

Building on Sonepar Values



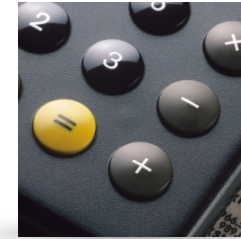
PASSION



PEOPLE



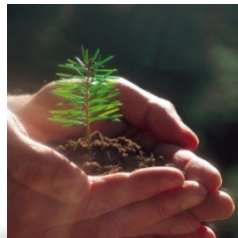
SYNERGIES



PROFIT



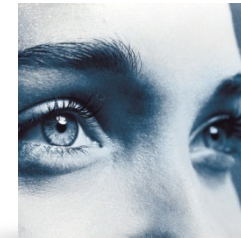
CUSTOMER



RESPECT



"LA RÉFÉRENCE"



FUTURE

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PASSION

Sustains and heightens daily on-the-job commitment

- Commitment in everyday work: the strength of our engagement
- Keep on learning and sharing our know-how
- Enthusiasm about our products and services
- Desire to contribute to making things better and innovate

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RESPECT

The bedrock of all our relationships

- Basic of all our relationships and guarantee for our position in the long term
- An attitude: listen and learn
- A behavior: show respect to win respect
- Create trustful relationships to reinforce our added value

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PEOPLE

The key to business growth

- The heart of our business (in touch with both customer and supplier)
- Choose, train, motivate and involve our co-workers: the key to the Group development
- Strengthen the pride of belonging to Sonepar through operating companies

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CUSTOMER

Provide maximum technical support through strong customer engagement

- Focus of our attention: listen to them, identify their needs, organize ourselves to satisfy them better
- Be the technical support for our customers
- Our customer-service quality: an added value to our suppliers
- Provide a service of proximity

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PROFIT

Profit is what keeps us free and independent

- ▶ Our guarantee for the future to our suppliers and customers
- ▶ Allow us to develop, invest and remain independent
- ▶ Result of our efforts and work in common

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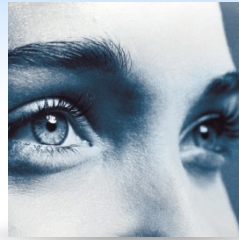


SYNERGIES

By learning from each other, we boost efficiency

- Promote contacts, organize processes
- Share ideas, know-how, experiences: learn from each other to increase our efficiency
- Look for solutions together
- Make profit of the many local cultures

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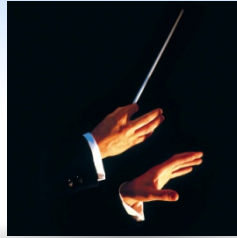


FUTURE

Focusing on the future means seizing every opportunity to ensure that Sonepar thrives and survives

- Seize opportunities
- Take up challenges whenever one appears
- Guarantee the perenity of Sonepar: profitable growth and lasting development

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"LA RÉFÉRENCE"

Both a challenge and an incentive for all of us to do better

- To be acknowledged by customers, respected by suppliers and imitated by competitors
- An everyday challenge on the field
- A source of progress for each and every one
- To be a quality leader

Share the values!

