foundation of our compliance program and is supplemented by the declaration of principles on

the respect for human rights and the whistleblower system. You can find out more on the BIOTRONIK homepage (<https://www.biotronik.com/en-int/company/corporate-responsibility/ethical-business>).

At the same time, BIOTRONIK expects its suppliers to comply with the same principles by accepting the BIOTRONIK Supplier Code of Conduct or by complying with their own Code of Conduct, which essentially corresponds to the contents of the BIOTRONIK Supplier Code of Conduct.

Please consider the BIOTRONIK Supplier Code of Conduct or your own Code of Conduct as an initiative for the entire supply chain and require at least your next-level suppliers to recognize and implement the principles.

Fundamental to the adoption of the BIOTRONIK Supplier Code is the understanding that they must conduct all activities in full compliance with the applicable laws, rules and regulations of the countries in which business activities are conducted. The Supplier Code of Conduct can be found on the BIOTRONIK website (<https://www.biotronik.com/en-int/company/about-us/corporate-procurement>).

### 2.2 ESG and due diligence

BIOTRONIK is subject to strict regulatory requirements and market expectations with regard to ESG criteria and is required to provide evidence of the measures it has taken.

The requirements have an impact on the entire supply chain. BIOTRONIK therefore requires its suppliers not only to comply with its Code of Conduct, but also to pass on the binding requirement to comply with the same principles to the next supplier level.

### 2.3 Environment

Suppliers must provide all deliveries and services in such a way that they comply with the current "legal provisions" at the time the product is created, regardless of where the product is created. This also includes the safety and environmental protection regulations, such as the Ordinance on Hazardous Substances and the safety recommendations of the relevant German expert bodies or professional associations.

Relevant certificates, test certificates and verifications must be supplied free of charge in accordance with the statutory requirements. For hazardous substances, the current safety data sheet must be supplied with every delivery. The products, as well as their deliveries and services, are based on the prevailing state-of-the-art technology.

We expect all of our suppliers to be able to trace the procured intermediate goods or finished products at all stages of product creation for any production processes that are harmful to the environment or violate working conditions.

### 2.3.1 REACH

The supplier is obliged to fully comply with and implement the requirements arising from the REACH Regulation (EU Chemicals Regulation - Registration, Evaluation, Authorization and Restriction of Chemicals). The supplier is thus obliged to notify BIOTRONIK of substances of very high concern (SVHC) contained in goods and to provide information. Please also note, where applicable, the weight of the components supplied.

If there is no legal obligation for the supplier to provide information, but the goods delivered to BIOTRONIK contain substances of very high concern (SVHC), BIOTRONIK will assume that the goods delivered without REACH information do not contain SVHC or that the legally defined maximum limit is not exceeded. In the event of changes that affect the declaration obligation, the supplier is obliged to notify BIOTRONIK in writing within one (1) working week.

### 2.3.2 RoHS

If the Contract Product is an electronic device and/or an electrical component or an electronic component, the supplier is obliged to fully comply with and implement the EU directive on the restriction of the use of certain hazardous substances in electrical and electronic equipment (RoHS - Restriction of Hazardous Substances), which is regulated in Germany under the ElektroStoffverordnung.

If BIOTRONIK requests evidence of such Contract Products, the supplier shall deliver such evidence to BIOTRONIK free of charge within one (1) working week.

### 2.3.3 Conflict materials

The supplier must take into account that the Contract Products delivered to us must not knowingly contain any conflict minerals in accordance with EU Regulation EU 2017/821 and that only sustainably produced and traded minerals (in accordance with OECD Due Diligence Guidance) are used during manufacture. According to the regulation, the supplier must also require this of its sub-suppliers along the supply chain.

We expect the supplier to provide us with written information on this within one (1) working week upon our request.

## 2.4 Data security

BIOTRONIK is subject to strict regulatory requirements with regard to the security of data and information of its patients, employees, customers, and suppliers throughout the entire processing period, which result, for example, from the EU General Data Protection Regulation (GDPR) and the Network and Information Security Directive 2 (NIS2). In order to meet these requirements, suppliers must also comply with recognized and suitable data protection measures. BIOTRONIK reserves the right to check these regularly and to request suitable evidence if necessary.

## 3. Order Processing

### 3.1 Orders placed by the purchasing department and terms of payment

Orders are sent to suppliers exclusively by the purchasing department via e-mail or EDI. Procurement via order forms on the Internet and payment by credit card are the exception and require prior approval by the purchasing department on a case-by-case basis. Unless otherwise agreed, payments shall be made at our discretion within 60 days net at the middle of the month (MOM) without deduction or within 30 days with a 3% discount, provided we have no complaints about the delivery or service.

## 3.2 Invoicing

Invoices must always be sent electronically in a simple form by e-mail. Depending on the company placing the order, the following e-mail addresses apply:

- BIOTRONIK SE & Co. KG:  
Re-BIOSECoKG@biotronik.com
- BIOTRONIK Corporate Services SE.  
Re-BCSSE@biotronik.com
- BIOTRONIK Vertriebs GmbH & Co. KG:  
Re-BIOVGmbHCoKG@biotronik.com
- BIOLAB Innovation GmbH:  
Re-BIOLABinnoGmbH@biotronik.com

We cannot process electronic invoices that are sent to other e-mail addresses within the company.

We expect the following invoice formats (sorted by priority):

1. Electronic exchange format
2. PDF format

In order for invoices to be processed automatically, at least the following information is expected on the invoice:

- Order with purchase order
  - Order number
- Order without purchase order
  - E-mail address of the requester
  - Name of the requester

Please also note the customs requirements in section 4.3 Foreign trade law.

If essential information is missing from the invoice, it will be returned to you in future with a request to complete the missing information.

Other important rules:

- Each e-mail may contain exactly one invoice.
- Each invoice should refer to exactly one order (no collective invoices).
- The PDF files must not contain an electronic signature.
- The mandatory contents of invoices are set out in Section 14 (4) UStG [German VAT Act]. In addition, Art. 226 of Council Directive 2006/112/EC on the common system of value added tax [Directive 2006/112/EC] must be observed. Please avoid address additions that differ from this. BIOTRONIK reserves the right to reject invoices that are not correctly stated.

## 4. Logistics

### 4.1 Terms of delivery

The transport responsibility results from the defined Incoterms (international trade clauses). Unless otherwise agreed, DDP shall apply.

In the event that Incoterm FCA has been agreed, the delivery obligation also expressly includes any customs declarations for export.

The ordered goods must be delivered in the specified condition with complete delivery documents. BIOTRONIK reserves the right to return over-deliveries, under-deliveries or non-communicated advance deliveries in terms of quantity and date at the supplier's expense.

### 4.2 Notifications/Import regulations

For all deliveries from third countries, a notification by e-mail to [customs@biotronik.com](mailto:customs@biotronik.com) with the following contents is expected:

- Tracking number
- Order number
- Commercial invoice\*
- Packing list incl. information on the scope of the shipment
- Information on any dangerous goods contained

Since 01 OCT 2023, there has been a ban on the import of iron and steel products if they contain (primary) materials originating in Russia. A corresponding confirmation must be sent with the advice note for the goods concerned.

\*Commercial invoices must meet the requirements of Import Control System 2 (ICS2). The following information is mandatory:

- Exact description of goods
- HS code per item
- EORI number of the domestic consignee
- Incoterm (complete, with named location)

Shipping documents are required to ensure smooth shipping and customs clearance.

The packing list must contain at least the following information:

- Quantity and article number
- Order number
- Net weight per item

- Quantity of parcels and total weight
- Shipping term (Incoterm)
- Country of origin
- Shipping point/sender
- Receiver

### 4.3 Foreign trade law

The contractual partner shall provide any proof of origin requested by BIOTRONIK with all necessary information and make it available without delay. The same applies to VAT-related evidence for foreign and intra-Community deliveries.

The contracting party is obliged to provide BIOTRONIK with the following foreign trade data for each goods delivery (including within Germany) on the delivery note or invoice:

- Country of origin
- Commodity code (HS code)
- Classification numbers:
- For Germany/EU (export list number/no. according to Annex I EC Dual-Use Regulation) if applicable
  - If the goods are subject to the US (re-)export regulations (subject to the EAR): an ECCN in acc. with EAR/ITAR
- Other national identifiers, if applicable
- If no number available then NULL message

This obligation to provide information applies to the contractual partner in the event of changes to the law and even after end of the business relationship.

The seller guarantees compliance with the provisions on the "secure supply chain", as expressed in particular in Council Regulations 2580/2001 and 881/2002. This means in particular that the contractual partner shall ensure that goods to be produced, stored or made available for transport are only produced or stored at safe operating sites, that shipping is safe and the goods are protected against unauthorized access and that the personnel involved have been trained accordingly. The contractual partner shall also ensure that any of its business partners active in its supply chain are aware of their obligations regarding this.

The contractual partner undertakes to comply with all applicable export/import regulations and any associated embargo regulations, trade bans and sanctions. For this purpose, the contractual partner shall ensure that regulations of the EU in particular and, insofar as applicable, the corresponding U.S.

regulations are observed by means of suitable organizational measures.

## 5. Quality Management

### 5.1 Supplier's Quality Management System (QMS)

The supplier has established a QMS in accordance with the ISO 9001 standard. According to this standard, the supplier is permanently obliged to improve its QMS. If the supplier receives a new certificate, it must send an electronic copy of all its certificates to the responsible BIOTRONIK supplier manager without being requested to do so.

### 5.2 Quality Management Agreement (QMA)

The supplier agrees in principle to enter into a QMA with BIOTRONIK if required, due to the nature of the Contract Products supplied.

## 6. Supplementary Provisions

### 6.1 Allocation of resources

The supplier shall ensure that resources are allocated in such a way that reliable delivery of the Contract Products to BIOTRONIK is possible. It is obliged to maintain an appropriate stock of goods at all times, which always exceeds the delivery quantity. This inventory must be ensured at all times — even during maintenance periods. In addition, the supplier undertakes to provide six (6) months' advance notice of any maintenance period.

### 6.2 Relocation of the production facility

In order to avoid delivery bottlenecks, the supplier must provide at least twelve (12) months' advance notice of any relocation of a production facility and its subsequent steps to maintain delivery capability.

### 6.3 Contingency plan

The supplier must draw up and implement a contingency plan within its organization to be used in the event of disruptions that affect the value chain and



the ongoing supply of Contract Products to BIOTRONIK. The contingency plan is intended to help ensure delivery capability.

Disruption can be:

- Relocation of machines and tools
- Delays or damage to the delivery
- Nonconformities
- Breakage damage to tools or machines
- Disruptions to deliveries from subcontractors
- Computer/network problems

Possible measures could be:

- Building up safety stocks
- Provide/qualify alternative production options
- Know alternative sources of supply for primary materials
- Sufficient IT security measures
- Flexible capacities to ensure delivery capability via short-term rework (weekend work, shift work, etc.)
- Communication matrix with contact persons and representatives in different departments

The supplier must further develop the contingency plan and implement it in its operations in order to guarantee smooth operations in the event of such disruptions. Upon request the supplier shall submit its contingency plan to BIOTRONIK.

Should the above-mentioned disruptions occur, BIOTRONIK must be informed immediately by the supplier in order to guarantee effective cooperation and appropriate delivery in good time.