



Climate Neutral Packaging

Carbon Footprinting, Carbon Offsetting, and Communication with ClimatePartner

ClimatePartner^o

Solutions: Packaging

ClimatePartner Solutions are applications designed to meet the demands inherent to a specific sector. Companies use them to calculate, reduce, and offset carbon emissions, as well as to communicate their climate protection efforts. A solutions package encompasses all of ClimatePartner's industry expertise and is ready for immediate implementation.

ClimatePartner is a leading business solutions provider for climate protection and supports companies across all sectors in creating growth potential through voluntary climate protection. ClimatePartner is a pioneer in integrated climate protection software and facilitates efficient carbon management for its clients.



Advantages of Climate Neutral Packaging



ClimatePartner delivers support for packaging manufacturers of all sizes: That's why we offer **ClimatePartner Solutions: Packaging**, which can be used to calculate, disclose, and offset the carbon emissions generated by packaging products at the push of a button. Climate neutral packaging with ClimatePartner delivers a whole series of advantages:

- **You'll increase your competitiveness as a supplier:** Consumer goods companies are increasingly demanding evidence for the carbon emissions of their suppliers and the individual packaging products they purchase.
- **You'll enhance your product line:** With climate neutral packaging, you'll create a new quality feature for your product portfolio and offer added value for your customers.
- **You'll be an important partner in climate protection:** For customers who want to underline their environmental message using climate neutral packaging.
- **You'll prepare your company for the future:** You can immediately respond to calls for bids that specify climate neutral packaging as well as to the increasing demand for primary data (e.g. CDP Supply Chain).



ClimatePartner



When I founded ClimatePartner in 2006, I was inspired by the idea of supporting companies with climate protection services. We've been working with print shops in Germany and Switzerland on the subject of 'climate neutral printing' right from the beginning. Then, in 2007, we came out with the first solution for packaging manufacturers. Using that solution as a foundation, we've developed an established, comprehensive service packet, and today it's difficult to imagine the sector without it. We'd like to use the following pages to introduce you to **ClimatePartner Solutions: Packaging**.

Moritz Lehmkuhl Founder and CEO at ClimatePartner GmbH



Environmental aspects are playing an increasingly large role for consumers when they make a purchase decision. That applies for both the production and the use of packaging products. Acting responsibly is a cornerstone of our corporate philosophy. That is why we are constantly working to ameliorate our high quality folding boxes and processes in the interest of reducing the consumption of natural resources and lowering carbon emissions. We have been successfully collaborating with ClimatePartner since 2008, working together to provide climate neutral packaging – with full transparency and traceability for consumers.

Steffen Schnizer CEO at CD CARTONDRUCK GmbH



Comprehensive services and high quality for you and your customers: that is ClimatePartner.



As the leading manufacturer of environmentally friendly molded fiber packaging and egg packaging, we are highly aware of our responsibility to our fellow humans and our planet. That is why we are working with ClimatePartner to expand our current climate protection activities. The ClimatePartner process means we are now also able to compensate unavoidable carbon emissions incurred during the packaging production process with an internationally recognized carbon offset project specifically tailored to our products.

Charlotte B. Merlin Sustainability Manager at Brødrene Hartmann A/S



We've been active in environmental and climate protection for many years now, guided by the principle of avoiding, reducing, and compensating. ClimatePartner enables us to implement this approach in an optimal manner. We have the climate protection specialists in Munich calculate the VP Group's carbon footprint on a regular basis to measure our successes in climate protection and to identify new potential for reducing emissions. Moreover, we offset our carbon footprint by supporting high quality carbon offset projects. In addition to saving on emissions, they improve the living conditions for the local population. Thus, the VP Group's production runs 100 percent climate neutral!

Heiko Brandl CEO at Vereinigte Papierwarenfabriken GmbH



With **ClimatePartner Solutions: Packaging** the path to climate neutral packaging is swift and efficient

With **ClimatePartner Solutions**, companies obtain their carbon footprint, which enables them to identify the most important potential for saving on carbon emissions.

Based on these results, we provide a web-based tool for dynamic calculation of the carbon emissions specific to products. Unavoidable emissions can be offset at the push of a button via internationally recognized carbon offset projects.

Then ClimatePartner's tracking system – featuring a unique ID number and a multi-sector label – facilitates transparent communication with customers, business partners, and employees.

In addition, ClimatePartner provides support in marketing climate protection activities. Companies can immediately become active in climate protection with ClimatePartner Solutions.

With **ClimatePartner Solutions**, you'll offer climate neutral packaging in three steps:



Efficient carbon management:
Web-based calculation of carbon emissions



At the push of a button: Carbon offsetting
for your packaging products



Communication and marketing for your
climate neutral packaging products



Efficient Carbon Management: Calculation of Carbon Emissions

Corporate Carbon Footprint: Carbon footprint calculation for all of your company's sites

You'll enter the company data relevant to determining your carbon emissions in a web application once a year. The result will show you the company's carbon footprint. This detailed breakdown allows you to identify the most important emissions drivers and minimize them with targeted measures for reduction and avoidance.

Dynamic Product Carbon Footprint: Web-based tool for calculating the carbon emissions of your packaging products

We'll create an individually tailored carbon calculator based on your company's carbon footprint. By quickly entering some basic information, you can calculate

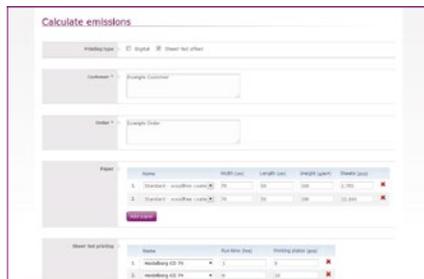
the carbon footprint of your products. "Dynamic" means that the calculation method is synched with your value creation so that changes in the production process will effortlessly be reflected in the carbon footprint of your products.

Climate protection integrated into your company software: IT interface

The ClimatePartner carbon management process for calculating and offsetting carbon emissions can be fully linked to your calculation software – even if the software comes from a third-party provider. We'll supply the IT interface as well as on integration into your existing ERP systems (e.g. SAP).

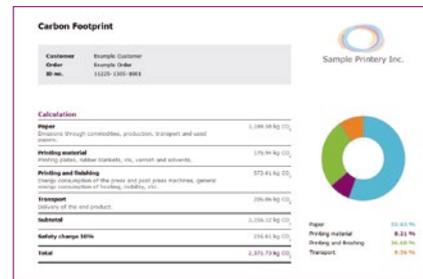


Software for Climate Protection: ClimatePartner Footprint Manager



Footprint Manager online platform

Our „Footprint Manager“ software is available online. The only thing you need is a computer with Internet access. The Footprint Manager can be used to calculate and manage your orders for climate neutral packaging. ClimatePartner updates the software regularly, so the technology you use will always be state of the art.



TÜV Austria-certified process

Climate protection means credibility and transparency. And we provide you with added security: Every year, we have our offset process audited and certified by the technical inspection authority TÜV Austria.



Carbon offset projects – individually selectable

On our online platform, we offer various carbon offset projects you can select individually for each specific order. You'll also receive comprehensive information on each project.



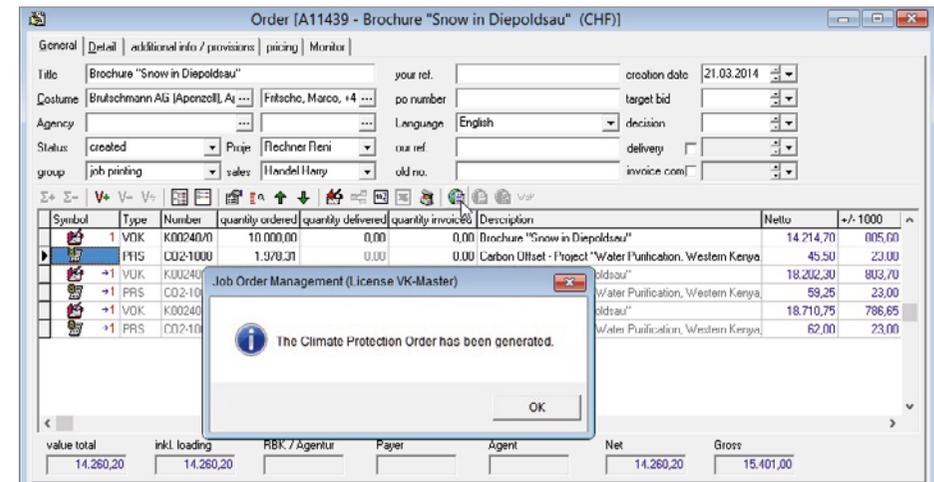
Certificate No. TA 290 102005531
www.tuv.at



Integrated Carbon Calculation and Compensation

Climate Protection at the Push of a Button

Our solution can be fully integrated into your calculation software (ERP). This makes it extremely easy for you to offer customers climate neutral packaging. The offsetting of carbon emissions comes with an open interface by default, which means it can be integrated into IT solutions from third-party providers.



Climate protection at the push of a button with **PrintPlus** and **ClimatePartner**

Portfolio of Carbon Offset Projects

When offsetting carbon emissions, you can select from more than 20 carbon offset projects compliant with internationally recognized standards (Gold Standard, etc.) covering Bandirma, Turkey, has a Gold Standard certification and an aggregate output of 15 MW. With a projected electricity volume of 51 GWh, it saves 30,997 tons of carbon emissions every year. Moreover, local air quality is improved due to the avoidance of burning fossil resources, which translates into fewer contaminants being released into the air.



Wind energy **Bandirma, Turkey GS VER**



Reducing and Offsetting the Carbon Emissions of Your Packaging Products

By calculating the carbon emissions of your packaging products, you can identify the biggest emissions drivers as well as potential sources for reducing emissions. Examples of this could include optimizing processes or using materials that save carbon emissions. You can then offset the carbon emissions from your products online at the push of a button using emissions reduction certificates from internationally recognized carbon offset projects – with calculation and offsetting merely a few clicks away in a web-based tool.

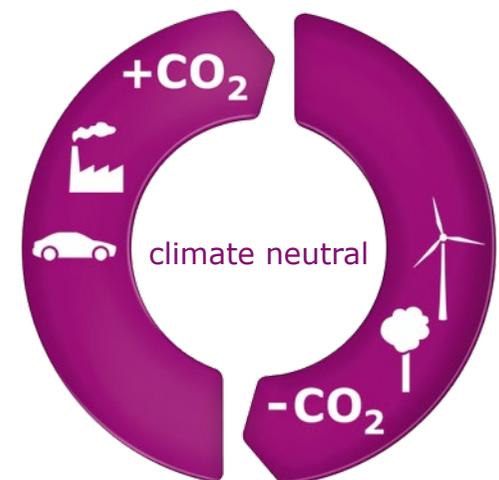
ClimatePartner Solutions: Packaging offers you a selection of some 20 carbon offset projects covering the entire spectrum of internationally recognized standards (including Gold Standard, VCS) and various technologies all over the world.

What exactly is a recognized carbon offset project?

The greenhouse effect is a global phenomenon. Thus, the geographic location where emissions are generated or saved is irrelevant. On the contrary, it's much more important that the concentration of greenhouse gas emissions in the

atmosphere be reduced on a global scale. Carbon offset projects save carbon emissions: Instead of a coal power plant, to name one example, a wind power plant is built.

The carbon savings generated are tradable – in the form of emission reduction certificates. This global mechanism makes it possible to promote sustainable development and avoid carbon emissions. There are various types of carbon offset projects that are used to that end – such as hydropower plants, biomass systems, wind parks, as well as afforestation and forest conservation projects.





Communication and marketing for your climate neutral packaging products

We'll provide you with support for communication with your customers, business partners, and employees.

Transparent Communication: ClimatePartner Tracking System

Each climate neutral order is assigned a unique ID number. Upon entering it on www.climatepartner.com, all information on the volume of carbon emissions saved, the carbon offset project supported, and a compensation certificate can be retrieved.

Automatic generation of ID labels

Labels featuring an ID number are automatically provided online in various colors, languages, and designs. They can be placed on climate neutral packaging as desired. Packaging designers have the ability to select the corresponding options themselves, directly integrating them into their designs. You can then simply have a link to the ID label sent via e-mail.

QR codes provide fast access to information

When using a QR code, information about the climate neutral packaging can be called up quickly and effortlessly by scanning the code using a smartphone or a tablet.

Marketing your climate neutral packaging

In addition, ClimatePartner will provide you with support in marketing your climate neutral packaging products: including image material and text blocks for your website; information brochures for potential customers; a sales handbook, including sample letters; as well as participation in our ClimatePartner Academy*, offering training in application and sales.



ClimatePartner^o
climate neutral

Packaging | ID: 50040-1212-1001

* Seminars are held regularly in various cities throughout Germany, Austria, and Switzerland. You can find our current offering here: www.climatepartner.com/academy. We would also be happy to schedule a personal training appointment with your staff.

Services and prices at a glance

Our offer for packaging producers:

	Number of people working at site		
	< 50	50-150	>150
<p>The costs per site depend on the number of employees.</p> <p>Efficient carbon management: calculation of carbon emissions</p> <ul style="list-style-type: none"> • Corporate Carbon Footprint: carbon footprint calculated for your sites • Dynamic Product Carbon Footprint: Web-based carbon management tool for calculating the carbon emissions of your products • IT interface provided <p>Select from more than 20 carbon offset projects for offsetting carbon emissions and managing climate neutral orders using a web-based tool</p> <p>Communication & marketing for your climate neutral packaging with ClimatePartner's labeling system</p>	<p>Implementation (one-time): EUR 2.500 / CHF 3.100</p> <p>Monthly service fee: EUR 250 / CHF 310</p> <p>Update (optional)*: EUR 1.250 / CHF 1.600</p>	<p>Implementation (one-time): EUR 5.000 / CHF 6.200</p> <p>Monthly service fee: EUR 250 / CHF 310</p> <p>Update (optional)*: EUR 2.500 / CHF 3.100</p>	<p>Implementation (one-time): EUR 7.500 / CHF 9.200</p> <p>Monthly service fee: EUR 250 / CHF 310</p> <p>Update (optional)*: EUR 3.750 / CHF 4.600</p>

* ClimatePartner recommends updating the corporate carbon footprint once a year in order to quantify emission reductions and climate protection targets that have been attained.

We would be happy to provide you with a specifically tailored offer.

ClimatePartner^o

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