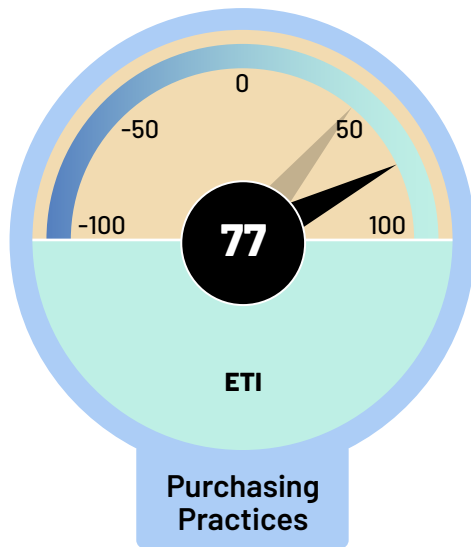


Better Buying Partnership Index: ETI

December 2023



Softgoods Benchmark (n=1026)



ETI Member (n=52)

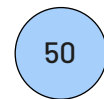


○ ● Detractors ● ● Collaborators ● ● True Partners

BBPI score:



December 2023



December 2022



Softgoods Benchmark

Partnership performance

Total respondents % (n=52)

○ ● Detractors ● ● Collaborators ● ● True Partners

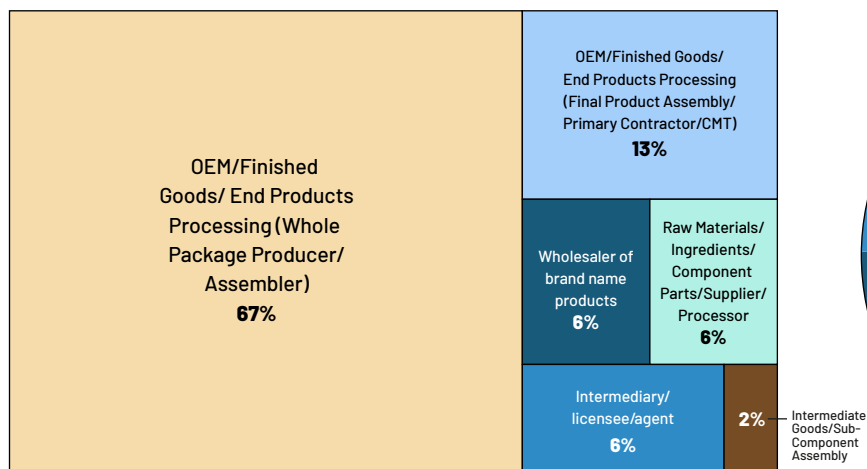
Comparison
2022 / 2023

ETI Member gives the visibility necessary to plan our business operations	9,6%	5,8%	84,6%	+39,1%
ETI Member gives us enough time for all processes	3,8%	17,3%	78,8%	+22,1%
ETI Member's operational processes are efficient	1,9%	15,4%	82,7%	+32,1%
ETI Member's financial practices are fair	5,8%	11,5%	82,7%	+15,3%
Business with ETI Member is stable	7,7%	17,3%	75,0%	+24,4%
ETI Member has good communication practices	3,8%	9,6%	86,5%	+15,2%
ETI Member's business dealings with us are free of corruption and bribery	3,8%		96,2%	+2,4%
ETI Member reduces duplicative audit requirements for workplace conditions and environmental performance	5,8%	15,4%	78,8%	+12,5%
ETI Member does its part to improve working conditions in facilities in its supply chain	7,7%	7,7%	84,6%	+26,7%
ETI Member does its part to improve environmental performance in its products and supply chain	5,8%	11,5%	82,7%	+24,3%
ETI Member asks for our suggestions for product and process innovation	13,5%	11,5%	75,0%	+27,2%
ETI Member is a preferred partner	3,8%	5,8%	90,4%	+12,3%

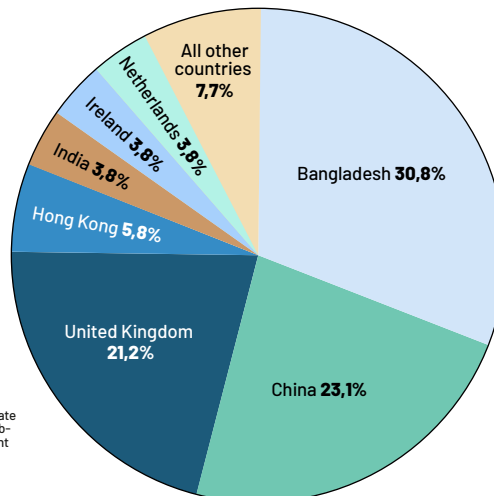
Supplier participation

Response rate: NA

Business Type



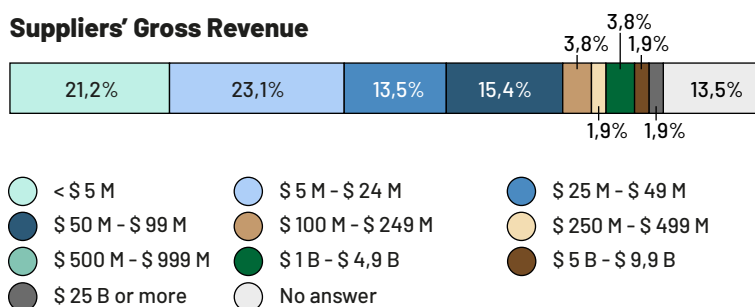
Supplier HQ Country



Orders Received

73%	- Directly from ETI Member
25%	- Through a 3rd party
2%	- Orders were received both ways

Suppliers' Gross Revenue



About BBPI Categories

True Partners understand and embody their role in creating mutually beneficial and sustainable partnerships. They seek input from suppliers through two-way dialogue and work closely with suppliers toward shared objectives and win-win solutions. Their work and use of time and resources is efficient and non-duplicative; their partnerships are marked by fairness, risk-sharing, and a long-term focus. Responses of "All of the Time" (5) on each of the questions are used to calculate True Partners %.

Collaborators strive toward improved communications with their partners and increasing levels of collaboration, transparency, and responsibility in their partnerships with suppliers. Collaborators are better partners than Detractors, as their practices frequently, but not always reflect a win-win mentality. Responses of "Often" (4) on each of the questions are used to calculate Collaborators %.

Detractors demonstrate a lack of trust in and respect for their suppliers by limiting the amount of information-sharing and not making efficient use of time and resources. Practices reflect a primary focus on achieving their own objectives and margins (often at the expense of suppliers), and this prevents open dialogue and blinds Detractors to opportunities for shared benefit. Responses of "Sometimes" (3), "Rarely" (2), "Never" (1) on each of the questions are used to calculate Detractors %.

About Better Buying™

Better Buying™ is a global initiative that provides retailers, brands, and suppliers a cloud-based platform to obtain data-driven insights into purchasing activities. Better Buying's transparency fosters sustainable partnerships and mutually beneficial financial results and other outcomes. Anonymous supplier ratings of member purchasing practices obtained by the independent third-party initiative are aggregated, scored, and made available to the retailers, brands, and suppliers with the goal of accelerating change and industry-wide improvements across supply chains. Better Buying Institute is a non-profit organization based in Texas in the United States.

For more information visit: www.betterbuying.org