

## Responsibility as a principle

Sustainability at the Vaillant Group

As a future-oriented family enterprise we set a benchmark in the areas of ecological, economic and social sustainability.

Sustainability vision

We aim to be the leading provider of environmentally friendly, energy-saving heating, cooling and hot water solutions that are simple to operate. Our goal is sustainable and profitable growth for our family-owned company.

Vaillant Group vision



Dear Readers,

As a family-owned company, the Vaillant Group feels obliged to conduct business responsibly and sustainably. We have made sustainable and profitable growth our overall goal. As a leading provider of energy-efficient, environmentally friendly solutions for heating, cooling and hot water we are contributing to the conservation of resources and the reduction of pollutant emissions. Our customers quite rightly have high expectations with regard to efficiency and the environmental sustainability of our technologies. At the same time, they can expect that we also keep a watchful eye on the social and environmental conditions under which our products are manufactured. Our innovation and excellent market position are essentially based on the expertise and passion of our employees. The Vaillant Group is an attractive employer that offers future-oriented jobs, which are of particular importance for climate protection and the preservation of resources.

To anchor our ambition for responsible business conduct throughout the Vaillant Group, we have developed the strategic sustainability programme S.E.E.D.S. and set ourselves Group-wide sustainability goals. This year, we are reviewing our initial progress towards these targets. Our work is beginning to bear fruit, thanks to our sound management system and the dedication of our employees, and we are firmly resolved to pursue this path.

A handwritten signature in blue ink, which appears to read 'C. Voigtländer'. The signature is fluid and cursive, with a large loop at the end.

Yours sincerely,

Dr Carsten Voigtländer

Chief Executive Officer of the Vaillant Group

# Our ambition

The Vaillant Group combines all its sustainability activities into one strategic programme. Under the name S.E.E.D.S., we set binding, verifiable targets in the focus areas Environment, Employees, Development & Products and Society, develop specific measures based on these targets and continuously monitor the results. Transparently and Group-wide.

Sustainability therefore implies an overall ambition in our corporate actions. It illustrates that a company's strategic and operative decisions are being made with both economic and sustainability aspects in mind. The underlying question is: "What are the direct and indirect consequences of a corporate decision for people and the environment?" We do not consider the S.E.E.D.S. programme as detached from our economic goals. On the contrary, S.E.E.D.S. actively strives to contribute to a sustainable and profitable growth of the Vaillant Group.

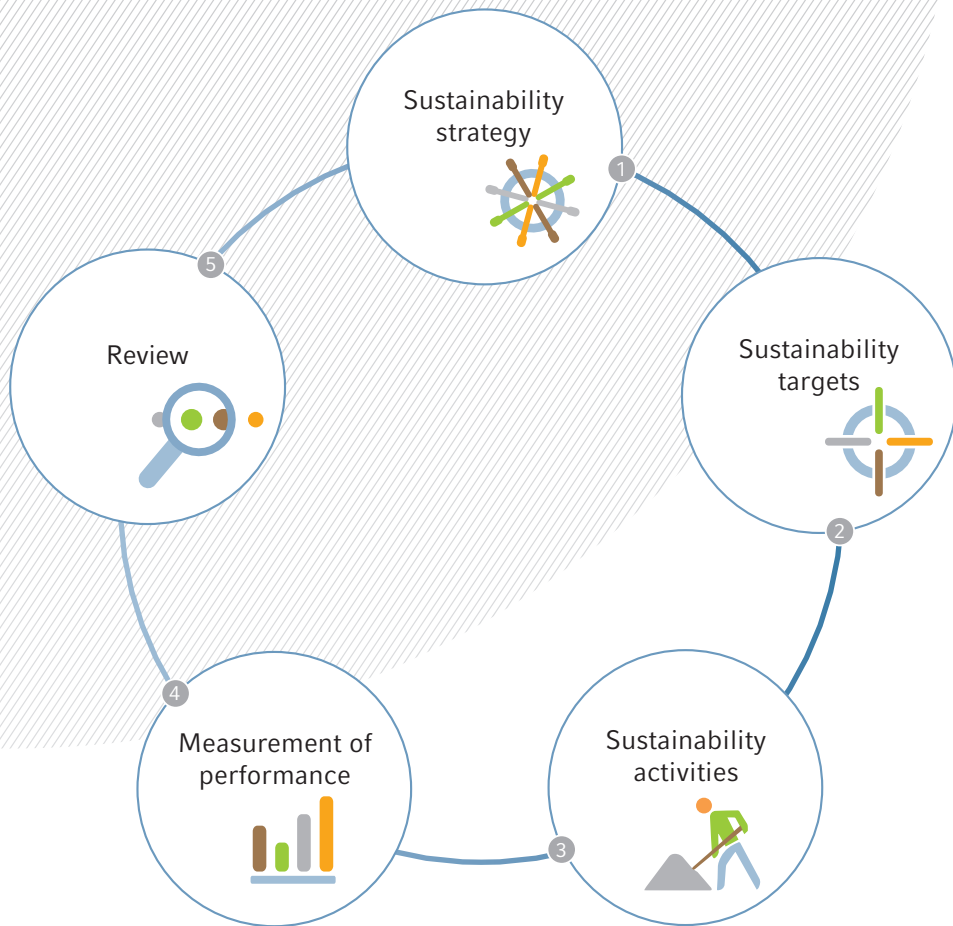


S.E.E.D.S.

Strategic sustainability programme

Sustainability in  
Environment  
Employees  
Development & Products  
Society






# Step by step

To live up to our goal of responsible business conduct, we require a targeted management strategy. We manage our sustainability activities on the basis of a classical control circle.

Based on the sustainability strategy ❶, we set binding targets ❷ for all four fields of focus in the S.E.E.D.S. programme. In the field of Environment, for example, where one target is to reduce CO<sub>2</sub> emissions by 25 per cent. All relevant departments such as Purchasing, Production, Logistics, Sales, Service and Quality then define and implement operational measures ❸ in order to achieve these targets. We examine how effective these measures are based on key performance indicators, which are clearly defined for all targets ❹ such as the share of high-efficiency technologies in our overall sales. Or the level of employee satisfaction. These figures are analysed extensively during the annual review ❺, which gives us a reliable status of our sustainability performance. And the circle begins all over again.



# Our targets up to 2020

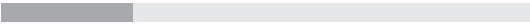


## Development & Products

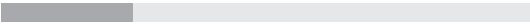
Our goal is to offer our customers energy-efficient and environmentally friendly products throughout the entire product life cycle – from development to purchasing, production and use, and all the way to service and recycling.

80

% Turnover of high-efficiency products



-15 % Greenhouse gas emission of the product portfolio



+15 % Material efficiency



Go-ahead 50 % of target value achieved Target achieved

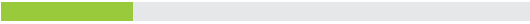


## Environment

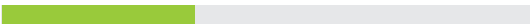
Protecting the environment and resources is an important part of the Vaillant Group's sustainability strategy. We aim to use resources responsibly, to consistently lower CO<sub>2</sub> emissions, prevent negative influences on the environment and actively use opportunities for improvement.

-25

% CO<sub>2</sub>



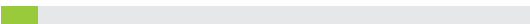
+20 % Energy efficiency



-20 % Water



-20 % Waste

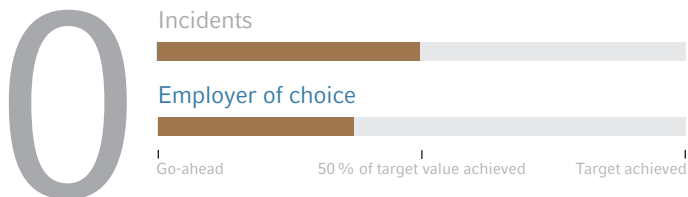


Go-ahead 50 % of target value achieved Target achieved



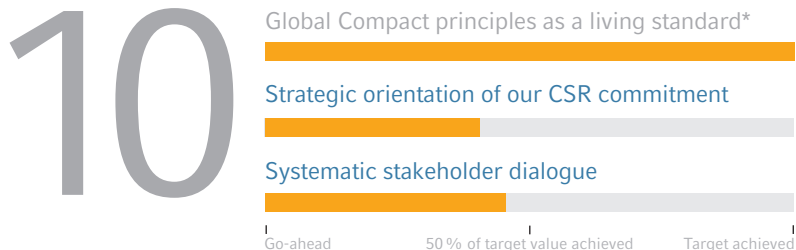
## Employees

Our employees form the foundation and the soul of the Vaillant Group. We pursue the goal of being the employer of choice for job applicants and current employees.



## Society

The Vaillant Group acknowledges its social responsibility. The company makes an active contribution where it operates, for social progress and the welfare of people.



\*The target to procure 80 per cent of our purchasing volume from suppliers who follow the Ten Principles of the UN Global Compact was already reached in 2012. That is why we've raised our target figure to 100 per cent by 2020.

All percentages refer to the 2010 reference year.



Vaillant

No 18.01.13 3.0°C Außen  
18:15  
Mohnung 21°C >Auto\*  
Buro 20°C Auto\*  
Warmwasser 60°C Auto\*  
URC 430

48°C

— +  
— +  
— +

— +  
— +  
— +

auroCOMPACT



## DEVELOPMENT & PRODUCTS

High-efficiency portfolio

Use of

environmentally friendly  
materials and resources

Implementation of

eco-design standards

Outstanding

product safety and longevity

Optimisation of

recycling and  
waste disposal after use





## ENVIRONMENT

# Comprehensive environmental management

for the reduction of

CO<sub>2</sub> emissions,  
energy and  
water consumption,  
and waste,

at production and administration sites  
as well as in logistics





## EMPLOYEES

Raising our profile as an  
**attractive employer**

Tailored  
**employee development**  
programmes

Reduction of accidents at work through the  
**introduction of a**  
**management system**  
for occupational safety







## SOCIETY

Wide-ranging and strategic

# social commitment

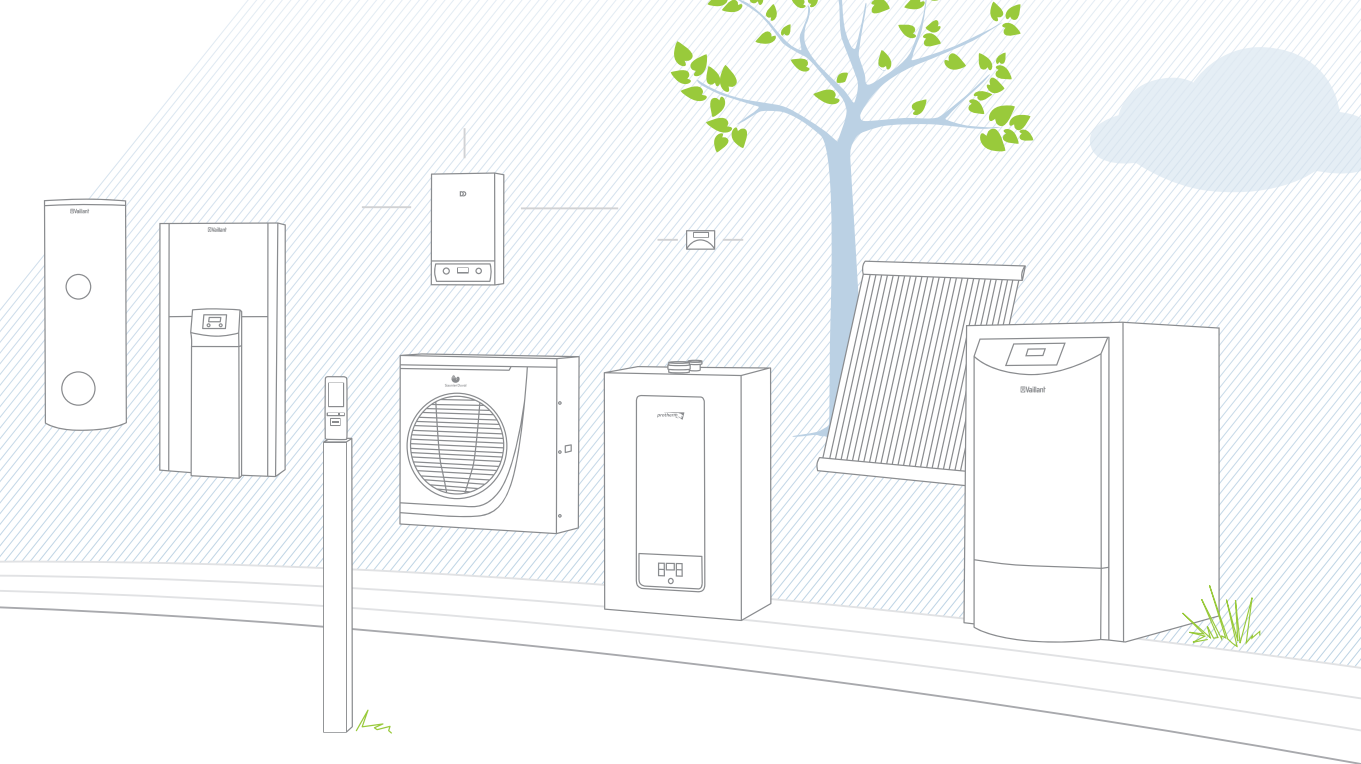
at all company locations (CSR)

## Open dialogue

with stakeholders

Commitment to the United Nations  
Global Compact

The Vaillant Group offers a wide range of perfect heating solutions, from decentralised combined heat and power and high-efficiency condensing boilers, solar panels that absorb free solar energy and produce zero emissions to heat pumps that extract energy from the ground, air and water. Tailored to your individual needs.



[www.vaillant-group.com/en/sustainability](http://www.vaillant-group.com/en/sustainability) [sustainability@vaillant.de](mailto:sustainability@vaillant.de)





**Deutscher  
Nachhaltigkeitspreis**

Deutschlands nachhaltigstes  
Produkt 2011



**reddot design award**

**DESIGN PLUS**



**Renewables Awards**



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