

## Value Chain Analysis

### *Business Model Overview*

Beamonics AB is a technology solutions company focused on delivering innovative and sustainable products and services. The company's business model revolves around integrating advanced technology with a strong commitment to sustainability, customer success, and community engagement.

### *Main Elements of the Value Chain*

#### **1. Research and Development (R&D)**

- **Activities:** Innovation in technology solutions, development of sustainable products, continuous improvement of existing offerings.
- **Key Focus:** Sustainability in product design, enhancing product features, and meeting emerging customer needs.

#### **2. Inbound Logistics**

- **Activities:** Procurement of raw materials, management of supplier relationships, and inventory control.
- **Key Focus:** Sustainable procurement practices, ensuring suppliers adhere to Beamonics' Supplier Code of Conduct which emphasizes legal compliance, human rights, and environmental responsibility .

#### **3. Operations**

- **Activities:** Manufacturing and production processes, quality control, and operational efficiency.
- **Key Focus:** Implementing energy-efficient practices, reducing waste, and optimizing resource use to minimize environmental impact .

#### **4. Outbound Logistics**

- **Activities:** Distribution and delivery of products, warehousing, and logistics management.
- **Key Focus:** Efficient distribution channels to reduce carbon footprint, ensuring timely and reliable delivery to customers.

#### **5. Marketing and Sales**

- **Activities:** Market research, branding, sales strategies, customer relationship management.

- **Key Focus:** Promoting sustainability and innovative technology solutions, engaging customers through transparent communication and feedback mechanisms .

## 6. Service

- **Activities:** Customer support, maintenance services, product training, and after-sales service.
- **Key Focus:** High-quality customer service, fostering long-term relationships, and ensuring customer satisfaction and loyalty.

## *Support Activities*

### 7. Firm Infrastructure

- **Activities:** Corporate governance, finance, legal, and compliance functions.
- **Key Focus:** Ensuring compliance with ESRS and CSRD, maintaining robust governance practices, and transparency in reporting .

### 8. Human Resource Management

- **Activities:** Recruitment, training, development, and employee welfare programs.
- **Key Focus:** Promoting diversity and inclusion, upholding labor and human rights, and fostering a safe and healthy work environment .

### 9. Technology Development

- **Activities:** IT infrastructure, software development, cybersecurity measures.
- **Key Focus:** Protecting data privacy and security, leveraging technology for operational efficiency, and driving innovation .

### 10. Procurement

- **Activities:** Sourcing raw materials and components, managing supplier contracts.
- **Key Focus:** Integrating ESG criteria into procurement processes, promoting sustainable sourcing, and enhancing supply chain transparency .

## *Company's Position within the Value Chain*

Beamonics AB holds a strong position within its value chain by integrating sustainability at every stage of its operations. The company emphasizes ethical practices, environmental responsibility, and stakeholder engagement, which are critical to its competitive advantage. By aligning its business processes with ESRS and CSRD requirements,

Beamonics not only ensures regulatory compliance but also builds trust with its stakeholders, including customers, suppliers, employees, and the community.

### ***Conclusion***

Beamonics AB's value chain reflects its commitment to sustainability and innovation. By focusing on sustainable procurement, operational efficiency, and robust governance, the company positions itself as a leader in the technology solutions industry. Continuous improvement in these areas will further enhance its value proposition and contribute to long-term success.