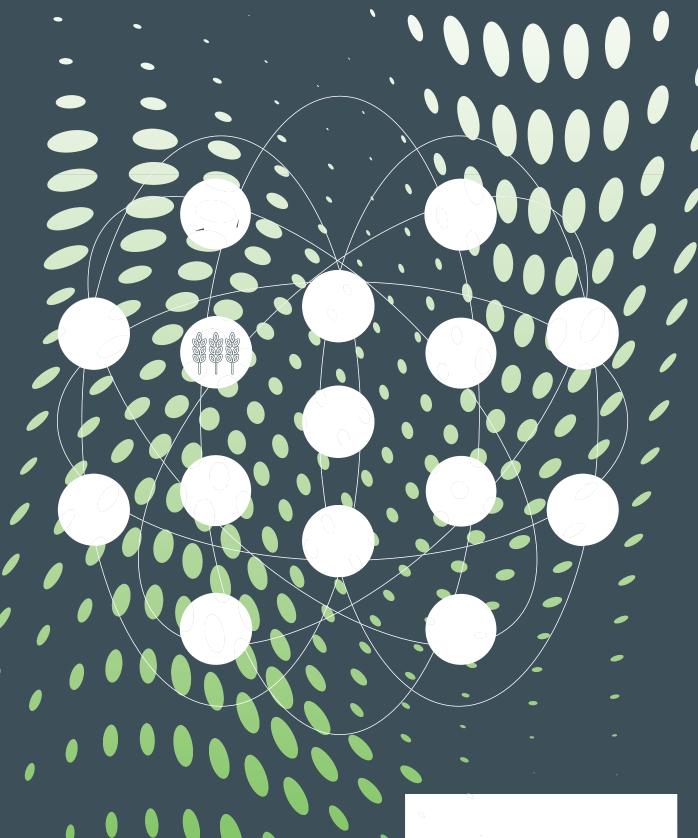
We help things grow. Environment and responsibility
4. Sustainability Report





About the report

In its fourth Sustainability Report, AGRAVIS Raiffeisen AG provides information on sustainability-relevant matters from 2016 and 2017. It also reports on key existing sustainability figures. The content presented is based on issues identified as important in the various business fields where AGRAVIS operates. The aim is to provide transparent and detailed information about the company and its responsibility to balance financial profitability, environmental compatibility and social acceptance in its business operations.

The current AGRAVIS sustainability report covers the calendar years 2016 and 2017, i.e. the period from 1 January 2016 to 31 December 2017. The previous report was published in June 2016 (AGRAVIS Sustainability Report 2014/2015). AGRAVIS updates and publishes its sustainability data biennially. The contacts for any questions on the report and its content can be found in the legal notice.

The information and data in this report refer exclusively to the fully consolidated German locations and companies of AGRAVIS Raiffeisen AG. A footnote at the bottom of the page or a comment below tables, diagrams and other images will indicate any deviations where this is not the case. The AGRAVIS Sustainability Report 2016/2017 covers all key issues and business fields.

Information from previous sustainability reports has not been reproduced (G4-22). There is also no change to the scope and limitations of the reported indicators compared to previous reports. However, there are two topics which have been excluded from the report: the waste management concept and the findings from customer surveys. The former has not been implemented yet and no customer survey was conducted in the business years concerned.

The report was produced in accordance with the Global Reporting Initiative (GRI) G4 Guidelines ("Core" option). The report was submitted to the GRI Materiality Disclosures Service and GRI confirmed that the G4 Materiality Disclosures are correctly positioned. Auditing company Deloitte GmbH has also audited selected information and key business figures from the Sustainability Report 2016/2017 according to the International Standard on Assurance Engagements ISAE 3000 (Revised), Assurance Engagements Other than Audits or Reviews of Historical Financial Information (ISAE 3000 Standard). The audited data and key business figures are indicated by the symbol (\checkmark) in the Sustainability Report.

The fourth AGRAVIS Sustainability Report is aimed at all the group's business stakeholders. The report aims to address not only business partners, banks representatives from the political class, authorities, non-government organisations (NGOs) and the media, but also, first and foremost, employees, shareholders, suppliers, customers and the general public, inviting them to engage in an open and critical dialogue.

For the purposes of easy legibility, only masculine word forms are used throughout the text, although these obviously refer to both male and female employees in all cases. This report also refers to both AGRAVIS Raiffeisen AG and AGRAVIS. These two terms are used synonymously.

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Foreword

Dear Readers,

But what does it actually refer to and what does it a great opportunity to offer our customers solutions specifically mean to AGRAVIS?

AGRAVIS is now presenting its fourth sustainability report. It documents development with regard to sustainability-relevant aspects in the years 2016 and 2017 and shows how AGRAVIS implements its approach to sustainability. According to the Global Reporting Initiative (GRI) requirements, our sustainability report needs to reflect the aspects on which the company has an economic, ecological and social impact.

We are at the centre of a debate in society about guarantess agriculture. Plant cultivation and livestock farming need to be managed in a way which achieves a broad social consensus. This is only possible if agriculture becomes more sustainable.

As one of Germany's leading agribusiness companies, we want to be instrumental in advancing this change. Our aim is to offer our customers, cooperatives and farmers the products and services that allow them to operate more sustainably and more successfully.

For example, AGRAVIS is able to determine the ecological footprint of its pig feed. An externally verified study shows that modern feed concepts such as "Feeding the future" have significantly reduced environmental effects while keeping feed costs constant and may help to improve soil fertility, just to name one example. Moreover, in 2016 and 2017, energy consumption in compound feed production and the corresponding CO₂ emissions were reduced in comparison to the previous year.

Sustainability is still a heavily used marketing buzzword. For us, sustainability is a "licence to produce" and also with added value. In doing so, we make full use of the scope of options available to us and seek to transform the complex issue of sustainable development into pragmatic, viable, marketable concepts. This is a process in which we involve our partners, such as customers, employees and shareholders.

> What's more, we will use results and figures to verify that we have fulfilled our set objectives. In doing so, we will measure both our strengths and weaknesses and create transparency and other opportunities for organisational progress.



Andreas Rickmers, Chairman of the Board of Directors

The company

G4-9

AGRAVIS Raiffeisen AG is a modern agricultural trade and services company active in the agricultural products, animal nutrition, plant cultivation and agricultural technology segments. It also operates in Energy and Raiffeisen Markets, including construction materials trade and project construction. 103 Group affiliates and 120 shareholdings currently form part of the AGRAVIS Group, which is organised in a holding structure. The corporate head-quarters are located in Hanover and Münster. Business activity is focused on sustainable success on the market and the ability to pay dividends.

AGRAVIS sees itself as a high-performance partner in agriculture and a provider of comprehensive services in rural areas. It aims to satisfy its customers – farmers and cooperatives – with exceptional products and services. Based on customer proximity and customer benefit, the fundamental principle of AGRAVIS is expressed in the company's claim "We help things grow".

G4-6

Regional links - international activity

AGRAVIS Raiffeisen AG is a leading company in the sector with more than 400 locations, mainly situated in Germany. AGRAVIS also operates strategically through subsidiaries and affiliated companies on the international market in the following countries: Bulgaria, China, Croatia, Czech Republic, Denmark, Dominican Republic, El Salvador, Estonia, Finland, France, Hungary, Italy, Latvia, Lithuania, Norway, Panama, Poland, Romania, Russia, Spain, Sweden, Switzerland, the UK and Ukraine. Its commitments abroad enhance profitability.

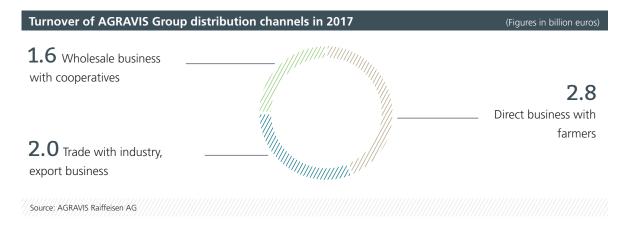
Its core expertise is extensive knowledge of products, structures, influencing factors and requirements within agricultural business; specialist expertise throughout the entire value chain – including logistics, the flow of goods and warehousing – as well as high quality standards; and professional, customer and solution-oriented advice.

G4-9

Financial results				· ·	
	201	16	2017		
	In thousands	Comparison to	In thousands	Comparison to	
	of euros	previous year	of euros	previous year	
Turnover	6,202,396		6,435,335		
Earnings (before tax)	41,602	_	25,334		
Equity capital	566,899		562,804	_	
 of which retained earnings 	201,922		206,248		
Balance sheet total	1,813,283	_	1,940,566		
Fixed assets	707,066		771,073		
Personnel costs	294,237		312,713		
Operating/material costs	5,840,950		6,051,401		
Dividends	10,319		10,008		
Interest	31,889		34,399		
Tax	17,439	_	15,485		
Donations	135	_	147		

In the fiscal year 2016, AGRAVIS steered a positive course in terms of management and strategy against a backdrop of difficult times by making substantial investments in regional locations, through successful cooperative partnerships, solid acquisitions, shrewd alliances and strategic growth to its internationalisation. Overall, the AGRAVIS Group generated around \in 6.2 billion in 2016 – about 11 per cent less than in 2015. Earnings before taxes amounted to \in 41.6 million in 2016, which is also around 8 per cent lower than the previous year. On the other hand, equity capital rose significantly, amounting to \in 567 million (plus 10 per cent) and the equity ratio rose to 31.3 per cent. This trend continued unabated in 2017. Overall, AGRAVIS increased turnover by around 3.8 per cent to \in 6.4 billion in 2017.

Despite a small increase in turnover and improved operating profits, AGRAVIS suffered a 39.1 per cent drop in earnings before tax to \leq 25.3 million in 2017, primarily due to one-off expenditures. The bottom line is that we need to plan how AGRAVIS can improve turnover and profits and, ultimately, provide our customers, staff and investors with a successful future.



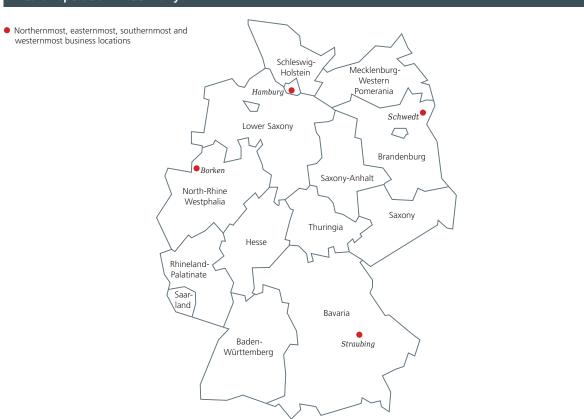
AGRAVIS business fields

Diversified company - decentralised structure

The AGRAVIS Group is a diversified company with a decentralised structure. Operational activities are currently divided into five business segments: plants, animals and machinery – they form agricultural business in a narrower sense of the term and represent 76.7 per cent of 2017 annual turnover (previous year: 78.3 per cent) – plus retailing and energy. AGRAVIS is also active in project construction. Construction was a separate business segment until 30 September 2017.

We report on the fiscal years 2016 and 2017 and development in the individual business fields in detail in the AGRAVIS Business Reports for 2016 and 2017.

Area of operation in Germany



G1-8

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Workforce structure				Ø	
	201	6	2017		
	Absolute	Percentage	Absolute	Percentage	
Total employees*	6,252	100	6,679	100	
- of which agricultural production wholesale	1,379	22	1,438	22	
 of which agricultural retailing 	590	9	533	8	
– of which machinery	2,215	35	2,499	37	
of which retailing/construction/energy	644	10	739	11	
of which other/services	635	10	645	10	
– of which AGRAVIS East	789	13	825	12	

* Of which employees at international locations: 2016: 380 employees, which corresponds to 6 per cent of the total workforce; 2017: 368 employees, which also corresponds to 6 per cent of the total workforce.

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AGRAVIS values and conduct standards

Compliance management system

As a growing company in volatile markets, AGRAVIS is reliant on the trust of its customers, suppliers, shareholders and investors. As a result, the AGRAVIS Board of Directors introduced its "Doing business in the green zone" compliance management system in 2013. It consists of a compliance organisation and a compliance officer, a reporting management system with an external contact person, training events and the AGRAVIS code of conduct. AGRAVIS employees need to be familiar with common values and rules to ensure both internal rules and applicable statutory regulations are observed without exception.

A compliance e-learning programme to promote awareness was introduced in 2016. Every employee with system access needs to complete the programme every 18 months. New employees are required to complete it when taking up employment at AGRAVIS.

In the learning section of the programme, participants are taught the key compliance contents in six modules. Participants must then answer compliance-relevant questions in the subsequent knowledge check.

Code of conduct

The AGRAVIS Group's code of conduct provides information on the legal requirements that apply to companies and employees. Aspects such as anti-corruption, anti-trust laws, unfair competition, product safety, environmental protection, data protection and security are presented in an easy-to-understand way. The code of conduct is binding for all employees.

The AGRAVIS code of conduct also highlights the key values of day-to-day activities. These include fairness, mutual respect, honesty and integrity. The guiding principle is that employees' action shapes the corporate image. AGRAVIS uses its code of conduct to foster a corporate culture that allows employees, customers and business partners to address their issues and concerns openly and directly.



Code of conduct for business partners

A summary of the AGRAVIS Code of Conduct has been freely available in both English and German on the company website (www.agravis.de) since late 2015. The code of conduct is also incorporated into AGRAVIS's General Terms and Conditions of Business. AGRAVIS plans to introduce a binding code of conduct for all its suppliers in 2018. This code is currently still in its test phase.

Management structure

The AGRAVIS Raiffeisen AG Board of Directors comprises Andreas Rickmers, Dirk Bensmann, Maria-Johanna Schaecher and Johannes Schulte-Althoff. Consisting of four people, what is known as the Management Committee provides support to the Board of Directors and meets with the Board every two weeks to share information. The management level below the Board of Directors comprises division managers. They come together with the Board of Directors once a month in a management team meeting.

Management bodies and committees

G4-34



The Supervisory Board serves as the control committee. It comprises a total of 20 members, ten of whom are elected by the company employees with a further ten elected by the company shareholders at the company's annual general meeting. Franz-Josef Holzenkamp has been the Chairman of the Supervisory Board since 2012. One of the Supervisory Board's key tasks is the supervision and appointment of board members.

Another management body at AGRAVIS Raiffeisen AG is the Advisory Board comprising a total of 47 members. The Advisory Board advises the Board of Directors on company policy and decisions with particular attention given to regional interests. This committee is currently chaired by Torsten Wojahn.

Composition of the management bodies

G4-I A17

Supervisory Board: 20 people (6 of whom are women)

Advisory Board: 47 people (1 of whom is a woman)



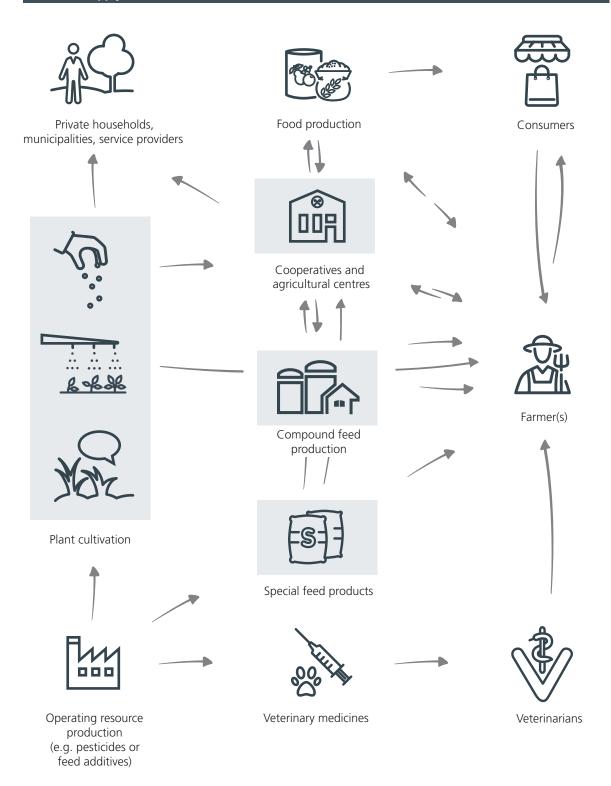
Besides the Board of Directors, Supervisory Board and Advisory Board, there are also a number of Supervisory Board committees, such as a Human Resources committee and an Investments committee, which helps the Supervisory Board to prepare for its decisions.

G4-12

Supply chain at AGRAVIS

AGRAVIS Raiffeisen AG is active in a number of different business segments. As a consequence, the value and supply chains at AGRAVIS are extremely complex. The core business of the AGRAVIS Group in the Plants and Animals business segments and the associated supply chain is shown below. The supply chain for the AGRAVIS Group's Machinery, Construction, Retailing and Energy business segments are not shown.

AGRAVIS supply chain (core business fields – Plants and Animals)



Strategy and management

Sustainability continues to be a much-debated topic and permeates all areas of life. This is even more the case since the 17 Sustainable Development Goals were implemented in January 2016. The United Nations have set up these global standardised political goals to ensure sustainable development. What's more, what is known as the German CSR Directive Implementation Act was passed in Spring 2017. This act requires large, capital market-orientated companies to include non-financial aspects in their reporting. The aim is to achieve a balance between economic benefit and environmentally compatible production combined with social justice. Sustainable development thus comprises, firstly, social responsibility and, just as importantly, a corporate necessity.

Agricultural production relies on the resources of soil, water and plants more than any other sector and also has a great influence on the quality of natural resources, eco-systems and the animal world.

The current debate in broader society on modern agriculture continues unabated, whether it is about farming itself or refining operations. People increasingly wish to know more about the origin of products and their manufacturing methods. Plant cultivation and livestock farming need to be organised in a way which quarantees a broad social consensus. This is only possible if agriculture becomes more sustainable.

As one of Germany's foremost agribusiness companies, AGRAVIS wants to be instrumental in advancing this change. We see sustainability as a "licence to operate" and as a business opportunity. What's more, we'd also like to assist our customers with innovative and commercially successful products and services as we all move towards sustainable development. The process is one in which we involve our partners, particularly within the agricultural value chain. These partners include suppliers, customers, employees and shareholders.

As such, sustainability provides AGRAVIS with enormous business opportunities and is a crucial differentiating feature in the face of competition. Sustainability is thus one of AGRAVIS's clearly defined strategic objectives and is firmly anchored in all company departments and activities. The key driver behind all sustainability activities is to show that conventional (agricultural) production can be sustainable or, in fact, already is.

AGRAVIS sustainability management

AGRAVIS sustainability management tasks are divided into four aspects: reporting, strategy, communication and projects. The first aspect aims to provide regular reporting on the key sustainability issues for AGRAVIS as per

GRI requirements. Strategy comprises all activities which help to embed sustainability-relevant topics in the companys future direction and its operative areas. In contrast, the topic of communication is wide-ranging: it includes tasks such as integrated, cross-media communications on sustainability at AGRAVIS and the dialogue with employees, partners in the value chain, associations and other stakeholders.

Projects refers to other tasks which need to be undertaken in addition to the aforementioned activities in AGRAVIS sustainability management. These primarily include internal and external projects on sustainability-relevant matters. Examples are the Eco-Efficiency Manager to calculate the ecological footprint of AGRAVIS compound feed, participation in European Feed Manufacturers' Federation projects, such as the drafting of Europe-wide standardised rules on responsible sourcing, and cooperation on university and partner company research projects.



The primary challenge and focus of AGRAVIS sustainability activities is to break down the complex issue of sustainable development into pragmatic, actionable and marketable concepts. This is the only way that employees, shareholders, customers and other stakeholders can comprehend what exactly we mean by sustainability and will be willing to help towards ensuring sustainability.



AGRAVIS Sustainability Programme

AGRAVIS's sustainability-relevant goals are detailed in its 2020 Sustainability Programme. This programme comprises a total of 23 topics in the five fields of action – flow of goods, resources, employees, customers and business conditions. It defines the set of objectives to be met by 2020. The following five key topics currently form the core of the AGRAVIS Sustainability Programme:

- Efficient handling of energy resources
- Reduction of transport-related emissions
- Increased use of by-products
- Standardised group-wide QM standards
- Being an attractive employer

The goals achieved between 2015 and 2017 are outlined at the beginning of each chapter. The process to define and prioritise objectives is described in the Sustainability Report 2014/2015.

The AGRAVIS Sustainability Programme is further developed and adapted on a continuous basis, so that current developments can be included.

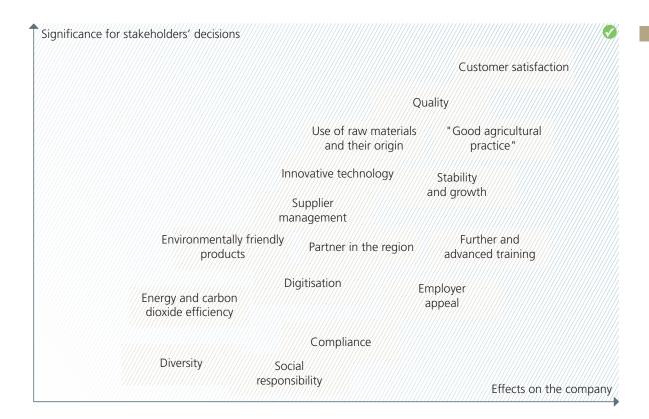
Key issues

G4-18

The key sustainability topics relevant to AGRAVIS had already been identified during an extensive process before the AGRAVIS Sustainability Report 2014/2015 was drafted. This process included several workshops with the AGRAVIS Sustainability Team, individual stakeholder meetings, prioritisation of sustainability issues and subsequent discussion and approval by company management. As a result, a total of twelve key topics were identified, four topics in each of the three dimensions of sustainable development – social, economic and environmental dimensions.

Due to the complexity of the process, it was not possible at the time to carry out a survey of AGRAVIS Raiffeisen AG internal and, more importantly, external stakeholders. A stakeholder survey on the relevance of sustainability-relevant topics was thus conducted in 2017. The existing identified key topics served as a basis for the survey. The Sustainability Project Team updated and expanded on these topics before the survey commenced. Respondents also had the opportunity to add other aspects to the specified topics during the survey.

The resultant AGRAVIS sustainability topics, which company management ratified, are listed in the following materiality matrix:



The specified topics are fundamental for all companies within and outside AGRAVIS, but may differ in their relevance for AGRAVIS's different segments and business regions. Current events and developments may cause greater emphasis to be placed on certain topics. As a result, topics are revised, further developed and expanded on a constant basis.

G4-20

AGRAVIS Sustainability Organisation

Comprising employees from all operative areas, the Sustainability Project Team is the driving force behind sustainability activities at AGRAVIS. The project team acts as a source of inspiration and communicator and assists in the further development of the group-wide sustainability strategy. Central project management brings together all sustainability activities and is responsible for implementing the project on an operational level. The Corporate Communication Department is also directly involved in the information flow for sustainability reporting. The sustainability project as a whole reports directly to the Board of Directors. Andreas Rickmers, AGRAVIS CEO, assists with all sustainability activities.



Stakeholders

Stakeholders are individuals or institutions with an interest or concern in our company. As an agricultural trade and service company within the agricultural value chain, AGRAVIS is accountable to different stakeholder groups. These include shareholders, employees, suppliers, customers, banks, the political class, associations, society at large, NGOs and media representatives. AGRAVIS believes that it is important to recognise stakeholders' concerns, needs and expectations since they exercise considerable influence over the company's reputation and help to determine the development of sales markets and regulatory framework conditions.

The stakeholder groups, the processes used to identify and select stakeholders and the approaches to involving stakeholders are described in detail in the AGRAVIS Sustainability Report 2014/2015. For this reason, they are not described again at this point.

G4-24

G4-27

Topics and concerns addressed in dialogues with and by stakeholders are extensively discussed within AGRAVIS and relevant action is also implemented wherever possible. This particularly applies to sustainability management and reporting.

This is why a comprehensive stakeholder survey was conducted using an online questionnaire in 2017, in addition to the individual stakeholder meetings which take place on a constant basis. The reason for the survey was the fact that AGRAVIS would like to become familiar with constantly changing social standards and understand and truly meet these standards. Participants were invited to evaluate the extent to which the key sustainability topics influenced their assessment of the company. Respondents were asked to indicate in simple terms how relevant the specified sustainability topics really are for AGRAVIS or add new topics to the existing ones.

Of the total of 136 qualified participants, about 38 per cent were employees, 18 per cent representatives of cooperatives, 13 per cent shareholders, 10 per cent customers, 4 per cent general customers in society and 4 per cent representatives of society at large. Other participants comprised representatives from banks, the political class, associations, media, NGOs and the world of business. The results from the survey are summarised in the materiality matrix shown above. The topics added by stakeholders include issues such as future viability aspects, modern management and maintaining biodiversity. These topics are now being discussed in depth and integrated into the AGRAVIS Sustainability Programme wherever possible.

An ongoing, constructive dialogue focusing on the economic, ecological and social aspects of our core business and the relevant interests of all AGRAVIS stakeholders will remain a prime concern for AGRAVIS Sustainability Management. Without input from stakeholder groups, the company would be unable to remain economically viable on a continuous basis.



Outlook

This Fourth AGRAVIS Sustainability Report encompasses all the company's operational areas. It thus represents a comprehensive, solid basis for GRI-compliant reporting on the key sustainability topics relevant to the company and its stakeholders.

The future challenges significantly affect the strategic direction of AGRAVIS sustainability management. For example, identification and handling sustainability topics should fall even more closely under the responsibility of the individual areas or even the specialists responsible. As a consequence, the AGRAVIS concept of sustainable development will become an integral part of all business activities. Central Sustainability Management will then need to take on a supporting, guiding role in the future.

Another key challenge for the future is further development of the AGRAVIS Sustainability Programme, i.e. the definition of the sustainability-relevant objectives. Firstly, this is due to the fact that the existing time frame up until 2020 will have almost come to an end. Secondly, the large number of objectives previously described in terms of their quality should also be developed into fewer, yet clearly measurable goals. Besides sustainability management, the assembled key business figures can then also be used to manage the company alongside conventional, financial figures.

Moreover, the strategic sustainability objectives defined by AGRAVIS should take global developments much more closely into account in the future – opportunities as well as risks. More specifically, there is a need to determine to what extent AGRAVIS's objectives contribute to achieving the United Nations' global sustainability goals (UN SDGs) or whether global developments have not yet been taken into account. The United Nations' sustainability goals include aspects such as nutrition and sustainable agriculture, clean water, sustainable consumption and production, climate protection measures and protection of terrestrial ecosystems. These aspects all come under the direct influence of AGRAVIS business activities.

Flow of goods

Road logistics . Inland shipping . Quality management



Flow of goods

The Flow of Goods field of action examines the aspects of logistics and inland shipping and AGRAVIS Quality Management. The relevant goals include:



Goals 2020 – We aim to:						
Godis Edeb - We diffi to:	2015	2016	2017	2018	2019	2020
reduce the emissions associated with transport contracted by AGRAVIS.				Χ	Χ	Χ
consider sustainability aspects when awarding contracts for transport.		•	•	Х	Х	Х
consider pollution and emission values when purchasing new road vehicles and warehouse vehicles.		•	•	Х	Χ	Χ
expand ship logistics (according to production and trading volumes).				Х	Х	Х
improve sampling dynamics with regard to unwanted substances.	•	•	•	Х	Х	Χ
harmonise quality standards at all relevant AGRAVIS locations.				Χ	Χ	Χ
increase the number of analyses in our own seed laboratory.		•	•	Χ	Χ	Χ
integrate sustainability aspects into the AGRAVIS Terms And Conditions of Business.		•		Χ	Х	Х

● = met; ● = partially met; ● = not met; x = ongoing objective

One of the core goals in this respect is to reduce AGRAVIS's transport-related emissions. Since the emissions per tonne kilometre between 2015 and 2017 were roughly kept constant despite increased transport services, AGRAVIS interprets this as a moderate but not full target achievement. Environmental aspects were taken into account when awarding transport contracts and new acquisitions of vehicles, meaning that these goals are considered fully met.

The proportion of ship logistics has remained at a constant level since 2015, so this is only classified as a moderate goal attainment.

Goal attainment in quality management is very heterogeneous. While the sampling dynamics regarding undesirable substances in feedstuff have managed to improve fully, there is no full harmonisation with the AGRAVIS QM standards as of yet. Although samplings were increased significantly in AGRAVIS's own seed laboratory in 2016, they declined considerably again in 2017.

Another goal of the AGRAVIS Sustainability Programme is to integrate sustainability-relevant aspects into the Terms and Conditions of Business. A corresponding code of conduct for suppliers was drawn up and tested in 2017. It is to be introduced across the company in 2018.

Road logistics

As an agricultural trading and services company, AGRAVIS is responsible for a considerable transport volume. The core aims of the sustainability programme include the reduction of transport-related emissions through market-oriented, cost- and resource-efficient logistics. The Logistics Department, which encompasses and centralises a part of AGRAVIS transport services, is responsible for this matter. The actual transport services are mostly provided by contracted external service providers such as freight forwarders.

The key figures for measuring the climate impact of AGRAVIS logistics activities have evolved as follows:

Bulk goods, compound feed and general cargo logistics*								
2016	Shipments	Comparison	Tonne	Comparison	CO ₂	Comparison		
	(lots)	to previous	kilometres**	to previous	emissions	to previous		
		year		year	(tonnes)	year		
Bulk cargo logistics	53,390		220,158,705		14,266			
Compound feed	76,513		89,593,523		5,806			
logistics								
General cargo logistics	118,214		31,016,063		2,867			
Total	248,117		340,768,291		22,939			

2017	Shipments	Comparison	Tonne	Comparison	CO ₂	Comparison
	(lots)	to previous	kilometres**	to previous	emissions	to previous
		year		year	(tonnes)	year
Bulk cargo logistics	60,816		257,544,104		16,689	
Compound feed	84,246		97,887,797		6,343	
logistics						
General cargo logistics	131,245		38,236,342		3,466	
Total	276,307		393,668,243		26,498	

^{*} Note: Only transport contracted by the AGRAVIS logistics team is included here. Prepaid deliveries, drop deliveries and similar are not included.

In 2016 and 2017, the number of shipments, travelled tonne kilometres and the associated emissions increased in comparison to the previous year. The absolute emissions serve as an example: In 2017, 16 per cent more emissions were emitted than the previous year, producing about 26,500 tonnes (in CO_2 equivalents), due to the increase in transport volume. This corresponds roughly to the average CO_2 equivalents emitted by 2,300 German citizens every year. However, it is of greater importance that the emissions (in CO_2 equivalents) per tonne kilometres have slightly improved in both years compared to the previous years despite increased transport services, down to 67.3 grams to be precise. This is due to the continual optimisation of routes and shipment sizes.

G4-EN30

^{**} Tonne kilometres (tkm): a unit of measure for freight transport by road, air and waterways, calculated as the product of the shipment distance and the weight of the carried goods. 1 tonne kilometre (tkm) corresponds to transport of freight weighing one tonne for one kilometre.

¹⁾ Cf. Federal Environment Agency (UBA) 2017: In 2015, per capita emissions in Germany totalled about 11.4 tonnes of carbon dioxide equivalents per year (http://www.umweltbundesamt.de/themen/klima-energie/klimaschutz-energiepolitik-in-deutschland/treibhaus-gasemissionen/europaeischer-vergleichder-treibhausgas-emissionen-1 – in German only).

Inland waterway transport

Supply deliveries by waterways are possible to many AGRAVIS feedstuff plants, that is when they are next to a waterway. Transport by inland vessel is to be favoured for both economic and environmental reasons since large quantities of production goods can be transported with relatively low energy input.

The proportion of deliveries to AGRAVIS feedstuff plants by ship fell from 62.4 per cent in 2015 to 61.9 per cent in 2016 and to 61.6 per cent in 2017. This is due to the annual fluctuations in availability of raw materials from within Germany and from the other countries of origin within the European Union and also beyond.

G4-EN30

Delivery of	Delivery of raw feed materials and grain to AGRAVIS feedstuff plants* **								
		2016			2017				
	Tonnes	Percentage	Comparison to	Tonnes	Percentage	Comparison to			
			previous year			previous year			
Ship	1,226,136	61.9		1,201,711	61.6				
Truck	753,376	38.1		748,164	38.4				
Total	1,979,511	100		1,949,875	100				

^{*} The data for nine of the thirteen fully consolidated AGRAVIS feedstuff plants located along a waterway are shown (Braunschweig, Bremerhaven, Dorsten, Hamburg, Leer, Lingen, Minden, Münster and Oldenburg). No data is available for the plants in Fürstenwalde and Malchin. The feedstuff plants in Neuss and Wiesbaden were not acquired until Summer 2017 and will be integrated into the evaluation from 2018.

^{**}Overall, the supply of goods to feedstuff plants makes up approximately 50 per cent of ship freight that AGRAVIS contracts. The other 50 per cent can be attributed to the trade with raw feed materials, grain and fertiliser to other AGRAVIS companies and third party companies.

CO, calculation tool for AGRAVIS inland shipping

Since up to two thirds of raw materials are delivered to AGRAVIS feedstuff plants by ship, inland shipping plays a key role alongside road logistics. A calculation tool has been developed according to the EN 16258 standard to analyse inland shipping logistics and the emissions generated.

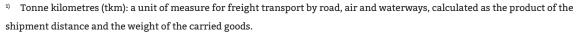
An average of 34 grams of emissions in carbon dioxide equivalents are emitted per tonne kilometre¹⁾ when transporting grain or raw feedstuff materials to the AGRAVIS feedstuff plants in Münster or Oldenburg:²⁾

- Neuss to Münster/Oldenburg: 28 grams per tonne kilometre
- Rotterdam to Münster/Oldenburg: 51 grams per tonne kilometre
- Magdeburg to Münster/Oldenburg: 24 grams per tonne kilometre

The differences are mainly based on the rivers and waterways to be travelled.

When starting in Rotterdam, for example, ships cover most of the distance on the Rhine, travelling upstream, meaning the emissions are correspondingly higher on this part of the route.

The advantages of each mode of transport should be exploited as effectively as possible, depending on the good being transported and the route being covered. An average of 65 grams of emissions in carbon dioxide equivalents are emitted per tonne kilometre for road transport according to AGRAVIS's bulk cargo logistics calculations. What's more, it is possible to transport up to 1,000 tonnes of grain or raw feedstuff materials using the studied inland shipping links, the equivalent to the load capacity of 40 trucks. All in all, large quantities of agricultural raw materials and production goods can be transported on water with relatively low energy input. However, transport by inland vessel takes longer and is also not very flexible. What's more, not every good can be transported by ship and not every recipient has access to a waterway.



¹ tonne kilometre (tkm) corresponds to transport of freight weighing one tonne for one kilometre.



²⁾ According to the German Environment Agency (UBA), an average of 32 grams of emissions are released per tonne kilometre in German inland shipping. Source: German Environment Agency (UBA) 2018, Emissionen der Verkehrsträger im Bezugsjahr 2016 (https://www.umweltbundesamt.de/themen/verkehr-laerm/emissionsdaten#textpart-3 – in German).

According to the German Environment Agency (UBA), a truck generates almost 104 grams of emissions per tonne kilometre on average

Source: German Environment Agency (UBA) 2018, Emissionen der Verkehrsträger im Bezugsjahr 2016 (https://www.umweltbundesamt.de/themen/verkehr-laerm/emissionsdaten#textpart-3 – in German).

Feedstuff quality management

In compound feed production, quality assurance begins with raw materials procurement. This is also due to the fact that raw materials played a decisive role for almost all feed events in the past. Product inspection encompasses value-defining ingredients such as sugar or raw protein and prohibited and undesirable substances such as mycotoxins or heavy metals.

G4-PR1

Sampling				₹
	20	16	20	17
	Total	Comparison to	Total	Comparison to
		previous year		previous year
Ingredients	16,250		17,840	
Harmful substances	18,590		20,650	
Total	34,840		38,490	

The samples are analysed in accredited laboratories with analysis based on an average of ten parameters. AGRAVIS took a total of around 348,400 analysis results into account in feedstuff production in 2016. This is almost 2 per cent more than the previous year and corresponds to 955 analysis results per day. In 2017, there were 384,900 analysis results, a good 11 per cent more than the previous year. This corresponds to 1,055 analysis results per day. The AGRAVIS inspection plans are risk-based as per the AGRAVIS HACCP risk analysis and take both regional and weather-related influences into account. The following analyses were the main focus of quality assurance measures

in 2016 and 2017.Residues from pesticides, including glyphosate residues

- Mycotoxin infestation
- Heavy metal pollution
- Hygiene parameters, particularly salmonella
- GMO analyses (GMO means genetically modified organisms)

A number of recall practice runs were performed in cooperation with suppliers, the authorities and standardisation organisations to ensure that we are optimally prepared for an emergency, i.e. a situation where feed is recalled due to quality defects.



Quality management in agricultural centres

The AGRAVIS regional agricultural centres collect and trade agricultural raw materials such as grain and oleaginous fruits. Every incoming goods delivery is subject to an inspection and suitable retention samples are taken. Incoming goods inspection first involves a sensory check on aspects such as smell and appearance. The second step comprises analysis methods on aspects such as water or raw protein content and sedimentation value. Beside determining quality, the tests completed on incoming goods also serve to establish value-determining parameters and, consequently, form the basis for the prices paid to farmers for the raw materials supplied.

In 2016, the AGRAVIS agricultural centres accepted around 5.2 million tonnes of grain and rapeseed in total, 7 per cent more than the previous year. In 2017, it was around 5.3 million tonnes of grain and rapeseed, about 2 per cent less than the previous year. This corresponds to around 239,400 goods deliveries in 2016, a decrease of around 22 per cent in comparison to the previous year. In 2017, there were some 316,450 goods deliveries, an increase of around 32 per cent compared to the previous year.

Quality management in the seed area

AGRAVIS Raiffeisen AG has its own seed laboratory at its central seed warehouse in Isernhagen, which also offers laboratory services to cooperative customers in addition to in-house studies. The range of laboratory analyses includes germination capacity tests, purity controls and fuel analyses. Tests are conducted according to the internationally-recognised criteria of the International Seed Testing Association (ISTA) and recorded in a written certificate.

Tests performed in the AGRAVIS seed laboratory							
		2016		2017			
	Total	Change	Total	Change			
		Compared to		Compared to			
		previous year		previous year			
Germination capacity	1,869		1,539				
Purity	126	_	100	_			
Fuel	491		255	_			
Thousand kernel weight	323	_	460				
Heubach test	21	_	12	_			
Determination of other varieties	116		69	_			
External	2		0	_			
Total of individual studies	2,948		2,435	_			

In 2016, the number of overall studies managed to increase by almost 18 per cent. There was a clear increase in studies in "Determination of other varieties". This was due to a number of queries about the purity of long-term grain to prevent mixes during storage. Germination capacity tests also increased by more than 30 per cent. Among other reasons, this is due to the fact that calculation of the germination rate is one of the key quality parameters in the seed grains segment and there are statutory defined minimum germination capacities.

In contrast, the overall number of studies dropped by a good 17 per cent in 2017. This trend applies to all analyses except thousand kernel weight calculation. This drop was due to the fact that studies were restricted to larger batches before the 2017 inventory. Studies on long-term grain were thus postponed to 2018, the following year.

G4-PR1

Resources

Raw materials . Energy . Emissions . Waste . Packaging . Recycling







Resources

Resources

The Resources field of action focuses on the aspects raw materials, energy, emissions, packaging and recycling. The relevant goals include:



Goals 2020 – We aim to:						
	2015	2016	2017	2018	2019	2020
reduce energy consumption in certified feedstuff plants.	•	•	•	Χ	Χ	Χ
introduce energy concepts at all AGRAVIS locations.		•	•	Χ	Χ	Χ
increase the quantity of traded and utilised after-products and by-products from the food industry.		•	•	Χ	Χ	Χ
evaluate purchased raw materials more systemati- cally (for use in feed production)	•	•	•	Χ	Χ	Х

 \bullet = met; \bullet = partially met; \bullet = not met; x = ongoing objective

One of the core goals is to reduce energy consumption in the certified feedstuff plants. In 2016, specific energy consumption per tonne of feedstuff produced increased compared to the previous year, but declined again in 2017. The group-wide introduction of energy management systems at all AGRAVIS locations achieved success in 2016. The proportion of by-products in relation to the trading volume of the AGRAVIS Feedstuff and Agricultural Products segments also enjoyed success, growing significantly in 2016 and 2017.

Although attention wasn't scheduled to turn to improving raw material evaluation until 2018, AGRAVIS Feedstuff Product Management switched from optimisation based on metabolisable energy (ME) to optimisation based on net energy in 2015. Feedstuff raw materials are assessed even more precisely with this method, which takes into account animals' real energy and protein requirements. As a result, feedstuff raw materials can be used even more efficiently.

Feedstuff production

AGRAVIS Raiffeisen AG is a full-liner in feedstuff production. In 2017, almost 4.6 million tonnes of compound and special feed were produced in 39 feedstuff plants worldwide; in 2016, the figure stood at a good 4.5 million tonnes of feedstuff. This includes both organic feedstuff and conventional, GMO-free feedstuff. AGRAVIS aims to provide the best possible supply of feed for animals by offering substitutes that make sense both in terms of their nutrition physiology and costs.

Locations of fully consolidated feedstuff plants

(date: December 2017)



AGRAVIS Raiffeisen AG used around 2.99 million tonnes of raw materials in total for production at its sixteen company feed plants in 2016. In 2017, it used a total of around 2.98 million tonnes of raw materials at its eighteen fully consolidated feedstuff plants.

Use of raw materials in feed production								
	201	16*	2017**					
	Tonnes	Comparison to previous	Tonnes	Comparison to previous				
		year		year				
Grain	1,298,738		1,285,802					
Oleaginous fruits	1,065,460	_	1,069,092					
Central proteins, bran	274,079		294,668					
Other	351,817		330,006	_				
Total	2,990,094	_	2,979,568	_				

- * The data refers to the sixteen fully consolidated AGRAVIS feedstuff plants in Germany.
- ** The above data relates to the eighteen fully consolidated AGRAVIS feed plants in Germany (the feedstuff plants in Neuss and Wiesbaden were not acquired until 2017 and have only been included in the evaluation since July 2017).

Origin of raw feed materials and grains

The raw materials and grain used for feedstuff production are mostly acquired in Germany with the rest sourced in EU member states and other countries worldwide. In 2016, around 53 per cent of raw feed materials and grains came from Germany; in 2017, it was a good 55 per cent. These mainly comprised native grain varieties and protein carriers such as rapeseed meal. One typical product which is acquired outside the EU is soybean meal, a by-product of soybean oil production. Overall, a good 23 per cent of raw feed materials and grain was acquired from non-EU countries in 2016 while, in 2017, it was about 24 per cent. The remaining raw materials and grain (25 per cent in 2016 and 21 per cent in 2017) were acquired from countries within the EU. These consist of grain from the Black Sea region, for example, or by-products such as wheat gluten from Germany's neighbouring countries.

G4-EN1

Origin of raw feed materials and grain* ** ***								
		2016			2017			
	Tonnes	Percentage	Comparison to	Tonnes	Percentage	Comparison to previous year		
Germany	1,145,792	52.5		1,089,824	54.8			
EU	545,551	25.0		414,494	20.8	_		
Non-EU	491,682	22.5		484,589	24.4			
Total	2,183,025	100		1,988,907	100			

- * The data relates to the feedstuff plants supplied with raw feed materials and grain by AGRAVIS Raiffeisen AG's Agricultural Products Division. These are the feedstuff plants at Münster, Dorsten, Minden, Lingen, Oldenburg, Höltinghausen, Leer, Bremerhaven and Braunschweig (9 of the total 16 or 18 fully consolidated AGRAVIS feedstuff plants in Germany in 2016 or 2017). The Neuss and Wiesbaden plants will be integrated into the evaluation from 2018.
- ** The raw feed materials can be clearly assigned to the respective regions of origin. It is more difficult to categorise the regions of origin for grain. The country of collection is considered the country of origin. Any discrepancies between the country of entry and country of production are negligible and do not affect the proportionate origin of the grain.
- *** In the Agricultural Products segment, a total of about 2.5 million tonnes of raw feed materials (of which about 43.4 per cent were of German origin, 8.5 per cent of European origin and 48.1 per cent of non-EU origin) and a good 5.2 million tonnes of grain (of which about 75.1 per cent were of German origin, 21.6 per cent of European origin, and 3.3 per cent of non-EU origin) were traded in 2016. In 2017, a total of a good 2.6 million tonnes of raw feed materials (of which about 44.4 per cent were of German origin, 14.3 per cent of European origin and 41.3 per cent of non-EU origin) and a good 4.2 million tonnes of grain (73.0 per cent were of German origin, 25.1 per cent of European origin and 1.9 per cent of non-EU origin) were traded.

Use and origin of seed

The AGRAVIS Seed Division produces, handles, stores, trades and conducts research in seed. In the process, a distinction is made between different traded goods, such as maize and rapeseed, individual components, such as German rye grass and buckwheat, and reproducing goods, such as beans and peas.

Seed components				
	2010	5	2017	· •
	Tonnes	Comparison to previ-	Tonnes	Comparison to previ-
		ous year		ous year
Handled goods	12,224		12,454	
– of which individual	3,365		3,679	
components				
 of which propagation 	2,161		1,248	
goods				

The number of total handled seed components decreased significantly in 2016 – by almost 22 per cent to around 12,200 tonnes to be exact. Alongside competitive pressure and a decrease in seed maize plantation, another reason for the decline was the falling sales in meadow mixes due to a significant drop in milk prices. Some 12,450 tonnes of seed components were handle in 2017, an increase of around 2 per cent compared to the previous year.

Regions of origin of seed components* **									
			2016			2017			
	Region of origin	Tonnes	Percent-	Comparison	Tonnes	Percent-	Comparison		
			age	to previous		age	to previous		
				year			year		
Handled goods	Germany	4,939	40.4		5,410	43.4			
	EU	6,741	55.1		6,453	51.8			
	Non-EU	544	4.4		592	4.8			
	Germany	996	29.6		1,284	34.9			
– of which individual	EU	2,149	63.8		2,320	63.1			
components	Non-EU	220	6.5		75	2.0			
	Germany	2,076	97.5		1,168	93.4			
– of which propagation	EU	85	2.5		80	6.6			
goods	Non-EU	0	0		0	0	•		

^{*} The seed components processed centrally via the warehouse in Isernhagen are taken into account here (generally field crops and hybrids). This corresponds to around 15 per cent of the goods traded within the Seed segment, which, in turn, makes up around 50 per cent of the total turnover from seeds. The corresponding drop deliveries are not included here due to the decentralised structure of the seed grain product group.

The regions of origin for seed components traded have largely remained constant. In 2016 and 2017, the only shift from German states of origin towards European countries of origin has been in individual components. The reason for this shift is participation in the First Seed purchasing and trials cooperation group, which has provided access to the North European propagation acreages.

First Seed Group - high-performance varieties for practical use

AGRAVIS Raiffeisen AG has founded the international purchasing cooperative First Seed Group in conjunction with DAVA Group companies. The company aims to find optimal seed varieties for agriculture in the individual regions and introduce its own varieties onto the market. It has established a European-wide experiment with 18 locations. Advances in breeding are verified in different crops, ranging from winter rapeseed and winter and summer grains through to catch crops and maize in an international testing network. The First Seed Group is already coordinating joint purchases and undertaking concerted experiments for new varieties.



AGRAVIS agricultural centres

There are regional AGRAVIS agricultural centres wherever there is no active cooperative and business is thus transacted directly with the farmer. The regional agricultural centres collect and trade in agricultural raw materials such as grain and oleaginous fruits.

Raw material collection at the AGRAVIS agricultural centres*						
	20	116	2017			
	Tonnes	Comparison to previous	Tonnes	Comparison to previous		
		year		year		
Grain	4,427,476		4,663,364			
Oleaginous fruits	754,293		631,530	•		
Total	5,181,769		5,294,895			

^{*} The figures relate to the fully-consolidated companies of the AGRAVIS East and West agricultural centres in 2016 and 2017.

G4-FN1

^{**} The data on the origin of handled goods is based on past experience.

In 2016, the AGRAVIS agricultural centres accepted around 5.2 million tonnes of grain and rapeseed in total, about 7 per cent more than the previous year. The reason for this increase is a comparatively poor harvest in 2015. Levels remained more or less constant in 2017: the AGRAVIS agricultural centres accepted around 5.3 million tonnes of grain and rapeseed, about 2 per cent more than the previous year. The raw materials are used in the company feed plants, grain and oil mills, or exported.

Besides handling business with regional raw materials, the agricultural centres also trade in seed, fertilisers, crop protection and feedstuff. They also advise farmers on topics such as arable farming or livestock farming. Some agricultural centres produce and sell their own compound feed and operate an energy business selling diesel heating oil and wood pellets. AGRAVIS is also active in conventional retail via Raiffeisen Markets.

By-products

AGRAVIS Raiffeisen trades by-products from other industries and uses these in feed production. Such by-products include old bread, biscuits, chocolate, steamed potato peelings, whey powder, vegetable fat and oils, and rapeseed and soybean meal.

G4-EN1

By-products				
	20	16	20	17
From	≈ tonnes	Comparison to previ-	≈ tonnes	Comparison to previ-
		ous year		ous year
grain kernels	358,500		368,900	
oilseeds and oleaginous fruits	1,950,700		1,878,800	
grain legumes	3,300	_	2,800	_
tubers and roots	188,100		203,100	
other seeds and fruits	3,900		3,200	
green fodder and roughage	500		1,000	
other plants and algae	13,200		11,000	
dairy products	23,500		25,200	
fish and other aquatic creatures	1,300		1,300	
fermentation	15,600		17,400	
different products	46,000		62,100	
Total	2,604,600		2,574,800	

Overall, by-products comprised around 32.6 per cent of the trade volume for the AGRAVIS Feedstuff and Agricultural Products segments in 2016. That corresponds to an increase of almost 10 per cent compared to the previous year. In 2017, the proportion of by-products corresponded to around 35.2 per cent of the total trading volume for the relevant segments, a further increase of almost 8 per cent compared to the previous year.

The use of by-products is beneficial for both ecological and nutritional reasons. This is because the raw materials can be used in their entirety with all their useful ingredients and do not need to be re-introduced into the recovered substance cycle. This particularly applies to animal feed: up to 70 per cent of by-products are used in AGRAVIS feed recipes for cattle, up to 50 per cent in feed for pigs and up to 35 per cent in feed for poultry. The percentages vary according to the nutrition physiological evaluation of the raw materials for the animal species concerned.

Energy and CO₂ efficiency at AGRAVIS feedstuff plants

An energy management system according to DIN EN ISO 50001 has been implemented at most of the feedstuff plants. The aim of this management system is to systematically record energy consumption figures, energy flows and savings potential. The latter, i.e. the most efficient handling possible of energy resources and, ideally, savings on such resources, are two of the key goals of the AGRAVIS Sustainability Programme.

Energy consump	Energy consumption and CO ₂ emissions at 12 feed plants*							
2016	Energy	Comparison to previous	CO ₂	Comparison to previous				
	consumption (kWh)	year (percentage)	emissions (kg)	year (percentage)				
Scope I								
Natural gas	45,716,890		9,216,525					
Heating oil	19,612,411	_	5,230,630	_				
Diesel	888,126		229,491	_				
Scope II								
Electricity	97,954,828		47,140,258					
Other**	7,340,554		1,849,295					
Total	171,512,809	_	63,666,199					

G4-EN3 G4-EN6 G4-EN15 G4-EN16 G4-EN19

2017	Energy consumption (kWh)	Comparison to previous year (percentage)	CO ₂ emissions (kg)	Comparison to previous year (percentage)
Scope I				
Natural gas	44,991,354	•	9,070,257	
Heating oil	17,371,638		4,633,016	•
Diesel	990,990		258,856	
Scope II				
Electricity	96,081,117	•	45,354,938	_
Other**	7,524,363		1,878,133	
Total	166,959,462	_	61,195,201	_

^{*} This is the totalled data for the fully-consolidated AGRAVIS Raiffeisen AG feedstuff plants, which are certified according to EN ISO 50001.

This includes the twelve feedstuff plants in Braunschweig, Bremerhaven, Dorsten, Fürstenwalde, Hamburg, Höltinghausen, Leer, Lingen, Minden, Münster, Oldenburg, and Querfurt. The Malchin plant was transferred to Ceravis and therefore no longer forms part of reports.

In 2016, the energy intensity – all energy types added together – in the feed plants was 59.5 kilowatt hours per tonne of feedstuff produced, an increase of 2.6 per cent compared to the previous year. In 2017, energy intensity was reduced by 1 per cent to 58.9 kilowatt hours per tonne of feedstuff produced.

In contrast, the level of greenhouse gas emissions was reduced in both years. In 2016, 22.1 kilograms of CO_2 were emitted per tonne of feedstuff produced, almost 7 per cent less than in the previous year. In 2017, the level decreased by 2.2 per cent to 21.6 kilograms of CO_2 per tonne of feedstuff produced.

These decreases are thanks to the individual energy efficiency measures developed and implemented in the plants, which also help to reduce CO_2 emissions. The basis for these improvements is the energy management system, which is being continually further developed. Based on measures already implemented, significant advances in 2016 and 2017 included process optimisation, such as the reduction in idle times, structural alterations and continuing technical optimisations, such as the reduction in compressed air leaks, replacement of insulation and reduction of peak loads.

G4-EN5

G4-EN18

^{** &#}x27;Other' records the energy consumption not directly associated with feedstuff production. This includes steam, natural gas for drying and the vehicle fleet.

Energy and CO, efficiency in central administrative buildings

The energy consumption and associated emissions have evolved as follows in AGRAVIS Raiffeisen AG's central administrative buildings:

G4-EN3 G4-EN6 G4-EN16 G4-EN19

Energy consumption and $\mathrm{CO_2}$ emissions in the central administrative buildings*							
2016	Energy	Comparison to previous	CO ₂	Comparison to previous			
Scope II	consumption (kWh)	year (percentage)	emissions (kg)	year (percentage)			
Electricity	3,035,491		1,215,636				
District heating	2,174,030		474,905				
Total	5,209,521		1,690,541				

2017	Energy	Comparison to previous	CO ₂	Comparison to previous
Scope II	consumption (kWh)	year (percentage)	emissions (kg)	year (percentage)
Electricity	2,993,284		1,142,402	
District heating	2,032,707		442,542	
Total**	5,025,991		1,584,944	

* This is the total data for the central administrative buildings in Münster (Industrieweg 74, Industrieweg 110) and Hanover (Plathnerstrasse 4a) plus the distribution centre and logistics warehouse for the online shop in Münster (Gustav-Stresemann-Weg 10, Gustav-Stresemann-Weg 12). In 2016, a new building extension was added to the headquarters in Münster, meaning the branch office at Robert-Bosch-Strasse 21 was no longer needed. This is also the reason why natural gas is no longer consumed.

** Part of the energy consumption at the headquarters in Hanover (Plathnerstrasse 4a) was estimated or forecast for 2017 based on the previous year.

If we look at the absolute values only, there was an increase in energy consumption levels and CO_2 emissions by 13.3 and 7.9 per cent respectively in 2016 compared to the previous year and a reduction in the levels by 3.5 and 6.2 per cent respectively in 2017. However, the specific energy consumption and emission levels provide us with more relevant information.

G4-EN5

The energy intensity in the central administrative buildings, with all energy types added together, was 108.9 kilowatt hours per heated square metre in 2016, 1 per cent more than the previous year. In 2017, energy intensity fell by 3.5 per cent, to 105.1 kilowatt hours per heated square metre, to be precise.

The new building in Münster and structural alterations have increased energy efficiency. This new building contains state-of-the-art building services engineering such as air conditioning and ventilation control. For example, a window contact automatically switches the air conditioning off in the room concerned when a window is opened. The latest lighting technology has also been installed with LED lights. The relocation from Hanover to Münster has also created synergies in computer centres. State-of-the-art cooling technology has been installed in the new computer centre. The company restaurant kitchen has also been completely replaced and the most efficient equipment acquired. There were shifts regarding energy requirements and consumption in the canteen due to the changeover from electric water heating to district heating for the rinsing process. This meant that district heating requirements increased while electricity requirements declined.

G4-EN18

In contrast, the intensity of greenhouse gas emissions fell in both years: in 2016, it amounted to 35.3 kilograms of CO_2 per heated square metre (3.8 per cent less than in the previous year) and 33.1 kilograms of CO_2 per heated square metre in 2017 (6.2 per cent less than in the previous year). In addition to the aforementioned improvements to energy efficiency, this decrease was also thanks to the energy suppliers' reduced CO_2 emissions.

Group-wide introduction of energy management systems

The introduction of energy management systems across the companies was first completed on 15 December 2016 with successful certification of around 150 companies and about 600 locations in line with EN ISO 50001. This energy management system is now being extended to all producing units. An energy management system is also being extended to all non-producing units to comply with EN 16247, what is known as the energy audit. This procedure is being adopted for all AGRAVIS group companies as per the aforementioned standards.

0

Measurable successes thanks to the switchover to LED

A total of 29 locations (7 Raiffeisen Markets, 2 DIY stores and 20 machinery locations) were converted to LED technology in 2016 and 2017. This saved a total of about 700,000 kilowatt hours (kWh) in these two years. This corresponds to the annual power consumption of 225 model households in Germany.¹¹ Energy costs have been reduced by € 130,000. Other locations are scheduled for conversion.

Second life for old mobile phones

Valuable raw materials such as gold, silver and copper can be recovered from unused mobile phones and smartphones. Deutsche Telekom launched a campaign across Germany in conjunction with Deutsche Umwelthilfe, the German Environment Aid initiative in 2017, entitled "Donate a mobile phone, preserve resources, do something nice". Companies can become partners and support this campaign. The AGRAVIS Information Technology Department is a collecting partner for used mobile phones and smartphones. Once all data have been erased with deletion certified by German inspection organisation DEKRA, the devices are disassembled and the individual components reused. Proceeds from the campaign are being donated to the German Environment Aid initiative AGRAVIS has already recycled 145 used devices through the scheme.



Licensed packaging materials

AGRAVIS is legally responsible for proper disposal of their sales packaging as per the German Packaging Ordinance (Verpackungsverordnung, VerpackV). This means, packaging brought into circulation by AGRAVIS as a "preliminary distributor" – i.e. for company products.

Licensed packaging materials						
	2016	5	2017	1		
	Kilograms	Comparison to	Kilograms	Comparison to		
		previous year		previous year		
Paper	805,363	_	1,039,791			
Plastic	488,729		545,628			
Tin	68,394		120,124			
Glass	72,669	_	88,653			
Aluminium and	19,467		26,144			
other metals						
Other Composites	9,228	_	17,850			
Total	1,463,850		1,838,188			

As a general rule, sales packaging is not returned physically, but to one of the dual systems approved in Germany with which a company has a licensing agreement. In AGRAVIS's case, it is Recycling Kontor Deutschland.

¹⁾ Source (in German): http://www.musterhaushalt.de/durchschnitt/stromverbrauch



PAMIRA initiative

The PAMIRA packaging recovery in agriculture campaign is a joint initiative between the pesticide industry and wholesalers to provide safe, environmentally-friendly disposal of empty pesticide and liquid fertiliser packaging. Farmers collect and clean packaging accrued and return it to one of the around 360 collection points in Germany at specified times once a year free of charge. The cooperative association and AGRAVIS support the PAMIRA system by providing 60 of the 360 national collection points, assisting in the collection process and ensuring their safety.

In 2016, a total of 2,990 tonnes of packaging material was returned¹⁾, 522 of them in the AGRAVIS region, corresponding to about 17.5 per cent. In 2017, it was a total of 3,050 tonnes¹⁾ with a good 484 of them in the AGRAVIS region, corresponding to about 15.9 per cent of the overall amount.

Silage film returns

"ERDE" (Erntekunststoffe Recycling Deutschland) is a European silage film recovery scheme. Films used in agriculture, such as silage sheets, underlay films and silage stretch films can be handed to suitable collection points, where they are recycled properly, so that they can be used to manufacture new plastic products.

In 2016, AGRAVIS collected a total of around 255 tonnes of silage films (42 per cent less than in the previous year) and 25 tonnes of stretch and winding film (also 42 per cent less than in the previous year) at almost 40 locations. In 2017, AGRAVIS companies collected a total of around 226 tonnes of silage films (11 per cent less than in the previous year) and 24 tonnes of stretch and winding film (4 per cent less than in the previous year).



Climate-neutral shipping with Deutsche Post

Since October 2016, AGRAVIS Raiffeisen AG is an official partner of Deutsche Post's GoGreen Regional initiative and thus supports climate-friendly letter delivery with electric vehicles in Germany.

The GoGreen scheme calculates and balances the greenhouse gas emissions generated when letters are sent as per international standards. Deutsche Post's carbon management system neutralises emissions as per the basic principles of the Kyoto Protocol – for example, through climate protection projects in Lesotho or Cambodia. An independent certification centre verifies the offset of greenhouse gas emissions.

With GoGreen Regional, AGRAVIS has found a way of offsetting the greenhouse gas emissions from letter correspondence² and, consequently, help protect the climate.

¹⁾ Source: http://www.pamira.de/en/useful-information/development-of-the-amounts-recovered.html

²⁾ This comprises of correspondence send from the central outgoing mail from AGRAVIS in Münster and Hanover only.

Employees

Workforce structure . Fluctuation . Personnel development . Diversity .

Health Management . Work safety







Employees

Employees

The Employees field of action focuses on aspects such as the workforce structure, staff turnover rate, human resources development, diversity, work accidents, training, performance appraisals and health management.



Goals 2020 – We aim to:						
	2015	2016	2017	2018	2019	2020
be an attractive employer in the industry.				Χ	Χ	X
increase training quality and quantity.			•	Χ	Χ	X
regularly provide employees with further training and managers with professional development.	•	•		Χ	Χ	Х
reduce the number of work accidents to a minimum through prevention measures and training.	•	•		Χ	Χ	Χ
keep our employees healthy through training and use of company health managers.	•	•	•	Х	Χ	Χ

= met; = partially met; = not met; x = ongoing objective

One of AGRAVIS's core goals in this respect is to be an attractive employer for young professionals in its diverse areas of operation since the only way to achieve long-term business success is with motivated, well-trained employees. We consider this goal fulfilled for the years 2015 to 2017 since AGRAVIS has been named a Top National Employer in the nationwide German Best Employer ranking list for five years in a row. The study is carried out by the news magazine Focus in collaboration with the career-oriented networking sites Xing and Kununu.

The goal is also fulfilled for health promotion to employees. In addition to a constant number of decentralised health managers, there has also been an increase in campaigns and measures in AGRAVIS Health & Safety Management. Another goal in the Employees field of action is to increase training quality and quantity. The absolute number of trainees has risen consistently since 2015 with constant percentage figures for trainees. We assume that our goals have been fully attained from 2016 onwards since the retention rate for trainees increased significantly in 2016 and 2017 compared to previous years.

The situation is the reverse for further development of our employees and targeted development of managers. While the number of participants in human resources development measures rose steadily until 2016, it fell slightly in 2017. As a result, full goal attainment can no longer be assumed for 2017.

AGRAVIS sustainability goals also include minimising company work accident figures through prevention measures and training programmes. Since there was a drastic increase in accident figures in 2016, we cannot regard this goal as attained. The accident figures improved significantly again in 2017, but they did not fall to a completely satisfactory level.

Workforce structure

At the end of 2016, AGRAVIS Raiffeisen AG employed a total of 6,252 employees. The number of new employees had thus not risen for the first time in five years; it had fallen by a good 1 per cent instead. However, at the end of 2017, AGRAVIS Raiffeisen AG employed a total of 6,679 employees again. This corresponds to a rise of employee figures of almost 7 per cent compared to the previous year with most of the increase coming from the Machinery and Markets segments. This was due to the purchase of companies in these sectors.

Employment figures				✓
	201	6	201	7
	Employees	Comparison to	Employees	Comparison to
		previous year		previous year
Total employees*	6,252		6,679	
– of which trainees	582		604	
– of which men	4,729		5,002	
– of which women	1,523		1,677	
– of which aged under 30 years	1,754		1,750	
- of which aged 30 to 40 years	1,203		1,381	
- of which aged 40 to 50 years	1,513		1,550	
– of which aged over 50 years	1,782		1,998	
– of which full-time	5,378		5,786	
– of which part-time	874	_	893	
– of which temporary	912		542	

G4-10

AGRAVIS employed 582 trainees in 2016 and 604 in 2017. The retention rate improved from 67 per cent in 2016 to 74 per cent in 2017.

The average age of AGRAVIS's overall workforce remained at a constant level of 40.5 years of age, as in previous years. The same applies to the percentage of employees who are covered by collective agreement: as in previous years, they correspond to about 66 per cent of the overall workforce. The proportion of full-time employees increased slightly between 2016 and 2017; in contrast, the proportion of part-time workers fell slightly. The proportion of temporary contracts was reduced from 15 per cent to 8 per cent.

G4-1

Feedback

113 performance appraisals were conducted at AGRAVIS Raiffeisen AG in 2016, with 1,245 employees receiving a performance appraisal in 2017. As in previous years, the variation in figures can be explained due to the fact that employees in commercial positions receive feedback on their respective work behaviour on a biennial basis. The appraisal interviews follow a standardised appraisal procedure. The appraisal only includes aspects which are relevant to work behaviour, professional qualifications and the employee's specific role.

AGRAVIS sees performance appraisals as key "management by feedback" instruments. Employees learn how their performance and conduct is perceived through this feedback. This also enables them to achieve their own goals and those of the company.

G4-LA11

^{*} Of which employees at foreign locations: 2016: 380 employees, which corresponds to 6.0 per cent of the total workforce; 2017: 368 employees, which also corresponds to 6.0 per cent of the total workforce.

Staff turnover rate

The staff turnover rate across the company group stood at an average of 4.9 per cent in 2016 and 7.1 per cent in 2017. The reason for this rise is restructuring measures in the company group. The staff turnover rate is higher among male employees than it is among female employees in both years and was significantly higher among younger employees than older employees in 2017.

G4-LA1

Staff turnover rate* (as a percentage)		⊘
	2016	2017
Departures (absolute)	305	475
New hires (absolute)	506	514
Staff turnover rate (total)	4.9	7.1
– of which men	5.3	5.0
– of which women	3.7	4.6
– of which aged under 30 years	4.2	9.0
- of which aged 30 to 40 years	6.5	8.3
- of which aged 40 to 50 years	5.6	5.0
– of which aged over 50 years	3.7	6.3

^{*} Only employee and employer terminations of employment are taken into account in the calculation. Retirements, deaths and trainees not being retained after training are not included in these rates.

G4-I A9

Personal development

Among the sustainability goals in the field of employees are regular further and advanced training for employees, management training and boosting of employer appeal within the industry.

Company-specific measures have been adopted to achieve these goals. These include an own manager development programme and a series of specific training events for new sales employees. Employees also have the opportunity to participate in language training, specialist training, IT training and courses offered by external providers. In 2016, 824 (an additional 5 per cent) people participated in personal development programmes. In 2017, there were 697 participants (15 per cent fewer). The number of training days in 2016 and 2017 were essentially identical, totalling around 4,300 (4 per cent fewer than previous years).



In 2018, digital learning methods will be added to the personal development programme, thus professionalising it further. This comprises the introduction of a learning management system (LMS) and the development of web-based training modules and blended learning concepts (combination between classroom events and e-learning).

The benefits of digital learning are quite clear: Personal learning worlds can be created. Each employee can work at their own pace with personalised levels of difficulty and the required knowledge is held in a single, central location. The planned AGRAVIS Learning World also addresses another pressing issue: efficient arrangements for costly, time-consuming journeys to training courses. The new AGRAVIS Learning World will be made available in mid-2018 with new contents gradually added over time.

AGRAVIS Raiffeisen AG has been honoured with the "Top National Employer" award given by Focus, Xing and Kununu, showing that employees consider AGRAVIS an attractive employer. The company was honoured for the fifth time in a row (in the years 2013 to 2017) and ranked highly in the wholesale, retail, energy, supply, and disposal sectors. The study evaluated leadership skills of company managers, career prospects, salary levels, and internal communication.

Diversity at AGRAVIS

The percentage of female managers at AGRAVIS currently stands at under 10 per cent. It is one of the Board of Directors' declared goals to increase the proportion of female managers and specialists. This is intended to serve as a guarantee that career success is possible at AGRAVIS, irrespective of sex, and that AGRAVIS is an attractive employer for both men and women. After all, the best results are achieved in mixed, diverse teams. The company has defined the following fields of action to achieve this objective:

- Career Opportunity
- Balance between Career and Family Life
- Networking

The Career Opportunity field of action aims to achieve greater transparency over decision criteria for promotion, for example. To do so, a competence model will be introduced, for example, which serves as the basis for objective criteria for hiring, promoting and assessing employees.

In the Balance between the Career and Family Life field of action, we are working towards implementing measures such as making mobile working possible to improve the balance between career and family life.

In the Networking field of action, a framework is being created to promote dialogue between female managers and employees. This includes aspects such as mentoring programmes or lecture events with top female managers. Alongside measures in the described fields of action, the trend in the percentage of female managers is evaluated on a regular basis and is taken into account in the company-wide talent management.

Company Health Management

Requirements for a modern workplace go beyond work safety to protect against operational hazards. In addition to safe operational procedures, these requirements include health and environmental protection aspects. The company's Health & Safety Management system exceeds statutory requirements and specifically makes executives accountable. AGRAVIS understands how important it is for management to actively promote good health. For AGRAVIS, the topics of employee health and work safety are key cornerstones of responsible corporate activities.

Health managers and campaigns

More than 40 decentralised health managers (constant figures in 2016 and 2017) conducted more than 110 campaigns and measures within AGRAVIS in 2016 and over 150 campaigns and measures in 2017. These included health days focusing on different topics such as back health, heart fitness or fitness through nutrition. Ergonomics training and health checks were also held in different AGRAVIS companies. Group-wide health challenges also proved highly popular with more than 500 participants.

There are 40 ongoing measures within the campaign package:

- Ergonomics consultancy
- Vaccinations
- Health newsletter
- Fruit basket
- Breakfast options, midday meal
- Massages

Network meetings take place annually for decentralised health manager qualification and training and to promote dialogue and joint learning. Special training on topics such as "Ergonomics and movement" and "Recognising psychological stress" have been provided to date. There was one training event each in 2016 and in 2017.

In 2017, AGRAVIS headquarters in Münster launched a pilot project focusing on "Ergonomics in the workplace". The following activities took place:

- More than 80 ergonomic consultancies in the workplace
- Use of electric desks (23 per cent of all desks in the Münster headquarters were height-adjustable with an electric motor in 2017)
- Open "Fit in the office" seminar on movement and ergonomics in the AGRAVIS head offices in Münster and Hanover

pme-Familienservice

In cooperation with pme-Familienservice, AGRAVIS offers its employees support at difficult times in employees' personal lives. AGRAVIS employees make use of this service according to need. The frequency of usage has increased significantly, particularly requests for support at short notice on the hotline. pme provided more than 500 consultancies or support cases between the launch of the service in 2013 and the end of 2017. Needs ranged from request for information on the telephone through to provision of specific services for difficult personal circumstances.

Training for trainees

Some 30 trainees received awareness training and information on maintaining their own personal health at three training events in the AGRAVIS head offices and different AGRAVIS companies in 2016. 2017 saw six training events take place with more than 70 trainees. The purpose of this programme is to ensure that maintaining health forms part of professional life at an early stage.

Focus on managers

39 managers made use of the chance to undergo a personal health check in both 2016 and 2017. Category A to C managers may optionally undergo such a health check every two years. 78 managers thus currently make active use of prevention measures to stay fit and able-bodied.

In 2016, around 25 managers and, in 2017, more than 30 managers took part in seminars on "A healthy approach to self-management and the management of others" as part of manager training.

Training of managers and specialists in the Raiffeisen Market

In both 2016 and 2017, two seminars were held on the topic "How to provide health management in Raiffeisen Market" in cooperation with the AGRAVIS group company Terres Marketing + Consulting GmbH attended by more than 50 store managers and specialists from Raiffeisen stores. They aim to establish health-promoting structures in their own Raiffeisen Market. This programme is intended for AGRAVIS Raiffeisen Markt GmbH Raiffeisen Markets and those belonging to cooperation partners (cooperative Raiffeisen Markets).



"Junges Gemüse": Trainees develop business model

Young, sassy and innovative – these are the words used to describe the "Junges Gemüse" start-up under the auspices of AGRAVIS Raiffeisen AG. This clever business idea was developed by sixteen trainees and sandwich students for a training project. "Junges Gemüse" was launched in Münster in October 2017. The idea behind the project is that interested parties can lease a 45-square-metre plot of arable land and cultivate it themselves. 70 per cent of these plots are pre-planted with lettuces, varieties of cabbage and other plant varieties. The tenants are free to plant the remaining area themselves. The trainees developed and implemented the business model wholly independently. Responsibility for the project will, after a year, be forwarded on to the next group of trainees.

Work safety

Accidents

In 2016, the number of reportable accidents increased in comparison to the previous year, by around 19 per cent to 174 accidents to be precise. The number of reportable accidents fell again in 2017 – by around 13 per cent to 152 accidents. There was one death in 2016.

A similar or more dramatic picture emerges with accident-related absences (due to accidents which were reported to the German Employers' Liability Insurance Association): 4,265 days of absence were recorded in 2016, 65 per cent fewer than the previous year. In 2017, days of absence totalled 4,808, 13 per cent fewer than 2016.

Just like the accidents figures, what is known as the 1,000-man quota (reportable accidents per 1,000 employees) worsened in 2016, but recovered to the 2015 level of 23 in 2017.

Number of accidents*				Ø
	2016		2017	
	Total	Comparison to	Total	Comparison to
		previous year		previous year
AG	4		8	
Machinery branches	107		86	•
Agricultural centres	42		39	
Feedstuff plants	8		9	
Construction material traders	9		0	_
Raiffeisen Markets	2		3	
Other	2		7	
Total	174		152	

* The number of accidents relates to the fully-consolidated German companies of AGRAVIS Raiffeisen AG managed by Group Services. Information is also included from the fully-consolidated companies where it is not Group Services which looks after work safety but external third

parties instead. The accident data is requested in writing in this case.

Overall, most accidents occurred in repair, maintenance and assembly work in engineering and machine systems, feedstuff plants and agricultural centres. The use of tools and machines was most likely to cause accidents in such places. There were no specific company accident black spots.

Due to a number of dramatic trends in accident figures, an AGRAVIS-wide Work Safety campaign was launched in 2017 in conjunction with the German Social Accident Insurance (DGUV) called "kommitmensch". The campaign aims to raise far-reaching awareness of work safety among AGRAVIS managers and employees. In addition to the existing prevention measures and training programmes, the campaign is designed to reduce company accident figures significantly and improve health and safety protection for employees on an ongoing basis. A distinction should also be made in the approach between administration locations and accident-prone areas, such as those where heavy equipment is used or feed is produced. It should be possible to reduce the accident figures (except commuting accidents) to zero at administration locations.

G4-LA6

Customers

Plant cultivation . Production management . Ecological footprint .

Pig feed . Digitisation . Customer training







Customers

Customers

The Customers field of action focuses on the aspects plant cultivation, product management, digitisation and customer training. The relevant goals include:



Goals 2020 – We aim to:						
	2015	2016	2017	2018	2019	2020
incorporate sustainability aspects into product man-	•	•	•	Χ	Χ	Χ
agement and product evaluation.						
offer further training measures for customers.	•	•	•	Χ	Χ	Χ
carry out a regular customer survey on company-rel-	•		•	Χ		
evant issues.						

■ = met; ■ = partially met; ■ = not met; x = ongoing objective

One of the aims of the AGRAVIS sustainability programme is to incorporate sustainability-relevant aspects into product management and evaluation. This goal was completely met. An example of such measures includes the implementation and introduction of innovative Feeding the Future feed concepts for pigs and cattle and the calculation of the ecological footprint for pig feed.

Regular training events and further training programmes are offered to customers by the Terres Academy and by the AGRAVIS Feedstuff Department and AGRAVIS Plant Cultivation Consultation. In 2015, a survey was conducted among cooperative customers and a stakeholder survey was carried out on sustainability-relevant topics in 2017.

Plant cultivation

The AGRAVIS Plant Cultivation Consultation team offers farmers professional support for sustainable use of their land. AGRAVIS is undertaking extensive trials at several locations throughout its entire operational area to provide such support while guaranteeing regional reference. The type of trials ranges from conventional variety and product tests through to more complex crop growing trials which examine numerous issues related to efficient, resource-conserving arable farming. Some 15,000 trial plots tackle questions which farmers ask themselves during their daily work:

- What is the right crop variety for my location?
- How can I supply my wheat with nutrients to an optimal extent?
- What sowing density can I use to optimise my maize crop?
- Which crop protection strategy is best for the conditions on my land?
- How can I prevent resistances?

It is important to examine such topics systematically based on scientific standards to give answers to these and other questions. Advice during the season is largely based on the insights which have been gained during trials. Besides conventional plant cultivation challenges which a farmer needs to meet, there is also a need to address changes to the legal framework conditions and tackle them during trials.

One issue which has currently generated demand for advisory service across the agricultural sector is the amended German fertiliser legislation. New statutory requirements ensure that livestock farming operations review and adapt their nutrient management. The large number of statutory regulations, which also affect operations in other segments in the agriculture sector, make it almost impossible for smaller businesses to deal with all requirements right down to the last detail. For this reason, people also approach local cooperatives as a dialogue partner for such issues, aside from the actual retail business. Plant Cultivation Consultation and AGRAVIS as a whole assist its cooperative partners and farmers in this respect by providing consultation, lectures, information documents and increasingly digital software solutions. The trials also form a crucial component in this connection. New strategies and possibilities for efficient plant nutrition are tested and evaluated there to give a qualified recommendation once trials are complete.

As a partner in agriculture, AGRAVIS sees it as its duty to offer solutions in all the aforementioned areas, also beyond its actual core business.

Future-oriented cattle farming requires innovative feed concepts

A needs-based composition of rations will play a key role in cattle farming in the future. This is due to the amended German Fertiliser Ordinance and the aim of reducing nutrient surpluses on agricultural land on a lasting basis. This involves serious changes to the nutrient balance and agricultural space requirements for many cattle farming operations. AGRAVIS is meeting this change with an innovative feed concept.

For example, an AGRAVIS production consultant will calculate phosphorus- and amino acid-optimised dairy cow rations for each specific operation. This will reduce the nutrient contents in cattle manure on a lasting basis. Depending on requirements, newly formulated supplement, mineral and dairy concentrate feed will be used, allowing the raw protein and gross phosphorus contents to be selectively reduced in rations. This procedure ensures that the performance-related need for digestible amino acids and phosphorus in the dairy cow small intestine is taken into account. In addition to the animal's required phosphorus supply, the innovative AGRAVIS ration calculation tool also always ensures that rumen microbes are provided with the required amount of available phosphorus.

This field-tested ration optimisation ensures reduced nitrogen and phosphorus secretion in dairy cows while delivering consistently high herd performance. The reproducibility required for a nutrient reduction strategy of this kind is guaranteed thanks to individual ration calculations. Native contents, silage digestibility, the business's own concentrated feedstuff and the quantities of fodder are taken into account when composing rations. Besides lower nutrient excretions, this method also helps to provide future-oriented milk production and advance the AGRAVIS longevity project. This project aims to offer dairy farmers innovative product solutions for the cow lifespan – from female calves to dairy cows – that demonstrably increase their useful life and, consequently, the economic

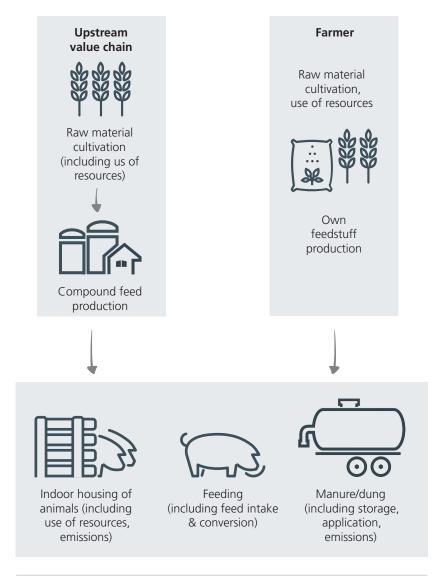
efficiency of dairy cows.



G4-EN27

Ecological footprint of AGRAVIS pig feed

The Eco-Efficiency Manager for Pigs is a calculation tool developed by BASF for AGRAVIS. It can be used to compare different feed concepts for pigs in terms of their ecological and economic impact. The ecological evaluation criteria include items such as land usage, eutrophication (plant nutrient enrichment in water bodies) and depletion of resources. The economic costs of the product are also considered, such as the cost of raw materials, production and energy. The ecological evaluation comprises a life cycle assessment as per ISO 14040 and 14044 during which the feed product can be studied from its origin – from raw material production in this case – through to the living pig:* **



^{*} Slaughter, processing, sale and consumption are not included.

In 2018, a study critically reviewed by TÜV Rheinland was conducted using the Eco-Efficiency Manager to compare two feed concepts for pigs.¹⁾ The comparison shows that modern feed concepts can have significantly lower environmental impact while offering constant or falling feed costs.

^{**} The method largely complies with the category rules to calculate the ecological footprint of feed adopted by the EU Commission in February 2018 (Feed PEFCR = Feed Product Environmental Footprint Category Rules).

¹⁾ Mueller, B (2018): Update – Ökoeffizienz-Analyse – Nachhaltigkeitsbewertung AGRAVIS-Schweinefutter (Update – Eco-efficiency analysis – AGRAVIS pig feed sustainability assessment). Unpublished study on behalf of AGRAVIS Raiffeisen AG dated 1 February 2018.

In this specific case, there was a change from a constant raw protein content in all fattening phases and optimisation based on metabolisable energy (yesterday's feed concept) to a reduction in the raw protein content throughout the fattening phases with added free amino acids and optimisation based on net energy (the Feeding the Future feed concept). Overall, the aforementioned measures significantly reduced the ecological footprint of Feeding the future pig feed. If we take feed production for 1,000 kilograms of live pig weight and the specific assumptions and formulas used in the study, this results in:¹⁾

- A 15 per-cent improvement in soil fertility (measured by the change in the soil's carbon content).
- A reduction in marine eutrophication (i.e. nitrogen emissions into the water) by almost 18 per cent and in freshwater eutrophication (i.e. phosphorus emissions into the water) by a good 8 per cent.
- Elimination of almost 24 per cent of the acidification effects.
- An improvement to the climate effects (in CO₂ equivalents) by a good 21 per cent.

The cultivation and use of grain and oilseeds is responsible for the environmental effects in the aforementioned categories. More specifically, in this comparison, the reduction in the raw protein content, i.e. the proportion of soya, in favour of grain and free amino acids has reduced the environmental effects of the "Feeding the future" concept significantly.²⁾

Reduction in nutrients Resource efficiency Animal health Cost reduction Eco-efficiency Innovative feed concepts such as "Feeding the future" provide environmentally friendly, sustainable feeding for pigs without increasing production or consumer costs.

AGRAVIS is willing and capable of addressing sustainability-relevant issues. AGRAVIS thus helps to meet the requirements of modern animal farming and food production.

Ordering feedstuff with the IQ-Feed app

The free, customer-oriented AGRAVIS feedstuff ordering app IQ-Feed has been available for download from the Android and iOS operating systems' stores since October 2017. The app enables customers to easily order feed-stuff via their smartphone at any time. IQ-Feed allows users to create their own silos, which they can number and manage. All customers need to do is sign up. The customer is then approved on site in coordination with the relevant feedstuff plant and after discussions with the cooperative and is consequently authorised to order directly using the app. IQ-Feed is another important component in the AGRAVIS digitisation strategy.

myfarmvis digital tool

Everybody's talking about digitisation. It offers great potential for many sectors of the economy and opens up great opportunities in all areas. Agriculture can and will also benefit from processes becoming increasingly digitised in the future. As a leading trading partner and service company in the agricultural sector, AGRAVIS regards it as its duty to help advance digitisation. Initial steps have already been taken in the past with different digital services such as apps or online services. Another key step forward has now been made: the new service tool myfarmvis was presented to the public for the first time at Agritechnica in November 2017.

¹⁾ These results refer to the underlying comparison. The percentage differences may deviate from the specified values if the formulas and underlying input parameters of the study are changed.

²⁾ The comparison also shows that by-products such as wheat bran do not cause significant environmental impact in any of the categories and that (overseas) transport only has a negligible effect on the feed concepts' environmental impact.

The modern myfarmvis tool digitises processes, documents and information on agricultural operations. The online portal primarily assists customers with agricultural operations management by providing information for daily agricultural work at the click of a button and networking operations intelligently.

The administration and documentation workload is steadily increasing for farming operations and takes up a great deal of an operation manager's time. myfarmvis maps the entire digital management system intuitively in a clearly arranged layout. One service that farmers like to use for their accounting is the downloading of invoices and receipts, which makes everyday office work easier. AGRAVIS NetFarming GmbH services can also be managed on the portal. A digital field index is to be incorporated during 2018. More than 2,000 users currently visit the platform on a regular basis.

Cooperative trading partners' customers will also be able to use myfarmvis in the future. AGRAVIS will be providing the online portal to cooperatives as a service for this purpose and will assist all participants on the market with digitisation of their processes.



AGRAVIS NetFarming GmbH

AGRAVIS NetFarming GmbH, a subsidiary of AGRAVIS Raiffeisen AG, is an initiative undertaken by the Machinery, Agricultural Centres and Plant Cultivation Departments. Bringing their collective expertise together creates valuable synergies to meet the challenges related to Smart Farming 4.0 and big data. Precision farming services are bundled centrally and offered in a user-friendly manner via the www.netfarming.de online platform. The product portfolio currently includes: RTK correction data service, management zone cards, basic fertilising, sowing scheduling, open application planning, ISARIA sensor technology, up-to-date zone cards and yield data processing.

Advanced training for Raiffeisen Markets employees

Terres Marketing + Consulting GmbH, an AGRAVIS subsidiary, offers seminars and training to its customers, i.e. Raiffeisen Markets. The programme includes sales training events or training on pets.

Terres Acade	emy							
Time		Semi	nars			Product train	ing sessior	าร
frame*								
	Total	Comparison	Parti-	Comparison	Total	Comparison	Partici-	Comparison
		to previous	cipants	to previous		to previous	pants	to previous
		year		year		year		year
2015/2016	25		321		15		338	
2016/2017	21	_	277	_	22		528	

^{*} The training period runs from September to March of the following year.

Comprehensive programmes such as those for Terres retail managers are also offered. These are primarily intended for managers at Raiffeisen Markets and follow an integral approach with interrelated seminar modules, such as those on leadership skills and human resources management. Eleven participants registered for the period from 2015 to 2017. Participants receive their qualification as a certified Terres retail manager once they have completed a project report and have passed the final exam.

Raiffeisen Market employees also have the opportunity to complete an added qualification to become a salesperson specialising in gardens, pets or horse riding. In addition to the relevant product training sessions, participants must attend other seminars such as the cash desk etiquette and complaints management sales training modules. They then receive a certificate qualifying them as a Raiffeisen Market salesperson.

Business conditions

Market environment . Biogas production . Fertiliser . Ordinance Social responsibility







Business conditions

Business conditions

The Business Conditions field of action focuses on aspects such as AGRAVIS's market environment and the Hanse strategy programme. Also, it includes other issues such as biogas generated from farm fertiliser and corporate social responsibility.



Goals 2020 – We aim to:						
	2015	2016	2017	2018	2019	2020
lead the way in tackling sustainability issues through the use of innovative technology.				Х	Х	Χ
regularly seek dialogue with relevant stakeholders.	•	•	•	Х	Х	Х
support social projects within the region.	•	•	•	Χ	Χ	X

● = met; ● = partially met; ● = not met; x = ongoing objective

One of AGRAVIS's key objectives in this process is to be a pioneer in tackling sustainability-relevant issues through the use of innovative technology. This goal is classified as partially fulfilled since high-grade, innovative concepts have been and are being developed. These particularly deal with excess nutrients in livestock regions, including feedstuff concepts with greatly reduced nitrogen (N) and phosphate (P) levels, intelligent manure recycling and spreading techniques and biogas generated from farm fertiliser. Above all, cross-department measures in all AGRAVIS business fields would be desirable for the future.

Another goal is to have a regular dialogue with relevant stakeholders. Such dialogue is provided through the AGRAVIS Supervisory Board and Advisory Board, the AGRAVIS Annual General Meeting, employee appraisal interviews, customer surveys, business contacts, trade fairs, cooperation on committees and all AGRAVIS publication channels. In 2017, an official stakeholder survey was also conducted on sustainability-relevant topics. Consequently, this goal is regarded as fully met.

AGRAVIS goals also include supporting social projects within the region. AGRAVIS regularly acts as a sponsor for association and federation events in its sector and also participated in the national "Donations, not presents" initiative run by the Bundesverband Kinderhospiz e.V, the German children's hospice association, in 2017. As a consequence, we also consider this goal as fully met for the years 2015 to 2017.

Market environment and influencing factors

AGRAVIS operated in a persistently challenging environment in 2016 and 2017 and held its ground in the face of difficult harvest conditions, fierce competition and social debate on modern agriculture. However, the trend continues towards structural adjustment of the market and, consequently, market concentration. AGRAVIS thus finds itself in the midst of fierce, cut-throat competition.

According to the German Farmers' Association (Deutscher Bauernverband, DBV), the number of agricultural businesses continued to decrease. Structural change is also continuing within the cooperative network as competition and market pressure rise. More and more Raiffeisen cooperatives merge into bigger units. In the AGRAVIS core business field, there are still 110 primary cooperatives. Market concentration leads to predatory competition on the retail side.

The agricultural business as a whole remains a constantly growing future market as population growth continues apace worldwide and quality of life in emerging countries is catching up with levels in more advanced nations. The need for safe foodstuff will thus continue to rise. Fundamental data for agriculture remains positive. At the same time, the social requirements of modern agriculture are increasing. Plant cultivation and livestock farming need to be organised in a way which achieves a broad social consensus. Agriculture thus needs to become more sustainable.

An increasingly greater number of technical solutions are needed to manage cultivated land efficiently. The German agricultural sector is highly competitive in international comparisons. However, tough competition, more stringent environmental regulations and increasing requirements for food quality and environmental protection make resource-saving management more important than ever. In the process, more and more farmers rely on support from digital technologies. The trend towards high-tech agriculture continues to gather pace.

AGRAVIS responds to these trends and challenges with consistent customer focus and high-performance processes and product ranges. Changes in the market including the progress of digitalisation result in opportunities that require AGRAVIS to take concerted action. A clear focus on market and customer requirements means AGRAVIS sees favourable opportunities for sustainable, profitable growth.

Strategic goals

AGRAVIS's long-term goals are:

- Turnover of up to 10 billion euros
- A net profit margin of around 1 per cent
- Return on equity capital of at least 10 per cent (before tax on income).

Hanse strategy programme

AGRAVIS developed perspectives for the future with its multi-year Hanse strategy programme in Autumn 2017. Against a backdrop of increasingly fierce competition, the objective is to become a consolidation and market leader together with cooperatives while offering optimum customer focus. Providing excellent added value and solution concepts should result in our customers being more successful. "Hanse" is a highly important future project for the whole AGRAVIS Group.

Customer interests, customer requirements for AGRAVIS, and customer proximity are of paramount importance in the "Hanse" programme. The programme also incorporates values and goals such as trust, reliability, responsibility and success within the cooperative association. AGRAVIS also wishes to continue to excel as an attractive employer – open, courageous and efficient. Together with the Raiffeisen cooperatives, AGRAVIS strives, more than ever, to be the first point of contact for local agriculture.

Generation of biogas from manure

AGRAVIS has operated a biogas plant in Dorsten, North Rhine-Westphalia, in cooperation with its partner Odas since mid-2014. This plant is largely "fed" with manure and dung, i.e. organic residues from livestock farming, and thus primarily aims to recycle nutrients while generating energy:

- Input of around 96,000 tonnes of biomass per year in 2016, of which 56 per cent is farm manure and 44 per cent energy crops
- Input of around 118,000 tonnes of biomass per year in 2017, of which 70 per cent is farm manure and 30 per cent energy crops

In the final implementation stage, up to 80 per cent of the input may come from farm manure with the remaining 20 per cent provided by energy crops such as grass, silage maize and energy beets. 700 normal cubic metres of biomethane can be fed in per hour (Nm3/h) in full-load mode and the CHP plants can produce an average of around 750 kilowatts of electricity per year.

The biggest advantage of the concept is, firstly, the reduced energy crop input and, secondly, decreased nutrient discharge in processing regions. The region around the biogas plant in Dorsten will thus no longer need a considerable cultivation area for energy crops. Moreover, the Münsterland processing region will be relieved of a large quantity of organic farm manure. The concept thus meets a major challenge of modern-day agriculture, namely the oversupply of agricultural areas with nutrients.





New German Fertiliser Ordinance

An amendment to the German Fertiliser Ordinance had been under discussion since 2012. It took five years for the legislation to come into force on 26 May 2017. The new regulations have applied since 1 January 2018 and cover the use of fertilisers among other things. The new German Fertiliser Ordinance effects the agriculture industry in different ways.

One serious change is the introduction of a material flow balance. This supplements the existing system of surface-related nutrient comparison with an evaluation of nutrient flows from an operational viewpoint. All nutrient supplies into and removals from the farm must be calculated and recognised to produce the material flow balance. This applies to both nitrogen and phosphorus.

Blocking periods have been newly defined. These specify from when and until when nitrogen-based fertilisers may be applied in the autumn. Another key component in the new fertiliser ordinance is the introduction of a fertiliser requirement calculation standardised across Germany as per stipulated values.

The material flow balance means a significantly greater workload for operations in terms of documentation and data recording. The greatest challenge will be to use nutrients more efficiently to achieve the same yields but with reduced manure. The recycling of surplus manure will pose a problem for many farmers as a result of the change. AGRAVIS has been working on environmental compatible, economic solutions for many years.

Delos software solution

AGRAVIS and its partner, Odas GmbH, offer farmers in North Rhine-Westphalia integrated solutions to recycle surplus farm manure. The services offered by Odas consist of much more than simple manure transport. Thanks to personalised nutrient consultation, inexpensive, tailored solutions will be developed for each farm, including handling of the related documentation obligations.

Delos is an intelligent, customer-oriented software solution which assists farmers with their nutrient recycling and, most importantly, their documentation obligations under the German Fertiliser Ordinance. In its initial versions, Delos provided digital and, consequently, paperless processing of orders and delivery notes. Integration of the entire logistics chain and subcontractors then followed, allowing a first system solution and app to be launched in 2014. When the new German Fertiliser Ordinance and its requirements came into force in 2017, Delos was further developed into an all-inclusive solution, containing the following functions:

- Delivery note management
- Employee time and attendance
- GPS localisation of vehicles and digitisation of drivers' daily reports
- Field index
- Fertiliser requirement planning (nitrogen and phosphorous)
- Validated field-barn balance
- Material flow balance (in pipeline)
- Farm manure reports as per the German Farm Manure Ordinance (Wirtschaftsdüngernachweisverordnung) transferred to the relevant Chamber of Agriculture directly from Delos

Delos gives agricultural operations an overview of their operations' feed movements in real time. One highly practical feature is that all nutrient-relevant receipts between AGRAVIS or the cooperative and the farmer can be displayed automatically: if a farmer purchases feedstuff from a cooperative, for example, the nutrient quantities are imported into Delos from the merchandise management system in real time and displayed on the operation's nutrient balance sheet. The farmer can then take measures instantly to optimise their nutrient balance.

Moreover, any amendments to Fertiliser Ordinance regulations are automatically incorporated into Delos, making the farmer's administrative work far easier.

Delos has been distributed exclusively through cooperatives and AGRAVIS agricultural centres since 2016 and already has 3,000 active users.

Innovative solutions for biogas plants

Biogas production has become a significant branch of industry in agriculture. Plant management is the key financial control factor since generating energy from biomass is a complicated process. There is a need to constantly scrutinise and optimise the individual processes to ensure that biogas systems are operated efficiently. Against this backdrop, the cross-segment biogas unit Terravis brings together AGRAVIS's specialist knowledge and provides help to customers, partners and colleagues in the form of innovative product solutions and other means.

Products and services are offered in the Field, Silos, Fermenters and Energy Generation segments. In the Field segment, location-specific consultation is provided on energy crop cultivations with product recommendations such as maize, grain or permanent crops. The Silos segment comprises products for practical, low-loss substrate storage such as barrier foils, silage additives or fasteners. Gela Energie GmbH helps with power generation and marketing in the Energy segment. Gas engine oils and anti-freeze are also offered. Personalised consultation is provided for optimum substrate efficiency in the largest segment, Fermenters. The product portfolio comprises trace elements, enzymes, incident resources and desulphurisation agents.

The desulphurisation agent iron hydroxide

Iron hydroxide-based reactants play a key role in chemical desulphurisation of biogas plants. These are mainly derived as a by-product from drinking water treatment. Until now, there had been few utilisation options for such residues. TerraVis has developed a method to treat iron hydroxide derived from water purification to produce high-grade process additives. The procedure can be summarised as follows:

- Iron is removed from untreated water by regular (gravel) filter flushing during drinking water treatment.
- The iron sludge temporarily stored in special sludge tanks is released, cleaned of impurities such as stones and plant roots, dried and then processed into a product.
- The end product iron hydroxide in this case is used together with the substrate to bind harmful sulphur compounds in the biogas plant.
- Regular quality control checks are performed during the entire production process to verify the active ingredient and ensure compliance with Fertiliser Ordinance requirements.
- Iron hydroxide may also possibly be used to bind phosphate and arsenic during water treatment in the future. Suitable processes are already being developed.



Responsible action

The AGRAVIS Group is engaged in the sponsorship of clubs, associations and events in the regions where it does business. Individuals who engage in social, cultural and sporting activities are also supported. Presence at competitions such as horse riding tournaments or public sporting events such as the Münster Marathon is intended to strengthen the AGRAVIS brand. Such involvement is also aimed at helping to successfully recruit staff. The company also believes that it promotes appeal to adolescents, young adults and families at sports events and inspire enthusiasm for AGRAVIS.

Good examples of how both can be successful are the AGRAVIS football holiday camps in Münster and the AGRAVIS Cup in Oldenburg. AGRAVIS has been the lead sponsor of this traditional indoor horse show since 2014. Among other things, this boosts sales at affiliated feed companies and the regional Raiffeisen Markets, thus benefiting the Raiffeisen cooperatives. AGRAVIS has agreed to sponsor the title for this up-and-coming indoor riding tournament until 2019. The partnership with the Münster Marathon, which started in 2017, will be continued in the following year.

Branding as an employer can also be improved through sport. Values such as teamwork, responsibility and readiness to perform are particularly essential for success in horse riding. These values are also important components of the AGRAVIS corporate culture.

AGRAVIS also demonstrated how seriously it takes social responsibility when the "Donations, not presents" project was initiated in 2017. Instead of giving Christmas presents to customers, the company gives 30,000 euros to Bundesverband Kinderhospiz e.V, a children's hospice. This amount is allocated to specific purposes for use within AGRAVIS's core business area among other places.

Independent Practitioner's Report on a Limited Assurance

Engagement on Sustainability Information

To AGRAVIS Raiffeisen Aktiengesellschaft, Hanover and Münster

We have performed a limited assurance engagement on the disclosures denoted with (V) in the Sustainability Report 2016/2017 (hereinafter: "Sustainability Report") of AGRAVIS Raiffeisen Aktiengesellschaft, Münster and Hannover, for the period from January 1 to December 31, 2016 and January 1 to December 31, 2017. Our engagement in this context relates solely to the disclosures denoted with the symbol ().

Responsibilities of the Officers

The Officers of the AGRAVIS Raiffeisen Aktiengesellschaft, Münster and Hannover, are responsible for the preparation of the Sustainability Report in accordance with the principles stated in the Reporting Standards of the Global Reporting Initiative (hereinafter: "GRI-Guidelines") and for the selection of the disclosures to be evaluated. This responsibility of Company's Officers includes the selection and application of appropriate methods of sustainability reporting as well as making assumptions and estimates related to individual sustainability disclosures, which are reasonable in the circumstances. Furthermore, the Officers are responsible for such internal controls as they have considered necessary to enable the preparation of a Report that is free from material misstatements, whether due to fraud or error.

Practitioner's Declaration Relating to Independence and Quality

We are independent of the entity in accordance with the provisions under German commercial law and professional requirements, and we have fulfilled our other ethical responsibilities in accordance with the relevant provisions within these requirements.

Deloitte GmbH Wirtschaftsprüfungsgesellschaft applies the German national legal requirements and the German profession's pronouncements for quality control, in particular the by-laws regulating the rights and duties of Wirtschaftsprüfer and vereidigte Buchprüfer in the exercise of their profession (Berufssatzung für Wirtschaftsprüfer und vereidigte Buchprüfer) as well as the IDW Standard on Quality Control: Requirements for Quality Control in Audit Firms [IDW Qualitätssicherungsstandards: Anforderungen an die Qualitätssicherung in der Wirtschaftsprüferpraxis (IDW QS 1)], that are consistent with the International Standard on Quality Control 1 issued by the Interational Auditing and Assurance Standards Board (IAASB).

Practitioner's Responsibility

Our responsibility is to express a limited assurance conclusion on the disclosures denoted with () in the Sustainability Report, based on the assurance engagement we have performed.

We conducted our assurance engagement in accordance with the International Standard on Assurance Engagements (ISAE) 3000 (Revised): Assurance Engagements other than Audits or Reviews of Historical Financial Information, issued by the IAASB. This Standard requires that we plan and perform the assurance engagement to allow us to conclude with limited assurance that no matters have come to our attention that cause us to believe that the information denoted with () in the Sustainability Report for the period from January 1 to December 31, 2016 and January 1 to December 31, 2017 has not been prepared, in all material respects, in accordance with the relevant GRI-Guidelines.

In a limited assurance engagement, the assurance procedures are less in extent than for a reasonable assurance engagement and therefore a substantially lower level of assurance is obtained. The assurance procedures selected depend on the practitioner's professional judgment.

Within the scope of our limited assurance engagement, which was – with delays – performed from December 2017 to May 2018, we have performed, amongst others, the following audit procedures and other activities:

- Obtaining an understanding of the structure of the sustainability organization and of the stakeholder engagement
- Interviews with legal representatives and employees involved in the preparation of the Sustainability Report regarding the preparation process, the related internal control system and selected disclosures in the Sustainability Report at the Münster site
- Identification of the likely risks of material misstatements within the sustain under consideration of the GRI-Guidelines
- Analytical evaluation of selected disclosures within the Sustainability Report
- Comparison of selected disclosures with corresponding data in the consolidated financial statements
- Evaluation of the presentation of the selected disclosures regarding sustainability performance.

Assurance Conclusion

Based on the assurance procedures performed and assurance evidence obtained, nothing has come to our attention that causes us to believe that the disclosures denoted with a () in the Sustainability Report for the period January 1 to December 31, 2016 and January 1 to December 31, 2017 has not been prepared, in all material aspects, in accordance with the relevant GRI-Guidelines.

Purpose of the Assurance Statement

We issue this report on the basis of the engagement agreed with AGRAVIS Raiffeisen Aktiengesellschaft. The assurance engagement has been performed for purposes of AGRAVIS Raiffeisen Aktiengesellschaft and the report is solely intended to inform AGRAVIS Raiffeisen Aktiengesellschaft as to the results of the assurance engagement.

Limitation of Liability

The report is not intended to provide third parties with support in making (financial) decisions. Our responsibility lies solely towards AGRAVIS Raiffeisen Aktiengesellschaft and is limited based on the "Special engagement terms of Deloitte GmbH Wirtschaftsprüfungsgesellschaft" as well as on the "General Engagement Terms for Wirtschaftsprüfer and Wirtschaftsprüfungsgesellschaften of the IDW" from January 1, 2017, which were agreed with AGRAVIS Raiffeisen Aktiengesellschaft. We do not assume any responsibility towards third parties.

Münster, 30 May 2018

Deloitte GmbH

Wirtschaftsprüfungsgesellschaft

(Klaus Tissen)
Certified Public Accountant

(ppa. Vinzenz Fundel)

GRI G4 content index

The AGRAVIS Sustainability Report 2016/2017 was compiled "in accordance with" the Global Reporting Initiative GRI G4 Guidelines ("core" option). Auditing company Deloitte GmbH performed an external audit on the report contents. The audited data and key business figures are marked with the symbol (
) in the sustainability report.





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Ownership structure and legal form Ownership structure: See the 2016 AGRAVIS Business Report (https://geschaeft bericht.agravis.de/de/gb/gb_2016/index.html), p.20 - 21, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.20 - 21, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb, p.13 (in German) Business entity type: Cooperative joint-stock company with registered shares G4-8 Served markets 9 The company G4-9 Company size 8, 10 The company G4-10 Workforce structure 10, 37 The company Collective bargaining agreements G4-11 Employees covered by 37 The company Collective bargaining agreements G4-12 Supply chain 12 The company G4-13 Changes during the reporting period See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.45 - 47, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb, p.24 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specification of the precaution of the	G4-5	Location of the company headquarters	8		The company
bericht.agravis.de/de/gb/gb_2016/index.html), p.20 - 21, and the 2017 AGRAN Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.13 (in German) Business entity type: Cooperative joint-stock company with registered shares G4-8 Served markets 9 The company G4-9 Company size 8, 10 The company G4-10 Workforce structure 10, 37 The company G4-11 Employees covered by 37 The company Collective bargaining agreements G4-12 Supply chain 12 The company G4-13 Changes during the reporting period See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.45 - 47, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specifistrategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to	G4-6	Countries of business activity	8		The company
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Business entity type: Cooperative joint-stock company with registered shares G4-8 Served markets 9 The company G4-9 Company size 8, 10 The company G4-10 Workforce structure 10, 37 The company G4-11 Employees covered by 37 The company collective bargaining agreements G4-12 Supply chain 12 The company G4-13 Changes during the reporting period See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.45 - 47, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specific strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to			bericht.agra	vis.de/de/gb	o/gb_2016/index.html), p.20 - 21, and the 2017 AGRAVIS
G4-8 Served markets 9 The company G4-9 Company size 8, 10 The company G4-10 Workforce structure 10, 37 The company G4-11 Employees covered by 37 The company collective bargaining agreements G4-12 Supply chain 12 The company G4-13 Changes during the reporting period See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.45 - 47, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specific strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to			Business Rep	oort (https://	/geschaeftsbericht.agravis.de/de/gb), p.13 (in German) –
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G4-10 Workforce structure G4-11 Employees covered by collective bargaining agreements G4-12 Supply chain G4-13 Changes during the reporting period G4-14 Implementation of the precautionary principle G4-14 Implementation of the precautionary principle G4-15 See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.26 - 27 (in German) G4-14 Implementation of the precautionary principle G4-15 See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.26 - 27 (in German) G4-16 See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specific strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to	G4-8	Served markets	9		The company
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G4-12 Supply chain 12 The company See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/ de/gb/gb_2016/index.html), p.45 - 47, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.26 - 27 (in German) G4-14 Implementation of the precautionary principle See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/ de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specific strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to	G4-11	Employees covered by	37	Ø	The company
G4-13 Changes during the reporting period See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.45 - 47, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.26 - 27 (in German) G4-14 Implementation of the precautionary principle See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specific strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to		collective bargaining agreements			
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(https://geschaeftsbericht.agravis.de/de/gb), p.26 - 27 (in German) See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specific strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to	G4-13	Changes during the reporting period	See the 201	6 AGRAVIS	Business Report (https://geschaeftsbericht.agravis.de/
G4-14 Implementation of the precautionary principle See the 2016 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specific strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to			de/gb/gb_20	016/index.h	tml), p.45 - 47, and the 2017 AGRAVIS Business Report
de/gb/gb_2016/index.html), p.69 - 74, and the 2017 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/de/gb), p.44 - 49 (in German) Crisis management The AGRAVIS crisis management system is designed to assist the company and its subsidiaries and affiliated companies in handling crisis situations. The specif strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to			(https://gesc	haeftsberich	nt.agravis.de/de/gb), p.26 - 27 (in German)
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strategy has been summarised in guidelines specially compiled for this purpose A crisis situation exists if the operational and business processes are affected to			The AGRAVI	IS crisis man	agement system is designed to assist the company and
A crisis situation exists if the operational and business processes are affected to			its subsidiari	es and affili	ated companies in handling crisis situations. The specific
			strategy has	been sumn	narised in guidelines specially compiled for this purpose.
such an extent that the health of employees or consumers is at rick or the occ-			A crisis situa	tion exists i	f the operational and business processes are affected to
such an extent that the health of employees of consumers is at fisk of the eco-			such an exte	ent that the	health of employees or consumers is at risk or the eco-
nomic interests of AGRAVIS are threatened. The core tasks of crisis manageme			nomic intere	ests of AGRA	AVIS are threatened. The core tasks of crisis management
include handling procedural processes and expertise or responsibilities in the			include hand	dling proced	dural processes and expertise or responsibilities in the
event of a crisis, professional communication and maintenance/restoration of			event of a cr	risis, profess	sional communication and maintenance/restoration of
key operating procedures.			key operatin	g procedure	es.

G4-15	Support of external initiatives	(GRI) in relat	ers to the reporting principles of the Global Reporting Initiative on to its sustainability reporting. As a member of the associations
			64-16, AGRAVIS also undertakes to comply with the respective
G4-16	Manabasahin in associations		greements, principles and codes of conduct.
G4-16	Membership in associations		rather its managers and employees are members of a number of
	and interest groups		rest groups. These include:
			Landwirtschaftsgesellschaft (DLG) – German Agricultural Society Raiffeisenverband (DRV) – German Association of Raiffeisen
			,
		•	ves for the Agricultural and Food industry
			Verband Tiernahrung (DVT) – German Animal Nutrition Associatic band Deutscher Pflanzenzüchter – German Plant Breeders
		Associatio	
		Allianz Fu	ttermittelsicherheit Deutschland eG – German Feedstuff Alliance
		Regional 1	armer and interest groups
		Regional of	cooperative associations
		The DRV is the	ne main representative of AGRAVIS Raiffeisen AG's interests. Chair-
		man of the A	GRAVIS Supervisory Board, Franz-Josef Holzenkamp, is also Presi-
		dent of the [RV. AGRAVIS Raiffeisen AG representatives are also members of a
		variety of DR	V committees and commissions in addition to the regional cooper-
		ative associa	ions.
Key aspe	ects and limitations		
G4-17	List of consolidated companies	See the 2016	6 AGRAVIS Business Report (https://geschaeftsbericht.agravis.de/
		de/gb/gb_20	16/index.html), p.93 - 99, and the 2017 AGRAVIS Business Report
		(https://gescl	naeftsbericht.agravis.de/de/gb), p.65 - 71 (in German)
G4-18	Procedure for defining report contents	14	Strategy and management
G4-19	Material aspects	15	Strategy and management
G4-20	Material aspects inside of the company	15	Strategy and management
G4-21	Material aspects outside of the company	15	Strategy and management
G4-22	Restatement of information	3	About the report
	compared to previous reports		
G4-23	Significant changes to the report scope and	3	About the report
	aspect boundaries		
Stakehol	der involvement		
G4-24	Involvement of stakeholder groups	15	Strategy and management
G4-25	Identification and selection of stakeholders	See AGRAVI	Sustainability Report 2014/2015
			haltigkeit.agravis.de/de/nh/index.html), page 19
G4-26	Approaches for the involvement of stakeholders		Sustainability Report 2014/2015
			haltigkeit.agravis.de/de/nh/index.html), page 18 & 19 (in German)
G4-27	Issues and concerns of stakeholders	15	Strategy and management
Report pr G4-28	Reporting period	3	About the report
G4-29	Date of the last report	3	About the report
G4-29	Reporting cycle	3	About the report About the report
G4-30	Contact for questions about the report	3	About the report
G4-31	'In accordance' option	3	About the report About the report
G4-33	External report audit	3	About the report
	/ management	J	About the report
Company	-		-
G4-34	Governance structure	11	The company
G4-34	Governance structure d integrity	11	The company

Specific st	tandard disclosures	Page(s)	Audit	Comments	Omission(s)
	performance indicators (EC)	3 (1)			
Key aspect	t: economic performance				
G4-DMA	Management approach	8			
G4-EC1	Economic value of the company	8	Ø		
Environm	ental performance indicators (EN)				
Key aspect	:: materials				
G4-DMA	Management approach	27 - 30			
G4-EN1	Materials used	27 - 30	•	Raw feed materials, seed, raw material collection at agricultur- al centres, by-products	No non-renewable mate- rials or packaging since loose materials are involved
	Origin of materials	28, 29		Raw feed materials, seed	
Key aspect	t: Energy				
G4-DMA	Management approach	31 - 33			
G4-EN3	Energy consumption	31 - 33	•		No energy sold/no presentation of standards, methods or exceptions
G4-EN5	Energy intensity	31, 32			
G4-EN6	Energy savings	31, 32	©		No presentation of standards, methods or exceptions
Key aspect	t: emissions				
G4-DMA	Management approach	31 - 33			
G4-EN15	Direct greenhouse gas emissions	31	Ø		No presentation of standards, methods or exceptions
G4-EN16	Indirect greenhouse gas emissions	31, 32	⊘		No presentation of standards, methods or exceptions
G4-EN18	Intensity of greenhouse gas emissions	31, 32			
G4-EN19	Reduction of greenhouse gas emissions	31, 32	⊘		No presentation of standards, methods or exceptions
Key aspect	t: products and services				
G4-DMA	Management approach	33 - 34 46 - 47			
G4-EN27	Reduction of the environmental impact of products and services	46, 47		Ecological footprint of AGRAVIS pig feed Future-oriented cattle feed	
G4-EN28	Return of products and packaging	33			
	PAMIRA and ERDE	34			
Key aspect	t: transport				
G4-DMA	Management approach	19 - 21			
G4-EN30	Environmental impact of transport	19	Ø		
	Inland shipping	20	Ø	Extract from CO ₂ tool	

Social per	rformance indicators: Work practices and dec	ent employment	: (LA)	
	t: employment	, , , , , ,		
G4-DMA	Management approach	38		
G4-LA1	New hires and employee fluctuation	38	Ø	No presentation by region
Key aspec	t: work safety and health protection			
G4-DMA	Management approach	39 - 41		
G4-LA6	Accidents, days of absence and deaths	41	⊘	No presentation by region and gender
	Occupational health & safety management	39 - 41	•	No presentation by region and gender
Key aspec	t: Further and advanced training			
G4-DMA	Management approach	38		
G4-LA9	Further and advanced training	38		No presentation by gender
				and employee category
G4-LA11	Performance appraisal for employees	37		No presentation by gender
				and employee category
Key aspec	t: diversity and equal opportunities			
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G4-LA12	Composition of the management bodies	37		
	and total workforce			
Social per	rformance indicators: human rights (HR)			
Key aspec	t: equal treatment			
G4-DMA	Management approach	Content		
		Index		
G4-HR3	Cases of discrimination	Clear rules		
		Discrimination	is not tolerated at AG	GRAVIS and it is specifically mentioned in the
		company code	e of conduct. Under th	ne point on "Respect", it is clearly stated that
		every employe	ee shall receive the sar	me opportunities and only be appointed and
		promoted on	the basis of his or her	individual capabilities and performance. The
		same applies t	to intimidating or offe	nsive behaviour, sexual harassment, coercion
		or verbal assa	ult.	
		Breaches of th	ne aforementioned dis	crimination regulations may lead to criminal
		proceedings a	gainst the employees	concerned or AGRAVIS itself. In the event of
			sures may be taken a	gainst the employee concerned under labour
		law.		
		No cases of di	scrimination were rep	orted in 2016 or 2017.
	rformance indicators: society (SO)			
	t: anti-corruption	_		
G4-DMA	Management approach	Content		
		Index		

G4-5O4	Anti-corruption	of anti-corruption bribery in all form between the legit fluencing of/by a petrol vouchers is accept or offer so tations to a busin obtained from superior employees at to statutory norm this. Bribing public breaches of fair collinearly 2016, the AGRAVIS headquesible anti-competitinvestigations were protection wholes.	le of con , which as and br imate m business generall cially-acc ess dinne pervisors re comm s for the c official competition German arters in itive agree re terminessale start	apply to all employ ibery of its employ aintenance of busing partner. The accepty prohibited. AGRA ceptable gratuities, er, if they do not again cases of doubt. Aitted to the fair tree protection of comes or private business on and are therefore a Federal Cartel Off Hanover and launce ements in the sale lated in 2018. Similarities are the sale lated in 2018.	ees. The company resolutely opposes ees. A distinction must be made eless relations and the improper instance of money or items such as AVIS employees are permitted to such as promotional gifts or invitopear improper. Approval must be AGRAVIS Group companies and elettment of competitors. Adherence petition is of central significance in esses and granting favours constitute for criminal offences. Fice (Bundeskartellamt) visited the elethed investigations regarding possis of agricultural technology. These lar investigations regarding crop continuing. AGRAVIS Raiffeisen AG ties.
Social per	formance indicators: product responsibility (PR	2)			
Key aspect	:: customer health and safety				
G4-DMA	Management approach	22 - 23			
G4-PR1	Product quality management	22, 23	•	Feedstuff, seed:	No information on the percentage Seed: Only the Heubach test fulfils the purposes of the tests required by G4-PR1 regarding the effects on customer health and safety.
Key aspect	:: customer privacy				
G4-DMA	Management approach	Content Index			
G4-PR8	Substantiated data protection complaints	data, meaning the AGRAVIS thus emensures that the co (BDSG) requirement customers, supplications are customers, supplications are customers, supplications are customers, supplications are customers, supplications are customers.	at data paploys a company ents and reers and romplainter five quantities or company ents and retries or complainter for the paper of th	rivacy is a highly in data protection offi complies with Ger serves as a direct congulatory authoriti s relating to data pueries and in 2017 formation. All quer	quantities of markedly different inportant concern for the company. icer. The data protection officer man Federal Data Protection Act contact person for employees, es. The data protection officer also vivacy. The data protection officer also vivacy. Two queries from customers ies were resolved in the end. There stomers, suppliers, employees or

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List of abbreviations

AG/Aktien- Joint-stock company pme professionell.menschlich.erfahren,

gesellschaft organisation to help employees with

BDSG Bundesdatenschutzgesetz = work-life balance

German Federal Data Protection Act QM Quality management

BGM Betriebliches Gesundheitsmanagement = QS Quality and safety

Health & Safety Management tkm Tonne kilometre
Co. KG Compagnie Kommanditgesellschaft
CSR Corporate Social Responsibility

DIN Deutsches Institut für Normung =

German Institute for Standardization

DLG Deutsche Landwirtschaftsgesellschaft
= German Agricultural Society

Dr. Doctor

DRV Deutscher Raiffeisenverband =

German Association of Raiffeisen Cooperatives for the Agricultural and

Food industry

EED European Energy Efficiency Directive

EEM Eco-Efficiency Manager

e.g. for example

EN/Euro Norm European standard

ERDE Erntekunststoffe Recycling

Deutschland (film recovery scheme)

EU European Union e.V. Eingetragener Verein =

registered association

GmbH Gesellschaft mit beschränkter Haftung =

company with limited liability

GRI Global Reporting Initiative

GVO gentechnisch veränderter Organismus =

GMO genetically modified organism

HACCP Hazard Analysis and Critical Control

Points

ISO Internationale Organisation für

Normung = International Organization

for Standardization

ISTA International Seed Testing Association

kg Kilogram kWh Kilowatt hour

LED Light emitting diode
Lkw Lastkraftwagen = truck
ME metabolisable energy

n./a. not applicable

NGO Non-Governmental Organization Nm³/h Normal cubic metre per hour PAMIRA Packmittel-Rücknahme-Agrar,

a packaging return initiative

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