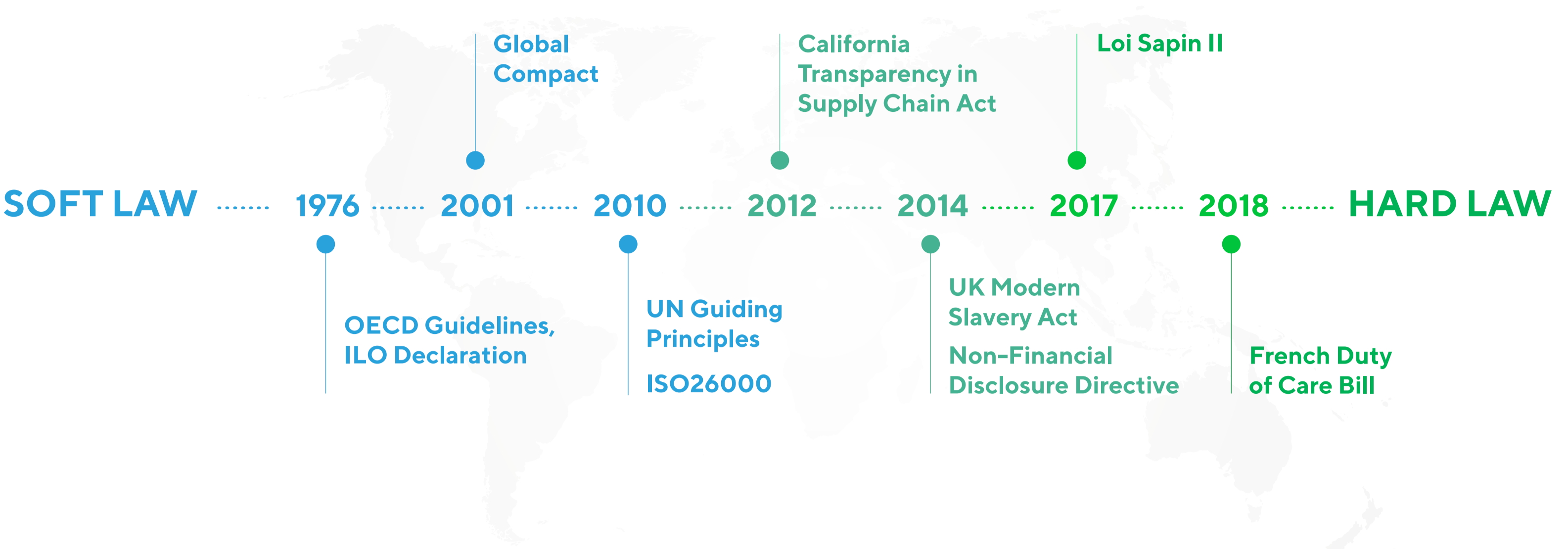


# Sustainability Clauses in Commercial Contracts: The Key to Corporate Responsibility

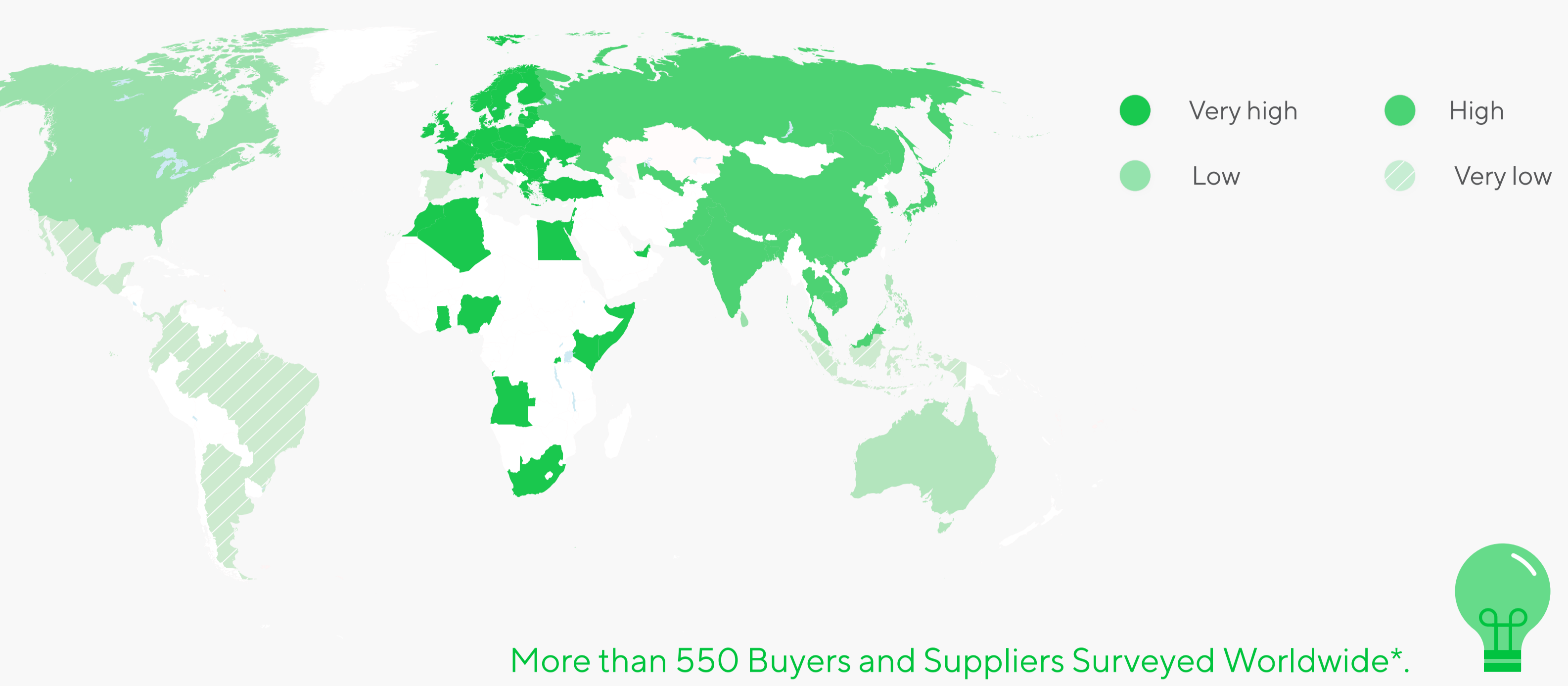
2018 Study of CSR Contractual Practices Among Buyers and Suppliers

## A Regulatory Evolution

New transparency requirements, along with growing social, legal and reputational risks, require businesses to report on any activities aimed to prevent, mitigate or repair CSR impact in their supply chains.



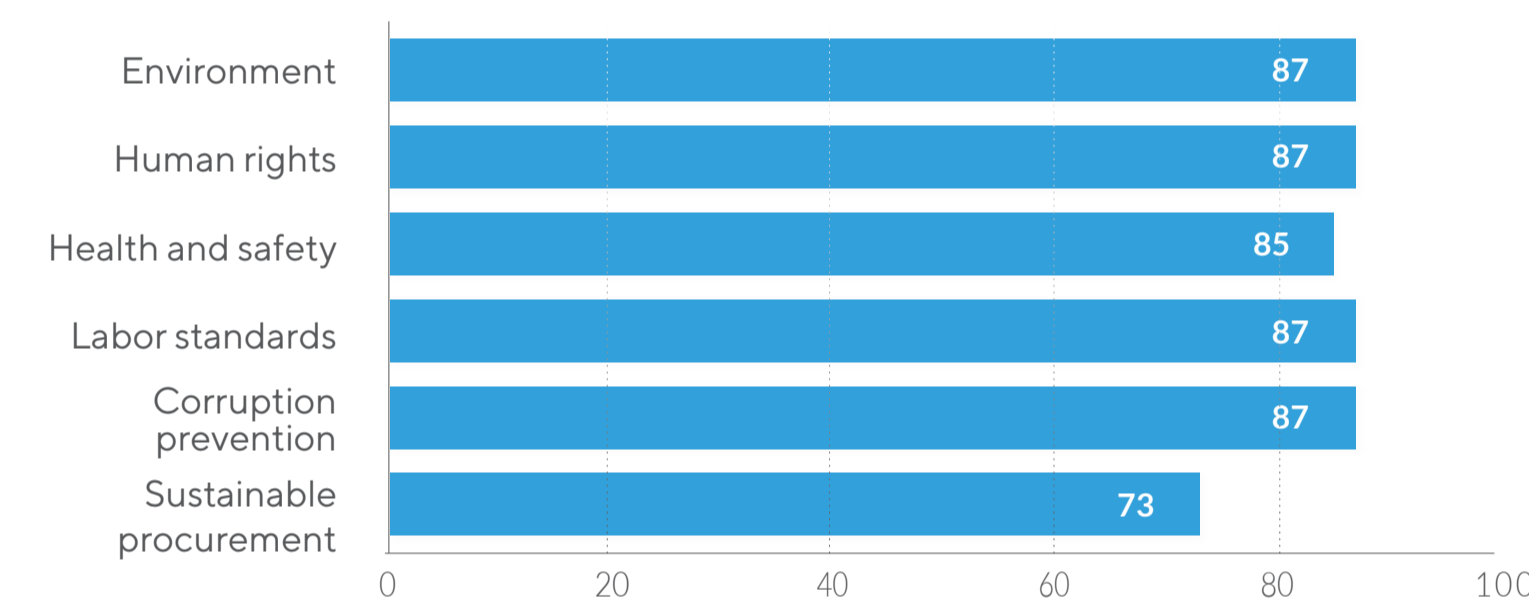
## CSR Clause Adoption Rate Around the World



## CSR Clauses in Contracts Significantly Improve Sustainability Performance

### Buyers

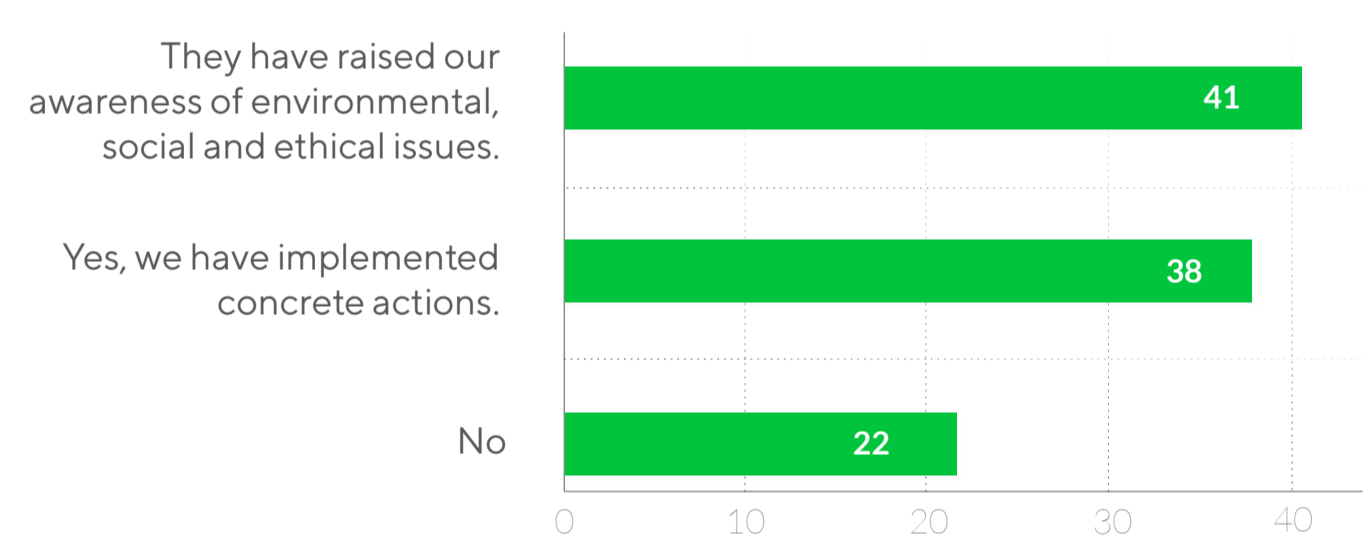
70% include a CSR clause in their contracts, covering key issues.



### Suppliers

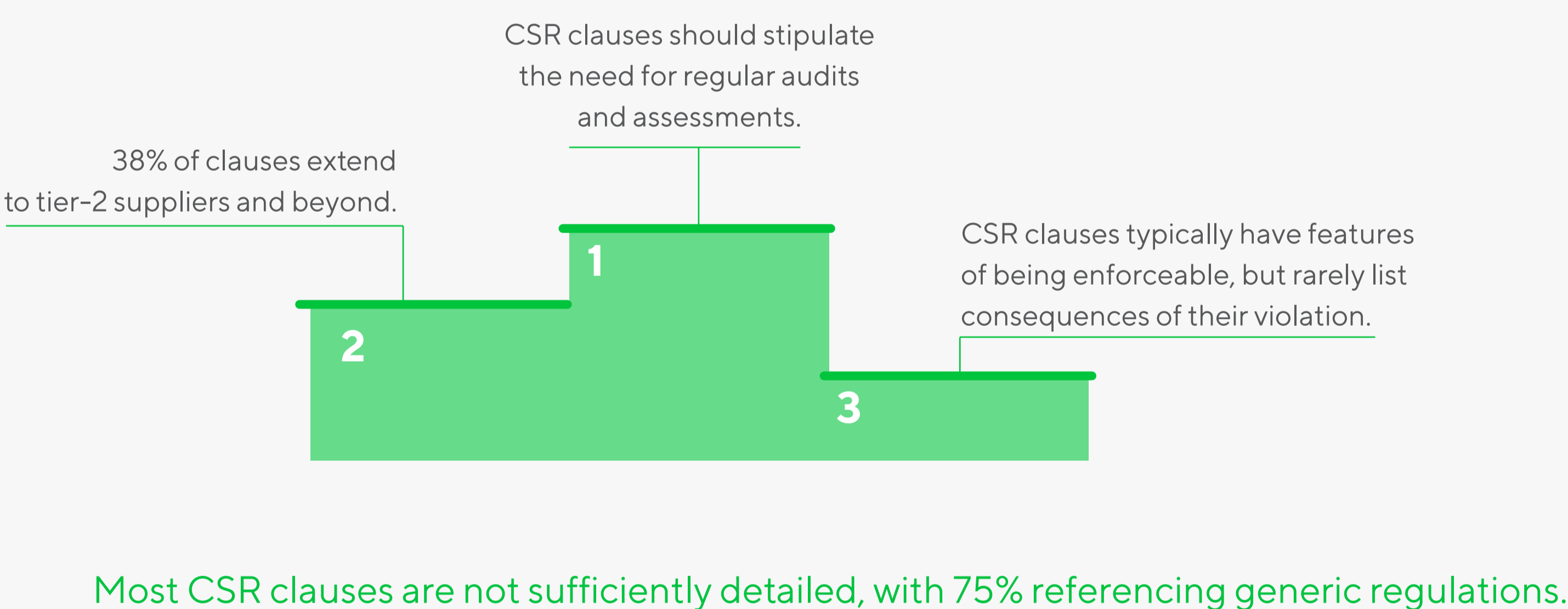
80% have signed contracts that include a CSR clause, and the majority are in favor of them.

### Have your contractual commitments made you change your practices?

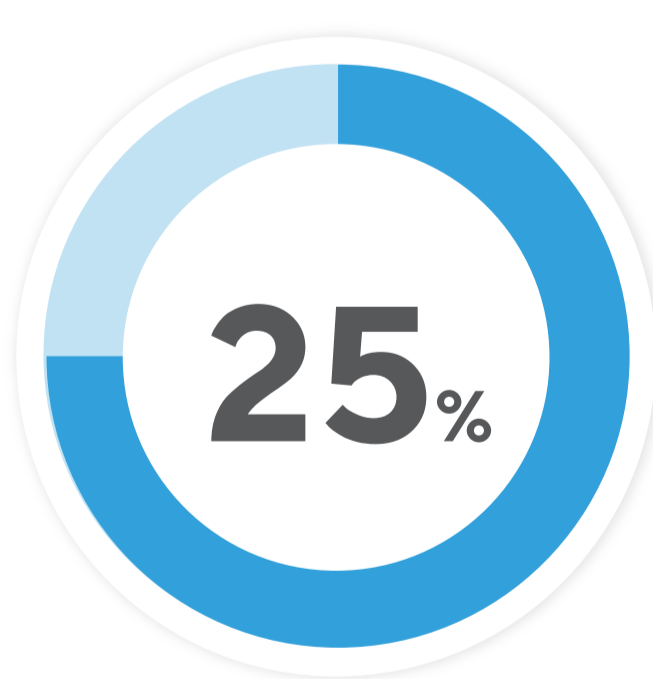


## Great Variety Across the Board

The study identified numerous clause types and large discrepancies in how they are applied. This led to the development of four key criteria for constructing more effective CSR clauses: precision, verifiability, enforceability and coverage depth.

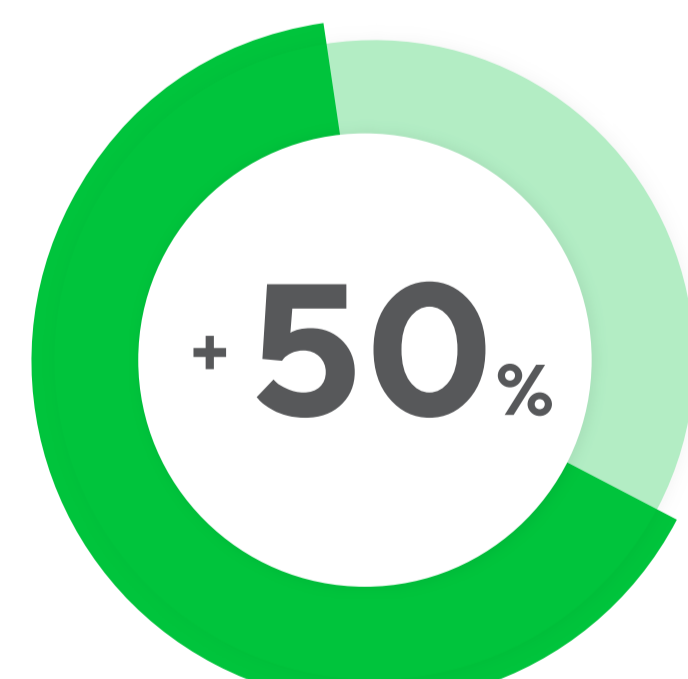


## Adapting a CSR Clause to Specific Needs and Ensuring Its Compatibility With the Entire Contract



### Buyers

25% adapt CSR clauses depending on the sector and size of the supplier.



### Suppliers

More than 50% of suppliers say they have come across CSR requirements that were impossible to achieve given the price and quantity of the product required as well as the timing indicated in the contract.