

# AGENDA



INTRODUCTION



Michel GIANNUZZI CEO



**CSR STRATEGY: 3 MAIN PILLARS** 



Laetitia FABRE Head of CSR



Romain BARRAL Director of Operations



Denis MICHEL Secretary General



GOVERNANCE



Wendy KOOL-FOULON General Counsel



CONCLUSION



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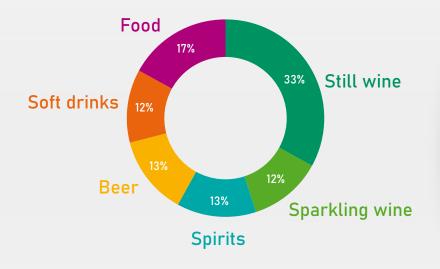


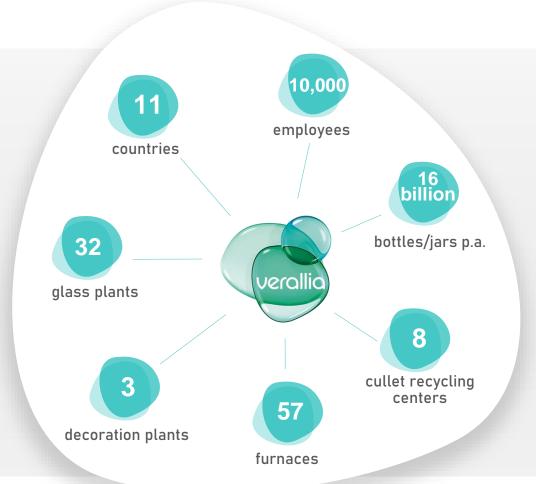
ichel GIANNUZZI



### A GLOBAL LEADER IN GLASS PACKAGING







in Europe<sup>(2)</sup> 90% of 2019 sales

in Latin America<sup>(3)</sup> 10% of 2019 sales

Globally

Sources: Companies public information, management estimates and Advancy (IPO related study)

Notes: (1) For bottles and jars only (97% of total Verallia sales)

(2) Based on 2019 sales; "Europe" using each company's definition and management estimates (3) Based on 2019 volumes in Argentina, Brazil and Chile



Verallia's ESG Strategy Presentation – January 21, 2021

## **OUR VALUES**

**CARE** for customer





**RESPECT** people, laws and the environment



**EMPOWERMENT** and accountability





**TEAMWORK** 

### **OUR PURPOSE**



# OUR PURPOSE A TWO-PRONGED STRATEGY TO DEVELOP OUR PURPOSE

#### PERFORMANCE OF A MATERIALITY ANALYSIS\*

Verallia developed a materiality matrix to reflect the strong identity of the Group as well as the specific issues relating to its activities and local presence

It led to the development of three priorities:

- 1 Acting for the safety and development of teams
- Helping to preserve the environment by being a benchmark player in the circular economy
- 3 Nurturing relationships with our stakeholders

#### A COLLABORATION WITH ALL VERALLIA'S STAKEHOLDERS

- 42 interviews with external stakeholders (customers, suppliers, etc.)
- 28 in-depth interviews with internal stakeholders
- Key market focus groups
  - 10 employee focus groups were conducted in 5 key markets: France, Germany, Italy, Iberia, and Latin America
  - 1 focus group in each market conducted with Middle managers & Senior managers
- Global employee consultation
  - Online consultation conducted in 13 countries in 7 languages generating c. 1,500 responses
- 5 webinars with the Divisions to introduce the purpose
- 4 workshops with the Corporate Functions to introduce the purpose

<sup>\*</sup> For more information, please see the 2019 Statement of Extra-Financial Performance: https://www.verallia.com/wp-content/uploads/2020/11/Ls9b95-dpef-verallia-2019-en-def.pdf

# VERALLIA HAS JOINED AS A NETWORK MEMBER THE ELLEN MACARTHUR FOUNDATION

#### The Ellen MacArthur Foundation

Launched in 2010 to accelerate the transition to a circular economy The Foundation works with, and inspires, business, academia, policymakers, and institutions to mobilise systems solutions at scale, globally



#### Collaboration

with the Ellen MacArthur Foundation to accelerate progress across our three priority areas:

accelerating innovation in the glass value chain encouraging reuse mobilizing for more recycled glass

Great opportunity for Verallia to work with leading thinkers, and even more closely with other network organizations right across our value chain to drive the transition to a circular economy for glass

New milestone on our journey to make glass the most sustainable material







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# VERALLIA COMMITMENT TO THE UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS





Enhance the circularity of glass packaging









Significantly reduce our CO<sub>2</sub> emissions across our operations









Provide
a safe & inclusive
place of work











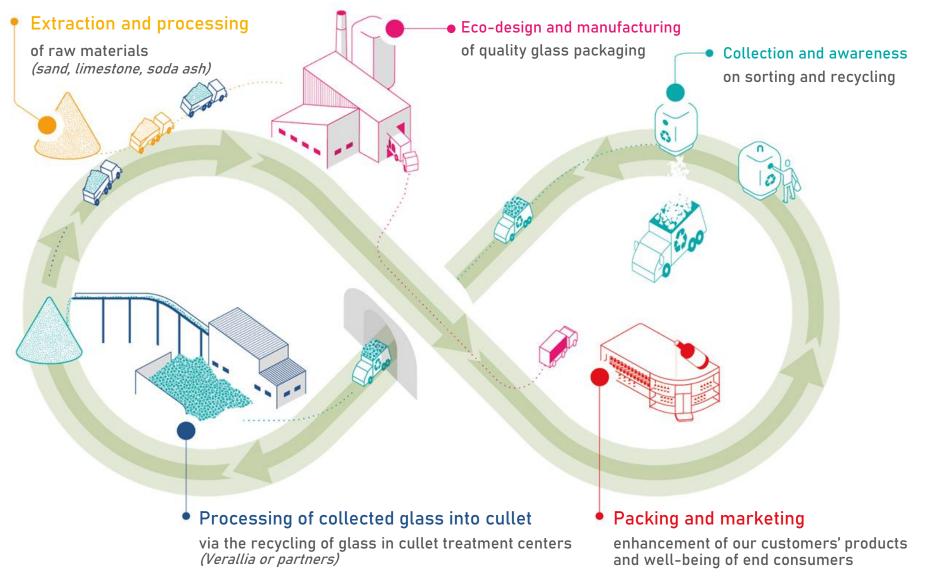
# **ENHANCE** THE CIRCULARITY OF GLASS PACKAGING







## CIRCULARITY IS AT THE HEART OF OUR MODEL





## INCREASE CULLET INTEGRATION

OUR GOALS	PERFORMANCE INDICATORS*	2019	2025 TARGETS
Enable the increase of cullet collection by 7 pts vs 2019	% of domestic used glass collected in Verallia's countries in Europe	76%*	83%
Increase the rate of use of external cullet by 10 pts vs 2019	Rate of external cullet usage in our glass production sites	49%	59%

<sup>\*</sup>Historical data are shown in Appendices

# 3 main levers for action to maximize cullet utilization in Group's furnaces

Take part
in joint initiatives
to increase cullet
collection

Improve recycling capacity and efficiency

Optimize cullet usage in Group furnaces

\* Latest 2018 FEVE public figures; 2019 figures are undisclosed



### LEVER #1: JOINT INITIATIVES TO INCREASE CULLET COLLECTION CASE STUDY

#### FEVE PARTNERSHIP AND LOCAL INITIATIVES

#### FEVE\*

European glass packaging industry to boost EU glass collection for recycling to 90% by 2030 (from 76% in 20181)

#### CLOSE THE GLASS LOOP PROGRAM AMBITION

#### 1. MORE

Promote selective glass collection to increase cullet quantity & quality

#### 2. BETTER

Optimize and develop sorting & treatment systems to increase yield and generate more furnace-ready cullet

#### 3. TOGETHER

Exchange of knowledge and best practices in collection, sorting & treatment systems between countries

#### FRIENDS OF GLASS – SPANISH INITIATIVE VIA ANFEVI

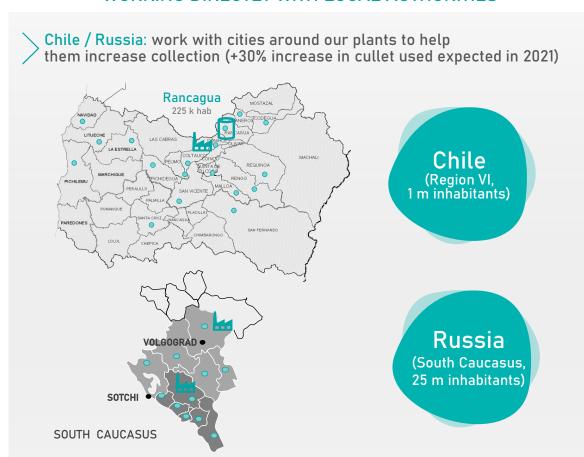
CHIN CHIN Campaign on social media June to September 2020 Influencers on Instagram, Tik Tok plus youtube video + 5.6 million views





\*FEVE: Federation of European manufacturers of glass containers for food and beverage and flacons for perfumery, cosmetics and pharmacy markets
1. Latest 2018 FEVE public figures

#### WORKING DIRECTLY WITH LOCAL AUTHORITIES





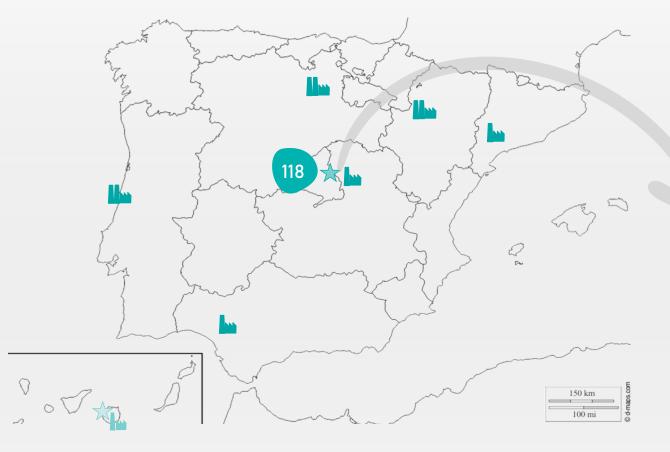
Verallia Plant



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# LEVER #2: IMPROVE RECYCLING CAPACITY AND EFFICIENCY CASE STUDY

INVESTMENT IN CULLET TREATMENT CAPACITY (DIRECT PARTNERSHIPS AND THROUGH EXTERNAL SUPPLIERS)



#### Verallia – 8 cullet treatment plants

- Invested €15m in its cullet treatment plants (2018-2020)
- Has teamed up with a leading Spanish cullet treatment operator to set up a new cullet treatment plant close to Madrid in 2019
- Bought recycling facility in the Canary Islands in 2018
- Has increased the efficiency of recycling process to
  - · improve separation of colored and non colored cullet and
  - improve cullet re-use rate in non colored glass at its own as well as suppliers' facilities
- Is treating 50% of its cullet in house

#### Joint Venture with TM Alcudia Reciclatges in Guadalajara

#### Available glass waste in Madrid: 118 kt

- Increase treatment capacity for Verallia Iberia of +40 kt/year
- Flint cullet production of 10 kt/year

#### Recicladora de Vidrio de Canarias since October 2018

- In 2019: production of 35 kt of usable cullet
- Treatment capacity/year: 45 kt/year



Cullet treatment plant – Gran Canarias





### LEVER #3: OPTIMIZE CULLET USAGE IN GROUP FURNACES



#### CONTINUOUS IMPROVEMENT OF GLASS CHEMICAL RECIPES

Ongoing effort by Verallia glass experts to optimize glass recipes to add cullet while maintaining final quality

Approach generalized through the application of a standard rate of cullet in each plant, adjusted for glass color



#### ALIGNMENT WITH SALARY **INCENTIVES (AS OF 2021)**

Cullet usage rate introduced as a KPI for bonus calculation purposes

> Applies to all functions in the company



# **GOING ONE STEP FURTHER:**

#### EXPAND REUSE BUSINESS MODELS WHERE IT MAKES SENSE

#### **2025 TARGETS**

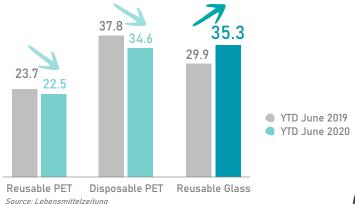
#### At least 1 pilot in France

REUSE: re-imagine an heritage on the impulse of zero waste, bulk and short-circuit trends Returnable Glass Bottles is both a trend that supports sustainability and an opportunity for extra business

#### **REUSE: A LONGSTANDING FEATURE** OF THE GLASS INDUSTRY



**GERMANY** Returnable Glass Bottles (RGB): Market share of different mineral water container (%)



A new 2020 Reusable retro-look 33cl Verallia exclusive design. Not customer-exclusive development. Today more than 10 breweries have decided to use it. Objective: 30 millions of bottles in 2021.



#### RENEWED EFFORT TO PROACTIVELY DRIVE REUSE IN NEW GEOGRAPHIES



FRANCE: first steps of new initiative

- 6 ongoing product developments to proactively meet the objective of a standard reusable glass range in France by 2022 (AGEC law)
- More than 5 meetings with players interested in launching reusable bottles/jars
- Verallia France invited as a speaker during the "Rencontres Techniques de la Consigne"
  - >> Special awards given to 2 students for the design of rosé wine reusable bottles





Sodastream SodaStream Design Registration No. 006364246

Co-design of DUO 1L bottle matching carbonation and reuse



Pictures from Veltins, Krombacher and Bitburger







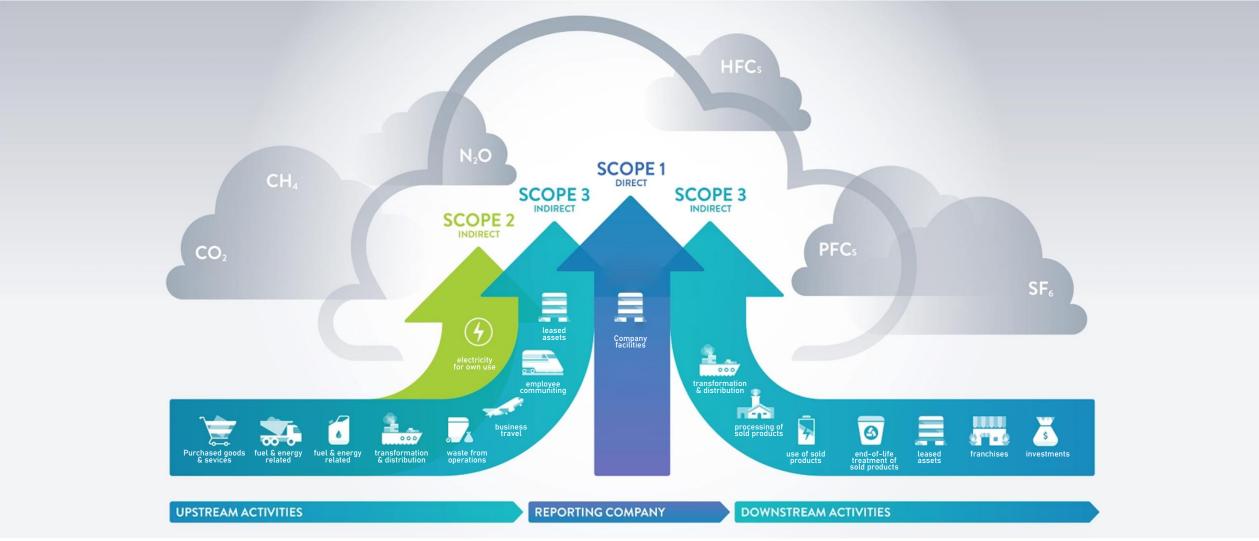
# SIGNIFICANTLY REDUCE OUR CO<sub>2</sub> EMISSIONS ACROSS OUR OPERATIONS







# CO<sub>2</sub> EMISSIONS: THE 3 SCOPES



\*For Verallia emissions from GHG other than CO2 are insignificant

# CO<sub>2</sub> EMISSIONS: 2020 KEY STEPS AND OBJECTIVES

In our 2019 Extra-Financial statement,  $CO_2$  reduction target from 2019 to 2030 = -20% ton of  $CO_2$  (scopes 1 and 2) per ton of packed glass

2020 > Challenge of our initial target

To support the worldwide initiative to limit the increase of global temperature to well-below 2°C above pre-industrial levels

1 MEASURE THE 2019 CARBON BALANCE

Scopes 1, 2, 3 (tons)

Scope 1	2,479,512	50.6%	
Scope 2 market-based <sup>(1)</sup>	610,653	12.5%	
Scope 3	1,809,918	36.9%	

Total Scopes 1, 2, 3 4,900,083 -

Our Scope 3 represents less than 40% of our total Group emissions

(1) For Scope 2 emissions, "Market-based" will be the calculation method used

Market-based method = based on GHG emissions emitted by the generators from which Verallia contractually purchases electricity bundled with contractual instruments

Location-based method was used until 2019 = based on average energy generation emission factors for defined geographic locations

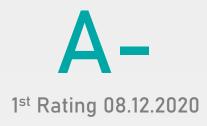
2019 Scope 2 emissions "location-based" = 487,825 tons, "market-based" = 610,653 tons.

# CO<sub>2</sub> EMISSIONS: 2020 KEY STEPS AND OBJECTIVES

OUR GOAL	PERFORMANCE INDICATORS	2019	2025 TARGETS	2030 TARGETS
Reduce our absolute CO <sub>2</sub> emissions by 27.5% by 2030 vs 2019, in line with Science-Based Targets	Tons of CO <sub>2</sub> emitted (scopes 1 & 2) <sup>(1)</sup>	3,090 k	2,626 k	2,240 k









# DEFINE THE GHG EMISSIONS REDUCTION TARGETS



-27.5% in 2030

of scopes 1 & 2 emissions in absolute data from a base year 2019 well below 2°C trajectory

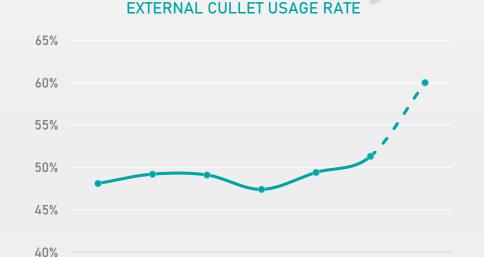


- Strategic suppliers
- Logistic optimization
- Lightweight of bottles and jars

(1) Commitment on Scopes 1 & 2, as our Scope 3 emissions represent less than 40% of our total Group emissions (Scopes 1, 2 and 3) Note: Historical data are shown in Appendices

# CO<sub>2</sub>: 3 MAIN LEVERS TO REACH 27.5% REDUCTION BY 2030





2018

2019

### SHIFT RAW MATERIAL MIX

#### Cullet rate increase

- Reduces CO<sub>2</sub> emissions through lower melting energy and lower CO<sub>2</sub>-intensive materials
- Objective of reaching maximum achievable cullet rate on all furnaces by 2030, with a first step of 59% by 2025
- Relies on mix of collection increase, recycling capacity/efficiency increase and furnace utilization optimization

#### Shift away from carbonated raw materials

- Soda ash and limestone release CO<sub>2</sub> during melting process
- Objective of partly replacing these materials with renewable alternatives

verallia

2025

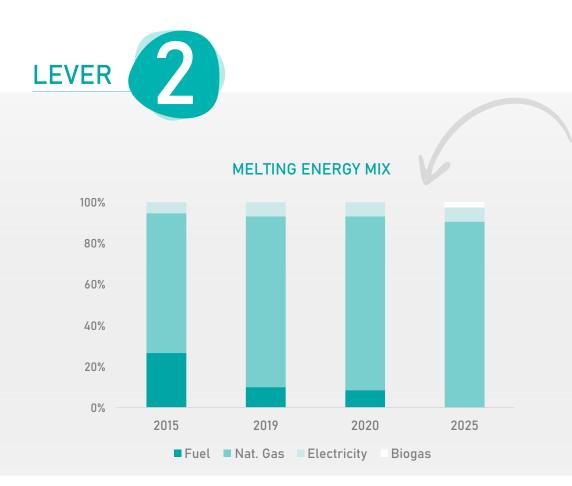
2020

2015

2016

2017

# CO<sub>2</sub>: 3 MAIN LEVERS TO REACH 27.5% REDUCTION BY 2030



### REDUCE ENERGY CONSUMPTION

#### Melting energy reduction (CA 80% of total energy consumed)

- Upgrade of furnace technology (hardware and process control) to address losses, eliminate water ingress via cullet and add pre-heaters
- Gradual reduction in share of fossil energy used in furnaces, eliminating fuel (highest CO<sub>2</sub> generator) and maximizing electrical heating
- Participation into FEVE "Furnace of the Future" project for the development of next generation furnace using 80% of electrical heating
- Evaluation of hydrogen usage impact on furnace performance and design through real life test and participation to a consortium led by DNV-GL

#### Non melting energy reduction (CA 20% of total energy consumed)

 Address loss reduction on forehearth/heat treatment equipment, optimize supporting fluid generation or heat reuse

**E**verallia

# CO<sub>2</sub>: 3 MAIN LEVERS TO REACH 27.5% REDUCTION BY 2030







Solar panels installed on roofs and land in Verallia Portugal plant will start production in 2022

### INCREASE USE OF GREEN ENERGY

#### Green Energy purchases

- Maximize green energy purchases through certified sources of electricity (target >60% by 2025, from 34% in 2020)
- Benefit from government-led actions to reduce  ${\rm CO_2}$  emissions (e.g electricity emission factor reduction or hydrogen introduction in natural gas)

#### Biogas utilization

- Replace natural gas with biogases in selected plants
- First pilot under evaluation in Germany with the target to have 3 furnaces fully supplied by bio-gases by 2030

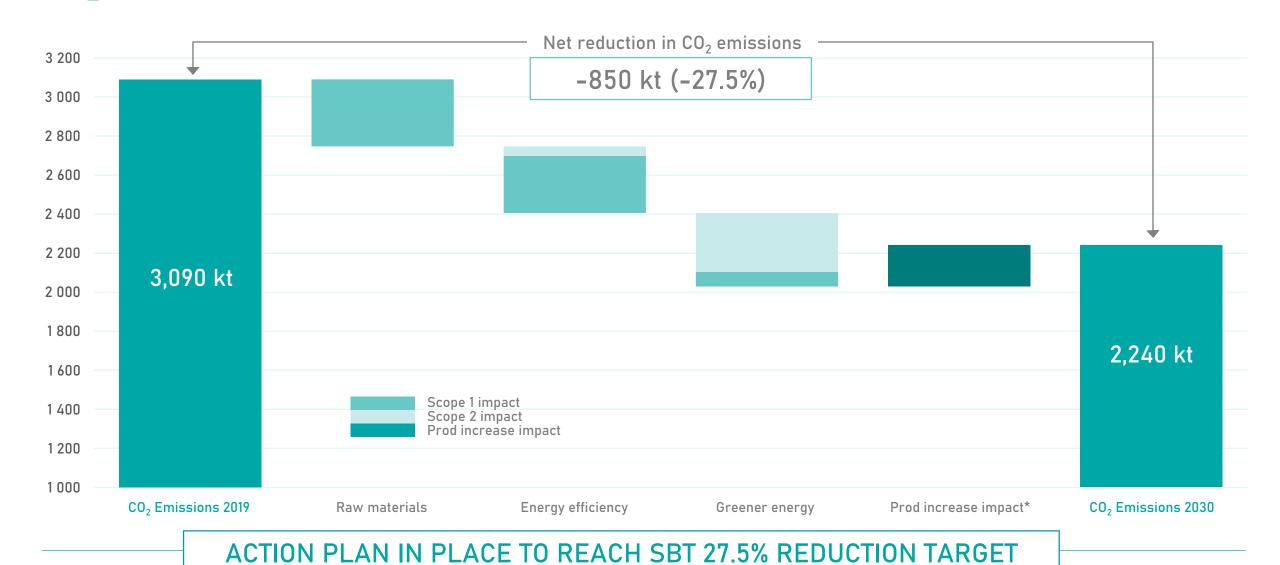
#### On-site energy production

 Verallia to implement on-site renewable electricity production (e.g solar panels - first project Portugal 2022)



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# CO<sub>2</sub> EMISSIONS REDUCTION: DETAILED ACTION PLAN



<sup>\*</sup>Assumption = +1% volume CAGR 2019-2030 (tons)

# CO<sub>2</sub> RELATED INVESTMENTS

#### CASH OUT BY CATEGORY in € million



- Total investment required to reach 2030 CO<sub>2</sub> reduction target is estimated at ca. €220m, with some investments still under evaluation
- An estimated €180m (out of €220m) will be treated as Verallia Strategic Capex (ie outside of 8% recurring capex envelope)
- Bulk of Capex linked to energy efficiency as other sources of CO<sub>2</sub> reduction will involve changes in raw material or energy purchasing mix

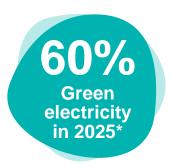
~€220m BY 2030

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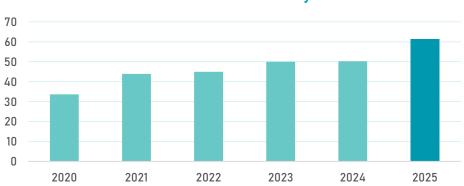
#### 2

### **GREEN ELECTRICITY ACTION PLAN AND ACHIEVEMENTS**

Our target:







#### **GREEN ELECTRICITY PURCHASES**

#### **ON-SITE ELECTRICITY GENERATION**

# Policy and objectives

- Maximize green electricity purchases through certified sources of electricity (driving zero emission factor), according to availability in each country
- Target: cover at least 60%\* of Group electricity consumption with certified energy by 2025

On-site storage/warehouses offer plenty

of surface for solar panels installation

 Exploring potential for solar panel installation in plants with sufficient sun exposure

# Achievements to date

- 100% of the 3 Brazilian plants energy needs come from hydroelectricity already
- Argentina's Mendoza plant uses wind-powered energy for 47% of its electricity needs
- In 2021, Verallia Iberia has secured 100% of its electricity needs from renewable sources
- A first project is launched in Verallia's Mondego plant in Portugal for SOP 2022
- Targeting 11 equipped plants by 2030

\* Including Low Carbon electricity in France



## LIGHTWEIGHTING BOTTLES AND JARS

OUR GOAL	PERFORMANCE INDICATORS	2019	2025 TARGETS
Revert the trend by reducing average weight of our standard and non-returnable bottles and jars by 3%	Alpha index (= weight / volume^0.8 as per NF-H35077norm)	16	15.5

#### FIGHT BACK AGAINST THE CURRENT WEIGHT INCREASE

MANSO L'VELASCO

MIGUEL TORRES

#### OPTIMIZE WEIGHT AND SHAPE



**OPTIMIZE PALLETIZATION** 



**AVOID RECYCLING TROUBLEMAKERS** 



**FAVOR LOCAL NETWORKS** 



#### MANSO DE VELASCO Chilean wine EGO range

- Miguel Torres Chilean winemaker has selected the Bordeaux wine from the EGO (Enhanced geometric Objects) range for his vintages
- Eco-designed bottle => 35% weight reduction (650 g versus 1,000 g initial)
- Preserved high-end aesthetics. reduced environmental footprint



- · Bottle lightened by 10% compared to the original model => -10% of CO<sub>2</sub> emissions
- Reduction of the diameter to optimize the packaging => +11% more containers per truck
- Short circuit logic: bottle produced at our Chalon-sur-Saône site, only 30 km away from the bottling site at Védrenne
- Shared desire to reduce our overall environmental impact





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# PLANT TREES + OFFSET TRAVELS RELATED CO<sub>2</sub> EMISSIONS

OUR GOAL	PERFORMANCE INDICATORS	2019
Plant 100,000 trees per year	Trees planted/year	100,000
Offset all professional travels emissions every year	Purchase Certified Carbon Credits	New objective*

#### **ACTIONS AT SEVERAL LEVELS**



#### ACT FOR A SOCIAL AND ENVIRONMENTAL IMPACT BY PLANTING TREES

#### More than 200.000 trees in 6 countries since 2019

- Contribution to agroforestry and reforestation projects to restore carbon balance on earth
- · Developed in partnership with local communities to help more sustainable, viable farming models, to improve their resilience and to step up their yields and incomes



#### **ACT FOR CLIMATE**

#### Carbon Offset: 61,820 carbon credits purchased since 2019

Financing of carbon credit projects certified by the two references of the international market of carbon voluntary market: VCS Verified Carbon Standard and Gold Standard



#### **ACT FOR OUR TEAMS**

#### Production sites "integration program": 4 projects have been implemented in 3 countries

Implementation of unique landscape design projects located on Verallia's production sites focused on environmental impact and the well-being of our teams









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<sup>\*</sup> From 2021 Verallia will offset each year, CO2 emissions linked to all professional travels. While Covid-19 is reducing professional travels, Verallia commits to offset at least 1% of its global emissions each year (Each year we calculate and offset the Y-1 CO<sub>2</sub> emissions)



# PROVIDE A SAFE & INCLUSIVE PLACE OF WORK







## PROVIDE A SAFE PLACE OF WORK

#### SAFETY: FREQUENCY OF ACCIDENTS



Respect for people, one of Verallia's values

=> first priority ensuring our employees and contractors a safe environment

Standards completed by Safety rules designed to help employees recognize and avoid risky situations, Verallia cardinal rules

Organization every year of Verallia Safety Day: opportunity to engage every employee & manager on the journey to 0 accident

17 EHS standards developed & covering all aspects of safety in its plants. Strict application is controlled via on-site audits

Roadmap developed to support O accident target Roadmap now being deployed in each site

**2020**: TF2 reduced by 17%, in line with target to reach TF2 < 2 by 2025

# PROVIDE A SAFE PLACE OF WORK

CASE STUDY



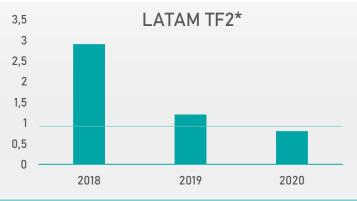
Verallia Safety roadmap is defining the steps required to achieve 0 accident

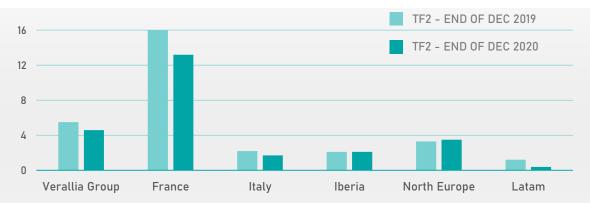
Starting from tools and processes, it aims at establishing a culture in which everyone is a Safety agent, looking after himself and his working community

#### LATAM division has reduced its TF2\* rate by 70%

over the past 2 years, applying the roadmap approach

\*TF2 = Accidents without lost-time, includes temporary employees





REACH SAME LEVEL OF PERFORMANCE IN OTHER COUNTRIES WITH STRONG ACTION PLANS



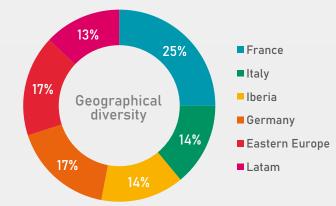
## PROVIDE AN INCLUSIVE PLACE TO WORK



#### **GEOGRAPHICAL DIVERSITY**

10,000 employees from 63 nationalities working for the Group

Located across 11 manufacturing countries







### PROVIDE AN INCLUSIVE PLACE TO WORK **OBJECTIVES**

OUR GOALS	PERFORMANCE INDICATORS	2019	2025 TARGETS
Increase gender equality index in all countries by 15 points	Gender equality index (as defined by French law)	60	75
Favor insertion by doubling the ratio of disabled employees from 3% in 2019 to 6% in 2025	% of disabled people (according to national definitions)	3%	6%



#### **GENDER EQUALITY**

- In 2019, 29% of female managers at Group level
- Proactive action plan (recruitment, compensation, career development "Women at Verallia", mentoring by Comex, no tolerance for sexism and discrimination)
- Increasing of the % of women in all management committees to 30%
- Gender equality index based on 5 indicators: individual compensation, beneficiaries of individual increase, beneficiaries of promotions, % of employees increased upon return from maternity leave, number of employees of the under-represented gender among the 10 highest compensations of the company



#### HIRING OF DISABLED STAFF

- Partnership with French Handi-rugby national team (objectives: increase employee's awareness by conference, e-learnings, and offer jobs)
- Partnership with French Defense Ministry (develop a talent pool network close to our plants, and offer support and jobs to war veterans)

MINISTÈRE

Égalité Fraternité

**DES ARMÉES** 



# PROVIDE AN INCLUSIVE PLACE TO WORK

#### ENCOURAGE EMPLOYEE SHAREHOLDING OWNERSHIP



PERFORMANCE INDICATORS	2019	2020	2025 TARGETS
% of Verallia share capital held by employees (directly or through FCPE)	2.6%	3.3%	5%

In June 2020, close to 3,300 employees took part in the Employee Shareholding Offer

Around 37% of our employees all over the world are shareholders of the company

ANNUAL EMPLOYEE OFFERS WILL BE RENEWED IN 2021 AND IN THE COMING YEARS

\* Amongst eligible employees worldwide



## OUR SUPPORTIVE COMMITMENT TO THE COMMUNITY

#### **GROUP INITIATIVES**

### **COUNTRIES INITIATIVES**

Partnership with AP-HP, to support Covidom

an application for home monitoring of COVID-19 patients with the help of 2.500 volunteers



Partnership with Le Secours Populaire Français

(to act against exclusion)



Partnership with La Maison des femmes

(Women's House), a medical-social structure dedicated to women in difficulty or victims of violence



Customer: financial support, seeds

Equipment: medical, IT

Food, training, materials for schools

Transportation support for medical teams

CEO gave up 2020 variable compensation (50% of annual compensation) Executive Committee members gave up 15% of annual compensation Total €1.6m to finance donations

# OUR SUPPORTIVE COMMITMENT TO THE COMMUNITY







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Secretary General



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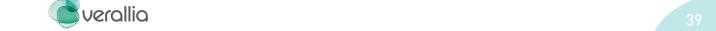
Wendy KOOL-FOULON General Counsel



CONCLUSION



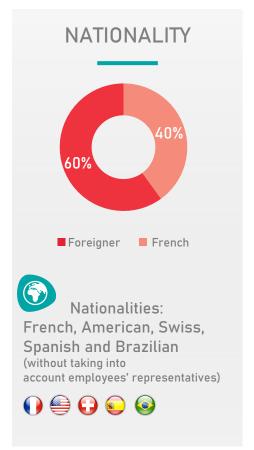
Michel GIANNUZZI

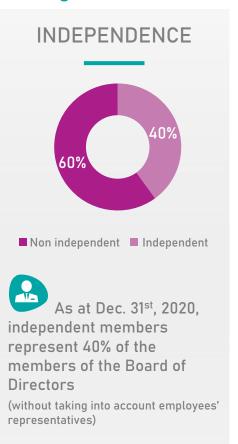


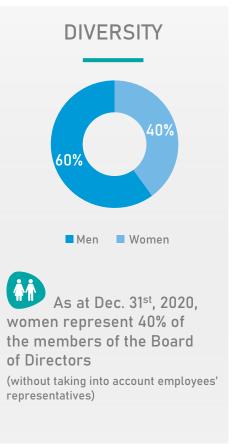
# **BOARD OF DIRECTORS - PROFILE**

## VERALLIA COMPLIES WITH THE RECOMMENDATIONS SET OUT IN THE AFEP-MEDEF CODE\*

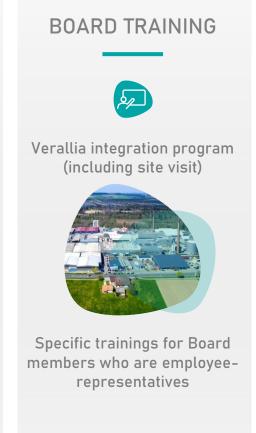
## 12 members and 2 non-voting observers













IN 2020, 7 PLENARY MEETINGS/GLOBAL ATTENDANCE RATE: 88%

\*Except for Directors' mandate terms related to Verallia's recent IPO

# **BOARD OF DIRECTORS - COMMITTEES**

## TOPICS COVERED

## **AUDIT**



Marie-José DONSION



Marcia **FREITAS** 



**AROZAMENA** 



Financial information Risk mapping Internal control and compliance Review of auditors' independence

## NOMINATION AND COMPENSATION



Cécile TANDEAU DE MARSAC



João SALLES



Pierre **VAREILLE** 



José **AROZAMENA** 



5 plenary meetings in 2020

Say-on-pay Long Term Incentive Plan (LTIP) Employee share ownership program Assessment of the Board of Directors

## SUSTAINABLE DEVELOPMENT



Virginie HELIAS

Independent member



Michel GIANNU77I



Sébastien MOYNOT



Dieter MÜLLER



Sylvain ARTIGAU



5 plenary meetings in 2020

Purpose Sustainable development goals Guidelines for donations





Note: At the end of 2020

# OUR ESG ACCOUNTABLE GOVERNANCE



Board of Directors

Approves the sustainability strategy and monitors its progress and performance

Sustainable Development Committee Ensures that issues relating to social and environmental responsibility are considered in the Group's strategy and its implementation

Reviews the Group's commitments to sustainability in light of the challenges specific to its business and objectives

**Executive Committee** 

Defines and implements the Group's sustainability strategy

Sustainability department and its network

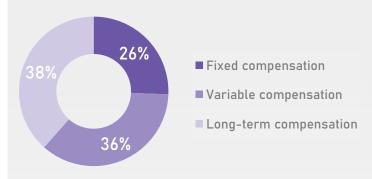
The Group's Sustainability officer works on a daily basis in coordination with a network of 8 Sustainability correspondents in each country (e.g. Germany, France, Italy) or region (e.g. Iberia covering Spain and Portugal)

# ANNUAL VARIABLE COMPENSATION Qualitative items 20% ■ Safety criteria 50% 50% ■ Sustainable development criteria Quantitative items 80% ■ Ajusted EBITDA Operational cash flow

## BREAKDOWN OF COMPENSATION ITEMS UNDER THE 2020 **COMPENSATION POLICY\***

- Competitive compensation package
- In line with market/industry standards
- Compliant with Afep-Medef recommendations

Waiver by the CEO of his 2020 variable compensation as part of the Group's collective effort in a context of ongoing health crisis



#### \*If performance ceilings are reached

### LONG-TERM COMPENSATION

As from 2021, under the long-term incentive plan, allocation of free shares if the following performance criteria are met:

- up to 50%, targets of adjusted EBITDA and net financial debt before dividend payment or share buy-back, calculated in aggregate over the two preceding financial years
- up to 20%, a target of TSR (Total Shareholder Return) of Verallia's share in relation to the evolution of the share price of SBF 120 companies on the regulated market of Euronext Paris
- up to 20%, sustainable development targets, allocated as follows: up to 10%, a target of decrease in CO2 emissions and up to 10%, a target of equal pay
- up to 10%, a target of ROCE (Return on Capital Employed)



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# **EXECUTIVE MANAGEMENT COMMITTEE**

Verallia's Executive Committee oversees the Group's strategic and operational management It consists of 10 members, including 2 women In addition to the CEO, it is composed, at Group level, of the CFO, the Operations VP, the Secretary General and the General Counsel and, at business unit level, of 5 Managing Directors responsible for the different geographical areas of the Group, each of them with well-defined areas of responsibility

#### Nationalities:

French, Italian, Spanish, Dutch and Mexican













Wendy KOOL-FOULON



Romain BARRAL

**Denis MICHEL** 



Nathalie DELBREUVE



Olivier ROUSSEAU



Marco RAVASI



**Quintin TESTA DOMINGUEZ** 



**Hugues DENISSEL** 



## COMPLIANCE



## COMPETITION LAW

Guide on competition law Guide on trade associations Trainings

- E-learning courses (compliance with competition law, relationships with distributors...)
- In-person trainings

Audit controls

 Annual audit of one business unit performed by a first ranking law firm



# PREVENTION OF CORRUPTION

Anticorruption policy / code of conduct
Gifts & Invitation Policy
Conflicts of interest
Agents and intermediaries policy
Trainings

- · Anti-Bribery e-learning course
- In-person trainings on Sapin II Legislation and the prevention of corruption

Audit controls

Third party due diligence



# EMBARGO AND FINANCIAL SANCTIONS

Policy
Trainings
Audit controls
AEB platform blacklists for screening customers/suppliers

## WHISTLEBLOWING

#### ISSUES THAT MUST BE REPORTED:

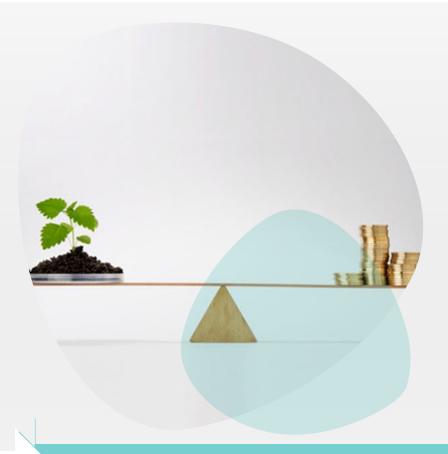
- Violations of the Verallia Code of Conduct or the Anti-Corruption / Anti-Trading in Influence Policy
- Crimes or offences
- · Other serious and manifest violations of laws and regulations or
- Serious threats or harm to the public interest, that the whistleblower has personal knowledge of

#### HOW?

- By using the Whispli Platform, available 24/7 both on the intranet and the Verallia website, in all group languages, or via the hierarchical channel
- Compliance violations may be reported by name or anonymously, where permitted under local law
- All alerts are dealt with directly by the VERALLIA COMMITTEE (the CEO, the Group General Counsel and the Group Secretary General) and investigated with the help of the internal audit team



## VERALLIA RESPONSIBLE PURCHASING



# Global Purchasing policy includes CSR policy as a key pillar CSR policy is deployed through a central/local approach

- Central dedicated purchasing team in charge of processes and tools
- Global network of *Responsible Purchasing Correspondents* supporting actions in all Verallia entities

## CSR criteria are included in purchasing practices

- Verallia Supplier Charter is to be signed by Verallia suppliers and commits them to fully adhere to the following principles: respect for the right to development, respect for employees' rights, respect for health and safety, environmental commitment, respect for law
- CSR criteria included in Group's tendering procedure and impact selection decision process. CSR clause is next incorporated into contracts
- Supplier CSR Performance measurement to become a key element of global supplier performance evaluation

CSR purchasing method intending to isolate and treat major supplier risks has been launched (see next slide)

SCOPE III REDUCTION PART OF PURCHASING ROADMAP & BECOMING A KEY DRIVER OF SUPPLIER STRATEGY

## VERALLIA RESPONSIBLE PURCHASING

Verallia has tested and started to deploy a CSR Purchasing method intending to isolate and treat major supplier risks

#### **CSR RISK ASSESSMENT & MANAGEMENT METHOD**

# Supplier Risk Mapping AFNOR CSR risk mapping tool Assessment Questionnaire **ECOVADIS or ACESIA** On site CSR audit QIMA Progress plan / Blacklist

#### METHOD RELYING ON A 4 STEPS-APPROACH

Identification of risk based on risk mapping exercise (risk graded by purchasing category and supplier country through AFNOR Risk Matrix)

260 suppliers identified as "potential risk supplier"

3 CSR on-site audit based on SMETA international standard

Audit campaign started in Q4 2020 aiming at inspecting more than 50 suppliers by end of 2021

2 Evaluation of supplier CSR performance through specific platform (ECOVADIS & ACESIA)

240 suppliers already assessed or under evaluation process

Corrective action plan management



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INTRODUCTION



Michel GIANNUZZI



CSR STRATEGY: 3 MAIN PILLARS



Laetitia FABRE Head of CSR



Romain BARRAL Director of Operation



Denis MICHEL
Secretary General



GOVERNANCE



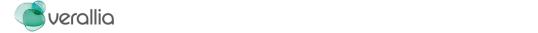
Wendy KOOL-FOULON



CONCLUSION



Michel GIANNUZZI CEO



## **OUR ESG AMBITION**



Sustainability plan in place meeting Science-Based targets with an average annual Capex below 1% of net sales per year

# CSR roadmap with ambitious objectives based on 3 main levers

Enhance the circularity of glass packaging Significantly reduce our CO<sub>2</sub> emissions across our operations

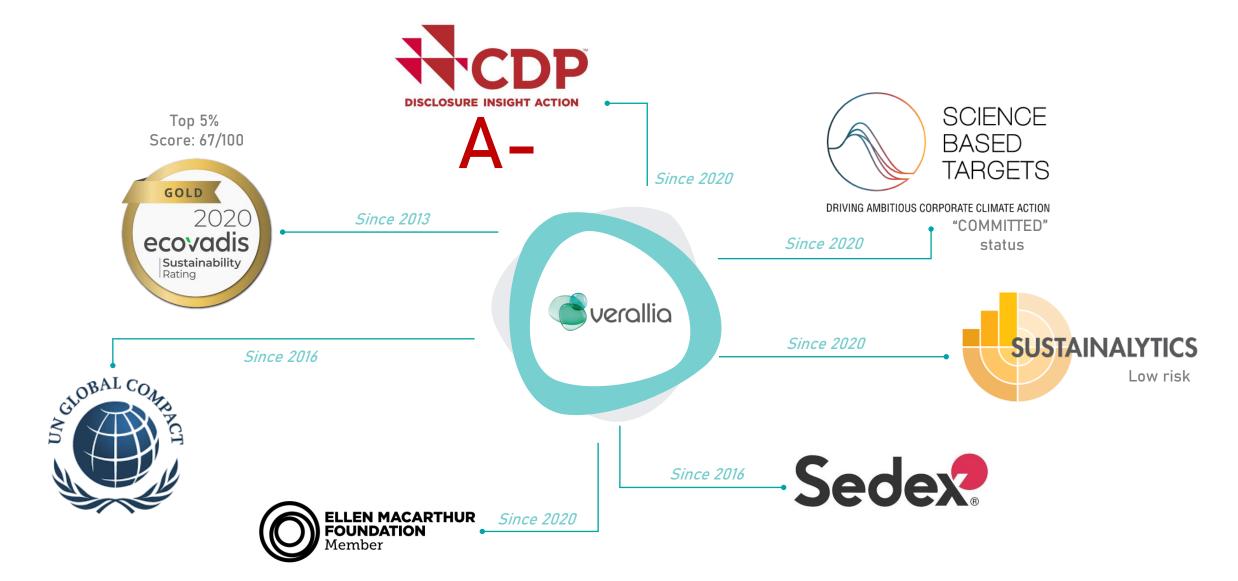
Provide a safe & inclusive place of work

Governance committed to ESG with the Sustainable Development Committee monitoring action plans progress and results

ESG MORE THAN EVER AT THE HEART OF VERALLIA'S PURPOSE AND STRATEGY



## LATEST RATINGS AND PARTNERSHIPS



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# **APPENDICES**

# WATER, WASTE AND EMISSIONS MANAGEMENT

### **WATER**

- Glass packaging plants are not big water consumers, as water is mainly used as a coolant of equipment or hot glass rejections
- However Verallia has developed technical solutions to limit water consumption of its plants through efficient closed circuits, elimination of evaporation and monitoring of losses
  - >> Solutions in place in 44% of the group plants,
  - >> allowing water consumption below 0.4m³/ton of packed glass
- Verallia is upgrading the remaining factories, putting in priority the ones located in areas in high hydric stress

### **WASTES**

- Glass packaging plants are not generating significant volumes of waste, as rejects from production are mainly made of glass which is recycled
- Verallia focus is on recycling those wastes, including the furnace elements after reconstruction. In 2020, 60% of Verallia wastes were recycled

### **EMISSIONS**

- Gas emissions (NOx, SOx) resulting from furnace operations are subject to strict regulations, and Verallia implemented close monitoring in each of its plants to ensure compliance
- In addition, combustion optimization activities conducted by R&D and Continuous Improvement teams are aiming at reducing further those emissions



# **VERALLIA ESG GOALS**

Our Purpose	Our Commitments	Alignment with the UN SDGs	Our Goals	Performance indicators	2019	2025 Targets
Re-imagine glass for a sustainable future	Enhance the circularity of glass packaging	13 CLIMATE ACTION  12 PERSPONENTE CONSIDERATION AND PRODUCTION  17 PARTNESSIRES  17 PARTNESSIRES	Enable the increase cullet collection by 7 pts	% of domestic used glass collected in Verallia's countries in Europe	<b>76%</b> (2018 figure)	83%
			Increase the rate of use of external cullet by 10 pts	Rate of external cullet usage in our glass production sites	49%	59%
			• Expand viable Reuse business models	Test a pilot to validate the business model	N/A	At least 1 pilot in France
	Significantly reduce our CO <sub>2</sub> emissions across our operations	13 CHMATE ACTION  15 OFF LIAND  17 PARTNESSIPPS  17 PARTNESSIPPS  18 OFF THE GOALS	$\bullet$ Reduce our absolute $\mathrm{CO}_2$ emissions (scopes 1 & 2) by 27.5% by 2030 vs 2019, in line with Science Based Targets	• Tons of CO <sub>2</sub> emitted (scopes 1 & 2)	3,090 k	2,626 k
			• Revert the trend by reducing average weight of our standard and non returnable bottles and jars by 3%	• Alpha index (= weight / volume^0.8 as per NF-H35077 norm)	16	15.5
			<ul> <li>Plant 100,000 trees per year</li> <li>and offset all professional travels emissions every year</li> </ul>	<ul><li>100,000 trees planted</li><li>Number of certified carbon credits</li></ul>	100,000 30,910	700,000  TBD  > total CO <sub>2</sub> emissions linked to professional travels
	Provide a safe and inclusive place to work	8 DECENT WORK AND DECENTION CARRY TO THE CONTINUE CARRY TO THE CARRY	Aim for "zero accident" every year	• TF2 (= all accidents / million hours worked)	5.5	< 2
			<ul> <li>Increase gender equality in all Verallia countries by 15 pts</li> </ul>	Gender equality index     (as defined by French law)	60	75
			<ul> <li>Favour insertion of disabled people by doubling the ratio of disabled employees</li> </ul>	% of disabled people (according to national definitions)	3%	6%
			Encourage employees shareholding ownership	% of Verallia share capital held by employees (directly or through FCPE)	2.6%	5%



# HISTORICAL TRACK RECORD

Our Purpose	Our Commitments	Our Goals	Performance indicators	2018	2019	2025 Targets
Re-imagine glass for a sustainable future		Enable the increase cullet collection by 7 pts	% of domestic used glass collected in Verallia's countries in Europe	76%	<b>76%</b> (2018 figure)	83%
	Enhance the circularity of glass packaging	Increase the rate of use of external cullet by 10 pts	Rate of external cullet usage in our glass production sites	47%	49%	59%
		Expand viable Reuse business models	Test a pilot to validate the business model	N/A	N/A	At least 1 pilot in France
	Significantly reduce our CO <sub>2</sub> emissions across our operations	$\bullet$ Reduce our absolute $\mathrm{CO_2}$ emissions (scopes 1 & 2) by 27.5% by 2030 vs 2019, in line with Science Based Targets	• Tons of CO <sub>2</sub> emitted (scopes 1 & 2)	3,045 k (scope 2 location-based) <sup>(1)</sup>	3,090 k (scope 2 market-based) <sup>(1)</sup> = 2.967 k (location-based)	2,626 k (scope 2 market-based)
		• Revert the trend by reducing average weight of our standard and non returnable bottles and jars by 3%	• Alpha index (= weight / volume^0.8 as per NF-H35077 norm)	15.9	16	15.5
		<ul> <li>Plant 100,000 trees per year</li> <li>and offset all professional travels emissions every year</li> </ul>	<ul> <li>100,000 trees planted</li> <li>Number of certified carbon credits</li> </ul>	0	100,000 30,910	700,000  TBD  > total CO <sub>2</sub> emissions linked to professional travels Y-1
	Provide a safe and inclusive place to work	Aim for "zero accident" every year	TF2 (= all accidents / million hours worked)	4.8	5.5	< 2
		<ul> <li>Increase gender equality in all Verallia countries by 15 pts</li> </ul>	Gender equality index     (as defined by French law)	N/A	60	75
		<ul> <li>Favour insertion of disabled people by doubling the ratio of disabled employees</li> </ul>	% of disabled people (according to national definitions)		3%	6%
		Encourage employees shareholding ownership	% of Verallia share capital held by employees (directly or through FCPE)		2.6%	5%

(1) For Scope 2 CO<sub>2</sub> emissions, "Market-based" will be the calculation method to follow our commitments. Definitions from GHG standard protocol. Market-based method = based on GHG emissions emitted by the generators from which Verallia contractually purchases electricity bundled with contractual instruments, or contractual instruments on their own. "Location-based" method was used until 2019 = based on average energy generation emission factors for defined geographic locations, including local, subnational, or national boundaries. 2019 Scope 2 "location-based" = 487,825 tons, "market-based" = 610,653 tons

