What are the main factors driving Sustainable Procurement practices in your company?

- Avoid risk to brand/image associated with bad social/environmental practices of... 61% Critical, 35% Important
- Compliance to new regulations 43% Critical, 50% Important
- Meet your clients expectations 55% Critical, 38% Important
- Avoid supply chain disruption 25% Critical, 62% Important
- Develop competitive advantage compared to competition 26% Critical, 55% Important
- Reduce costs of services/products procured 40% Critical, 44% Important
- This is the right thing to do for the planet and the society 16% Critical, 63% Important
- Enhance internal teams motivation and engagement 16% Critical, 62% Important
- Respond to investors' pressure 21% Critical, 54% Important
- Anticipating resources scarcity/depletion 14% Critical, 57% Important
- Respond to increased activism from NGOs/social media 12% Critical, 55% Important
- Develop innovative Green products in collaboration with suppliers 15% Critical, 49% Important
- Increased sourcing from Low Cost Countries 14% Critical, 36% Important

<table>
<thead>
<tr>
<th>Risk management and compliance</th>
<th>Critical</th>
<th>Important</th>
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<td>External demands</td>
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<td>Internal drivers</td>
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Les principales motivations des acheteurs