



Landbell
Group

Annual Performance Review 2021



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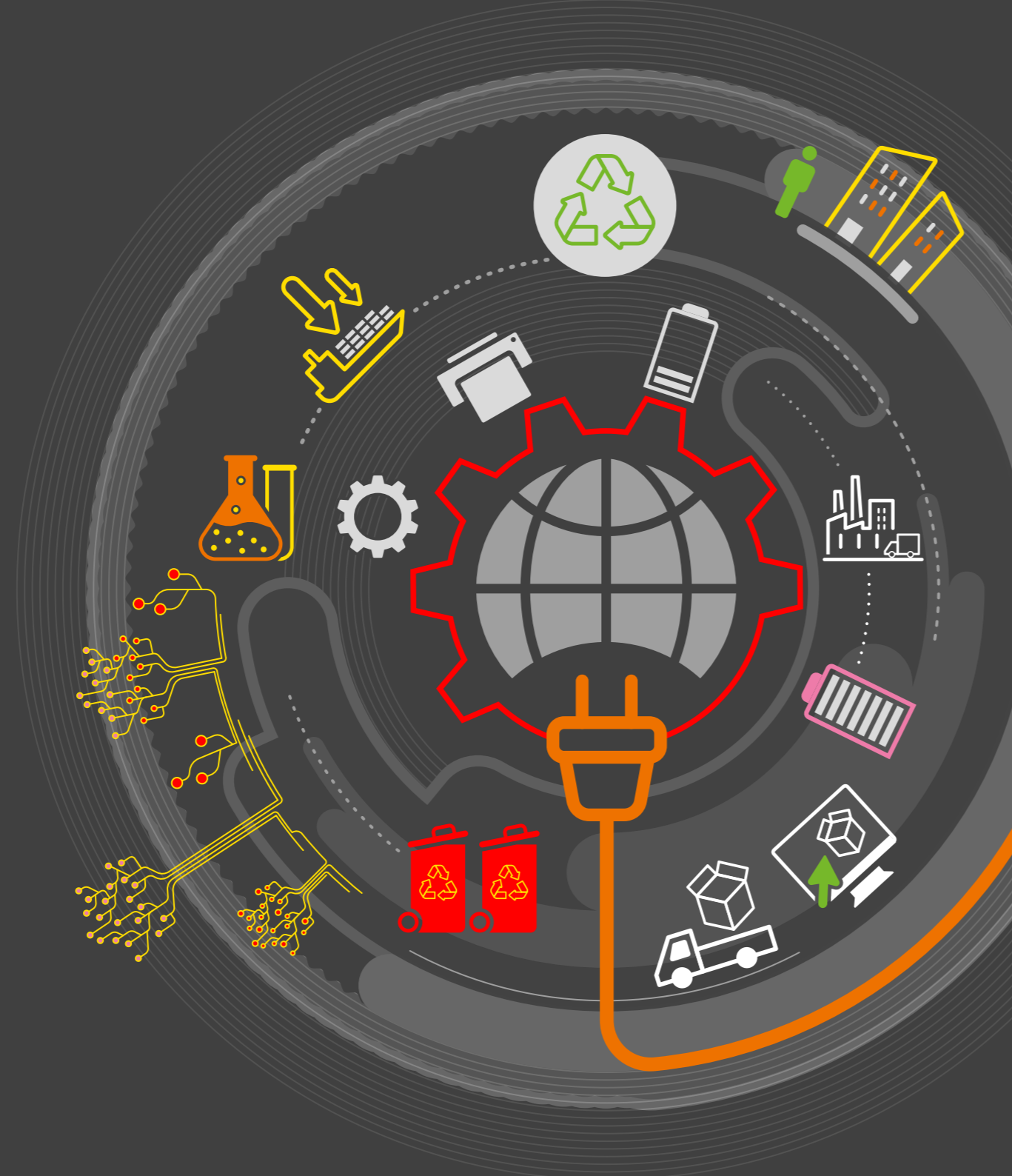
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The circular economy is crucial to tackling climate change – and extended producer responsibility (EPR) is one of the key elements for building a circular economy.

As a platform for EPR worldwide, Landbell Group is engineering the circular economy for a sustainable future.





Jan Patrick Schulz
CEO of Landbell Group

INTRODUCTION

LANDBELL GROUP is a leading provider of environmental and chemical compliance solutions with local expertise and a global presence

Welcome to Landbell Group's annual performance report for 2021. This is our third annual performance report – and looking back over the reports, one word sums up the last three years: growth.

In 2019, we provided solutions for 28,000 customers, employed over 300 people, and our revenue was 180 million euros. In 2021, we supported over 38,000 customers, employed over 400 people, and our revenue rose to 340 million euros.

This growth is due to investment – we have invested considerably in our teams and tools. It is also down to the unique skill and experience of our people, who are committed to simplifying compliance for our customers. Most of all, perhaps, it is down to one fact: the principle of extended producer responsibility (EPR) is spreading across the globe and more companies are looking for an easier way to manage their obligations.

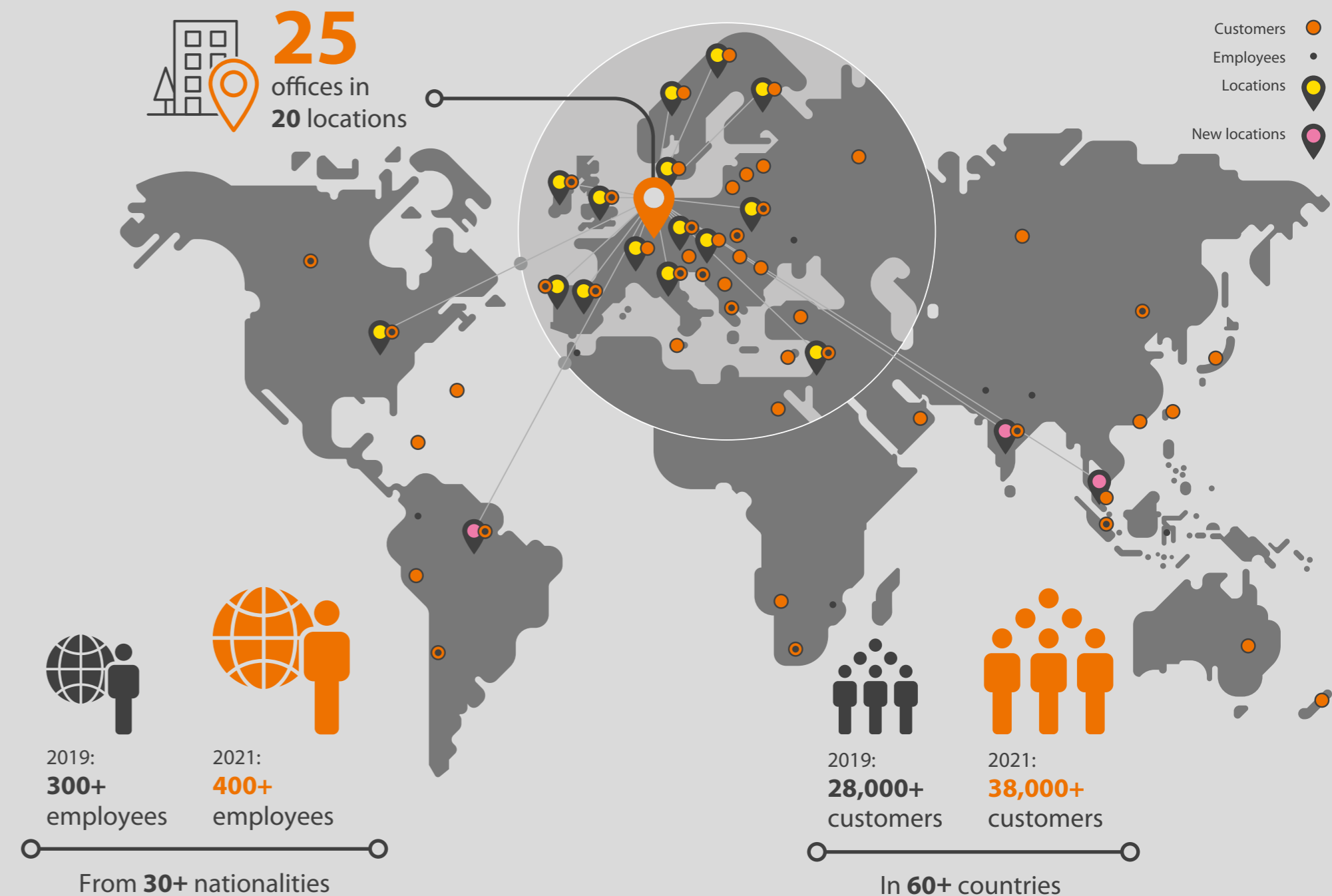
At Landbell Group, our companies do three things: firstly, we work locally to improve recycling. We also support local companies and jobs. Secondly, we use this local knowledge to build international solutions. Why? Because markets and companies think internationally and EPR is now a global cause. Thirdly, EPR is heavy on administrative processes. That's why we use IT to strip away complexity and cost.

This report shows how Landbell Group's comprehensive core services – compliance, consulting and software – help companies to meet their EPR obligations all around the world. We are one joined-up business that companies can turn to for all their environmental and chemical compliance needs.

At Landbell Group, we are a network of people who are pulling together to support our clients. We are a group of companies engineering a circular economy for a sustainable future. We are now also showing this in our company logos, which are linked by the same square-and-arrows symbol. So, in this report, you will see the new logos for Landbell Group and its main companies.

Growth is positive, but not if it drains our resources further or produces greater harm. Greenhouse gas emissions are destroying lives and livelihoods everywhere. That's why we need to act. Now. The circular economy is a crucial building block for creating a healthier future – and EPR is one of the key elements for building a circular economy. We are growing to establish EPR services worldwide – this, in turn, brings major benefits for the environment as it triggers more investment in reuse and recycling.

In the last three years, we have become a platform for EPR worldwide. Join us – together we can make a difference.





Tim Scholz
CFO of Landbell Group

FOCUS ON FINANCE

As a financially solid business partner, LANDBELL GROUP supports customers worldwide with its own compliance schemes, consultancy services and software

Significant growth

As Jan Patrick Schulz describes in his introduction, Landbell Group has grown significantly in the last three years.

Last year alone, we hired more than 80 new people to support the expansion of the business in key areas such as consulting, software, product development, and operations. We also moved into new territories, establishing companies in countries like Brazil, India and Singapore. Furthermore, we increased our revenue to more than €340m.

This growing success is due to our focus on being a reliable partner for our customers and on developing our services to meet the challenges that they face. It was also driven by material revenues – a healthy indication of the growing value of resources.

Looking ahead, we expect to increase our revenue further to €360m in 2022. The significant investment in our capabilities in 2021 puts us in an excellent position to

deliver better services for our customers – all over the world.

Stable platform

Landbell Group is a strong platform for extended producer responsibility (EPR) worldwide because it is internally financed, has solid equity and a long-term, sustainable business model. We are also an independent, privately-owned company, which has been in the hands of the same families for over 20 years.

Our stable management and ownership structure – our principal shareholder has been with the company since it was founded; our CEO has led the company since 2007 – provides the foundation for us to be a reliable, yet dynamic partner for our customers.

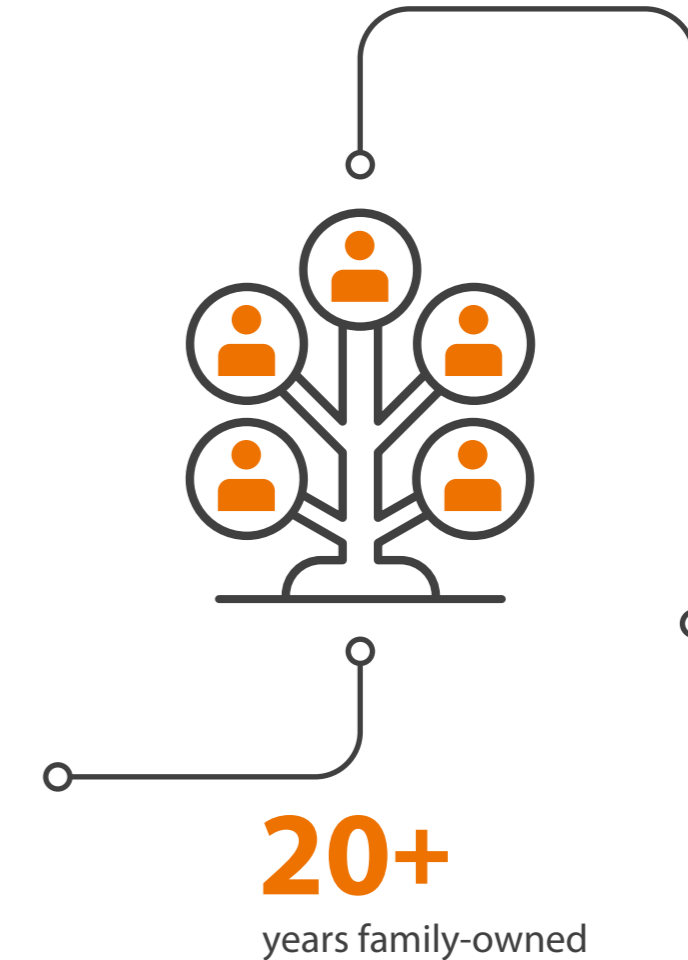
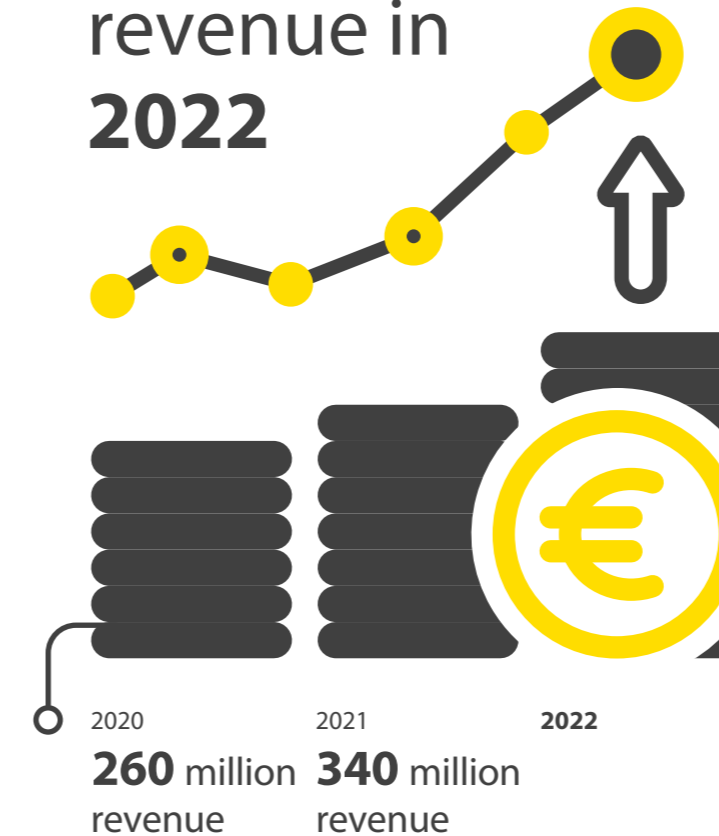
We are also focused on being a growing partner for our customers.

At Landbell Group, we have championed EPR since it was first introduced. Now, with our global platform, we are helping to deploy it effectively around the world.

EPR is one of the smartest ways of managing our waste and resource problems because it puts responsibility into the hands of producers. Our mission is to help them manage these responsibilities – efficiently and globally.

360m

Euro forecast revenue in 2022



77
customers in
Fortune 500

18
customers in
Eurostoxx 50





Ulf Hallmann
CIO of Landbell Group

SOFTWARE SOLUTIONS

LANDBELL GROUP specializes in the development of software solutions for the management and digitalization of the circular economy

Landbell Software develops digital tools for compliance. EPR is heavy on administrative processes: that's why we use IT to strip away complexity and cost.

Circul8

Circul8 is our platform for managing environmental compliance efficiently, safely and transparently. Circul8 includes globally operational solutions for:

- Running producer responsibility organisations (PROs)
- Controlling and reporting environmental compliance data
- Managing international takeback logistics
- Supporting knowledge management and consulting
- Providing one-stop online compliance shopping

In 2021, Circul8 supported the activities of Landbell Group's customers, PROs and takeback partners. It managed environmental compliance reporting for more than 8,000 companies, including 30,000 declarations, and logistics and transactions for more than 100,000 participants.

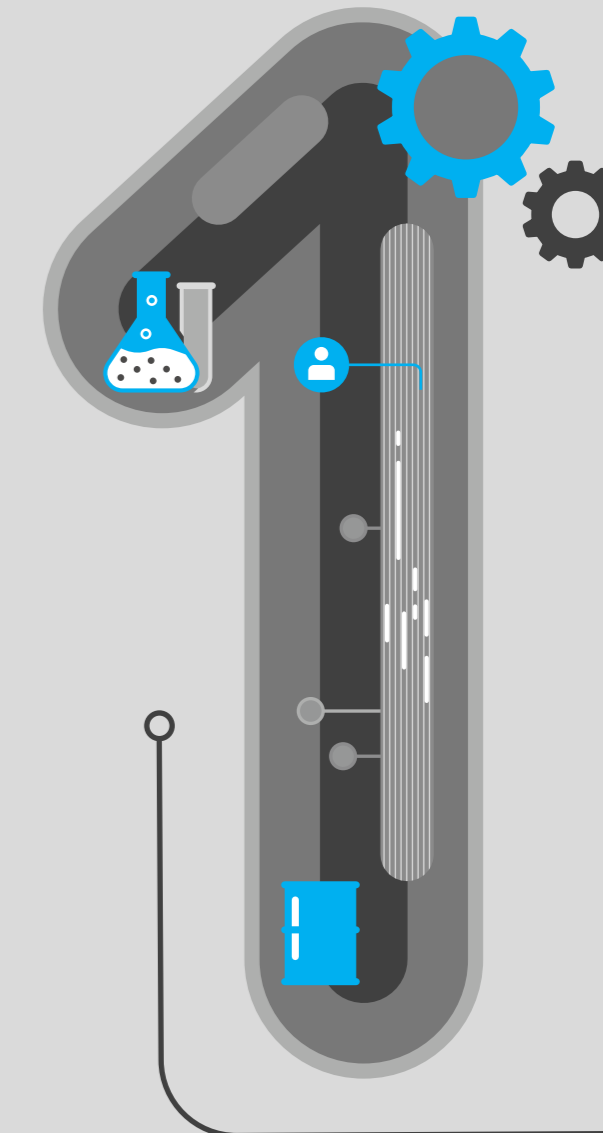
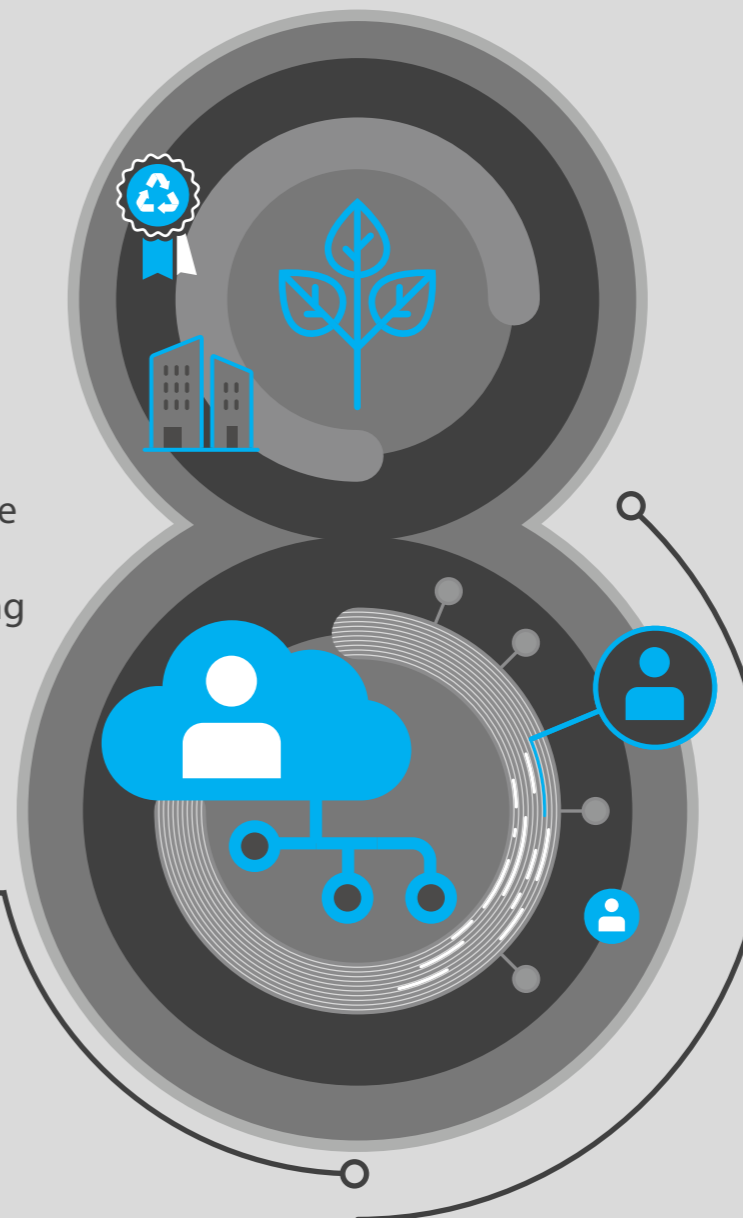
element1™

element1™ is our web-based software application which allows clients to take control of their chemical regulatory affairs. It is a secure collaborative workspace in which substances and projects can be managed, while ensuring full cost tracking and document archiving. Its functionality includes:

- Substance inventory tracking
- Identifying substances of concern
- Supply chain mapping and compliance verification
- Project planning and execution
- International regulatory tracking

Our software platforms also support our online compliance, extended producer responsibility and chemical consulting services.

Circul8 managed environmental compliance reporting for more than 8,000 companies, including 30,000 declarations, and logistics and transactions for more than 100,000 participants.



element1 enabled clients to map their products, assess risks and take timely action for market access activities, leading to better business continuity.



Martin Tobin
Head of Global Sales

GLOBAL CUSTOMER REACH

LANDBELL GROUP's comprehensive core services – compliance, consulting and software – help companies to meet all their EPR and regulatory compliance obligations

EPR challenges

Producers and retailers are faced with considerable challenges when fulfilling their extended producer responsibility (EPR) requirements. These range from deadlines and obligations to penalties and exemptions. Companies are directly responsible for identifying the regulations and legally complying with them. To market products legally, a systematic EPR process is required to cope with the complexity.

This is where Landbell Group adds value. We serve our clients both locally and globally with customised compliance solutions and our extensive knowledge of international EPR obligations. We strive to be their “go-to” platform for worldwide EPR delivery as the basis for the circular economy.

Compliance solutions

In 2021, we helped 38,000+ customers in 60+ countries to fulfil their EPR obligations and achieve their sustainability goals. We did this in a steadily growing number of markets, where compliance is mandatory, as well as by providing voluntary EPR and takeback solutions.

As an agile organisation, we grow through our dedicated and skilled people, who are equipped with the tools and processes to tackle any business challenge. We also develop new, innovative products so that our customers can meet the challenges they face. In 2021, for example, we launched the One2One WEEE Takeback service for online retailers and the Knowledge Database, our online tool for tracking EPR laws globally.

Agility and innovation

This agility and innovation places Landbell Group in a strong position to deliver on future environmental challenges. Our main customer benefits are:

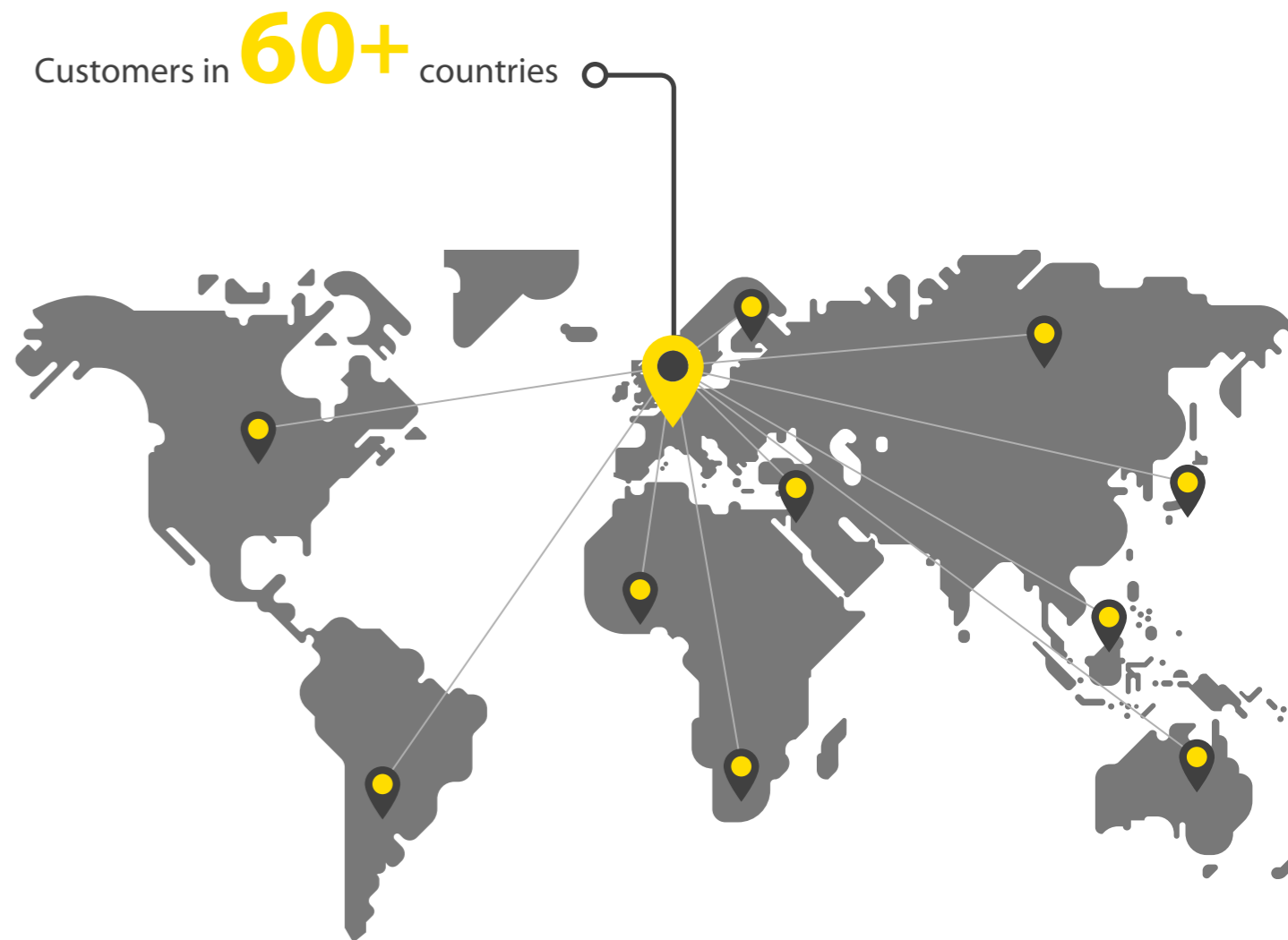
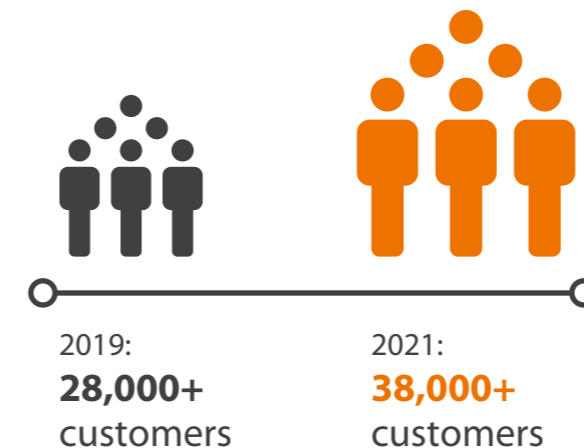
- Removing market entry barriers
- Taking complexity and costs out of compliance
- Increasing transparency to support decision making
- Reducing risk
- Engineering circular economy

In 2021, we significantly expanded our customer base. We value the high level of trust that our customers place in us. Our customers are at the heart of everything we do. Together with my team, we will continue to work on delivering best-in-class solutions for the customers we serve and to simplify the complexities of the compliance process – all over the world.

From page 20 in this report, you can read more about our compliance services and international consulting for environmental and chemical compliance, plus takeback.

2021

Global customer reach



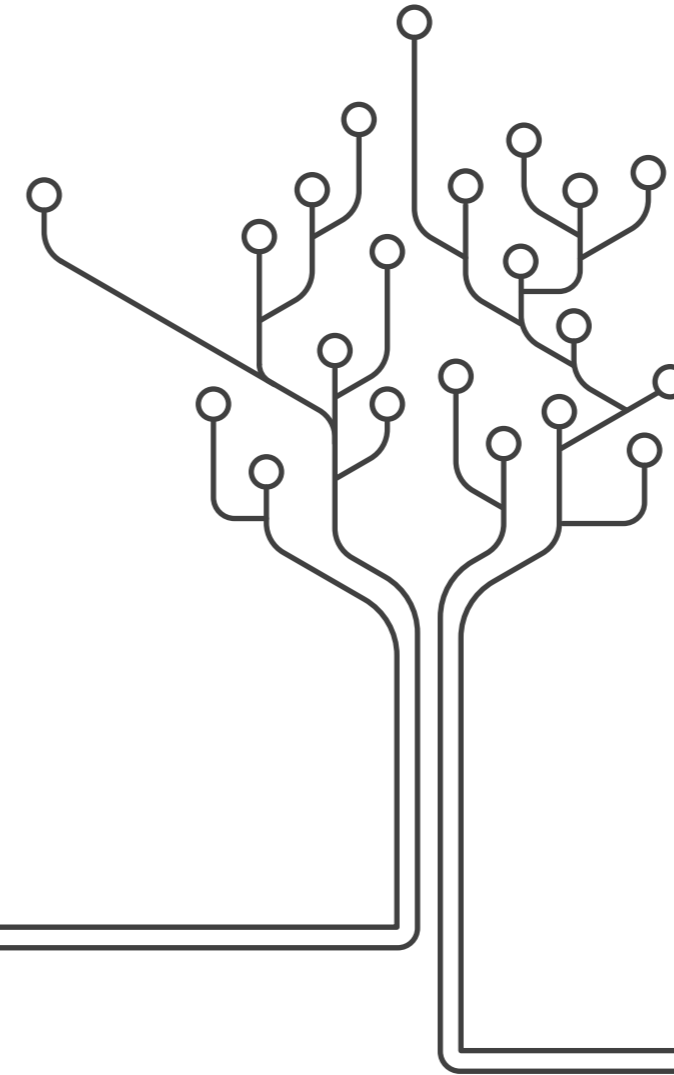
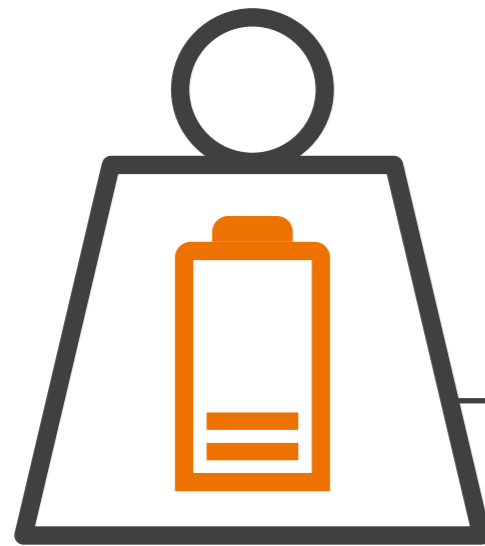
Main customers



900,000+

tonnes of batteries, packaging and WEEE treated in **2021**

2021



Global customer reach

CUSTOMER BENEFITS

- Quick, easy and convenient compliance
- We consistently reduce the complexity of compliance services
- We save time for our customers to concentrate on their core business

ENVIRONMENTAL BENEFITS

- Reduced CO2 emissions
- Increased recycling of valuable resources
- More opportunities for producers to meet their environmental obligations
- More primary raw materials saved



Dr Thomas Fischer
Head of Market Intelligence and Governmental Affairs

POLICY AND ADVOCACY

LANDBELL GROUP's Market Intelligence & Governmental Affairs team monitors and provides advocacy on policy developments

In 2021, our dedicated team of experts actively engaged with policy development at a national and European level. Policymakers welcome our input because it is based on our unique, multi-national, operational experience for WEEE, batteries and packaging. With our contributions, we aim to ensure:

- Cost-efficient extended producer responsibility (EPR) solutions for producers
- Ambitious, yet realistic targets
- Harmonized obligations for targeted impact and reasonable administrative efforts
- A level playing field for all actors

EU laws and guidance

The main topics in 2021 were the revision of the Battery Regulation and Packaging Directive – and the long-awaited EPR guidance.

As part of the EU's New Action Plan for the Circular Economy, the Battery Regulation review will modernise the regulatory framework to reflect the latest battery applications and technologies, as well as the high strategic importance of batteries for the European economy.

The revision of the Packaging Directive will adapt its essential requirements to developments in the packaging market and the overall targets of the EU Green Deal. This will ensure that all packaging in the EU is reusable or recyclable in an economically viable manner by 2030.

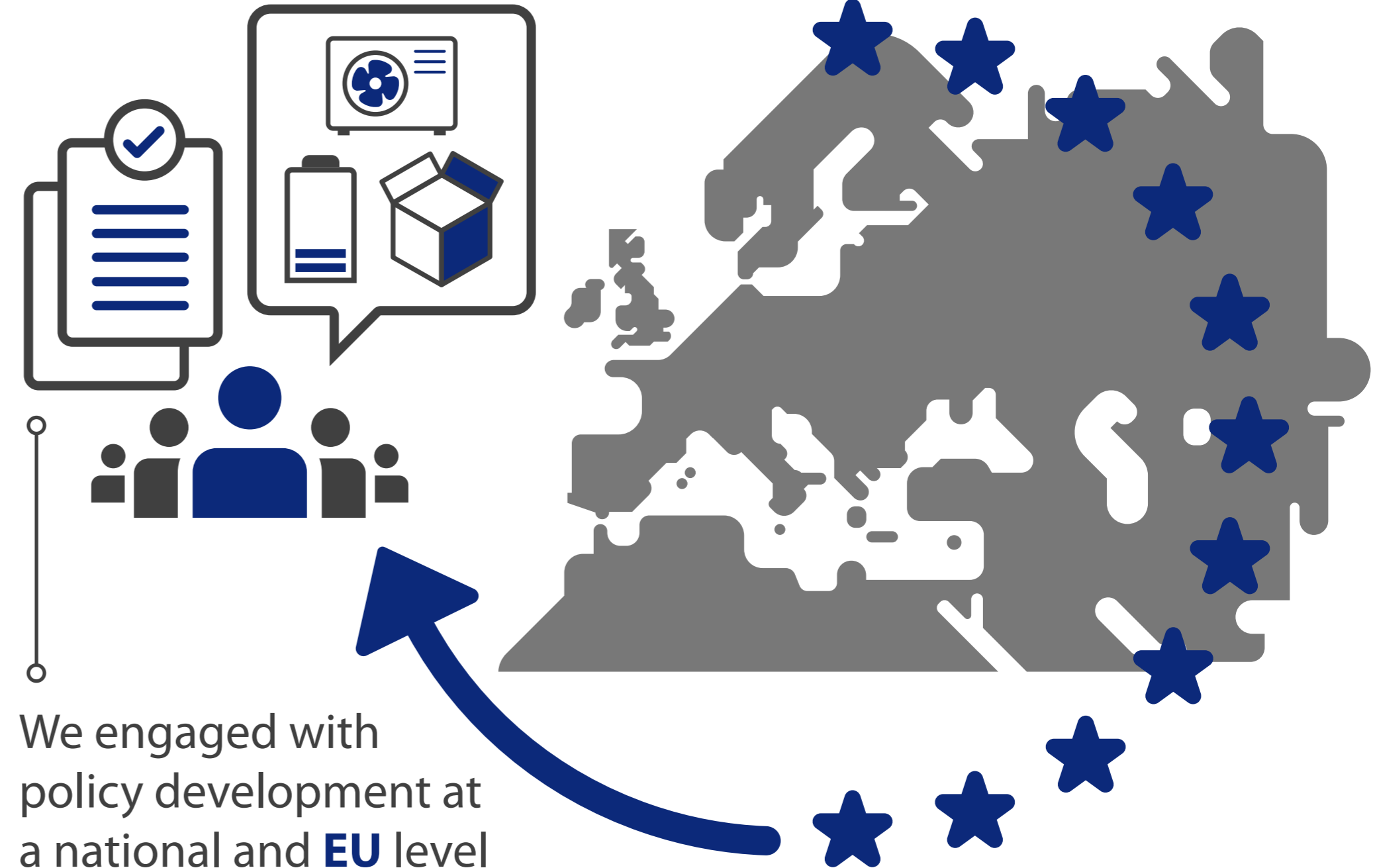
The pending EPR guidance shall help member states to implement the minimum requirements set in the EU Waste Framework Directive. These requirements cover aspects such as modulation of EPR fees, improved enforcement, and necessary cost for EPR solutions.

Cooperation and alignment

These issues have important consequences for our customers' economic and environmental goals. That is why we contributed intensively to the discussions, attended stakeholder workshops, supported research, and contributed to and commissioned studies. We also engaged with consultants contracted by other parties such as Eunomia or Oakdene Hollins.

As we aim to deliver efficient and effective EPR solutions for producers, in 2021 we also closely engaged with their associations, working on position papers with the European Portable Batteries Association (EPBA) and the German Packaging Association (AVGU).

Furthermore, in July, we joined over 150 businesses and organisations in endorsing the statement on EPR by the Ellen McArthur Foundation.



We engaged with policy development at a national and **EU** level



Dr Raffaella David
Head of Marketing and PR

COMMITMENT TO INNOVATION

Investing and innovating for the future: LANDBELL GROUP supports circular economy startups with the Green Alley Award

When it comes to the circular economy, sustainable business and resource security are key. We are confronted with massive challenges posed by the unchecked increase in global resource consumption – the main cause of climate change.

The path towards a circular economy is long and a strong commitment from politics, as well as from us as consumers and companies is required. When it comes to the latter, businesses can only work towards implementing a feasible circular economy with the help of real innovation management – and startups play an important role here as well.

For many established companies, developing and manufacturing circular products, and renewing production processes and logistics are new ground. Such transformations require targeted innovation management which differs substantially from established or repeated routines. And, before they can even consider changing processes, businesses need to make a conscious decision to buy into the circular economy. Only then will the shift receive the necessary attention and acceptance for further steps to be taken.

Startups do not have this challenge as their business starts with an innovative idea and continues from there on an unknown path.

Their new, open and creative way of management can provide important impulses to established companies. Two ways of startups cooperating with big corporates is through innovation partnerships or ground-breaking acquisition strategies.

Some past winners of the Green Alley Award clearly show how startups and established, well-known companies can collaborate and work together – benefiting on both sides and successfully developing ideas for the circular economy.

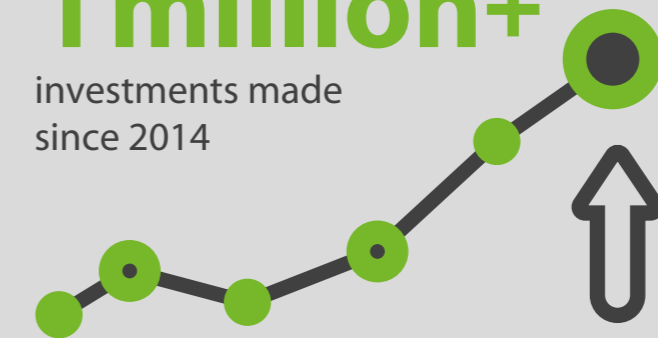
There is a lot to do, and we will continue to offer with the Green Alley Award a circular economy platform, which closes the loop between startups and big corporates, fosters innovative ideas and offers opportunities for productive business connections.

Join us!



1 million+

investments made since 2014



1st

European startup prize for the Circular Economy



1,400+

applications for the Green Alley Award



successful finalists

8 years

of extensive experience

Applications from more than **50** countries

PROMISING PARTNERSHIPS

Since 2014, Landbell Group has presented the Green Alley Award to startups whose innovative products, services or technologies help to make the most efficient use of resources and reduce waste drastically.

The solutions presented by these lateral thinkers range from sustainable materials to digital tools for a circular economy. The Green Alley Award therefore makes Landbell Group the go-to-partner when it come to innovations and new approaches in the circular economy. The Award helps us to discover promising sustainable business solutions before they enter the mass market and offer our customers new sustainable alternatives to improve their products, services and supply chains.

Many Green Alley Award startups now work with renowned companies since both sides can benefit. Established companies partnering with startups are the first to discover new trends and alternatives, foster innovations in their industry, grow their market position, and differentiate themselves from competitors. Startups, on the other hand, need these big players to achieve global reach and make change possible!

RePack, the 2014 winner, now works with OTTO, Tchibo and Zalando, Germany’s biggest e-commerce players, and the company is about to conquer the North American market. In 2022, Decathlon Canada decided to replace 100% of its click and collect packaging with reusable packaging from RePack.

Sulapac, the 2017 winner, has secured investment from Chanel and now partners with Stora Enso, a global provider of renewable packaging solutions.

Traceless Materials, the 2021 winner, has also partnered with OTTO to develop sustainable e-commerce packaging – and they announced a collaboration with Lufthansa Group to substitute single-use plastic materials on board with Traceless Materials.

These examples show that renowned companies are looking for circular strategies to cope with challenges like resource scarcity, consumer awareness and government regulations.

The Green Alley Award offers big companies the opportunity to work with circular startups from various industries: it helps them to be more agile, test innovative solutions, and be closer to providing the green solutions that their customers expect!

A TALE OF TWO STARTUPS



Jonne Hellgren, CEO RePack

“We believe that the world needs to transform the existing and predominantly linear economy into a circular one: innovative, disruptive and fearless startups with a strong will for change can work with traditional corporations that buy into these ideas and make the change possible on a larger scale.”



Suvi Haimi, CEO Sulapac

“For a small startup, achieving global reach is not easy, and therefore it is valuable to partner up with big players, like we have done with Stora Enso, for example, to accelerate our international roll-out and make a bigger impact faster.”

2021

THE 2021/22 FINALISTS

Agree
Italy

No more plastic wrapping: The plant-based edible coating, developed by Agree, protects fruit and vegetables, which increases shelf life and avoids food waste.

<https://agreenet.webflow.io>

Atelier Riforma
Italy

Enabling circular fashion: Using AI technology and a digital platform, Atelier Riforma helps the fashion industry to optimize the reuse and resale of textile waste.

www.atelier-riforma.it/en/

FlexiHex
UK

Eliminate styrofoam and bubble wrap: The FlexiHex plastic packaging alternative made of paper has a patented honeycomb design to protect fragile items.

www.flexi-hex.com

MakeGrowLab
Poland

Biomaterial revolution: The coatings and films with plastic-like properties for food packaging can be recycled either like paper or biodegrade in your organic bin.

www.makegrowlab.com

ScrapAd
Spain

Green marketing: ScrapAd provides a global platform for trading recyclable materials to counteract the lack of information in the recycling industry.

www.scrapad.com

Voltfang
Germany

Extending the lifecycle of batteries: Voltfang’s green electricity storage system uses electric car batteries to provide clean energy at home.

www.voltfang.de

HALL OF FAME – PREVIOUS WINNERS

2020/21 – Traceless Materials

The female-founded German startup invented a special technology that transforms agricultural industry residues into a sustainable alternative to film or hard plastic packaging or plastic coating.

The result is an all-natural material that is not only completely bio-based but can also be composted in the organic waste bin within two to nine weeks.

2019 – Gelatex Technologies

Gelatex Technologies from Estonia offers an eco-friendly alternative to leather. The material is made using surplus gelatine from the meat and leather industries – without the use of toxins.

2018 – Aeropowder

The UK startup Aeropowder uses feather waste from the poultry industry to produce sustainable thermal packaging. After cleaning and treatment, the feathers are covered in a certified, compostable, food grade liner.

2017 – Sulapac

The Finnish startup Sulapac invented 100% biodegradable premium packaging made from FSC-certified wood and natural adhesives. It is the perfect alternative to conventional plastic boxes for luxury goods like cosmetics or food.

2016 – Green City Solutions

Green City Solutions invented CityTree, a solar powered installation consisting of moss cultures that filters the air in cities. It works based on the Internet of Things and measures the plants’ requirements in real time.

2015 – Adaptavate

Adaptavate from the UK develops a product called Breathaboard, an eco-friendly alternative to plasterboard. The Breathaboard paneling is made of 75 percent agricultural waste and regulates moisture in buildings.

2014 – RePack

RePack from Helsinki, Finland reduces packaging waste in e-commerce by creating a multipath system for reusable packaging with reusable and recyclable envelopes.





Umberto Raiteri
President and CEO,
European Recycling Platform

Uwe Ehteler
Managing Director,
Landbell Deutschland

PRODUCER RESPONSIBILITY ORGANISATIONS

LANDBELL GROUP'S producer responsibility organisations (PROs) offer customers multinational WEEE, batteries and packaging compliance

European Recycling Platform (ERP) operates compliance schemes for customers throughout Europe and beyond. Landbell Deutschland is our compliance scheme focused on Germany – one of our original and larger customer markets.

Our PROs carry out the legal obligations of producers for the management of waste batteries, electronics and packaging. Created by producers for producers, they provide customers with high-quality compliance at the best possible price and simplify the complexities of compliance and reporting. Landbell Group is the first and only multinational company to operate PROs in 16 countries in Asia, Europe, the Middle East and South America.

Superior performance

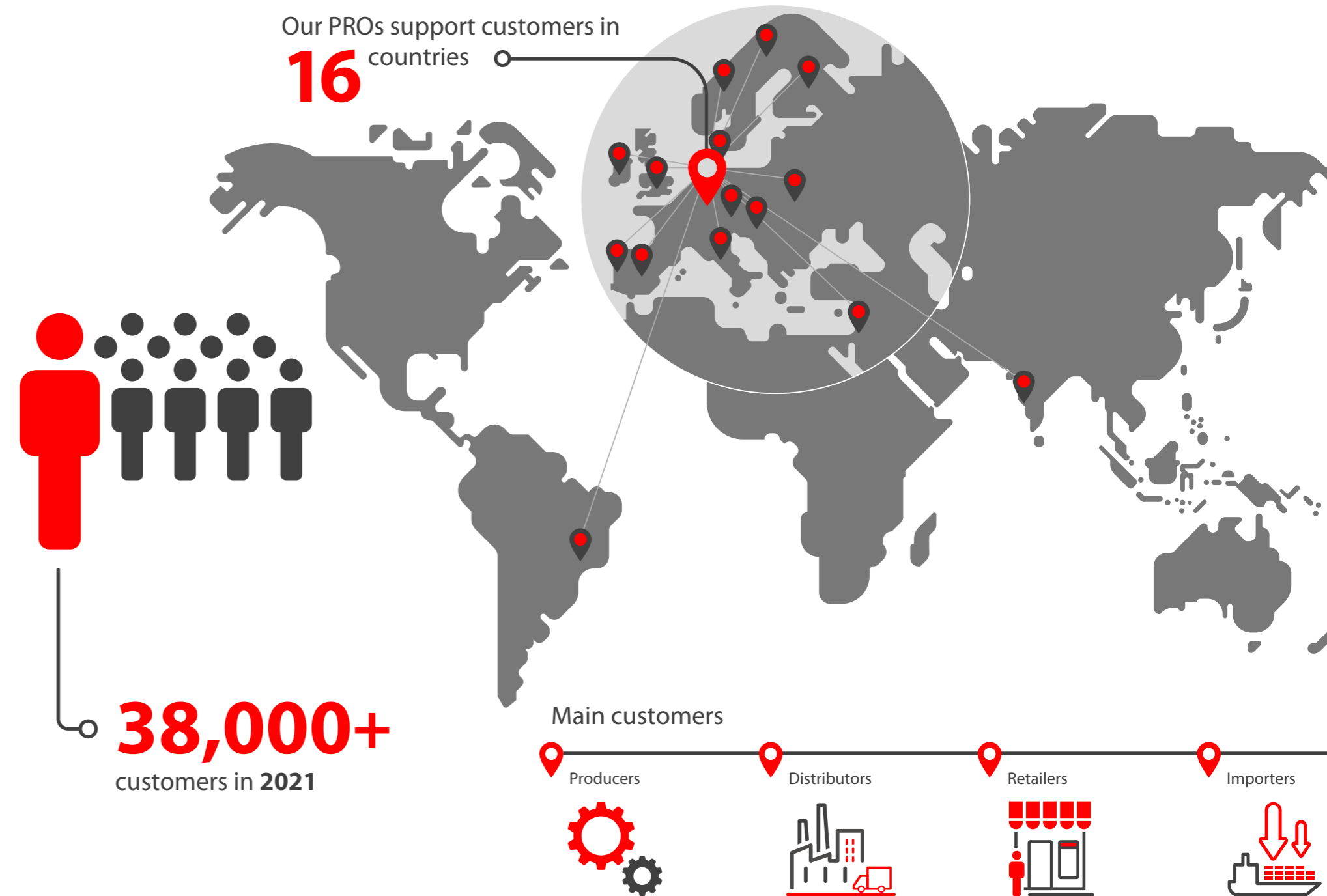
In 2021, our PROs met the collection targets in every country where we operate, meeting the legal obligations of our 38,000+ customers and keeping them fully compliant. Operating in a competitive environment, these PROs showed a strong focus on driving innovation

and improving the services offered to our customers. Our time-and-resource-saving services, including multi-country registrations, integrated membership agreements and online multi-country reporting, simplified the administrative burden for our customers. Our tender processes helped to reduce the costs to producers of waste management activities, such as collection, sorting and recycling.

Towards circularity

The legislative landscape is focusing more and more on the circular economy: turning waste into resources and keeping these resources in the supply chain. Throughout 2021, our compliance solutions ensured that our customers' waste electronics, batteries and packaging could be reused, recycled or recovered. This is how we helped our clients to unlock the value of the circular economy. For more than 15 years, ERP and Landbell Deutschland have helped customers to limit their environmental impact.

Last year, our PROs achieved a historic milestone by collecting more than 4 million tonnes of waste electronics. Please read on for more information about this achievement.



201,719

tonnes treated in 2021

3,844,735

tonnes treated since 2004

12,942

tonnes treated in 2021

686,034

tonnes treated in 2021

6,220,633

tonnes treated since 2004

CUSTOMER BENEFITS

We take on all compliance obligations and strip away complexity to increase efficiency for companies

Access to a unique, online data submission system

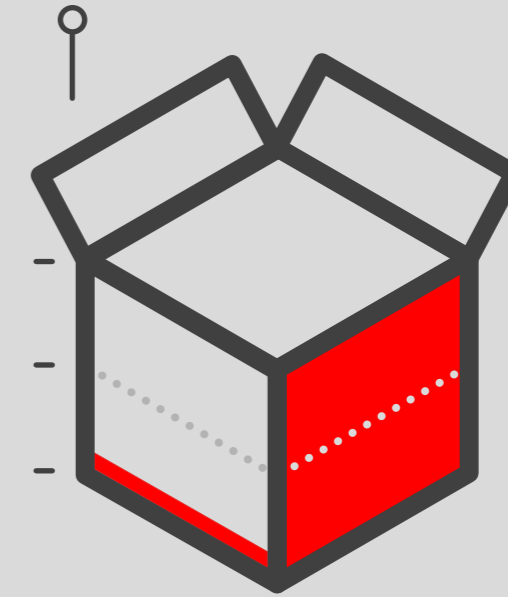
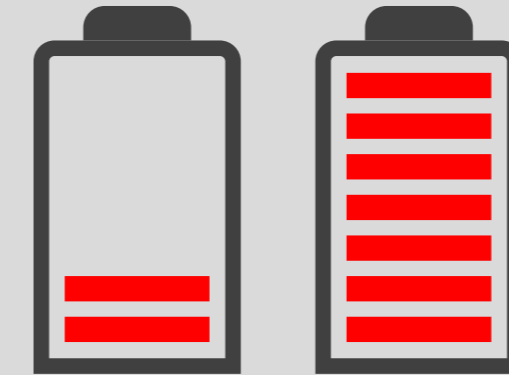
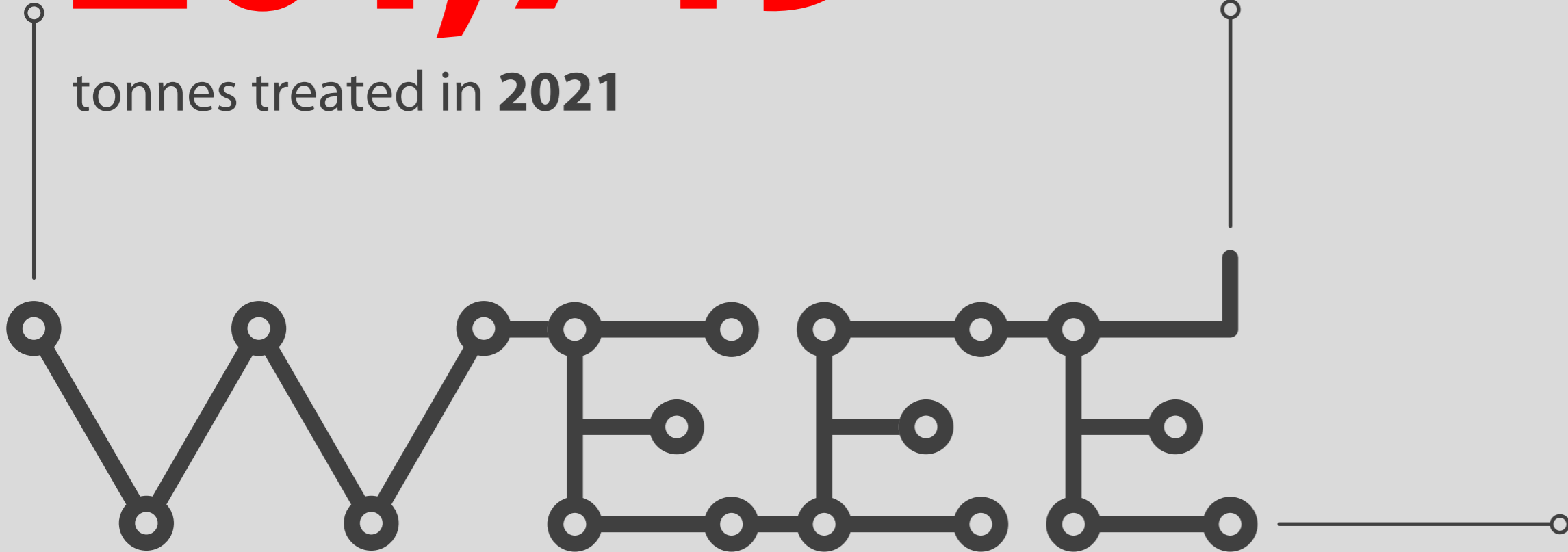
Updates on regulatory changes and consultations

ENVIRONMENTAL BENEFITS

Experienced collection and treatment services

Protection of valuable resources

Reduced waste to landfill and incineration



4 MILLION TONNES

In 2021, our PROs passed a significant milestone: collecting over 4 million tonnes of e-waste across Europe.

Collecting 4 million tonnes of e-waste has contributed significantly to the circular economy and shows that extended producer responsibility in a competitive environment brings huge benefits for the environment at a reasonable cost to producers.

4 million tonnes of WEEE collected also means that we have met the obligations of our producers and helped them to achieve their environmental goals. Furthermore, we have prevented the loss of valuable resources and stopped hazardous substances going to landfill or being incinerated.

The infographics explain some of the benefits of recycling 4 million tonnes of e-waste:

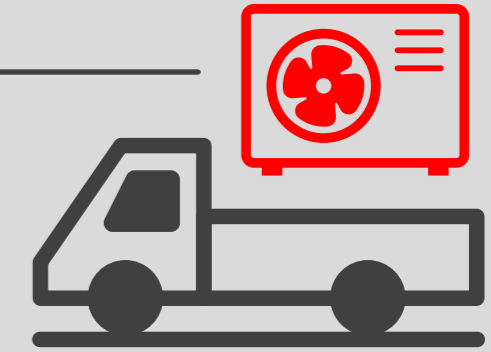


Prevents the release of **6,000** tonnes of ozone depleting substances



Prevents the emission of **43,400,000** tonnes of CO2

Prevents the excavation of **8,957,756** cubic metres of landfill



Collecting

4,000,000

tonnes of WEEE for recycling



Recovers **32** tonnes of gold



Saves enough energy to power **1,000,000** homes for a year



Markus Pache
Head of Sales for Austria,
Germany and Switzerland

ONLINE COMPLIANCE

LANDBELL GROUP's online web-shop offers distributors and online retailers a simple solution for fulfilling their obligations under the German and Austrian packaging laws

Landbell Group's EASy-Shop is fast, straightforward and affordable.

Launched in 2008, EASy-Shop was the first online web-shop for packaging compliance. It was designed to simplify the compliance process – and make it more accessible online – for as many companies as possible, all over the world.

Improved user experience

In 2021, we expanded our digital offering to make EASy-Shop even more customer-friendly. EASy-Shop now offers more local payment methods and languages, making it even easier for businesses all over the world to fulfill their extended producer responsibility (EPR) obligations online and contribute to a more sustainable world.

A trusted tool

Following a successful audit in 2021, EASy-Shop now also carries the buyer protection trustmark of Trusted Shops.

The trustmark proves to online customers that quality criteria such as data protection, transparency and comprehensibility, as well as security during payment, are checked and guaranteed by an independent provider. The buyer protection connected to the trustmark also represents additional security for customers.

Customer benefits

EASy-Shop offers competitive pricing and fantastic user experience, making it the easiest and most convenient solution for fulfilling packaging obligations online. The web-shop clearly shows our long-held determination to strip away complexity and cost from compliance.

In a word, EASy-Shop offers three clear benefits for smaller or online companies: **easy** registration, **easy** payment and **easy** reporting.



25,000

Total number of online customers

Main customers



EASyShop CUSTOMER BENEFITS

Quick, easy and convenient online compliance

Six languages and five payment methods available

ENVIRONMENTAL BENEFITS

Increased recycling of packaging materials

Easy, online opportunity for producers to meet their environmental obligations

More primary raw materials saved

GLOBAL DEVELOPMENT



Christophe Pautrat
Head of Global Partnerships and Operations Development

LANDBELL GROUP brings its international know-how and capability to other countries via consulting projects

The experience acquired by Landbell Group, managing extended producer responsibility (EPR) systems and bespoke takeback programs for multiple waste streams in diverse and contrasting jurisdictions, led us to develop an advisory activity to help public stakeholders implement EPR effectively.

In 2021, Landbell Consulting was involved in the following activities and advisory missions around the world.

1 Brazil – supporting Landbell Group company, ERP Brazil, to win a contract with ABREE (the main WEEE compliance scheme in Brazil) to manage e-waste. The management of e-waste will be divided between ERP and ABREE: ERP Brazil will be responsible for managing 13 of the 27 Brazilian states, in addition to 70 municipalities in the state of São Paulo.

ERP Brazil also established a partnership with ABREE and the Brazilian association of cardboard waste operators to manage a packaging compliance scheme throughout Brazil, with the aim of collecting 30,000 tonnes of packaging waste annually.

2 East and West Africa, South America, the Balkans – piloting treatment solutions and innovative finance models for problematic e-waste fractions. Finding technical solutions for e-waste plastics, batteries, PUR

foams, lamps and screens in developing countries, as well as exploring finance modelling and matchmaking of recyclers. Two training sessions were also delivered for the management of e-waste plastics and batteries.

3 India – creating Landbell GreenForest Solutions (GFS), a joint venture with our partner, BlackForest Solutions. This marks a significant milestone for the development of Landbell Group in the region. Landbell GreenForest Solutions (GFS) is a producer responsibility organization for plastics. The company also offers:

- Recyclability services to brands to help them move to fully recyclable packaging
- Advisory services to city and state governments to improve plastic waste management and EPR compliance within their jurisdiction.

In addition, we launched an advisory mission on the plastics value chain and technological solutions related to production, consumption, identification, tracking and collection.

4 East and Southeast Asia – advising on the implementation of EPR for packaging in Vietnam and Indonesia. This included reviewing policy drafts, policy briefs and handbooks, as well as sharing knowledge and practical examples from Europe during multiple workshops, conferences and dialogues. Our consultants also supported training sessions for the PREVENT Waste Alliance EPR Toolbox and provided input for EPR for mulch films in China. The project will continue throughout 2022 when the focus will shift towards Thailand and the Philippines.

2021

5 Algeria – supporting the design of an EPR system for packaging (to be completed in 2022).

6 Kosovo – supporting the design of a deposit refund system for beverage containers (to be continued in 2022).

7 Saudi Arabia – supporting the design of an EPR system for batteries and tyres.

8 Egypt, Morocco, Tunisia – developing solutions for reducing marine litter in tourist areas as part of a multi-party consortium on a 4-year project.

9 Egypt – supporting the design of an EPR system for packaging with a special focus on plastics in tourist areas. Two case studies were produced for Hurgada and Heliopolis in Cairo. Plus, supporting the design of EPR for packaging, with the focus on developing an e-registry.



REGULATORY TRACKING



Dr Thomas Fischer
Head of Market Intelligence
and Governmental Affairs

LANDBELL GROUP'S Knowledge Database systematically and comprehensively covers all relevant information on EPR globally

Landbell Consulting's regulatory tracking products help our customers to stay on top of existing, as well as upcoming extended producer responsibility (EPR) legislation for EEE, batteries and packaging – across the globe. In 2021, our regulatory tracking services covered more than 140 jurisdictions worldwide.

KDB – our online tool

In 2021, we continued to improve and expand our regulatory tracking services and launched a new information service: the Knowledge Database (KDB). The KDB is an online legal database which contains EPR-related legal requirements for EEE, batteries and packaging. It allows our customers to keep up with the latest regulatory changes on a global scale.

In just a few clicks, the KDB provides information on core producer responsibilities, including takeback, product design, consumer information, and registration and reporting. In the KDB, all obligations are clearly referenced to the actual article in the applicable law. All referenced laws can also be found in a separate, searchable library section.

Global scope

Geographically, the KDB continued to move towards a truly global scope in 2021. Its coverage spanned Europe, Asia Pacific, the Middle East and Africa, and Latin America and the Caribbean. Next year's report will show that the addition of North America in March 2022 means that the KDB now covers more than 190 jurisdictions globally.

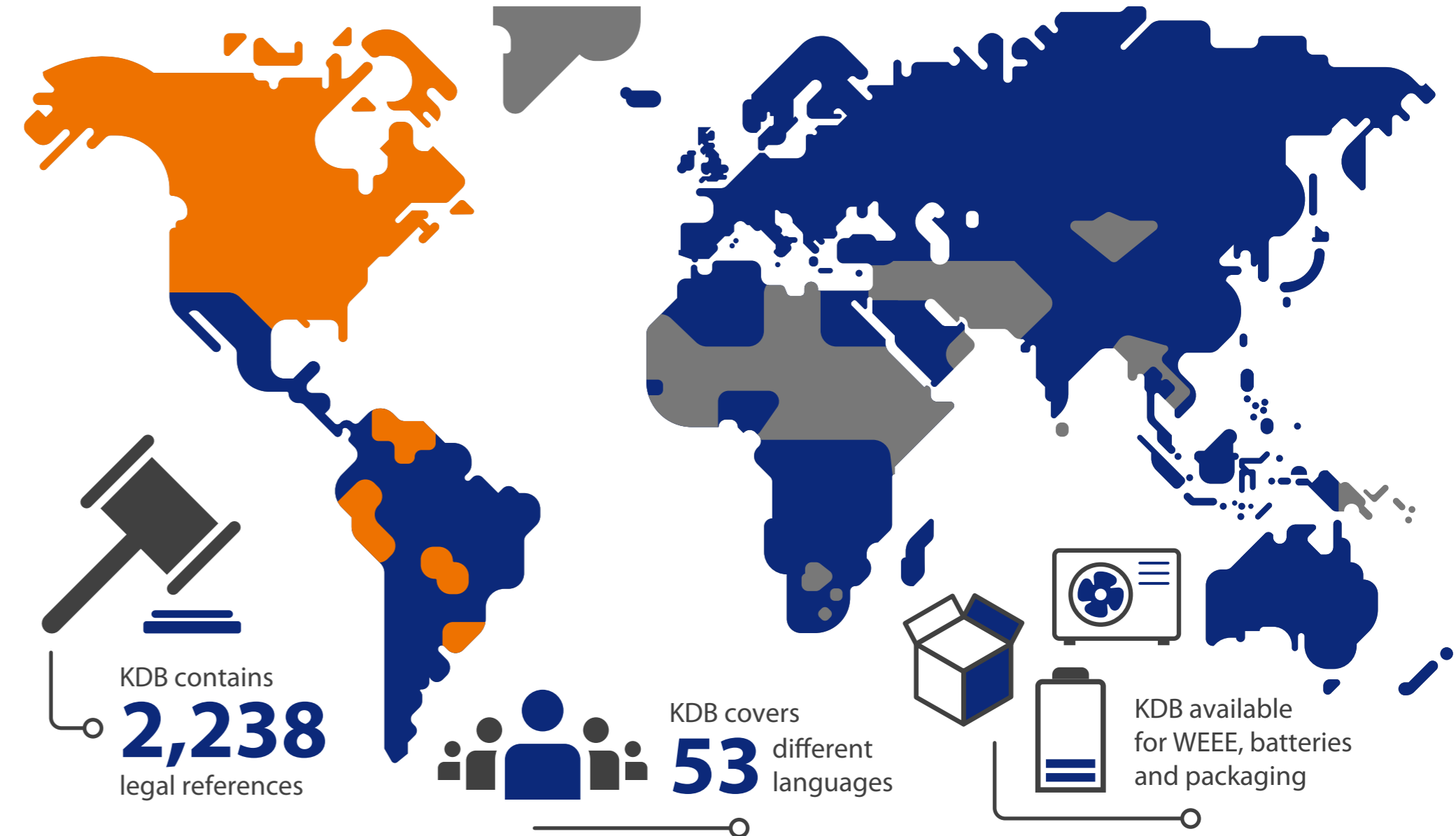
The KDB provides permanent access to the information and is offered as a multi-user subscription for one or two years. The subscription also comes with monthly alerts on recent changes in the KDB.

Dedicated country reports

We continue to offer our At-a-glance, In-depth, Customized and Legal register reports, which help our customers to understand their EPR requirements quickly and easily in a different format. At-a-glance reports provide our customers with a short overview of the essential legal obligations that they must comply with in a specific country. In-depth reports follow the same structure but provide more detailed explanations. Available as one-time reports, or as a subscription service with regular updates, the reports cover the same jurisdictions as the KDB.

Jurisdictions covered in 2021

Jurisdictions added in March 2022



CHEMICAL CONSULTING



Kevin Hoban
Head of Chemical Compliance Solutions

Beth Bidstrup
Head of Chemical Stewardship

LANDBELL GROUP offers global chemical regulatory consultancy

Landbell H2 Compliance provides a broad range of consultancy, services and software and is a leader in global chemical regulatory compliance.

Our full-service chemical consulting ensures compliance and market access for our clients. We apply our breadth of knowledge to the business complexities of topics such as REACH, safety data sheets and labelling, poison centre notifications, risk assessments, toxicology and stewardship services.

Global regulatory services

In 2021, we continued to develop our global regulatory services – supporting our clients wherever chemical control legislation places obligations on their supply chain and products – to ensure market access. We have a North America operation to assist companies with product introduction, and a UK legal entity to provide our clients with an entry point into the UK chemicals market. Our international partnerships also allow us to support our clients in a broader international arena.

Located in Finland, Ireland, Poland, the UK and USA, our chemical team has an international footprint. We also work

closely with our other colleagues at Landbell Group to leverage our know-how, enhance our network coverage, and provide centralised support for our customers.

Digital developments

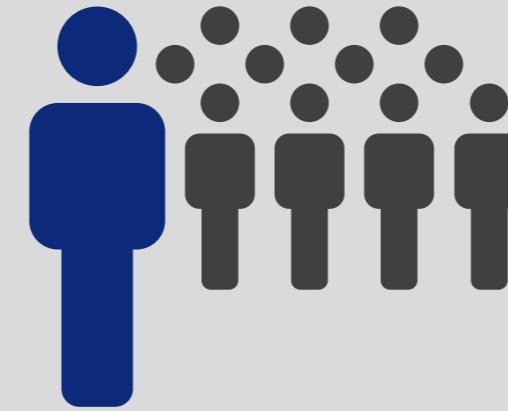
We help our clients to map, manage and maintain their product compliance journey with our element1 software. Last year, we further developed this centralised compliance platform to support clients with chemical management, substances of concern tracking, poison centre notifications, cosmetics, toxicology and international preparedness.

Stewardship activities

With the increased focus on clean supply chains, Landbell H2 Compliance continues to develop services to help companies identify troublesome chemistry in their products and seek cleaner alternatives.

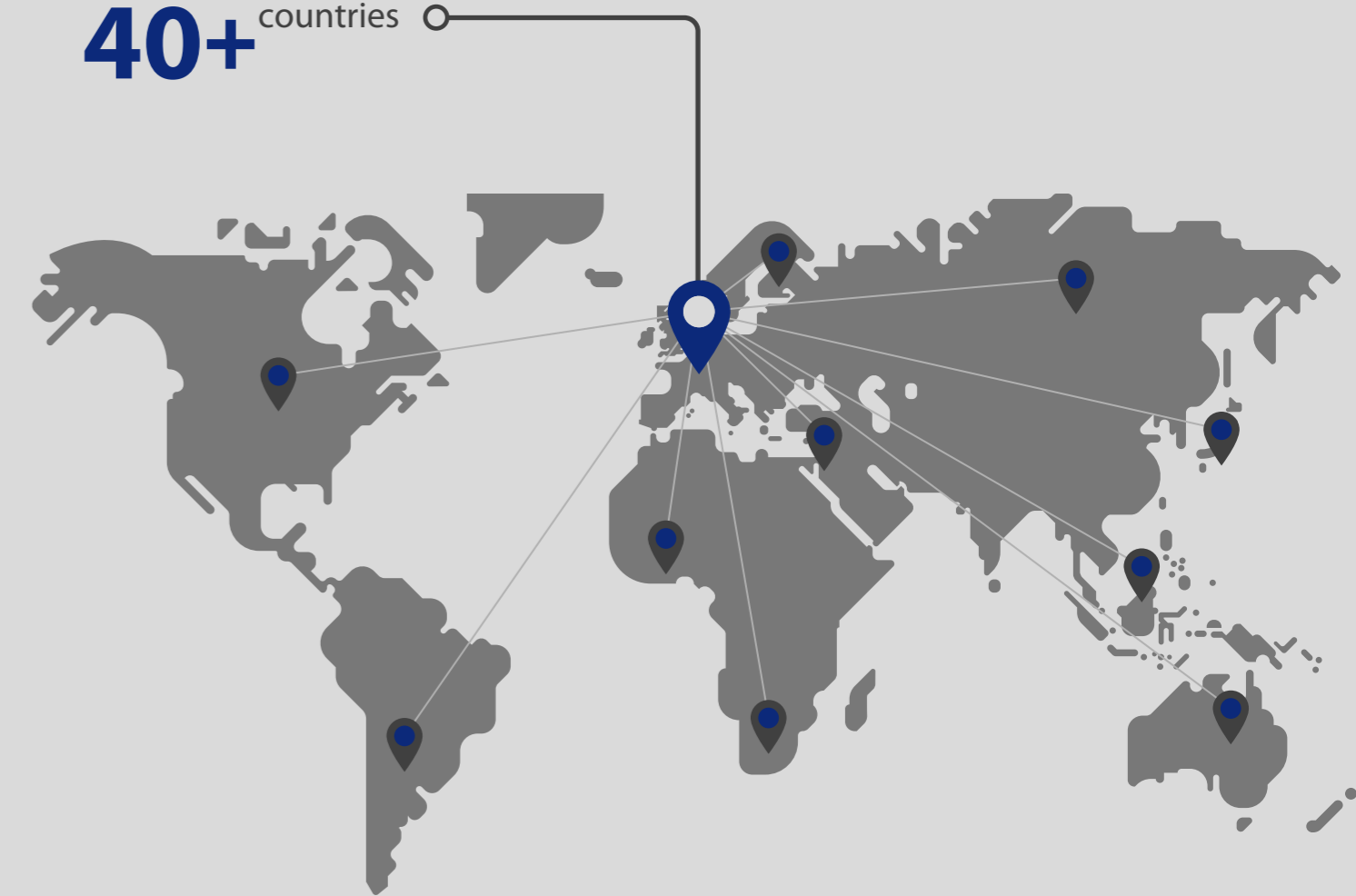
Our chemical consultancy services are divided into three 'verticals' for the best integrated solutions: sciences, services and software. This combination has improved our offer to customers and ensures we are best placed to meet their needs going forwards.

2021



250+
customers in
2021

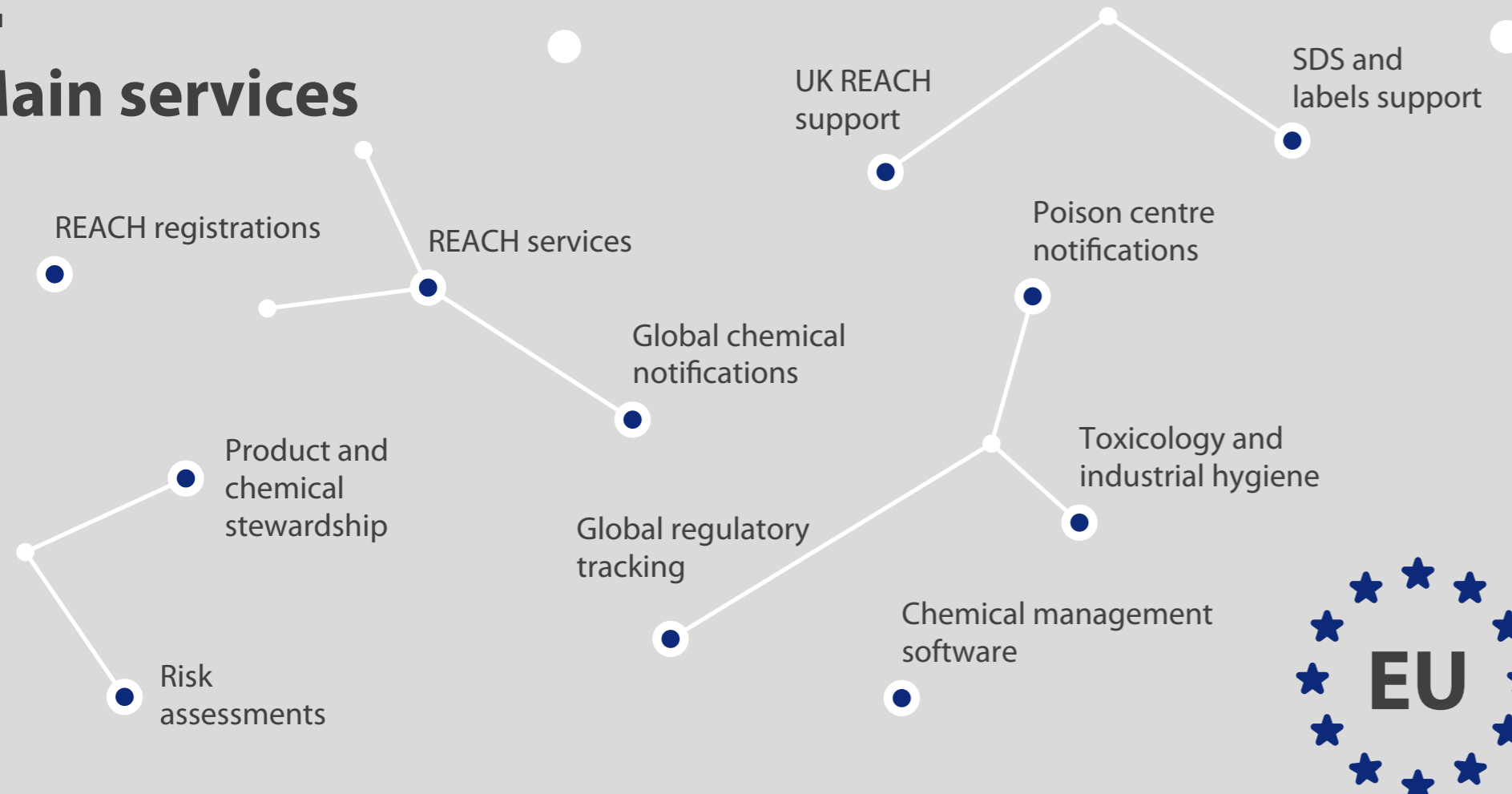
We operate globally in
40+ countries



Key industries served:



Main services



We supported our clients with their EU placement of

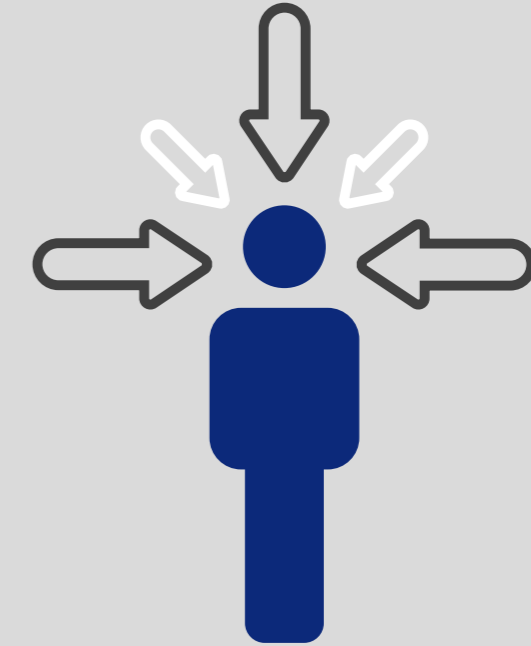
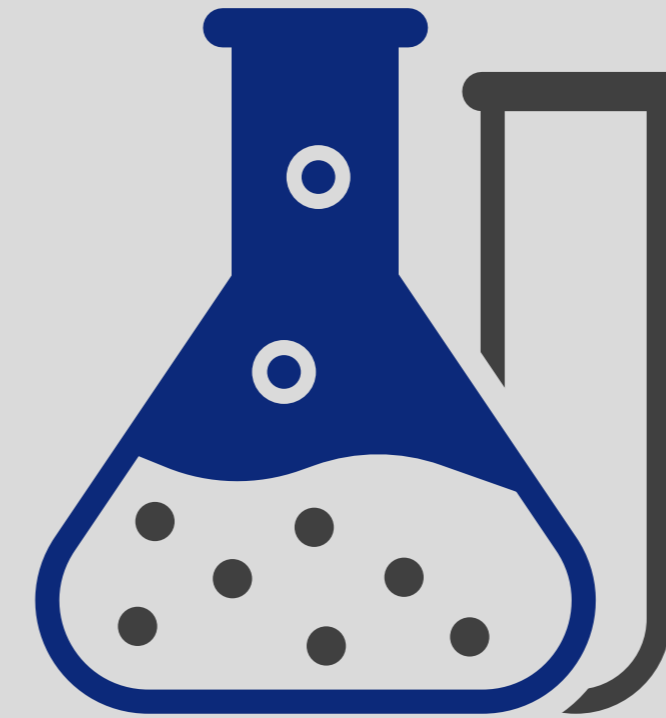
1.2m

tons of chemical substances and products



1,500+

Number of EU customers relying on Landbell Group for compliance



80+

Number of Only Representative clients

CUSTOMER BENEFITS

- Assuring market access
- Demonstrating customer compliance
- One team delivering truly international service
- element1 enables clients to map their products, assess risks and take timely action for market access activities, leading to better business continuity

ENVIRONMENTAL BENEFITS

- Encouraging substitution of hazardous chemicals
- Identifying substances of very high concern
- Supporting our clients with safer manufacturing processes, chemicals, and greener technologies



John Hayes
Head of Environmental Product Stewardship

ENVIRONMENTAL CONSULTING

LANDBELL GROUP coordinates multi-country requirements for multiple waste streams for multinational producers

Landbell H2 Compliance supports producers and distributors with its detailed knowledge of worldwide environmental regulations and extended producer responsibility (EPR) system rules. The Environmental Compliance and Consulting Programme offers specialised regulatory compliance support.

International compliance experts

As a team of 20 technical experts, located in Germany, India, Ireland, Poland, Portugal, Slovakia and the UK, we provide worldwide support for EPR for 200+ companies. We also offer services in partnership with the Chemical Compliance team, for topics such as substances of concern in products, as well as with the Global Takeback team.

Compliance Global (CGlobal)

We provide complete coordination of all necessary measures to fulfil international EPR requirements for our clients as part of our CGlobal solution. We ensure compliance with national regulations by identifying

obligations, registering with and reporting volumes to the responsible national authorities, and fulfilling all other legal obligations. We also provide a range of complementary services, such as invoice review and payment, to further save our clients time and resources.

Increased level of support

In 2021, we further expanded our worldwide services: we increased the number of clients for whom we act as a single point of contact; we managed more registrations with schemes and authorities; and we submitted more customer data reports. Our client base has grown in the last three years as more and more companies look to us for global support.

The scope of the programme continues to focus on specialised and tailored support to ensure our clients' compliance. Key to our operations remains this strong focus on our clients and a commitment to exceeding their expectations.

2021

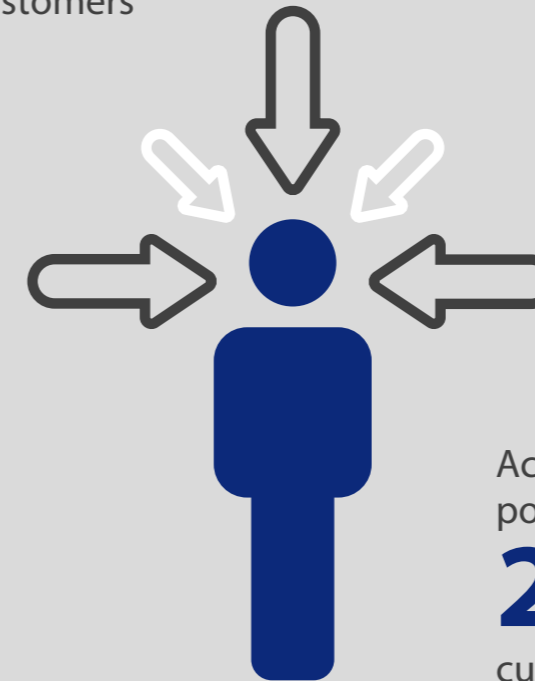


Authorised representative service for **120** customers

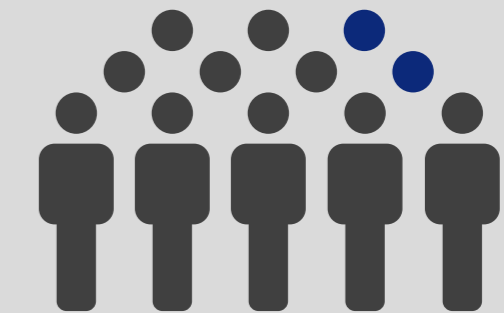


We manage copyright levy obligations in **31** countries

We operate globally within **75** countries



Acting as single point of contact for **200+** customers



200+
Total number of customers

Environmental consulting

Single Payment Service: more than

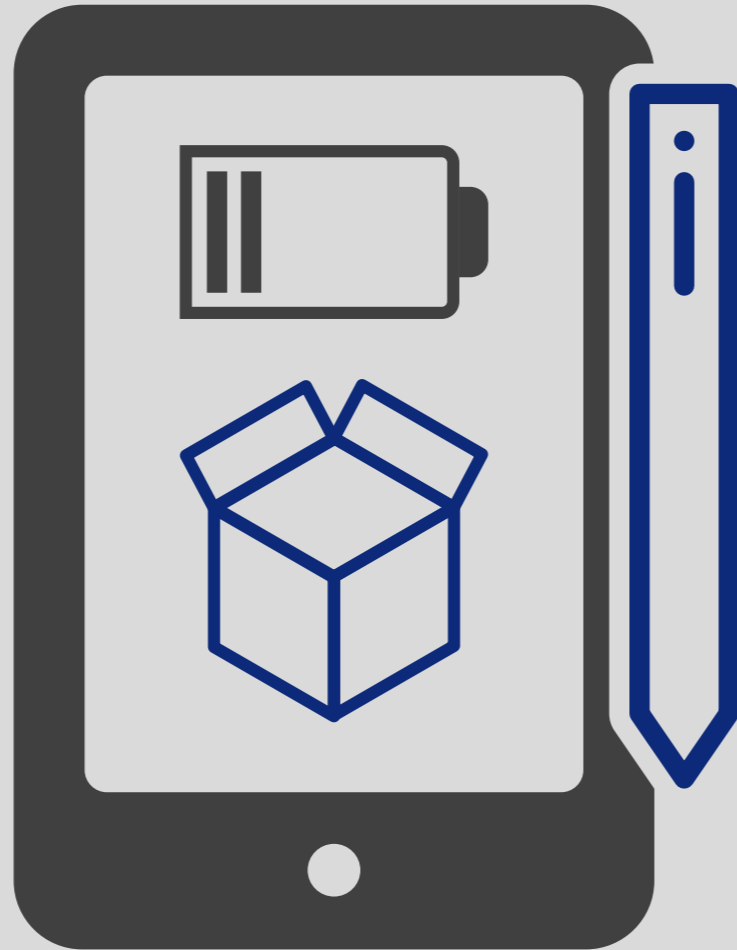
450

external scheme invoices checked and paid on behalf of customers in **2021**



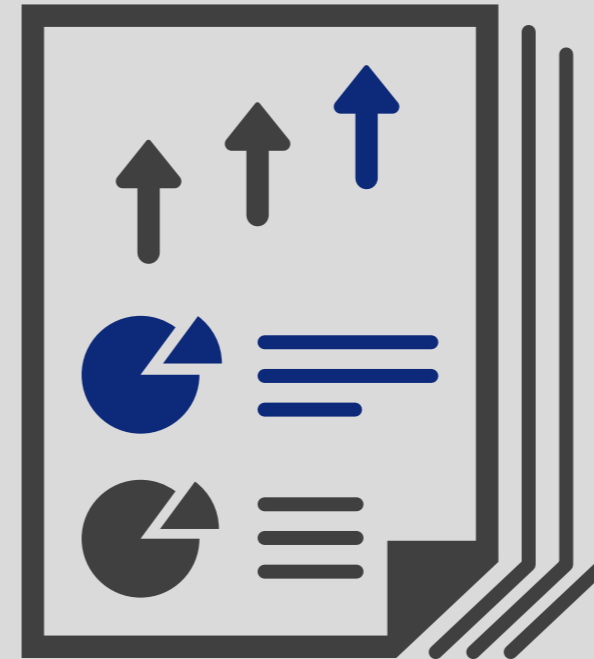
350+

registrations managed with schemes and authorities for batteries, packaging and WEEE



3,000+

customer data reports submitted to schemes/authorities



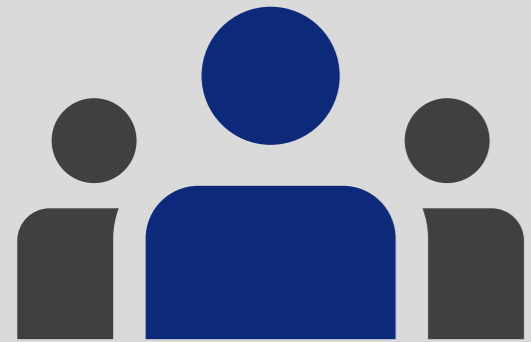
80+

partnerships with compliance schemes

We acted as an intermediary with

50+

regulatory authorities



CUSTOMER BENEFITS

Single point of contact to simplify administrative burdens

Flexibility to meet customer needs and market entry priorities

Unrivalled regulatory expertise and knowledge of local obligations

ENVIRONMENTAL BENEFITS

Helping companies comply with environmental obligations

Advising customers on takeback requirements – and implementing solutions

GLOBAL SUPPLY CHAIN



Andreas Bohnhoff
Head of Global Supply Chain

Dora Caria
Head of Circular Economy Engineering

LANDBELL GROUP'S network of recycling companies and logistic providers consists of over 800 partners across all five continents

Our global supply chain underpins Landbell Group's platform for extended producer responsibility (EPR) worldwide. It is one of the reasons why our producer responsibility organisations (PROs) meet their targets year-after-year.

In 2021, Landbell Group collected and treated 900,000+ tonnes of waste batteries, electronics and packaging on behalf of its customers. Since our companies began operations, they have collected and treated over 10 million tonnes of these valuable resources.

This network also underpins our global takeback activities. In 2021, our global takeback programme grew to 48 countries. It also made nearly 15,000 pick-ups for the One2One WEEE Takeback service.

This supply chain works jointly with municipalities, transport carriers and treatment centres, carefully managing the entire recycling process.

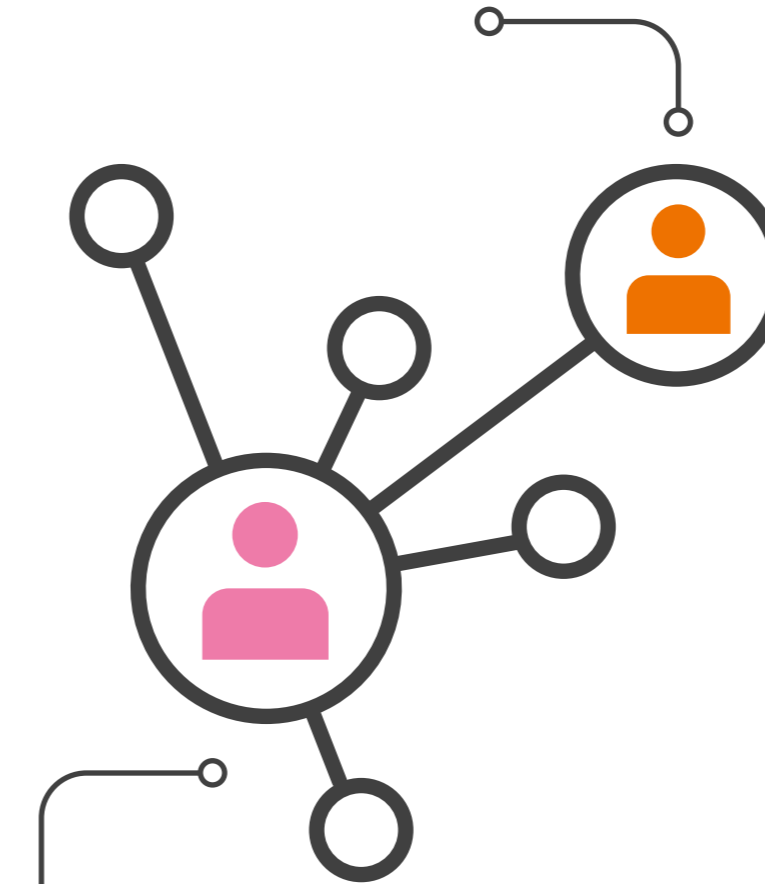
Our benchmarking and supplier tendering gives us the flexibility that we need to adapt our operations, as well as the assurance that all waste is handled efficiently and to the highest environmental standards.

Quality and audit standards

Our customers demand the highest possible quality and audit standards and, since 2005, we have carried out more than 2,000 of our own audits – and raised and followed up more than 6,600 corrective actions. In 2021, we performed audits for our PROs and customers in 22 countries, and the activities of our PROs were independently audited.

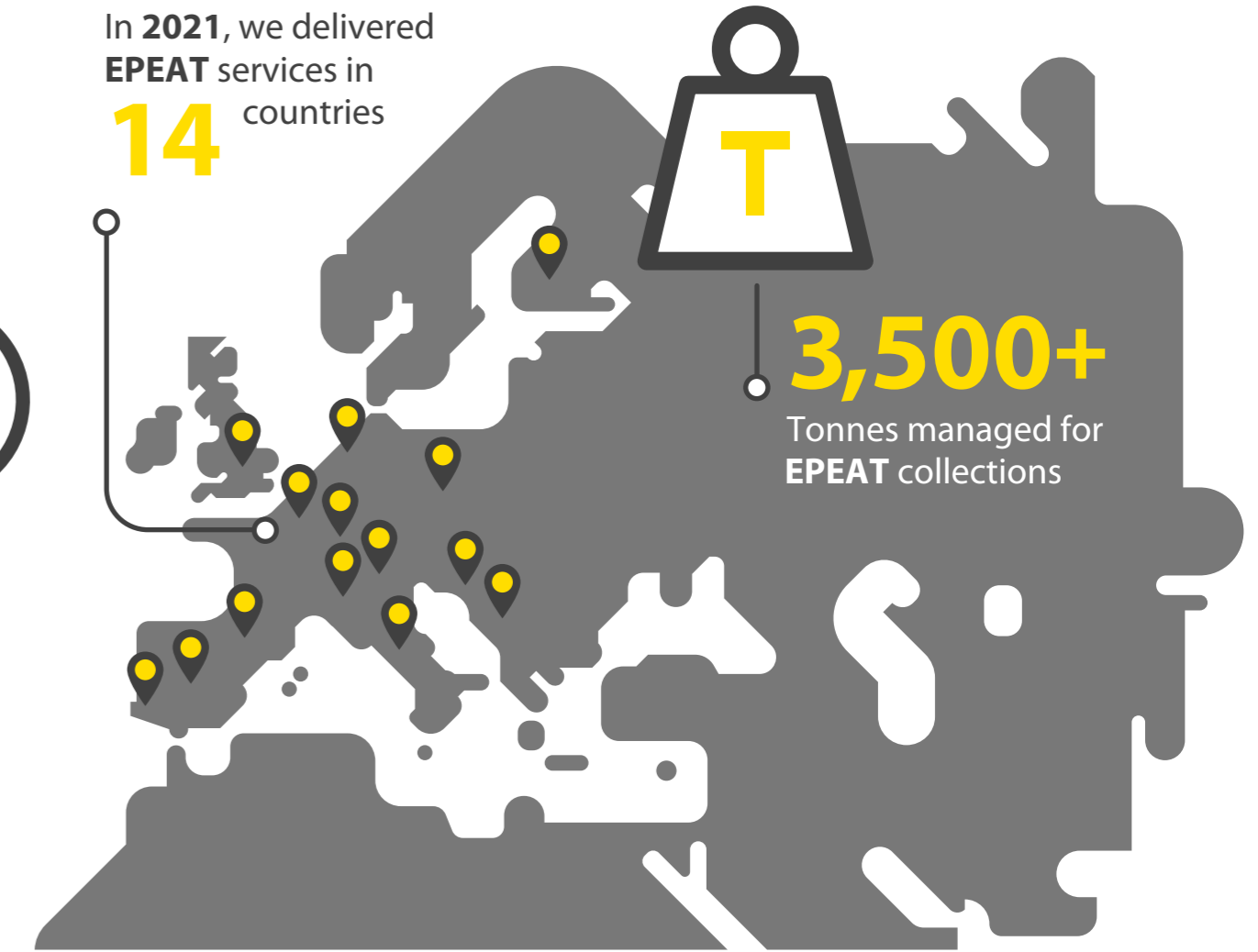
For over 16 years, Landbell Group has developed and maintained its own e-waste and waste batteries treatment standards. Our S3 audit program and standard is used to demonstrate compliance with EPEAT's end-of-life management. In 2021, we expanded our EPEAT services to 14 countries.

Extensive network of more than **800** recycling companies and logistics providers



Extensive network of more than **350** qualified waste recycling facilities

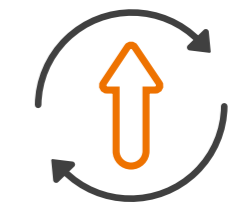
In 2021, we delivered EPEAT services in **14** countries



2,100+ Total number of own audits since 2005



6,900+ Corrective actions raised and followed up since 2005





Dora Caria
Head of Circular
Economy Engineering

GLOBAL TAKEBACK

LANDBELL GROUP offers global takeback solutions with a broad geographical footprint

LANDBELL H2 Compliance's portfolio of international solutions supports producers facing increasing demands for takeback.

Increased scope

In 2021, our global takeback programme grew to 48 countries. To support our customers, we provided more pick-ups and collected more end-of life (EoL) products, accessories and packaging from more countries in the world. We also provided support to more industries.

We help customers all over the world to implement takeback programmes, whether they need to do this to comply with local legislation or choose to do this voluntarily. We provide a wide range of return solutions and help our customers to go even further: building smart sustainable supply chains or achieving closed loop recovery for their products.

One2One WEEE Takeback

Launched in 2020, last year saw the expansion of our One2One solution for online retailers. This service provides online retailers with a single point of contact for managing the takeback of WEEE and a user-friendly web portal that their customers can use to request collections.

In 2021, we made nearly 15,000 pick-ups for One2One, grew the scope of the service to 21 countries, and added 16 languages to the programme. We will grow the programme even further in 2022 to include more countries and waste streams.

Local and global expertise

We provide control tower supervision of all global programmes, whilst our local operations provide a strong presence on the ground. The next chapter focuses on the very specific services that we offer in Austria, Germany and Switzerland – where our local colleagues picked up over 200 white goods for the One2One service and over 3,000 tonnes of mixed portable batteries.

Our operations are built on an active recycling network of 350+ partners and over 15 years managing international takeback activities for customers.

2021

Global takeback

We offer takeback in

48

countries



Key industries:

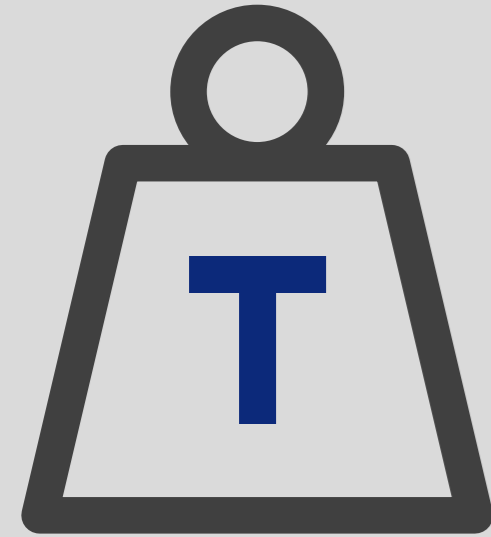


Streams managed:



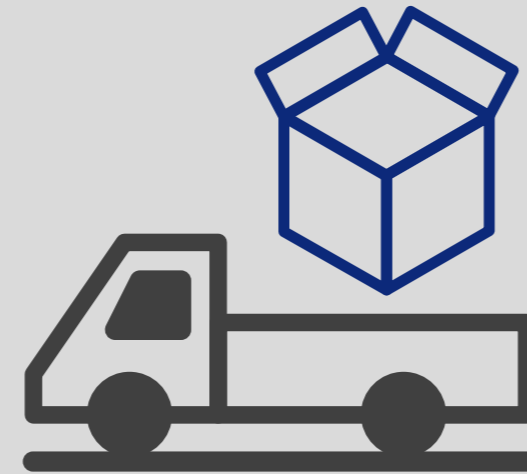
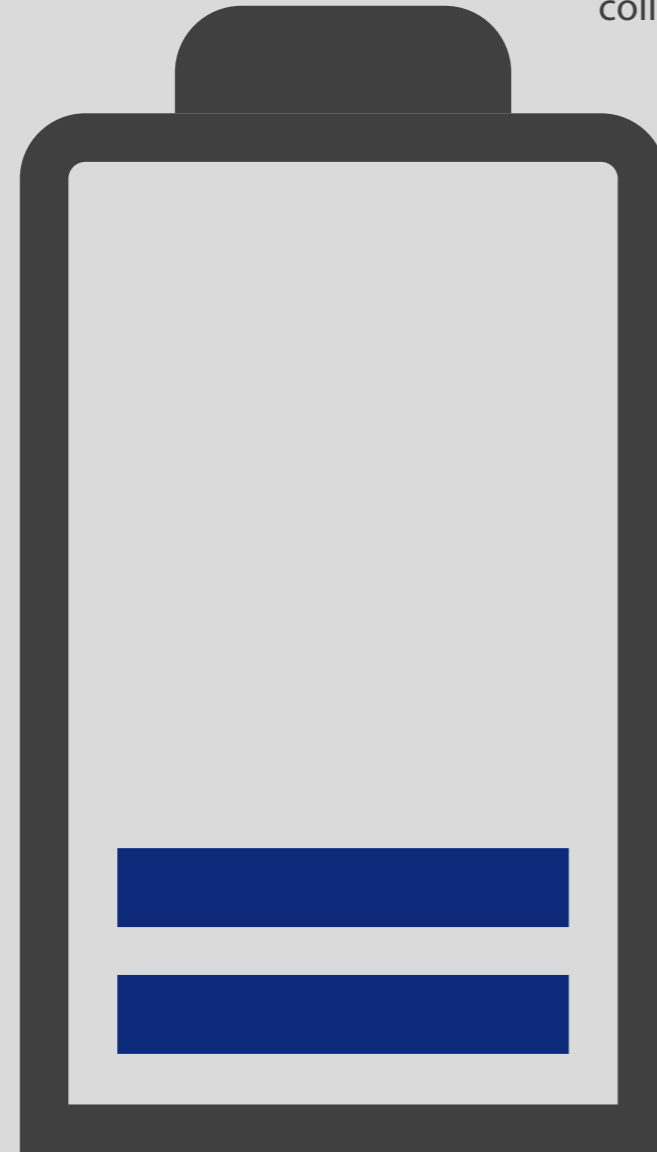
Operations in 2021

4,500+
tonnes collected



4,500

Li-ion battery units collected



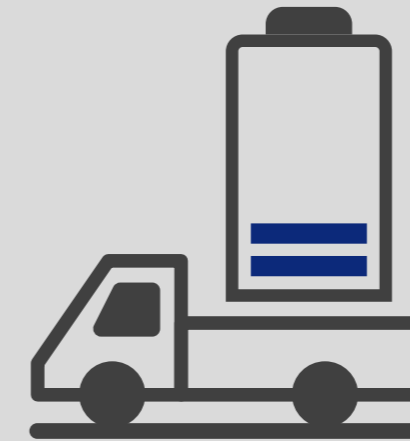
14,900+
pick-up requests

Waste streams

Li-ion

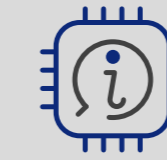


4,500
Units

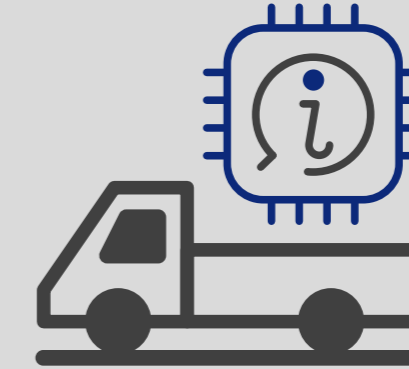


700+ pick-up requests

ICT



3,800+
Tonnes



3,200+ pick-up requests

Other



600+
Tonnes



11,000+ pick-up requests

MAIN SERVICES

- Pick-up request management
- Reverse logistics for end-of-Life (EoL) products, accessories and packaging
- Treatment of EoL products, accessories and packaging at qualified recyclers
- Traceability, reporting and monitoring

COMPLEMENTARY SERVICES



Ellen Hitschler
Managing Director,
DS Entsorgung

LANDBELL GROUP supports manufacturers and distributors with their obligations around site and production waste, from collection to waste disposal

Landbell DS Entsorgung specialises in site and local branch disposal, as well as the takeback of commercial packaging in Austria, Germany and Switzerland. In these countries, producers or distributors need to recycle or dispose of their waste in a sustainable manner.

Companies producing industrial waste are also obliged to collect the respective materials separately and, if possible, to recycle them. Waste requiring special treatment, such as food waste, construction, demolition or hazardous waste, must also be disposed of in accordance with special legal requirements.

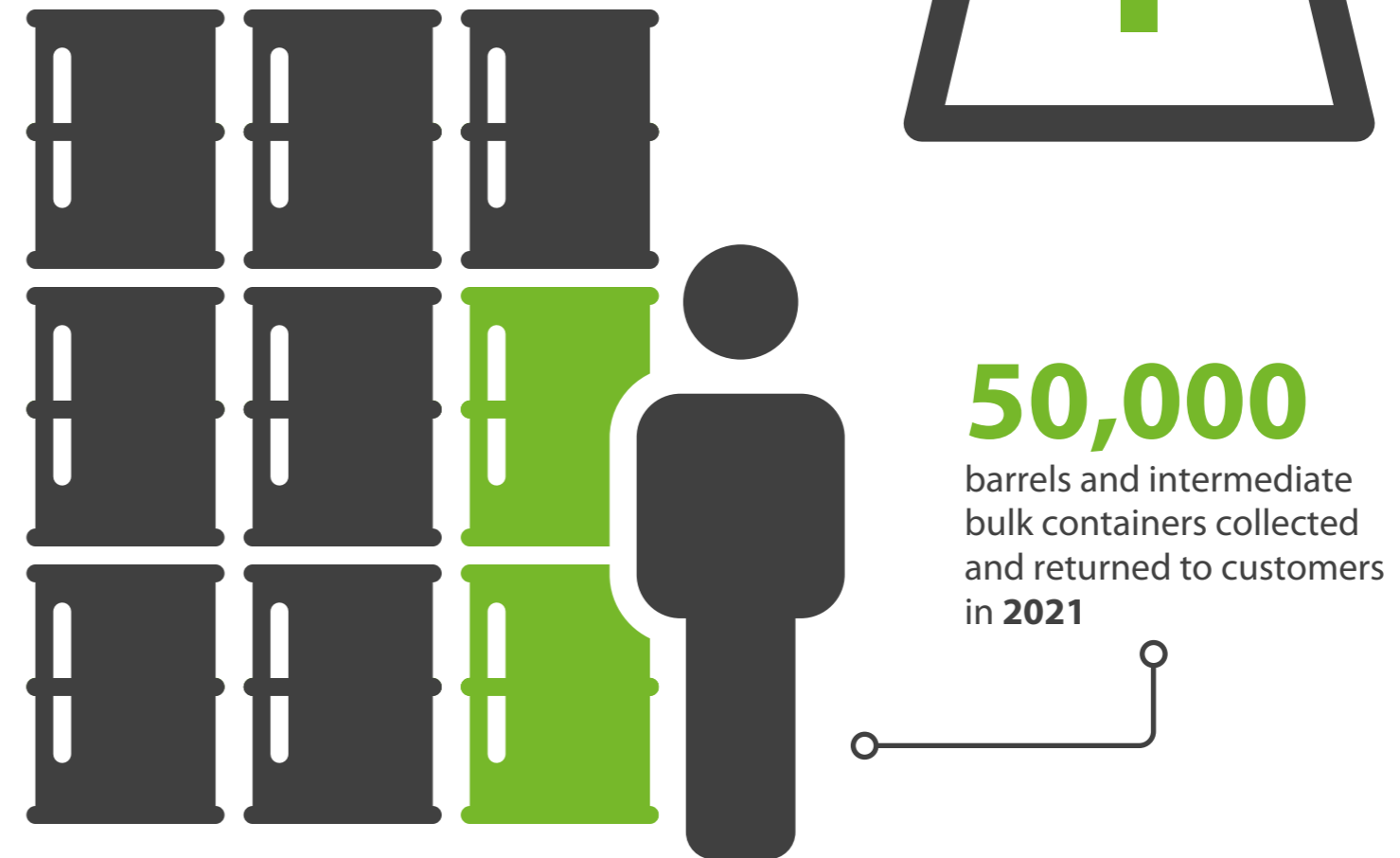
Our disposal experts offer individual services as well as full-service packages for the different company requirements.

Key industries:

- Chemicals
- Computer/screen/printer producers
- Food and non-food chains (clothing, food stores) in pedestrian zones
- Importers

Key services:

- Collection of transport and commercial packaging, as well as bulky waste
- Specialised industrial takeback solutions for chemical cleaning and disinfection liquids – with reconditioning of containers where possible
- Introduction of software tool to facilitate operative and administrative waste processes



CUSTOMER BENEFITS

Single contact for one or more countries

Monthly detailed invoicing, including all services, waste types handled, per location/site

Most advantageous/local waste operators deployed

ENVIRONMENTAL BENEFITS

Waste operators chosen close to customer site: no unnecessary distance to recycling or incineration plants

Customers are trained to separate different types of commercial waste material for pick-up to prevent unnecessary costs of incineration and prepare for reuse and recycling

Best practices in types of collection, reuse and recycling are transferred to other countries where international customers are active

Landbell Group

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