2021 ARCHROMA SUSTAINABILITY AWARDS
Application Form

1. Team

3. Title of the application: (for ease of reference by the Jury and voters)

Make it special and specific!

"EVERYBODY SELLS" – through operational excellence

4. Award category
Please chose one of the following award categories. If you wish to apply for several categories, please complete one application form per category.

I/we apply for the following category (select only one per form, 2 forms maximum):

☐ Business Win
☐ Diversity & inclusion

☐ Environment
☒ Excellence
☐ Innovation
☐ Safety First
☐ Sustainable partnership

5. Elevator pitch

Please create a short text to describe your project/submission to describe it and convince jury and voters why they should select it. (max 50 words)

Reduce CP01 of finished goods to improve probability through yield improvement & enhance purchasing affordability by utilizing slow movers and dead stock material of Archroma PK.

6. Describe how your project and its impact help achieving the category-specific criteria

Projects fall in operational excellence by
Yield Optimization…………. Strengthen organization pocket
Economical Products………. Gain strength of competition
Dead stock/slow movers' consumption………. Increased Archroma PK Cash flow.

Total Excellence Improvement Benefits	**2873 KUSD**

7. Describe how your project supports "The Archroma Way to a Sustainable World: Safe, efficient, enhanced, it's our nature" (Max. 1000 words)

When a finished goods and raw material not use in time then become slow mover or dead stock. All risks (like financial or quality due to expiry) associated with this dead stock could be possible. Dead stock/slow mover consumption is only possibility to address these risks. Similarly, economical products with good quality are always fast moving and carry less risk of storage.
All working has been done by following Archroma guideline related to Risk Assessment & MOC process. So, project fully support "The Archroma Way to a Sustainable World"

8. Describe how your project demonstrates the company mindset "Everybody sells!" supported by our ACTS (Max. 1000 words)

This wonderful achievement clearly shows commitment and mindset of operation team (QA & Production) that "Everybody sells!"
Whole project fully complies to all four pillars of Acts. Customer & market focus demonstrated through yield optimization and making economical products based on sales team feedback. While dead stock and slow movers' consumption is best example of speed and simplicity.

Excellence Improvement Award – 2022 Archroma Pakistan

1. Yield improvement to optimize product strength as per market requirement and within QC Specification.

   859.91KUSD from January 2021 to June 2022.

Production Areas	Saving in KUSD
Yield Improvement in textile/Paper Dyes Products	353.4
Yield Improvement in textile/Paper Chemical Products	419.2
Yield Improvement in textile/Paper Pigment Products	10.11
Yield Improvement in textile/Paper Binder and Emulsion Products	77.2
Total	**859.91**

2. 1657 KUSD Dead stock consumption (Raw material, Slow movers, Market return & Off spec products.) from January 2021 to June 2022 to control inventory to reach dangerous level.

	Saving in KUSD
Dead stock consumption (Raw material, Slow movers, Market return & Off spec products.)	**1657**

3. 356.2 KUSD Cost Reduction in CP 01 of finished Products to shapeup them as per customer wallet capacity and economically compatible with competitors' products in market from January 2021 to June 2022.

Production Areas	Saving in KUSD
Textile/Paper Dyes Products	53.0
Textile/Paper Chemical Products	293.1
Textile/Paper Pigment Products	10.11
Total	**356.2**

Total Excellence Improvement Benefits	**2873 KUSD**

ACCOUNTABILITY FOR PERFORMANCE   CUSTOMER & MARKET FOCUS   TEAMWORK & COLLABORATION   SPEED & SIMPLICITY

I declare to have read and accepted the privacy policy: https://www.archroma.com/archroma-sustainability-awards-policy

In case the submitted project belongs to a team, I declare that I have the authorization of all of them and that they have read and agreed with the privacy policy (attach to the submission!!!).