



SUPPLIERS

STRATEGIC SOURCING AND PROCUREMENT

The Walt Disney Company is a diversified worldwide entertainment company with operations in four major business segments: Studio Entertainment, Parks and Resorts, Media Networks and Consumer Products.

The Company's Strategic Sourcing and Procurement organization works with all our Business Units and their Suppliers across the globe to establish the best value for The Walt Disney Company.

Strategic Sourcing provides opportunities for Suppliers to partner with the Company to provide goods and services. This partnering approach is designed to create a mutually beneficial relationship between our Suppliers and The Walt Disney Company.

Disney Sourcing Professionals seek out and contract with companies of all sizes and capabilities, from local and regional Suppliers to those with a global reach – finding Suppliers for a specific Company division or the entire enterprise.

We rely on a dedicated, competitive, world-class Supplier base to collaborate with our Sourcing Professionals and work within our infrastructure to bring the Disney magic to our customers and guests around the world.

TECHNOLOGY FOCUS

The Walt Disney Company continues to invest in technology to bring efficiencies to the procurement and accounts payable processes. We work with our Suppliers to:

- Create electronic Catalogs to maximize use of preferred Suppliers, products and services.
- Enable electronic Purchase Order and Invoice transactions to minimize cost, including support for EDI.
- Receive electronic payment via ACH (direct deposit).
- Implement Evaluated Receipt Settlement (ERS) to simplify the PO and Invoice process.
- Utilize electronic bidding to reduce cycle time and increase consistency.

DOING BUSINESS WITH US

The Walt Disney Company has high standards for both our Sourcing Professionals and



the Suppliers that do business with us. We utilize a competitive process designed to obtain the optimum in quality, service and value.

Sourcing Professionals who purchase products and services for the Company are obligated to keep the Company's interests first and buy without prejudice, seeking to obtain the maximum value for dollars spent.

We abide by the Institute for Supply Management Code of Ethics.

Selected criteria that are important to us:

- Pricing
- Quality
- On-time delivery
- Excellent communication
- Integrity
- Technical competence
- Environmental Protection
- Supplier and subcontractor compliance with The Walt Disney Company's International Labor Standards and Disney's Code of Conduct for Suppliers
- Supplier financial stability
- Willingness to share business risks with The Walt Disney Company