



COMPANY

DISCLOSURE	OVERVIEW ON KEY INDICATORS OF THE GROUP		2016	2017	2018
	RECEIPT OF MILK	MKG	532	590	629
	MILK PRICE PAYMENTS	CENT/KG	27.15	36.54	33.68
102-7	TURNOVER	MEUR	529	703	647
	ANNUAL NET PROFIT	MEUR	7.39	9.31	8.92
102-7	EMPLOYEES (UNTIL DEC 31)	TOTAL	693	715	745
102-7	LIABILITIES	MEUR	87	88	113
UG-EK	EQUITY RATIO	PERCENT (%)	36.1	39.1	36.9
102-7	BALANCE SHEET TOTAL	MEUR	163	175	210
201-1	DIRECT ECONOMIC VALUE GENERATED	MEUR	531	705	651
	DISTRIBUTED ECONOMIC VALUE	MEUR	522	693	644
	RETAINED ECONOMIC VALUE	MEUR	8	12	7



PRODUCTS

DISCLOSURE	RAW MATERIAL AND MATERIAL INPUT (IN TONS)		2016	2017	2018
301-1	AGRICULTURAL AND PRODUCT RELATED MATERIALS¹				
	DAIRY RAW MATERIALS AND SEMI-FINISHED GOODS ²		544,889	603,354	640,934
	OF WHICH RAW MILK		408,668	469,786	526,031
	OF WHICH CREAM		84,257	89,483	83,439
	OF WHICH SKIMMED MILK AND BUTTERMILK CONCENTRAT		39,515	30,420	19,981
	OF WHICH SKIMMED MILK/BUTTERMILK/MILK PERMEATES		0	27	0
	NON-DAIRY RAW MATERIALS AND SEMI-FINISHED GOODS ²		29,185	30,282	31,886
	PACKAGING MATERIAL (TOTAL)		4,977	4,947	5,007
301-2	PACKAGING MATERIAL FROM RECYCLED MATERIALS		36.8%	40.0%	41.0%

¹ 100 % of the quantities of the product-related procurement material groups have been considered as long as they were recorded in kg. No information is provided for adjuvant and process materials because the amount sourced have been considered to be negligible.

² New allocation of semi-finished goods from 2016

DISCLOSURE	PRODUCT SALES (IN TONS)		2016	2017	2018
	BUTTER, BUTTERFAT, PREMIX (IN TONS EACH)		50,638	54,764	51,406
	CHEESE		30,444	31,368	32,012
	MILK POWDER		71,706	76,663	78,017
	DELICATESSEN, SWEETENED CONDENSED MILK		24,134	25,192	24,074
	SPECIALTY PRODUCTS ¹		44,336	43,691	45,599
102-7	TOTAL SALES OF MAIN PRODUCT GROUPS		221,258	231,678	231,107

¹ Summary of instant beverages, health products, specialty dry products and contract drying.



PRODUCTION

DISCLOSURE	ENVIRONMENT & PRODUCTION ENERGY		2016	2017	2018
302-1	ENERGY CONSUMPTION WITHIN THE ORGANIZATION				
	GAS PURCHASED	KWH	237,268,281	244,565,550	245,390,103
	ELECTRICITY PURCHASED	KWH	8,725,645	9,884,917	8,980,071
	ELECTRICITY SOLD	KWH	2,911,808	2,653,123	2,468,612
	ENERGY INPUT ¹	KWH	243,082,118	251,797,344	251,901,562
302-3	ENERGY INTENSITY BASED ON ENERGY INPUT	KWH/KG	1.200	1.198	1.202
	OF THIS GAS	KWH/KG	1.171	1.163	1.171
	OF THIS ELECTRICITY	KWH/KG	0.029	0.034	0.031
	PRODUCTION QUANTITIES FOR ALL UELZENA SITES ²	TONS	202,546	210,268	209,574
305-1, 305-2	TOTAL DIRECT AND INDIRECT GREENHOUSE EMISSIONS				
	CARBON DIOXIDE EMISSIONS	TONS	28,859	30,822	29,909
305-4	INTENSITY OF GREENHOUSE GAS EMISSIONS	KG/KG	0.142	0.147	0.143
305-5	REDUCTION OF GREENHOUSE GAS EMISSIONS				
	REFERRED TO BASE YEAR 2012	TONS	-22,382	-20,419	-21,332
		RELATIVE	-43.7%	-39.8%	-41.6%
	REFERRED TO THE PRODUCTION QUANTITY IN KG (INTENSITY)	KG/KG	-0.151	-0.147	-0.151
		RELATIVE	-51.4%	-50%	-51.4%

¹ Purchased energy minus sold energy; energy input without minor fuel oil consumption

² Production quantities not consolidated but stated additively. The energy intensity based on energy input is higher than the energy intensity calculated based on consumption (energy input incl. own electricity x efficiency = energy consumption).

DISCLOSURE	ENVIRONMENT & PRODUCTION WATER		2016	2017	2018
303-1	TOTAL WATER REMOVAL BY SPRING				
	WATER CONSUMPTION, TOTAL	M ³	1,037,194	1,075,934	1,067,344
	OF THIS FREOM WELLS	M ³	886,448	913,917	887,249
	OF THIS MUNICIPAL	M ³	150,746	162,017	180,095
	WATER CONSUMPTION PER TON OF PRODUCT PRODUCED	M ³ /TON	5.12	5.12	5.09
306-1	WASTE WATER VOLUME¹	M ³	637,914	694,873	737,109
	WASTE WATER VOLUME PER TON OF PRODUCT PRODUCED	M ³ /TON	3.15	3.3	3.52
	WASTE WATER LOAD IN KG COD PER TON OF PRODUCT PRODUCED	KG/TON	7.38	7.57	7.69

¹ Waste water only for the Uelzen and Bismark sites; waste water quantities for the Ratzeburg site are negligibly small; Warmseen site has its own sewage treatment plant,

DISCLOSURE	ENVIRONMENT & PRODUCTION WASTE		2016	2017	2018
306-2	TOTAL WEIGHT OF WASTE BY TYPE AND METHOD OF DISPOSAL				
	TOTAL WEIGHT OF WASTE	TONS	1,333.21	1,339.26	1,272.42
	OF THAT WASTE THAT IS INDEPENDENT FROM THE PRODUCTION QUANTITY ¹	TONS	71.33	47.37	54.31
	OF THAT WASTE THAT IS DEPENDENT ON THE PRODUCTION QUANTITY	TONS	1,261.88	1,291.89	1,218.37
	OF THIS RECYCLABLE	TONS	971.66	996.96	955.71
	OF THIS NOT RECYCLABLE	TONS	290.22	294.93	262.66
	PERCENTAGE OF RECYCLABLE WASTE	RELATIVE	77.0%	77.2%	78.4%
	TOTAL WASTE THAT IS DEPENDENT ON THE PRODUCTION QUANTITY PER PRODUCT PRODUCED	KG/TON	6.23	6.14	5.81

¹ Waste which is independent from the production quantity includes construction waste, garden waste and outdated files.



EMPLOYEES

DISCLOSURE		2016	2017	2018	RATE
102-7	TOTAL	693	715	745	
	FEMALE	209	215	233	
	MALE	484	500	512	
102-8 A	PERMANENT EMPLOYMENT	618	630	664	
	FEMALE	191	196	212	
	MALE	427	434	452	
	TEMPORARY EMPLOYMENT	28	34	29	
	FEMALE	7	7	10	
	MALE	21	27	19	
	APPRENTICESHIP/INTERNSHIP	47	51	52	
	FEMALE	11	12	11	
	MALE	36	39	41	
102-8 C	FULL TIME	650	670	694	
	FEMALE	172	178	190	
	MALE	478	492	504	
	PART TIME	43	45	51	
	FEMALE	37	39	43	
	MALE	6	6	8	
401-1 A	NEWLY HIRED EMPLOYEES ^{1 2 3}	53	57	76	10.97 %
	FEMALE	15	23	29	13.06 %
	MALE	38	34	47	9.98 %
	OF THEM AGED LESS 30	15	20	35	27.13 %
	OF THEM AGED BETWEEN 30 AND 50	34	29	33	10.93 %
	OF THEM AGED OVER 50	4	8	8	3.05 %
401-1 B	TURNOVER ^{1 2 3}	41	50	54	7.79 %
	FEMALE	15	17	13	5.86 %
	MALE	26	33	41	8.70 %
	OF THEM AGED LESS 30	7	6	13	10.08 %
	OF THEM AGED BETWEEN 30 AND 50	18	20	25	8.28 %
	OF THEM AGED OVER 50	16	24	16	6.11 %
403-2	LOST DAYS PER EMPLOYEE DUE TO ACCIDENTS OR OCCUPATIONAL DISEASES	0.63	0.82	0.42	
404-1	AVERAGE HOURS PER YEAR PER EMPLOYEE FOR TRAINING AND FURTHER EDUCATION	6	6	6	
UG-DA	AVERAGE AGE OF THE STAFF IN YEARS	41.8	42.3	42.1	
UG-BZ	AVERAGE PERIOD OF EMPLOYMENT IN YEARS	14.2	12.7	12.2	

¹ Employee-related performance indicators refer to all employees and sites of the Uelzena Group. Headcount is known.

² Sites are located within Germany, therefore no breakdown by region.

³ Apprentices and interns not included.



REGIONAL RESPONSIBILITY

DISCLOSURE		2016	2017	2018
204-1	PROPORTION OF REGIONAL SUPPLIERS IN TOTAL MATERIAL EXPENSES			
	PACKAGING MATERIAL ¹	84%	84%	83%
	NON-DAIRY RAW MATERIALS ² INCL. SEMI-FINISHED GOODS	47%	52%	51%
	DAIRY RAW MATERIALS ³ INCL. SEMI-FINISHED GOODS	80%	80%	84%
	TOTAL MATERIAL EXPENSES OF THE UELZENA GROUP	76%	77%	82%
	PROPORTION OF REGIONAL SERVICES IN TOTAL SERVICE EXPENSES	19%	18%	17%
UG-RBM	PROPORTION OF REGIONALLY PROCURED MILK RAW MATERIALS	92%	93%	94%

¹ Regional supplier for packaging materials: Germany; headquarters of the supplier is decisive

² Regional supplier for non-dairy raw materials: Raw materials and semi-finished goods of suppliers headquartered in Germany

³ Regional supplier for dairy raw materials: 150 km radius around production sites of the Uelzena Group