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A woman with dark hair, wearing a white hard hat and a high-visibility green and blue safety vest, stands in front of a large stack of orange and blue shipping containers. She is looking directly at the camera with a neutral expression. The background is slightly blurred, showing more containers and some greenery in the distance.

Shared Value Creation

Through Stakeholder and Supplier Engagement and Cooperation

26 June 2025



Agenda

- **Introduction:** UNIDO's Cooperation With Stakeholders for Shared Value Creation
- **Roundtable:** Best Practices for Shared Value Creation through Stakeholder Cooperation
 - Pauline Elise Taupin, Part of the Solution
 - Taymour M. Ibrahim, UNIDO
 - Lenka Vargoncikova, Yanfeng
- **Discussion**



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UN Specialized Agency for Sustainable Industrial Development



50+

Years technical
experience



150+

Countries
reached through
our field network



173

Member
States



150+

Strategic partners
in the public, private
and development sector



UNIDO's Three Strategic Priorities for Action



Support sustainable supply chains

so that developing country producers get a fair deal and scarce resources are preserved.



Limit climate breakdown by using renewable energy and energy efficiency to reduce industrial greenhouse gas emissions.



End hunger

by cutting post-harvest losses and developing agribusiness value chains.

Cross-cutting themes: Technology and Knowledge Transfer, Digitalization, Investment Promotion, Training and Skills, the Circular Economy, and Women's Economic Empowerment.



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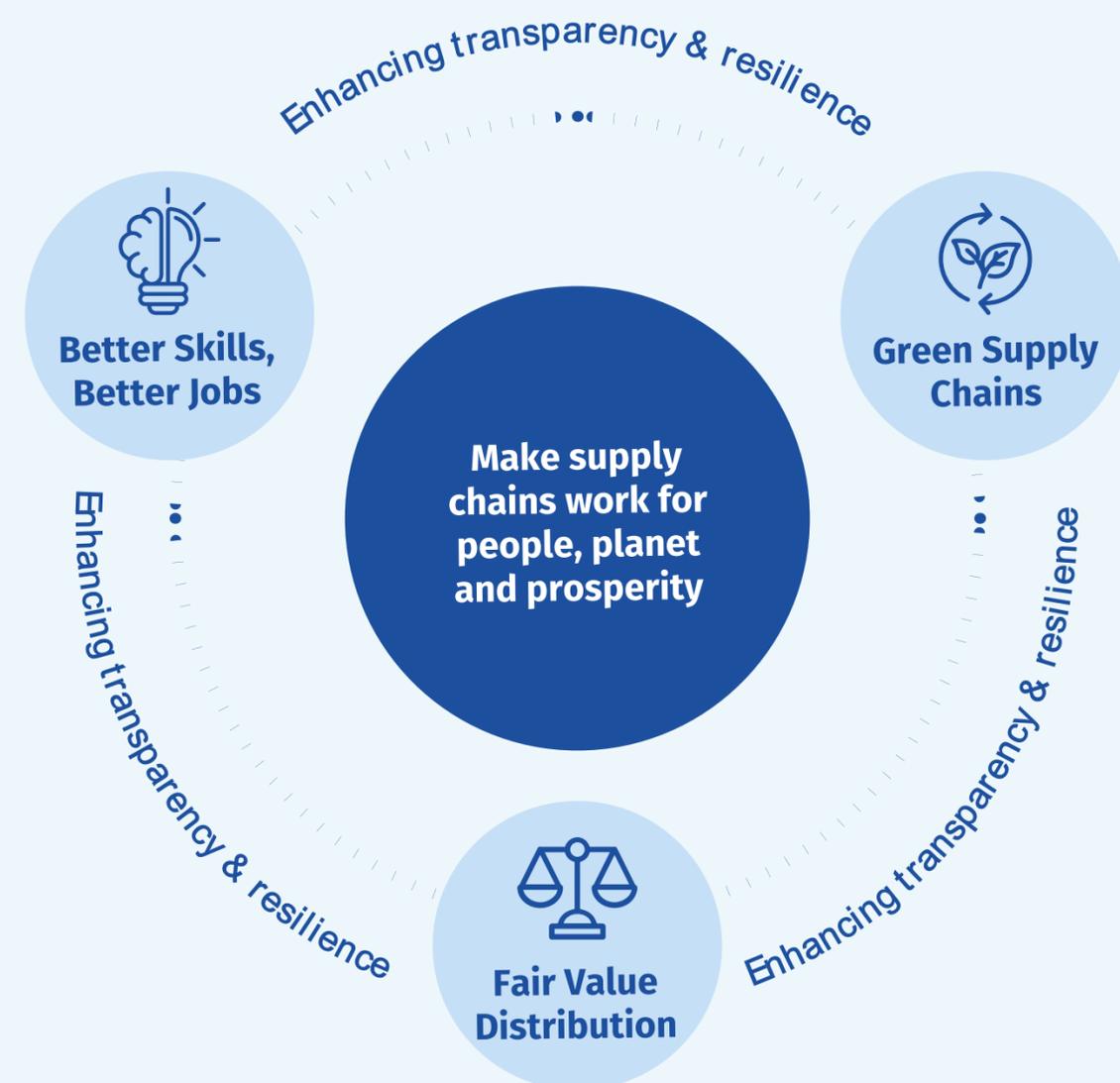


UNIDO's Programmatic Framework for Fair, Resilient and Sustainable Supply Chains

2023 Member State Resolution

mandating UNIDO

“To strengthen its programmatic work and develop a **holistic proposal on supporting Member States, firms and workers** in further developing productive, resilient and sustainable supply chains”





Why is Stakeholder/Supplier Engagement Important for Suppliers and Industrializing Countries?

Market Access & Financing Opportunities

ESG-aligned suppliers gain **better access to international markets and green finance.**

85% of investors aim to align their strategies with sustainability values (Morgan Stanley).

Capacity Building and Skills Development

Training and knowledge-sharing help suppliers **improve practices and compete in global markets.**

Only 30% of SMEs in developing countries have supply chain management systems (IFC).

Improved Social and Environmental Standards

Engagement **raises labor rights, safety, and environmental performance.**

Unequal Value Distribution in the Coffee Sector: Farmers receive only 5% of the retail price while retailers retain 7.6% profit margin (BASIC).

Economic Growth & Job creation

Supplier partnerships drive **local development, create jobs, and strengthen resilience** to disruptions.

Participation in global supply chains boosts women's share in manufacturing jobs by 4% in developing economies (World bank).



What are the Potential Benefits for Buyers?



Better Data Access & Visibility

Closer engagement provides **more accurate, timely, and comprehensive data** for decision-making and compliance.



Risk Mitigation & Resilience

Proactive engagement **helps identify and manage risks early**, making supply chains more robust.



Improved Cooperation & Innovation

Strong relationships foster **collaboration, problem-solving, and joint innovation** with suppliers.



Cost Savings & Competitive Advantage

Supplier collaboration leads to **cost efficiencies, improved processes, and enhanced brand reputation.**



Supplier Engagement at UNIDO

Main objective

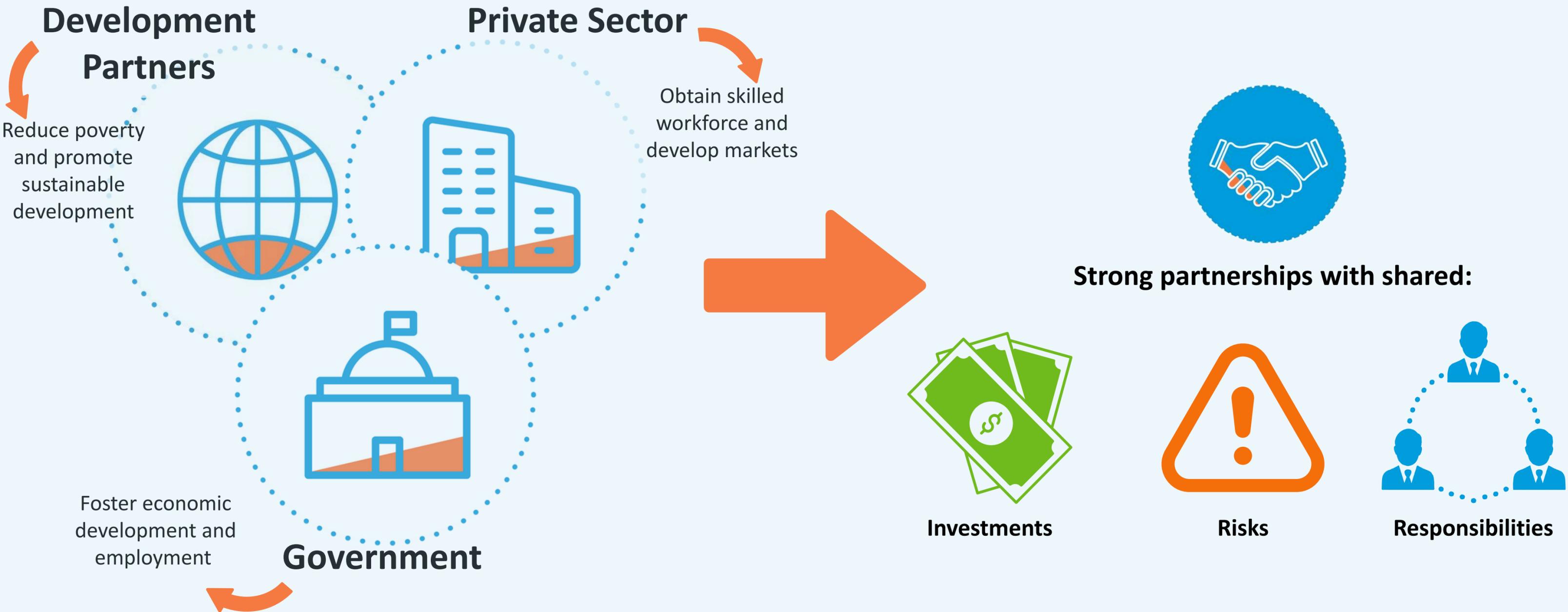
- Systemic and sustainable support to companies in sourcing market for the benefit of both the domestic economy and multinational buyers

Main approach

- ▶ Engaging (potential) suppliers and buyers
- ▶ Engaging local institutions, governments and support organizations
- ▶ Leveraging reach for larger funding
- ▶ Ensuring sustainability of support through local partners



UNIDO's Public Private Development Partnerships





Sustainable buyer-supplier linkages through UNIDO Subcontracting and Partnership Exchange Programme

Challenge:

- Identification of suitable suppliers
- Qualification of suppliers (in particular ESG)

Solution:

- Supplier development and matchmaking
- Institutionalized support through local (government and private) partners

Detailed services:

- Profiling and matchmaking
- Benchmarking and upgrading
- Investment and export promotion



Call to Action: Let's Build Sustainable Supply Chains Together

Join Our Project

“Enhancing Social And Environmental Sustainability Through Cooperation and Capacity Building Along the Supply Chain”

- **Joint Initiative** between UNGC and UNIDO to bring together and train stakeholders to enhance supply chain sustainability.
- **Austria Focus:** Involving large buyers in Austria through the UNGC Network.
- **Regional Impact:** Engaging direct and potential suppliers in ADA's priority countries (including Western Balkans, Armenia, Georgia, and Moldova.)

Project Objectives

1. Cooperation through awareness raising and community of practice: the project raises awareness among relevant actors and **facilitates matchmaking between buyers and suppliers** to jointly drive sustainability.
2. Capacities through training: the project **develops and implements training for buyers and suppliers**, and other relevant actors, also including a financially viable sustainability strategy.

Contact us to get involved:

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Best Practices for Stakeholder and Supplier Engagement



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Yanfeng Automotive
Interiors



Pauline Elise Taupin
Associate Manager |
Sustainable Supply Chain
Part of the Solution



Taymour M. Ibrahim
Technical Expert |
Rabeha Project
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Thank you!

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