

WELEDA an Anthroposophic company

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WELEDA in numbers:

- Founded more than 90 years ago
- Operating in around 50 countries worldwide
- leading producer of anthroposophic pharmaceuticals (2.500 products)
- wellknown producer of nature organic cosmetics (120 products)
- Sustainable sourcing of 1.000 natural raw materials
 - 300 plant species
 - Preferable organic sourcing following our philosophy
- More than 50 projects and partnerships with suppliers

WELEDA philosophy since 1921

▶ In harmony with nature and the human being

▶ Fair treatment of customers, partners and suppliers

- ▶ Transparency and continued communication as a base of obliging, effective cooperation.
- ▶ Cooperations based on long-term policy and mutual interests

▶ Ethical and value-creating business-practices

- ▶ Economical decisions are based on main targets: personnel development , individual preservation, advancement and regeneration of health.
- ▶ Additional to strengthening self-financing of Weleda-group justifiable financial interests of suppliers are considered.

WELEDA : In harmony with nature and the human being

- ▶ **To care for natural resources and maintain them with respect for nature**
 - ▶ **Environmentally sound raw material sourcing and processing**
 - ▶ **Sustainable activities**

- ▶ **WELEDA may be considered as a pioneer of sustainable sourcing / production of organic raw material.**

- ▶ **Basics of philosophy creating Strategy for our International Sourcing**
 - ▶ **Focus on organic (bio-dynamic) sourcing – 2011: 67%**
 - ▶ **preferable direct sourcing from cultivation-partners due to high transparency (also accordance to legal demands like GACP...)**
 - ▶ **Member of UEFT – Union for Ethical Bioproducts since 2011**

Weleda – Intern. Strategic Sourcing: according UEBT-principles

- ▶ UEBT – code of good practice for setting social and environmental standards for all natural ingredients concerning own operations and supply chains worldwide
 - ▶ Sourcing activities shall conserve and restore biodiversity
 - ▶ employees, suppliers and collectors shall be trained in implementation of good collection, cultivation and quality assurance practices.
 - ▶ to pay equitable prices for the natural ingredients
 - ▶ to contribute local development goals in sourcing areas
 - ▶ traditional knowledge to be used with approval of locals

- ▶ Target: till end of 2013 - UEBT-principles for complete supply chains.

Weleda – Intern. Strategic Sourcing: according UEBT-principles

- ▶ Weleda is generating with several projects worldwide:
 - ▶ new jobs with fair-payment
 - ▶ economic growth

- ▶ Protection of environment is target above all as respect for nature and human being

- ▶ Examples:
 - ▶ Strophantus kombé-Project in Malawi:
 - ▶ 321 registered suppliers and additional approx. 400 supporting collectors.
 - ▶ in 12 communities 14 forest-areas are protected for wild crop
 - ▶ several cultivation-projects are under development

Weleda – Intern. Strategic Sourcing: according UEBT-principles

▶ Examples:

▶ *Vitis vinifera*, Folium (vine-leaves) from Peru:

- ▶ 17 cultivators with more than 200 workers / 156 ha wine
- ▶ organic certification of the Omate-valley (approx. 980 ha total production are - huge benefit for other products too like Avocado - 430 ha)

▶ Sesam-oil from Mexico:

- ▶ 1300 ha organic cultivated sesame-fields
- ▶ 238 farmers and their families working for the cultivation of seeds
 - ▶ 210 workers in the oil-factory