

STANDARDS FOR THE SOLAR IMPULSE “EFFICIENT SOLUTION” LABEL V2*

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*This is the second version of the Solar Impulse Efficient Solution Label standards. The standards will apply to **solutions assigned to their first Expert from June 2019**.

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FOREWORD

CERTIFICATION OF THE STANDARDS

The standards for the Solar Impulse Efficient Solutions label, as further described and explained in this document, and the proper application of those standards, will be subject to certification by an independent auditor.

All stakeholders involved in the labelling process (the World Alliance members, the Efficient Solutions Label team, The Experts team, the Internal Deliberation Committee, the Experts, the Chairman of the Solar Impulse Foundation) should be made aware and take note of these standards.

1 INTRODUCTION

1.1 CONTEXT

Following the success of the first solar flight around the world, the Solar Impulse Foundation has launched the second phase of its action: selecting 1000 solutions that can protect the environment in a profitable way, and bring them to decision makers to encourage them to adopt more ambitious environmental targets and energy policies.

Governments, companies and institutions must urgently adopt more ambitious environmental and energy policies. They should stop compromising for minimal targets, but rather should base their negotiations and objectives on the reality of what clean profitable technologies can offer today. Not only for future generations, but for the current benefit of people, industry and the planet.

Through the World Alliance for Efficient Solutions¹ (the “World Alliance”), Bertrand Piccard wants to federate the actors in the field of clean technologies and shed light on existing efficient solutions to fast-track their implementation. A new innovative and pioneering adventure has begun – together we can improve the quality of life on Earth.

1.2 GOALS

The **Solar Impulse Efficient Solution label** is designed to shed light on existing solutions that are both clean and profitable and have a positive impact on quality of life.

NB: The label will only apply to solutions developed and/or commercialized by the World Alliance members.

A decision as to the attribution of the label will be made by the Solar Impulse Foundation following a rigorous assessment based on a verified methodology and against several criteria performed by external independent experts.

All the labelling procedure resources and subsequent services are offered to the members of the World Alliance entirely free of charge by the Solar Impulse Foundation which, thanks to the support of its Partners², provides operational funding to the World Alliance.

1.3 ELIGIBILITY SCOPE

1.3.1 « Type » of solutions

To enter into the scope to be considered for assessment, a solution must:

¹ The World Alliance for Efficient Solutions is an independent Swiss not-for-profit association, gathering members that work together to create synergies, share knowledge and build relationships that speed-up the implementation of clean and profitable solutions which have the potential to address the environmental challenges of today.

² Solvay, Covestro, Nestlé, Breitling, Schlumberger, Engie, Air Liquide, BNPP, Michelin Foundation, Soprema.

1. Be a physical product, a technology, an industrial process, or a service;
2. Be developed or/and partially/fully owned by a member of the World Alliance – i.e. a validated member who signed the ethical charter of the World Alliance;
3. Be already commercialized or aimed for commercialization by the entity owning it, meaning that the entity should be able to give a real or expected selling price for its solution;

1.3.2 Sustainable Development Goals

To be eligible for the label, the solution should be contributing to at least on the 5 sustainable development goals (SDG) cited below. The sectors of application affiliated to each SDG are developed in this section.

SDG 6: Clean Water and Sanitation – Water production, water treatment, water distribution and use

SDG 7: Affordable and Clean Energy – Clean energy production, energy from waste, renewable fuels, energy distribution and management, energy storage

SDG 9: Industry Innovation and Infrastructure – Industrial processes, materials and chemistry, freight transportation, end-of-pipe industrial pollution management

SDG 11 – Sustainable Cities and Communities – Urban and inter-urban mobility, communities' infrastructures, buildings and shelters

SDG 12: Responsible Production and Consumption – Agriculture and farming for food production, circular economy of solid wastes, primary resources management

A solution cannot be eligible for the label if it applies to the three following sectors of industry: nuclear power (fission), armament and GMOs.

1.3.3 Maturity

Solutions are considered eligible for assessment as soon as they have reached the testing stage in a laboratory (or in a “test” environment) at a 1:1 scale. We define 5 maturity stages to characterize the solutions to be labelled, A being the minimum maturity required to be eligible for undergoing the selection process.

A - Prototype testing 1:1 in a lab: Solution has been conceptualized and validated /or in improvement in an experimental environment or “laboratory” at scale 1:1. For a technology, it corresponds to TRL 6-7.

B - Prototype testing in the real world: Solution has been tested in its “final” version with a pilot/demonstration project in real life conditions. For a technology, it corresponds to TRL 7-8.

C - Initial market commercialization: Solution has been commercialized in an initial market. For a technology, it corresponds to TRL 9.

D - Small scale commercialization: Solution has been commercialized in the market and started to test its scalability in real conditions with external supports and involvements

E - Medium and large-scale commercialization: Solution is fully market ready and widely commercialized with clear outcomes of its impact measurable

1.3.4 Miscellaneous

- ✓ A solution **can be** a combination of several solutions together. In this case, the combination of all solutions should be priced as well and at least every module of the solution must have been tested in experimental environment at scale 1:1 independently in combination of 2 modules.
- ✓ A solution can be a financial product; i.e. an offer of investment in positive impact solution that creates return on investment for clients at the condition that the financial product can prove the tracability of projects invested in with the client's money.
- ∅ A solution **cannot be** a methodology explained in a document about best practices to improve an entity's activity environmental impact.
- ∅ A solution **cannot be** a political / regulatory initiative.

2 LABEL ATTRIBUTION PROCEDURE

2.1 GENERAL PRINCIPLES

The “Efficient Solution” label can be attributed to any solution that fits within the scope defined in section 1.3 and that has been assessed in accordance with the selection process described in section 2.4.

The Efficient Solutions Label team reserves the right to judge if the quality and completeness of information gathered on a solution applying for the label are sufficient to be sent to Experts for the evaluation and start the selection process.

Each candidate solution will be assessed by independent Experts on feasibility, environment and profitability standpoints. The result of individual Expert’s [Solution Assessment Form](#) will serve as the basis on which the Solar Impulse Foundation’s relevant stakeholders will decide or not attribute the label.

2.2 LIMITATIONS

All members of the World Alliance for Efficient Solutions (the "World Alliance") have committed to the Charter, Statutes and Core Values of the World Alliance (the "Charter of the World Alliance"). By submitting solutions, members expressly agree to be subjected to a reputation check to confirm that they (i) respect this commitment and (ii) are in compliance with the Charter of the World Alliance. To this end, the World Alliance shall be authorized (1) to request any information that it deems useful and necessary during the submission process to allow for such reputation check and (2) to share the collected information to partners companies of the Solar Impulse Foundation that can provide expertise on that aspect. The collected information shall solely be used to verify the compliance of the member with the Charter of the World Alliance and shall not be taken into account during the selection process.

2.3 SELECTION CRITERIA

For the World Alliance, Efficient Solutions are not limited to the production of renewable energy. They can encompass products, services and processes that are profitable and sustain economic growth, while protecting the environment and optimising the use of natural resources.

The assessment methodology is designed to evaluate candidate solutions against 5 criteria grouped in 3 different themes that are: Feasibility, Environment and Profitability.

2.3.1. Feasibility

Credibility of concept i.e. the technology behind the solution can be constructed and operated as designed.

Scalability i.e. the manufacturing (if a product) or distribution (if a service) of the solution at scale is technically feasible.

2.3.2 Environment

Environmental benefits i.e. the solution can deliver an incremental environmental benefit versus a reference case, considering the lifecycle (production, use and disposal stages) of its value chain.

2.3.3 Profitability

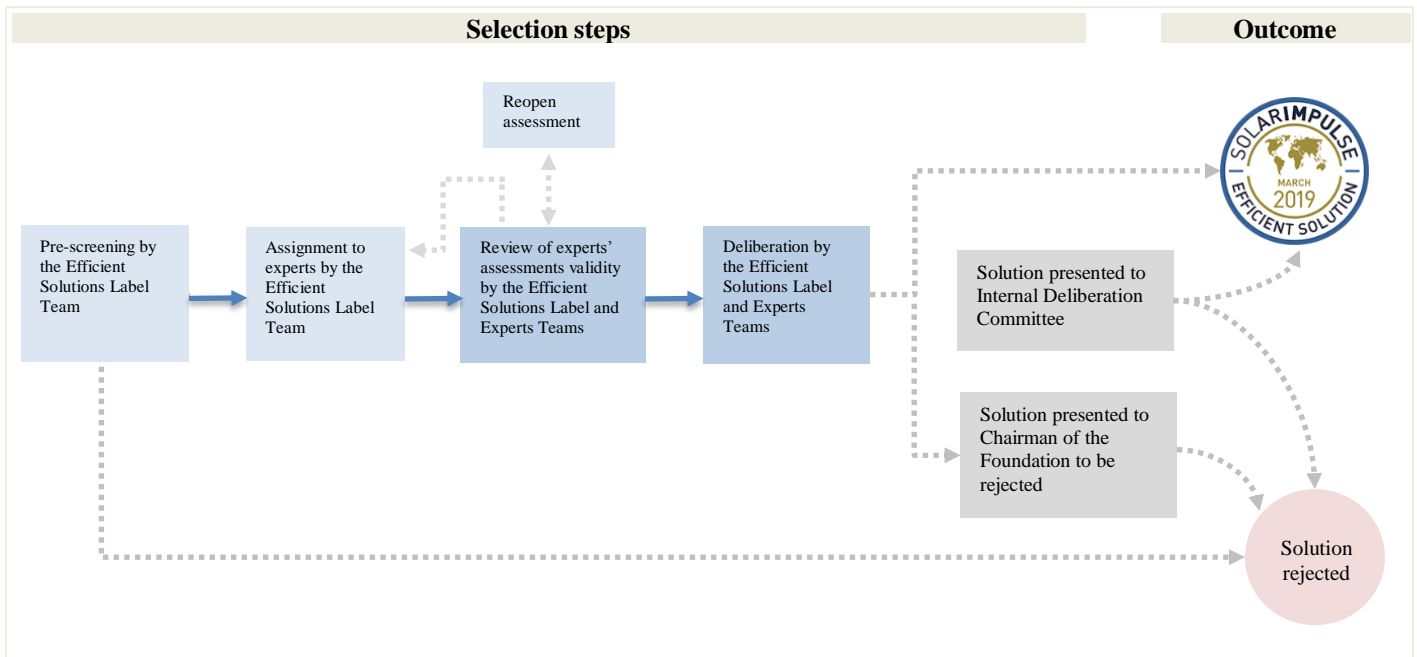
Client's economic benefits i.e. the solution can either:

- (1) have the same or lower purchasing price than a reference case;
- (2) create return on investment over the lifetime of the solution despite a higher purchasing price;
- (3) create an economic incentive (value for money) for the client which is not related to direct savings but can have an indirect positive economic impact for society;
- (4) become cheaper than the reference after a change in regulation that is reasonably foreseeable in the next five years in the targeted region(s) and sector(s) of implementation.

Seller's profitability i.e. the solution could be profitable for the seller within 5 years with a sale's price at which clients would buy it; regardless of the novelty of the solution, competitors, team's resources and marketing strategy.

2.4 THE SELECTION PROCESS

The diagram below depicts the main steps of the assessment process.



2.4.1 Submission pathways and pre-screening

Conditions for a solution to enter the experts' assessment process

There is no fixed format to submit a solution for the Solar Impulse label. The only requirements for an application **to be sent to experts for assessment** are the following:

- (1) The company whose solution has been submitted has to be registered as member of the World Alliance;
- (2) The member must have created a solution on its online account, read and agreed to the [Submission Rules and Conditions](#) text and signed an agreement;
- (3) A list of relevant information must have been uploaded or filled in on the Solar Impulse platform and linked to the applying member's account in the format of the Solutions submission Form;
- (4) The Efficient Solutions label team must have reviewed and deliberated about:
 - The eligibility of the solution (see eligibility scope in section 1.3);
 - The relevance and completeness of information provided.

This step is referred to as the pre-screening of the solution. At this stage, the Solar Impulse Foundation reserves the right to exclude those candidate solutions which do not meet a minimum standard of quality, are not within the scope as defined in section 1.3.

Candidate solutions that do not enter into the eligibility scope and failed to pass the pre-screening stage will be directly informed of the negative outcome of their application - and of the specific reason that resulted in such outcome - by the Solar Impulse Efficient Solutions Label team.

Confidentiality and additional information request

In the agreement members sign to submit a solution for the label, they are requested to not disclose any sensitive / confidential information in their submission file. However, if an entity judges necessary to do so, it can request its solution to be assessed under a non-disclosure agreement signed (1) between the member and the Solar Impulse Foundation and (2) the Solar Impulse Foundation and the involved experts. In such case, the Experts Team will only assign the solution to those experts who have agreed to sign an NDA with the Solar Impulse Foundation.

After having its solutions assigned to experts, the member can be asked to provide further elements regarding specific aspect (business model, materials used...) that are sensitive for its particular solution. This complementary information request will take place via the anonymous online chat in the World Alliance web platform. All the information shared through this online chat or – in some specific cases – via the expert account email (experts@solarimpulse.com) will be subject to the same confidentiality rules as the ones agreed by the member when submitting its application online.

2.4.2 Match-making and assignment to experts

Solutions vary greatly in their field of application and need to be assessed in a competent, balanced and impartial manner under the 5 criteria stated in section 2.3., ensuring that experts have the right expertise to evaluate the solution and remain impartial / avoid conflicts of interest.

When the application file of a solution is considered complete and accurate by the Efficient Solutions Label team, it is validated and assigned to appropriate experts according to the following principles:

1. The assigned expert must have minimum 5 years of experience in one the SDGs of application selected by the member in its application;
2. The assigned expert must have minimum 3 years of experience in one of the sectors of application selected by the member;
3. To choose between several experts fitting the first two rules, the Efficient Solutions Label team :
 - chooses the one that is available currently;
 - match the one at the word tags level of the sector(s) of applications and countries of expertise;
 - selects the ones with the most specialized profile fitting the solution.
4. Experts who come from the candidate solution organization will be ruled out of the pool of expert who can be assigned the solution;
5. Members can indicate when they submit their solution if they want to exclude experts coming from certain entities from assessing their solution.

2.4.3 Experts assessment

Deliverables from the experts

- (1) Assessments are performed online via the [Solution Assessment Form](#) (SAF). Each SAF needs to be completed and sent back to the World Alliance within two weeks after the expert was officially assigned the solution³.
- (2) For each of the 5 criteria, experts answer a YES/NO question that target specific aspects to be analysed, they are then asked to justify their answer. A minimum of characters is expected for each justification field to ensure enough in-depth explanation of the YES/NO decision. Detailed questions asked and instructions can be found in the [Assessment Guidelines for Experts](#).
- (3) Each assessment made by an expert is then evaluated and characterized as usable or unusable by both the Efficient Solution Label and the Experts team members.

Use of the online secured chat

If some expert judges during his/her assessment that he/she does not have all necessary information to provide answers, he/she must ask them directly to the member. The communication between the Expert and the solution provider regarding the additional information that is sought must occur within and is confined to the online chat, accessed via their secure profile on the Solar Impulse website. Each party sees the messages anonymously and all parties involved (several experts and member) will have access to each other's' discussions on the same solution's assessment. Conversations are saved/recorded and could be used during final deliberations as to the attribution of the label. The experts and the member should not enter in contact via any other communication means (phone, personal email etc.) as long as the assessment is opened. If that happens, the assessment from the expert will be considered unusable.

Cases of unusable expert's assessment actions taken

An expert's assessment can be considered **unusable** for the following reasons:

- (1) **The answer YES/NO is not coherent or properly justified in the comment box.**
In this case, we do not consider the assessment and will require an additional expert opinion to replace the one that has the uncoherent outcome with justification.
- (2) **The comment box contains open questions and uncertainties about the solution that were not resolved by asking the additional information to the member via the chatbox OR the expert asked questions in the chatbox but submitted his/her assessment before obtaining the answers.**

³ Official assignment starts once the Expert has received the complete Solution Submission Form. If an Expert does not assess a solution they were assigned within the allotted time and does not react to reminders, they will be withdrawn from assessing this solution, which will be assigned to another expert.

In this case the Solar Impulse team will request an assessment reopening for the unusable question(s) with enabling of changes in answers (YES/NO) and comments. The expert will be contacted to ask his/her question(s) in the chatbox to the member or to wait for the answer and to perform / modify again his/her assessment in the light of new information provided by the member. If the expert refuses to reopen, another expert will be asked to perform the assessment of the corresponding criterion instead.

(3) The comment box contains too little justification to be consider a valuable feedback to the member.

In this case, the Solar Impulse team will request a reopen without enabling change in answers (YES/NO) to be given the opportunity to rework his/her comments, so that they would be a more complete and valuable feedback to share with the member in the solution's Assessment Summary Report.

2.4.4 Final selection

Each solution is assessed by minimum 2 experts independently. If the two first experts gave different answers to one or several of the 5 criteria (i.e. Credibility of concept → Expert 1: “YES” vs. Expert 2: “NO”), a third expert will be assigned the specific criterion/a to assess in order to deliberate.

Once usable assessments from 2 (or 3) experts (depending on the need to reach a consensus for some of the questions) are collected by the Solar Impulse Foundation on each criterion the Solar Impulse Solutions team can apply the following deliberation rules.

1. Labelled directly

If the solution received a minimum of two “YES” answers from 2 different experts on the 5 criteria, it is officially labelled;

AND

If the YES given at criterion 4 of the SAF on Client's economic incentive are justified by cases 1) or 2) by both experts. I.e. case 1) the solution has the same or lower purchasing price than a reference case OR case 2) the solution creates return on investment over the lifetime of the solution despite a higher purchasing price

2. Presented to SIF Chairman to confirm rejection

If the solution received two “NO” answers from 2 different experts on one of the SAF criteria: 1. Credibility of design, 2. Scalability, 3. Environmental benefits, 4. Client's economic incentive, 5. Seller's profitability, it is proposed to be rejected and presented by the Efficient Solutions Label team to the Solar Impulse Foundation Chairman directly. This step is used as a final verification that the procedure was well-followed by the different teams and stakeholders involved before rejecting officially the solution.

3. Presented to the Internal Deliberation Committee for vote

If the solution received two “YES” answers from 2 different experts on the 4th criterion of the SAF i.e. Client’s economic benefit question justified by case 3) or 4). I.e. case 3) the solution creates an economic incentive (value for money) for the client which is not related to direct savings OR case 4) the solution could become cheaper than the reference after a change in regulation that is reasonably foreseeable in the next five years in the targeted region(s) and sector(s) of implementation.

AND

Received only YES to the criteria, 1, 2, 3, and 5, they are presented in front of the Internal Deliberation Committee who will debate on whether the solution has an indirect positive economic impact for society or not and whether it should be given the label. (See annexe 5.2 The Internal Deliberation Committee for more details.)

2.4.5 Publication

The grant date of the label is the date when the candidate solution is officially labelled by the Solar Impulse Team (or the date it was presented to the Internal Deliberation Committee in case the the solation was debated).

Both rejected and labelled solutions that passed the pre-screening stage receive a feedback in the form the Assessment Summary Report that compile all the usable assessments from involved experts on the solution.

The labelled solutions will have their public fact sheet displayed on the Solar Impulse Foundation Website page <https://solarimpulse.com/efficient-solutions>.

2.5 DATE AND DURATION OF THE LABEL

The label has no expiration date, but rather is linked to the month and year of its attribution. For example, if a label is attributed on 24 June 2019, it is labelled June 2019. With that in mind, it is to note that labelled should always be viewed through the lens of the version of the standards for its month of attribution. For example, a solution labelled on 24 June 2019 will remain labelled by the April 2019 version of the standards even if it was submitted and pre-screened in October 2018.

There is no plan to automatically review solutions that have already been labelled a Solar Impulse Efficient Solution. It is the member’s voluntary responsibility and decision to re-submit, or not, their solution at any given point. Finally, if the solution provider loses its member quality within the World Alliance, it’s label will also be withdrawn, with immediate effect.

3 INFORMATION FLOW AND COMMUNICATION

The member will receive a personalized *Solar Impulse Efficient Solution* logo with the month and year of attribution of the label to their solution and as long as they remain a member of the World Alliance, communicate within the guidelines provided by the Solar Impulse Foundation, they may continue to use it as long as they see fit.

In addition, the Solar Impulse Foundation will offer - on an individual and tailor-made basis - communication and matchmaking/networking opportunities within the Foundation's network of Partners, as well as towards targeted governments, companies and institutions collaborating with the SIF and the World Alliance.

4 TERMINOLOGIES

This section contains the definitions of all acronyms used and of all terms that have a specific meaning within the context of the World Alliance and this document.

Entities

- **The Pool Experts:** These are the independent experts that are working with the World Alliance to perform the assessment of the solutions that are submitted.
- **The Solution Team:** This team is responsible for providing support for the submission of solutions to be assessed, as well as ensuring that submissions are of the requisite quality before being passed on to experts for assessment. The team is also in charge of assigning the solution to the experts, reviewing the work of experts and deliberate on whether the solution is labelled directly, presented to the Internal Deliberation Committee or presented to the Solar Impulse Foundation Chairman to be rejected.
- **The Experts Team:** recruits, engages and gives feedback to experts on their assessments.

List of supporting documents

- **Assessment Summary Report:** It is the final report containing the answers (YES/NO) and comments from the experts that were considered by the Solar Impulse team or the Internal

Deliberation Committee to take the final decision regarding the attribution of the label to a solution. This report is systematically shared with the solution's owner and the experts involved in the assessment.

- [Solution Assessment Form](#): Each Expert reviews the SSF assigned to them, and then submits a SAF online that will include YES/NO answers to the criteria, as well as justifications in support of the conclusions they have drawn during the assessment.
- [Assessment Guidelines for Experts](#): Guidelines provided to the Experts to support them with the assessment of the solution's compliance to the criteria. It includes a description of the deliverables expected and an overview of how to use the online platform assessment page.
- [Experts Rules and Conditions](#): The document explains in detail the roles and responsibilities of Experts. In addition, it explains the registration process to become a Solar Impulse expert.

5 ANNEXES

5.1 THE INTERNAL DELIBERATION COMMITTEE

Purpose

The Internal Deliberation Committee is in charge of deliberating twice a month on the Solar Impulse label attribution to solutions in two specific scenarios where, according to the Experts assessment:

- 1 The solution has a higher purchase price than the references / or costs more money to the client in the end but the experts thinks it can create an economic incentive for the client (value for money) which is not directly linked to savings.
- 2 The solution has a higher purchase price than the references / or costs more money to the client in the end but the experts thinks a change in regulation foreseeable within the next 5 years could make the solution cheaper or even suppress the reference etc.

Participants

The Committee is composed of 3 employees of the Solar Impulse Foundation:

- The Chairman
- The Head of Efficient Solutions Label Team
- The Experts Assessment Coordinator

Questions to answer and deliberation

Depending on the case, the Committee will have to answer the following questions:

- 1 The solution has a higher purchase price than the references / or costs more money to the client in the end but the experts thinks it can create an economic incentive for the client (value for money) which is not directly linked to savings.
→ **Do we consider that the economic incentive (value for money) for the client confirmed by the expert is valid in the scope of what we consider *economically beneficial for society*?**
- 2 The solution has a higher purchase price than the references / or costs more money to the client in the end but the experts thinks a change in regulation foreseeable within the next 5 years could make the solution cheaper or even suppress the reference etc.

→ Do we consider that the regulatory changes expected by the expert that would make the solution cheaper in the coming 5 years are realistic and do we feel confident enough that they could happen to put the solution in the portfolio?

For this scenario, the Head of Efficient Solutions Label team will provide a list of regulatory questions in advance to the Solar Impulse Foundation Public Affairs Team to collect background information on current regulations to challenge the Experts evaluation.

To conclude each meeting, the 3 participants must agree unanimously with the outcome to deliberate Labelled / Not labelled.

In case there is a disagreement, 2 additional “consultants” from the FSI team will be selected and summed by the Committee to give their opinion.

Then, the Committee will deliberate a second time in the light of new arguments given by the two additional consultants, and so on until a consensus is reached within the group.

5.2 WORLD ALLIANCE FOR EFFICIENT SOLUTIONS CHARTER

The World Alliance for Efficient Solutions was created at the initiative of the Solar Impulse Foundation following the success of the first solar airplane flight around the globe to federate the main actors in the field of sustainability and clean technologies and promote profitable solutions to protect the environment. It benefits from the media, political and institutional relations developed over the course of the Solar Impulse project.

This Charter lays out the principles and values which guide the World Alliance. All its members accept to comply with this Charter and are held accountable to it, for as long as their relationship with the World Alliance exists.

1. Core Values of the World Alliance

All members agree and accept to be held accountable to the following principles and values carried by the World Alliance:

- to work to improve the quality of life on Earth for all by tackling the challenges facing global society;
- to support solutions that are logical, more than just ecological; i.e. efficient solutions that would make sense even if climate change was not a factor;
- to embody a pioneering spirit, embrace new ways of thinking and doing to push back the boundaries of what is possible; and
- to recognize the World Alliance as an independent group of global actors, not bound by the interests of any nation, government, institution or industry.
- to adhere to the United Nations Sustainable Development Goals

2. UN Global Compact Principles

All members agree to conduct their professional activities to the highest standards of honesty, integrity and fairness, in accordance with the United Nations Global Compact and its principles:

Human Rights

Principle 1: Businesses should support and respect the protection of internationally proclaimed human rights; and

Principle 2: make sure that they are not complicit in human rights abuses.

Labour

- Principle 3: Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;
- Principle 4: the elimination of all forms of forced and compulsory labor;

- Principle 5: the effective abolition of child labor; and
- Principle 6: the elimination of discrimination in respect of employment and occupation.

Environment

- Principle 7: Businesses should support a precautionary approach to environmental challenges;
- Principle 8: undertake initiatives to promote greater environmental responsibility; and
- Principle 9: encourage the development and diffusion of environmentally friendly technologies.

Anti-Corruption

- Principle 10: Businesses should work against corruption in all its forms, including extortion and bribery.

All members confirm that their executive management team members support the above commitment.

3. Intellectual Property Compliance

All members confirm that they commit to respect intellectual property rights of others.

4. Compliance with Laws

All members acknowledge that the World Alliance is committed to carrying out its activities and promoting efficient solutions in compliance with all applicable laws and regulations, including anti-bribery, anti-corruption, counter-terrorism financing and anti-money laundering laws and regulations, as they may apply to the World Alliance; and that the World Alliance is committed to operating in conformity with economic or trade sanctions, restrictive measures, embargoes and asset freezing measures that are enacted, administered, imposed, or enforced by the Swiss Government, the European Union, the U.S. Department of the Treasury's Office of Foreign Assets Control and any other authority, by which the World Alliance is bound.

All members understand that the World Alliance will not enter into relations or will terminate any relations with a member whose activities or affiliation with would put the World Alliance in breach of any applicable laws and regulations by which it is bound.

5. Decisions of the World Alliance

All members understand that all decisions and resolutions made by the World Alliance, in particular all decisions made by the Presidency and/or the Committee pursuant to the Articles of the Statutes of the World Alliance, shall be final, conclusive and binding on all persons, including the relevant member(s) and that the World Alliance will in particular decide, in its sole discretion, whether to retain a proposed efficient solution or not. The members undertake to comply with all decisions and resolutions made by the World Alliance.