

VAILLANT GROUP

Sustainability at the Vaillant Group

RESPONSIBILITY AS A PRINCIPLE





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 environmen-
tally 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,

We believe that the Vaillant Group has a special responsibility: a responsibility that essentially concerns our products. As a leading provider of energy-efficient, environmentally friendly solutions for heating, cooling and hot water we contribute to the conservation of resources and the reduction of pollutant emissions. At the same time we are keenly aware of the conditions under which our products are produced.

But as a family-run company, responsibility also takes on another meaning. The understanding that commercial success is inextricably linked to our alignment to social and ecological standards, upon which important corporate decisions are based.

For this reason we have developed the strategic sustainability programme S.E.E.D.S. and defined sustainability targets, which are implemented throughout the Group. We measure the results precisely and transparently. From energy consumption in production through to the internal appointment of management positions; from the carbon emissions of our product portfolio through to our suppliers' social standards. We do this in order to acknowledge our responsibility in all areas of our business activities. As a matter of principle.

A handwritten signature in blue ink, appearing to read 'C. Voigtländer', with a stylized, flowing script.

Yours sincerely,
Dr Carsten Voigtländer
Chief Executive Officer of the Vaillant Group

UNDERSTANDING THE BIG PICTURE

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

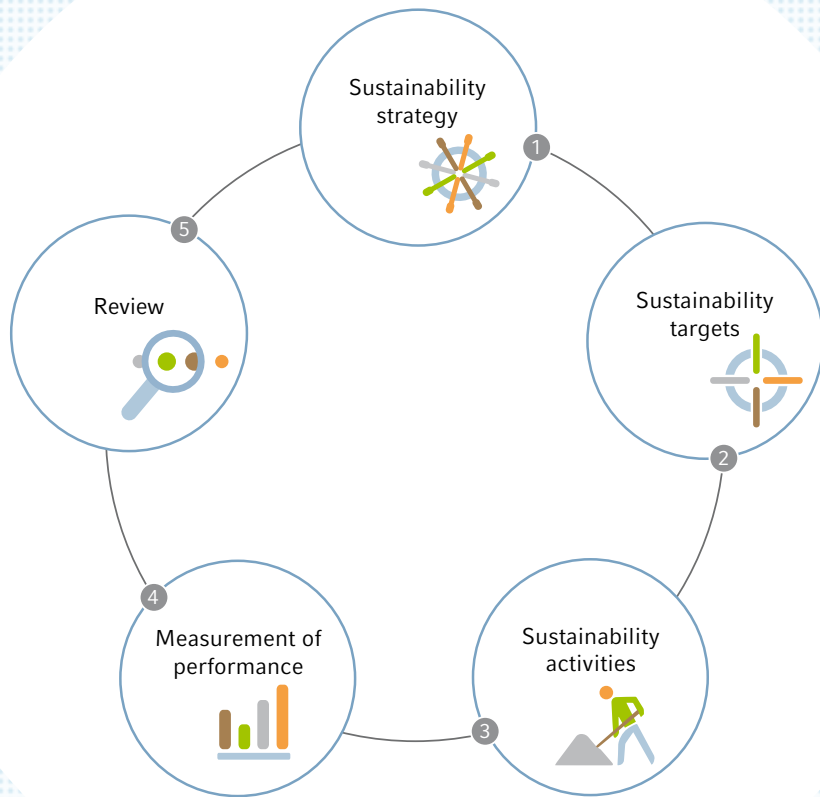
Environment

Employees

Development & Products

Society





A NEVER-ENDING CYCLE

In order to guarantee sustainability in all areas of our company, we need clearly-directed management. We manage our sustainability activities on the basis of a classical control circle.

Based on the sustainability strategy ①, we set binding targets ② 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 CO₂ emissions by 25 per cent. All relevant departments such as Purchasing, Production, Logistics, Sales, Service and Quality then define and implement operational measures ③ 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 ④ 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 ⑤, which gives us a reliable status of our sustainability performance. And the circle begins all over again. So that we always know if we're on the right path.

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 CO₂ emissions, prevent negative influences on the environment and actively use opportunities for improvement.

–25

% CO₂

+20 % Energy efficiency

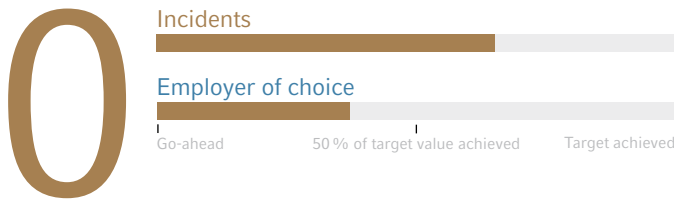
–20 % Water

–20 % Waste

Go-ahead 50 % of target value achieved Target achieved

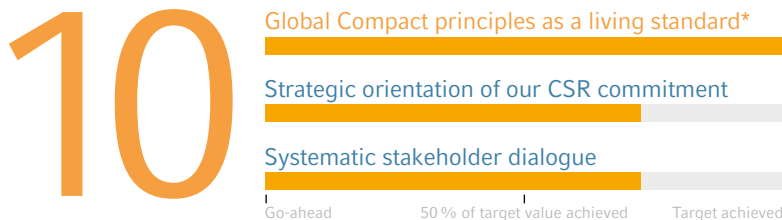
Employees

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.



*Our target to assign 80 per cent of our total purchase volume to suppliers that recognise the Ten Principles of the UN Global Compact was reached as early as 2012. We have now gone one step further and already managed to meet the next target – 100 per cent – which was originally set for 2020.

All percentages refer to the 2010 reference year and are dependent on volume.





SEEDS.

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





S.E.E.D.S.

ENVIRONMENT

Comprehensive
environmental management

for the reduction of

CO₂ emissions,

energy and

water consumption,

and waste,

at production and administration
sites as well as in logistics

SUSTAINABILITY IN
ENVIRONMENT
EMPLOYEES
DEVELOPMENT & PRODUCTS
SOCIETY



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

Diversity management

Integrity and compliance

SUSTAINABILITY IN
ENVIRONMENT
EMPLOYEES
DEVELOPMENT & PRODUCTS
SOCIETY



SOCIETY

Wide-ranging and strategic

social commitment

at all company locations (CSR)

Open dialogue

with stakeholders

Commitment to the United Nations
Global Compact

Public education on

**environmental and
climate protection**

SUSTAINABILITY IN
ENVIRONMENT
EMPLOYEES
DEVELOPMENT & PRODUCTS
SOCIETY





THE MOST POWERFUL INSTRUMENT

Modern heating technology is the most powerful instrument for promoting the success of the energy revolution, meeting the UN climate targets and combating global resource conflicts. More than 40 per cent of all primary energy within the European Union is used in and for buildings. And of this, the lion's share – around 85 per cent – is needed to heat homes and provide hot water. This offers huge potential – to make savings and therefore to conserve resources and protect the environment.

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. Configured precisely to suit your needs.



**Deutscher
Nachhaltigkeitspreis**
Deutschlands nachhaltigstes
Produkt 2011



**DEUTSCHER
NACHHALTIGKEITSPREIS**
Top 3 Deutschlands nachhaltigste
Zukunftsstrategien (Konzern) 2013



reddot design award

DESIGN PLUS



Renewables Awards



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