





Content

About us	4
Emissions reduction strategy	5
Emissions from peat extractions	e
Peatlands and their use	6
Embracing our responsibility towards nature	7
Use of peat in growing media	8
Our production of substrate constituents	8
Tree nurseries: a case study	g
Our key performance indicators	10
Renewable energy and resources	11

About us

Natural raw materials, growing media, renewable energy

Klasmann-Deilmann is the leading corporate group in the international substrate industry, with sales and production companies in Europe, Asia and America. On every continent, our growing media provide a vital basis for the growth of fruit, vegetables, edible mushrooms, ornamental plants, trees and shrubs. They help ensure the success of our partners and customers in the commercial horticulture sector. Our product portfolio includes substrates for professional growers and the consumer sector, white and black peat as raw materials obtained from our own resources, as well as green compost and wood fibre manufactured in-house

As a supplier of renewable resources, we have also established ourselves in the field of renewable energy. In so doing, we are placing our confidence in expertise we have acquired over many decades in managing land on a large scale and in utilising biomass. Our short-rotation coppice (SRC) plantations are already contributing to the supply of climate-friendly energy, especially in the Baltic region.

There are various benchmarks we use to gauge how seriously we take our responsibility for humankind, the environment and future generations. These include the monitoring of our raw materials and production processes by

Regeling Handels Potgronden (RHP), the certification of our quality-management system to the ISO 9001 standard, our ISO 14001-compliant environmental-management system, the verification of our carbon footprint to the ISO 14064 standard, and reporting in compliance with Global Reporting Initiative (GRI Standards 2016). More than 70% of our raw peat materials are sourced from sites certified to the criteria of Responsibly Produced Peat (RPP). The chief restoration measure applied to former peat extraction areas is re-wetting.

The strategic focus of our company, a medium-sized family business, is extremely forward-looking. Keen to remain the most sustainable producer of growing media, we are working on far-reaching research projects to develop innovative raw materials, substrates and growing systems. In the renewable-energy and resources sector, too, we are single-mindedly pursuing a strategy of growth and are continuing to expand our service portfolio.

In all of our activities, our employees are a foundational asset. Time and again, their commitment plays a crucial role in moving us forward in terms of corporate sustainability and customer satisfaction. We encourage their development and are delighted by their strong ties with our organisation.

Product Carbon Footprint for selected substrates (2016)

Recipe-No.	70413	70002	70062	70080	70698
Substrate	Base substrate	Potgrond P	KKS organic tray substrate	Seedling substrate	BP substrate
Туре	White-peat substrate	Black-peat substrate	Black-peat /white- peat blend with green compost	Black-peat / white-peat blend with coco pith	Black-peat / white-peat blend with wood fibre
Emissions Cradle to gate	51.3	16.8	55.4	39.3	26.7
Emissions Cradle to grave	198.9	236.0	195.0	171.8	158.7

Emissions reduction strategy

We pursue a range of projects to reduce or compensate for the emissions we generate. They are part of our ${\rm CO_2}$ reduction strategy.





- Afforestation
- Forest management
- Short-rotation coppice (SRC) plantation management
- Generation of heat energy from corporate-owned SRC plantations



Transport:

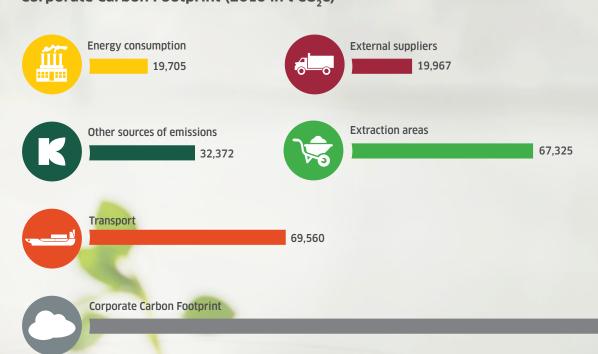
- The basic rule is 'ship before rail before road'
- Reducing product weight to optimise capacity utilisation of transport units



Raw materials:

- Raising the proportion of alternative substrate constituents to 15% by volume of the annual production total by 2020
- Further advancement of sustainable land management
- Minimising the climate impact of our raw-materials procurement
- Rapid implementation of restoration measures on former extraction areas

Corporate Carbon Footprint (2016 in t CO,e)



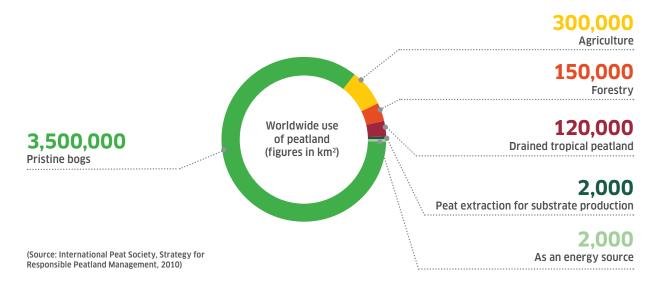
208,929

Peatlands and their use

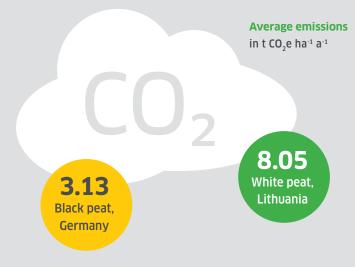
Peat and peatlands worldwide

Worldwide, there are around 4,074,000 km² of peatland, 86% of which is in a natural state.

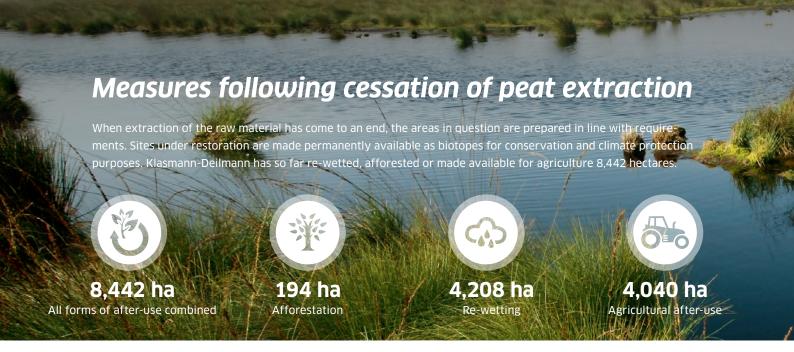
- Just under 10% of peatland has been drained in recent decades, especially for agricultural or forestry use.
- The resulting peat extraction areas cover some 2,000 km² (= 0.05% of the world's total area of peatlands).



Emissions from peat extraction



Between 2015 and 2017, we conducted a scientific study in both Germany and Lithuania, involving the measurement of actual emissions (CO₂e) from peat extraction. Values previously used had been merely deduced as opposed to measured. The investigation indicated that emissions from peat extraction are lower than previously estimated. Peat, therefore, decomposes more slowly than previously assumed.



Embracing our responsibility towards nature

Peatlands in Germany are protected

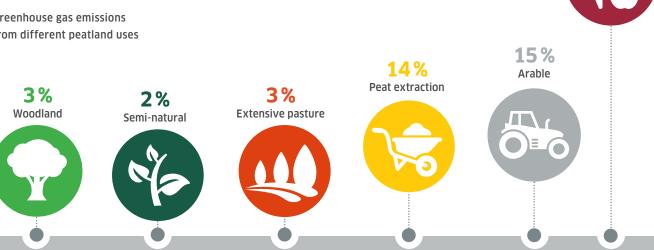
In Germany, peat extraction was expressly desired politically even into the 1970s. The policy was to take land lying unused and reclaim it for residential and agricultural purposes. Since then, peat extraction has taken place only on already drained sites, some of them previously used as farmland.

- Pristine bogs are designated protection areas and are left untouched in Germany and elsewhere.
- Only around 2.9% of (former) peatland in Lower Saxony is used for peat extraction.
- A substantial amount of former peatland is subject to agricultural use.
- Klasmann-Deilmann's land management and raw-materials extraction practices adhere to the Code of Practice of Growing Media Europe AISBL (formerly the European Peat and Growing Media Association, EPAGMA).
- Klasmann-Deilmann is managing an increasing number of extraction sites in compliance with the guidelines of Responsibly Produced Peat (RPP), the European certification system that stipulates binding and verifiable criteria for these activities. More than 70% of the company's raw materials are now sourced from RPP-certified commercial peat fields.

Emissions in CO₂e from Lower Saxony peatland

The total area of peatland (including fenland and raised bogs) in Lower Saxony is around 389,000 hectares, of which about 2.9% is used for peat extraction. The following chart illustrates the breakdown of emissions from peatland (in CO₂e) by land use.

Greenhouse gas emissions from different peatland uses



63%

Intensive pasture

Use of peat in growing media

Peat is the most effective substrate component

The way growing media 'work' must reflect industrial standards, as modern commercial horticulture is a high-tech sector. From today's perspective, there are no comprehensive alternatives to peat that would ensure this excellence is maintained without compromising on quality.

- Peat combines the properties that commercial gardeners expect from a growing medium.
- Peat-based substrates deliver unique reliability in cultivating a wide range of crops.
- Peat-based growing media of consistently high quality can be continuously produced and supplied.
- After processing, the different types of peat have physical, chemical and biological properties that, overall, are unmatched by any other raw material.
- In terms of plant cultivation, raw materials such as wood fibre, green compost and coco pith are a valuable complement to peat.
- Only in combination with peat do these raw materials achieve the desired horticultural effect.
- Growing media without peat are less reliable in terms of crop cultivation.
- Based on the current situation, doing without peat in growing media would lead to a substrate supply gap, as alternative substrate constituents are not available in sufficient quantities.
- Klasmann-Deilmann operates three in-house composting units and several wood fibre facilities at which quality-certified alternative substrate constituents are produced.
- By 2020, Klasmann-Deilmann aims to increase the proportion of alternative substrate constituents to 15% of its annual substrate production.

Our production of substrate constituents (2017)





3,273,541 m³
Peat Raw Materials



3,661,805 m³Production of growing media and potting soils in m³

Uses

Our selection of substrates covers a wide range of horticultural uses





Our key performance indicators

Alternative constituents

By 2020, we aim to increase the proportion of alternative substrate constituents to at least 15% of our total annual production. This key performance indicator (KPI) reflects the used volumes (in m³) of our wood fibre product 'GreenFibre', our green compost 'TerrAktiv', and all other alternative bulking raw materials in relation to the total quantity of growing media (in m³) produced by the Klasmann-Deilmann Group.



Food sector

We wish, in future years, to step up our supplies to the fruit- and vegetable-growing sector. To document our progress here, we compare sales figures achieved for this area with total sales of growing media (in m³ in both cases).

43.9%

Renewable energy

We want to see considerable growth in our Renewable Energy and Resources business unit over the coming years.

Our activities in this area also contribute to emissions avoidance. The figure given below is the ratio between our corporate emissions (in t CO₂e) and the emissions avoidance that we made possible (in t CO₂e); it underlines the increasing importance of energy activities in our organisation and takes account of the emissions-preventing impact of our measures.

17.1 %



Emissions

As well as reducing our overall emissions, we are especially keen to reduce emission levels per product unit. In this KPI, therefore, we calculate the ratio between our corporate group's total emissions (in t CO₂e) and our total production volume (in m³).

Employee health

The following KPI of employee health gives the ratio between the total number of days to be worked by our international workforce and the number of days off sick (including sickness periods of less than and more than six weeks).



Renewable energy and resources

In the Baltic region, Klasmann-Deilmann has extensive land areas for the planting and operation of short-rotation coppice (SRC) plantations. In the coming years, we intend to develop into a significant provider of alternative energy sources, e.g. for biomass cogeneration plants.







