

Points for the business plan

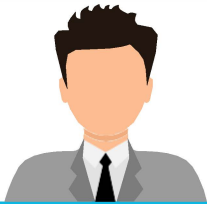


Mr. Chaka

Raw material supplier

- Direct agreements with various governments on raw material extraction (production volume and price)
- Better wages and health protection for the people who extract the raw materials in the mines
- Reforestation of cleared areas by GSI in the affected countries
- Support for agricultural projects and fountain construction
- School or education for children of mine workers
- Shift recycling of smartphones to the producing countries, which creates new jobs there

Points for the business plan



Mr. Wu
Production

- GSI defines framework conditions/rules of the game according to which the awarding of contracts to production companies is regulated, in particular working conditions and health protection
- Working time: 40 hours per week, 5 days work, 2 days off, breaks
- Vacation: 28 days a year
- Protective clothing for workers and training in the proper handling of toxic substances
- Regular health checkups for the workers
- Mr. Wu reviews compliance with these rules once a year. Companies that violate this will no longer receive new orders from GSI
- Mr. Wu suggests that GSI set up its own production in a central location in Asia, rather than employing many different production companies in many countries

Points for the business plan



Mrs. Bauer
Distribution

- Investigate smartphone sales opportunities in Brazil, India, and China
- Start with the country where there are the best chances for sales, other countries follow later
- Finding a new strong distribution partner. The distributor is paid according to the sales figures (depending on turnover)
- Redistribution of the marketing budget. Saving in the countries,
- that have stable sales and use money for marketing campaign in the new country to save costs
- New commission model for employees in the old markets that are already active (Europe, USA, Australia). Pay less commission on smartphones sold, when compared to before.

Points for the business plan

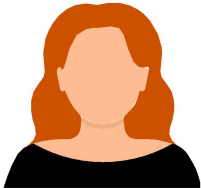


Mr. Basco

Disposal

- Establishing our own recycling company, where the valuable raw materials in smartphones can be better recovered
- Offer to customers to take back old cell phones and smartphones free of charge and dispose of them properly
- Contact with environmental organizations and various governments about GSI's recycling activities
- Film on GSI's website about recycling efforts so the public can learn about it and participate

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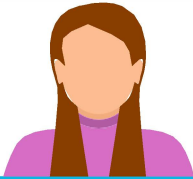


Ms. Dr. Pelayo

Environmental Consultant

- Making smartphones from new environmentally friendly materials
- Less and environmentally friendly packaging
- New ways/processes in production and disposal to save costs
- GSI will take over the disposal of smartphones in the future
- EcoIndex (5 points rating: Raw materials, production, packaging and delivery, usage, disposal) for smartphones develop and publish on website of GSI – as a comparison standard for potential buyers

Points for the business plan



Ms. Martini

Trade Union Secretary

- Conditions for a better social corporate climate
- Additional benefits for employees: e.g. company pension, health insurance
- Higher wages and more vacation
- Establishment of works councils and trade unions, trusted employees in all plants and in all production countries
- Better pay and overtime limits
- Introduction of mandatory break times
- Establishment of gardens for the relaxation and well-being of employees during the lunch break
- Occupational safety, e.g. gloves, breathing mask