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Agenda



1. Welcome and introduction

- Tinna Molphy, Director IR
- 2. Transforming the food value chain, sustainably
 - Arni Oddur Thordarson, Chief Executive Officer
- 3. Creating value through responsible fishing and processing
 - Guest speaker: Greta Maria Gretarsdottir, Managing Director of Innovation, CSR and IR at Brim
- 4. Impact through innovation
 - Thorsteinn Kari Jonsson, Director Sustainability and Community Engagement
- 5. Q&A panel discussion









Arni Oddur Thordarson

Transforming the food value chain, sustainably

Arni Oddur Thordarson

Chief Executive Officer

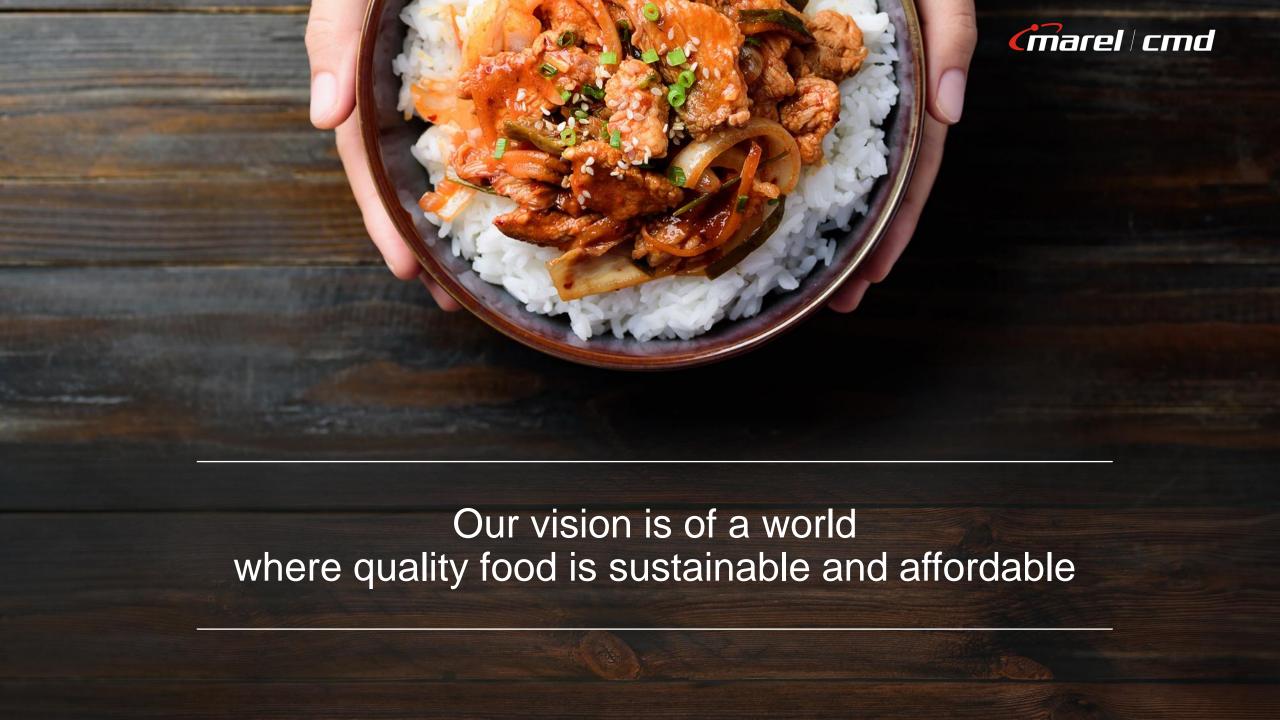
Arni Oddur Thordarson became Marel's CEO in November 2013, having served as Chairman of Marel's Board of Directors from 2005. Thordarson co-founded Eyrir Invest in 2000 and was the company's CEO until 2013. He has extensive international global business experience and has served as non-executive director of various companies including Fokker Technologies and Stork Technical Services.

Education

MBA, IMD, Switzerland Cand. Oecon., Business Administration, University of Iceland

17 years with Marel / 17 years in Industry







Sustainability at the heart of everything we do



From incorporation, Marel has been fully committed to protecting our planet and preserving its resources.

We embrace our role as a critical infrastructure company in the global food industry, sustaining one of the most important value chains.

We support social development and ensure food safety, security and sustainability, thereby creating value and promoting economic growth.

To us, that is the true meaning of success.





Global mega-trends drive growth as well as sustainability challenges and opportunities

Global mega-trends driving growth-driven demand...

Growing population

by 2050, estimated global population of ~10bn



More demand for food, especially from Asia and Africa

Rising middle class

by 2030, estimated up to ~2.0bn additional people will be part of the middle class



Increased protein consumption typically correlates to higher income

Changing consumer preferences

by 2025, estimated online groceries will account for 21.5% of total grocery sales, which is more than 60% increase



Increased demand for convenient and processed food that can be purchased online



Grocery e-commerce sales in the US³



...and supply challenges



Sustainability & animal wellbeing



Reduce waste



Product quality



Food safety and traceability



Scarcity of skilled labor







Key growth drivers

Driving transformative change in the food industry

Labor scarcity

- Need for greater automation and digitalization in food processing is accelerating
- Automation is a key factor to address the great resignation
- Marel has an automated replacement for nearly every manual operation in a processing plant, leading to improved return on investment, as well as improved consistency, yield and employee safety

Channel flexibility

- Food processors with the flexibility to pursue different consumer products operate more effectively in a dynamic consumer environment
- Marel's building blocks and advanced production technologies enable modular modifications and optimization of the production process
- With Marel's digital solutions on top, customers enjoy automated processes and actionable insights enabling them to shift from supply-driven to demand-driven production, with the inherent positive impact on sustainability

Sustainability

- By continuously focusing on creating new methods to improve yields and minimize waste, Marel is reducing the use of scarce resources such as energy and water while promoting food quality and safety, traceability and animal wellbeing
- Collecting and electing data through multiple channels to drive ESG transparency and traceability
- Every new product developed has been measured on a sustainability scorecard since 2017
- New technologies such as VR/XR to design, test and adjust innovations sustainably, saving time, costs and use of raw materials





Marel has committed to become net zero by 2040



Marel is a founding member of the Nordic CEOs for a sustainable future coalition in 2018

"Our vision is of a world where quality food is produced sustainably and affordably. As part of our sustainability journey, we are implementing TCFD recommendations into Marel's risk management process. This will ensure the transparency of Marel's climate-related financial information and support how we incorporate climate-related risks and opportunities into our strategic planning."

Arni Oddur Thordarsson Chief Executive Officer, Marel

Co-lead for climate working group in the Nordic CEOs for a Sustainable Future





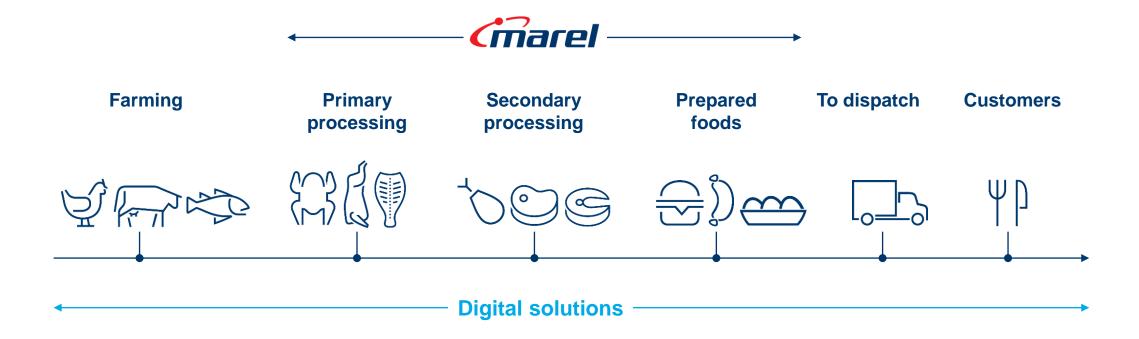
Marel's operating model is designed to drive growth and value creation in a sustainable way

- Global reach with local teams has been a key differentiator
- It has proved to be highly resilient and instrumental to our ability to engage with, service and support our customers during the pandemic
- Significant reduction in emissions through optimized sourcing and a localized sales and service network





Marel is at the center point of the food value chain





Sustainability is our business

We embrace our role as a critical infrastructure company in the global food industry. Here is how we impact our customers & the economies we operate in.

Enabling our customers to deliver on their ESG strategies



Assisting customers using fewer natural resources



Carbon neutral solutions



Environmental data tracking



Responsible supply chain management with suppliers globally



Enabling food producers to become more demand-driven



Committed to providing life cycle analysis

Local and global community engagement



Vision and purpose beyond Marel's core business activities



Focus on improving food security in partnership with the Red Cross



Clear social participation guidelines



Innovation collaboration - academic and industry partnerships



Improving local production capabilities and worker safety



Focused contributions to three UN SDGs











Processors are actively exploring how digital can help them win in the future food processing market

Connecting the value chain

- Increasing regulatory requirements
- Improving planning and operations in a demand-driven value chain (pull based)
- Limited consumer data availability reducing value analytics & benchmarking

Increasing sustainability requirements

- Increased food demand from rising population
- Global animal diseases
- Lack of accessible workforce
- Reducing environmental impact of food processing



Increasing performance

- Yield
- Throughput
- Quality
- Food safety

Improving uptime

- Advanced service needs
 - Predictive/Preventive
 - Remote resolution
- Reducing cost of service

Managing complexity

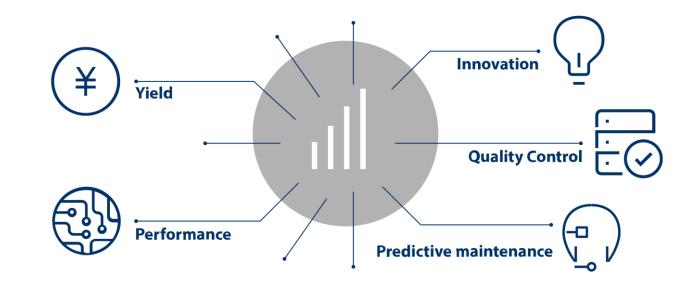
- SKU proliferation and raw material variability
- Maximizing value requires complex targeted production

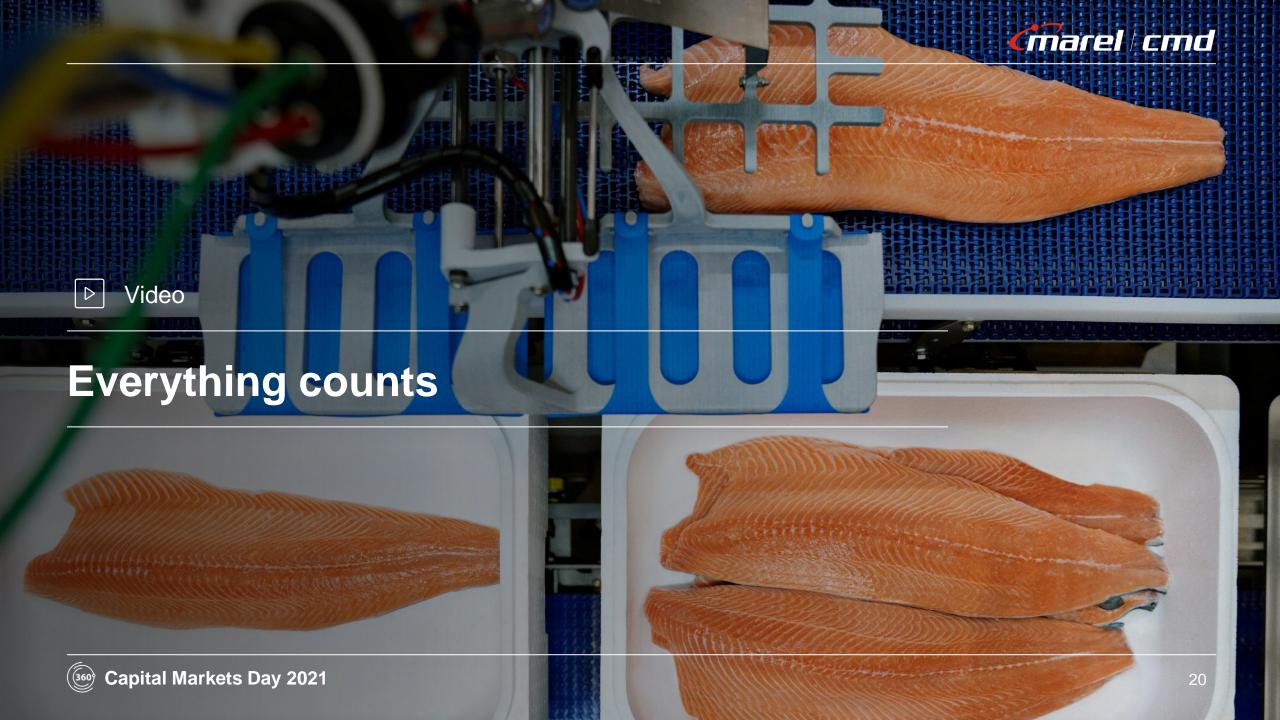




Digital innovation in service

- Accelerated plans to increase remote support using augmented reality, online demos and online training due to the pandemic
- Currently deploying new digital services in the areas of:
 - Predictive maintenance
 - Remote support
 - Performance management
- Digital solutions will help us to evolve and grow with more proactive and predictive services









Guest speaker: Greta Maria Gretarsdottir, Brim

Creating value through responsible fishing and processing



Greta Maria Gretarsdottir

Managing Director of Innovation, CSR and IR at Brim

Greta Maria Gretarsdottir took up her current position in 2020, after having served as a CEO of Krónan. Prior to that she spent 10 years in the banking and IT industry before being appointed as a CFO of Festi. Gretarsdottir has extensive executive experience, emphasizing sustainability and innovation. She has served as a Chairman of Board of the Icelandic Food Fund and a Board Member of the Icelandic Red Cross and Arctic Adventures.

Education

MSc, Engineering, University of Iceland

1 years with Brim / 3 years in Industry







We create value in harmony with society and the environment.

We achieve our goals through responsible fishing and processing, with sustainability and innovation as our guiding principles.



ABOUT BRIM



- Founded in 1985 with the merger of Reykjavik Municipal Fisheries Company and privately owned Ísbjörninn
- The company's integrated operations enables promoting efficient production and ensures an unrestricted pathway from catch to processing and sales of groundfish and pelagic fish
- Brim's products are sold all over the world, with the largest markets being Europe, Asia and North America
- In 2020, Brim's total catch of pelagic vessels was 81,582 tons (25,726 tons exported) and 46,437 tons from groundfish vessels (22,565 tons exported)
- Brim employs over 750 people at sea and on land and had EUR 262 million in revenues in 9M21
- The company was listed on Nasdaq Iceland in 2014

INTEGRATED VALUE CHAIN



CATCH SHARE

FISHING

PROCESSING

SALES & MARKETING













RESPONSIBLE FISHERIES & SUSTAINABILITY

BRIM AND MAREL PUT SMARTER PROCESSING IN ACTION



- In 2020 Brim's groundfish processing plant in Reykjavík was renewed, making the company's Reykjavík facility one of the most advanced whitefish processing plants in the world, utilizing Marel's state-of-theart equipment and automation in every processing step
- The installation included a high-tech packing system with 10 robots, which streamlined the entire packing processing, in addition to several Flexicut lines
- The goal was to increase utilization, quality and performance with latest equipment and software available together with environmental and social benefits
- Prior to the installation, Marel and Brim were able to use simulation and mixed-reality to test the product flow for the whole factory, help preventing bottlenecks and ensuring that all teams fully understood how the system work from start to finish





BRIM'S RESPONSIBLE FISHING AND PROCESSING



- Brim is highly focused on responsible fishing, processing and innovation as food waste is a problem that runs across the food value chain
- At Brim, responsible fishing is considered to be utilizing all the catch that is caught in the fishing gear of the vessels and thereby maximize value creation
- Today, Brim's groundfish processing plant is one of the most advanced in the world, enabling 100% utilization of each fish that is caught
- Through automated, innovative and data-driven solutions, the opportunity to increase product value, significantly reduce food waste and move towards a demand-driven production is well within a reach

GREEN AND BLUE BONDS



- In 2021, Brim completed the issuance of bonds that fall within the company's sustainable financing framework and are identified with the colors green and blue
- By issuing the bonds, Brim finances projects that promote sustainability and have a positive impact on the environment, with blue bonds regarding projects related to the sea and water
- In recent years, Brim has invested in sustainability projects and systematically reduced the environmental impact of its operations
- The company reports annually on non-financial aspects of its operations in accordance with the Global Reporting Initiative GRI100-400 and Nasdaq's ESG Reporting Guidelines

BRIM'S GREEN AND BLUE BONDS

Series	BRIM 221026 GB
Total size	ISK 5,000M value ¹
Coupon	4.67%
Yield	4.75%
Final maturity	22 Oct 2026

- The bonds are non-indexed.
- The interest is paid quarterly, but principal paid in one payment on final maturity date.
- Bond buyers can rely on their investment to go to projects that promote sustainability and positive environmental impact.













Thorsteinn Kari Jonsson

Impact through innovation

Thorsteinn Kari Jonsson

Director of Sustainability and Community Engagement

Thorsteinn Kari took up the position as Director of Sustainability and Community Engagement in 2020. He is responsible for sustainability strategy, ESG reporting, multilateral co-operation and community engagement. Prior to his current position, he was Project Manager at CEO's Office since joining the company in 2015. Before joining Marel, Jonsson held various roles in consulting and academia.

Education

MSc, Strategy, Organization and Leadership, CBS, Denmark BSc, Business Administration and Philosophy, CBS, Denmark

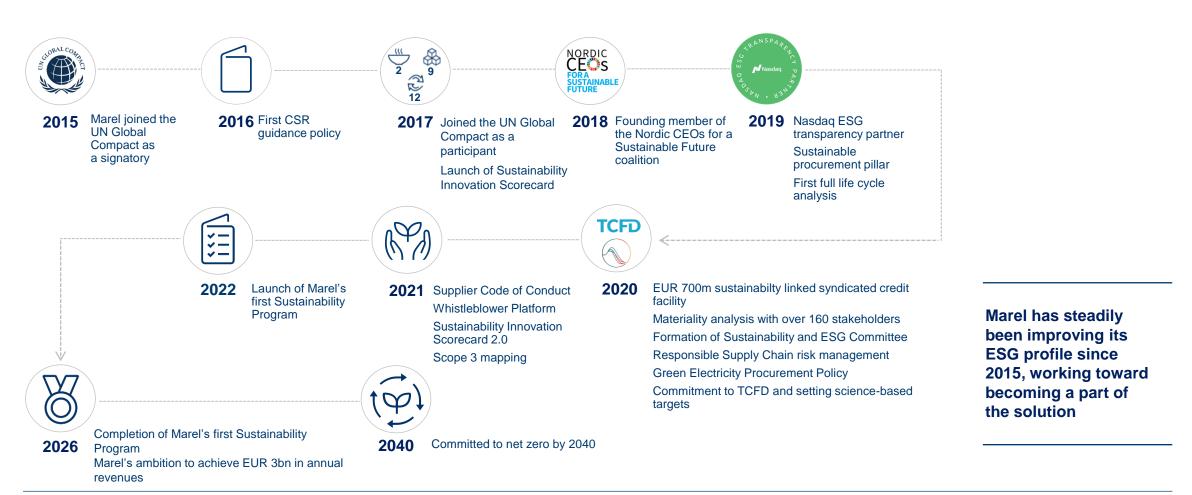
6 years with Marel / 7 years in Industry





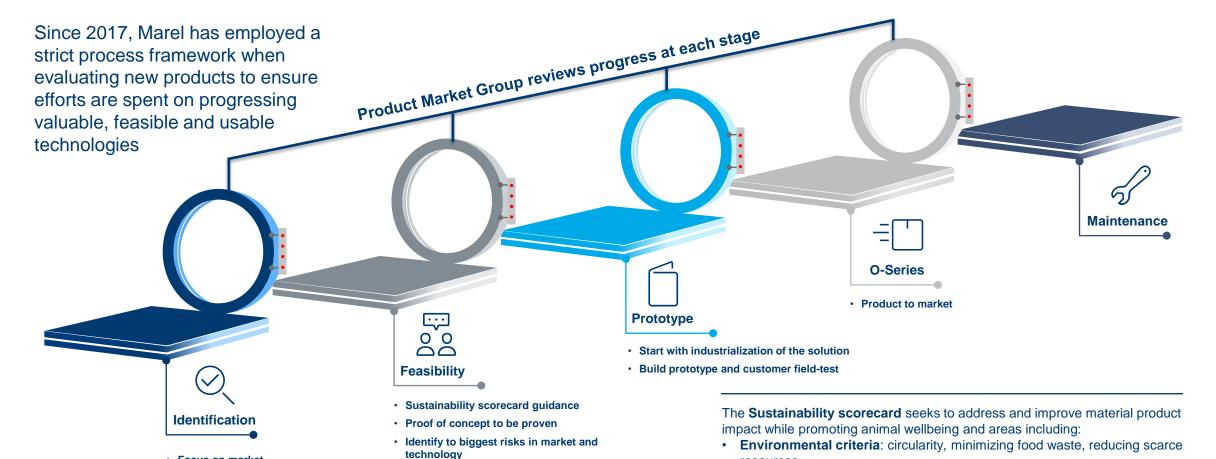


Marel is setting leading standards in the food processing industry for its customers, suppliers, employees and retail consumers





Pioneering product development



· Focus on market

· Value proposition and business case

• Social criteria: food quality, food safety and security, and employee health

and safety



Life-cycle analysis



All stages of the product's life-cycle are analyzed, including:

- Raw material extraction
- Manufacturing and processing
- Transportation
- Accurate use phase estimates
- End-of-life/recycling/circularity
- Delivering carbon neutral solutions to our customers provides added resilience from emissions perspective
- Provides added possibilities when aligning with the EU Taxonomy



Highlights from Marel's FleXicut life-cycle analysis:

- The carbon footprint can be as low as 35.4 tCO2e, which is less than owning an Audi A6, which emits approximately 46 tCO2e over its life
- The energy grid the solution is connected to is of high importance
- Recycling can provide up to 7.2 tCO2e in credits in avoided emissions
- Production of steel, the compressor, and internal electronic components accounts for 80% of the impact from production phase





Diversity and inclusion policy

A commitment to upholding Marel's values of Unity, Innovation and Excellence through diversity and a culture of inclusion

Equal opportunity

- Provide equal opportunities across employee life cycle
- · Ensure fair reward & recognition
- Remove bias from hiring process
- Create equal opportunities for learning and development
- Consider diversity when selecting candidates for committees, teams, speaking opportunities

Culture and inclusion

- Create a culture of inclusion
- Empower employees with D&I training opportunities
- Foster work-life balance through flexible working policy
- Respect & encourage diversity
- Provide health and wellbeing support
- Consider language skills of employees and offer translations and lessons

Anti-bullying, discrimination and harassment

- Zero tolerance policy towards bullying, discrimination, harassment or violence
- Execute reporting and investigation measures and processes
- Zero tolerance to any form of retaliation or other adverse action against an employee who raises a complaint

Accountability

- Set clear diversity and inclusion targets
- Measure and report D&I successes internally and externally
- Leaders accountable for driving D&I
- Adherence to D&I policy for all employees





2020 ESG highlights

Transforming food processing, sustainably

Committed to setting: science-based targets

TCFD climate-related financial disclosure





Gender diversity
44/56 at Executive level
43/57 at Board level



6%
of annual revenues
invested
in R&D



EUR 700m Sustainability linked syndicated credit facility



96%

of all new innovations passed Marel's **Sustainability Innovation Scorecard** (from 87% in 2019)

Aligned **ESG disclosure** with: SASB, UN Global Compact, Nasdaq ESG guidelines & Euronext ESG guidelines



Global Pay Policy during COVID-19 to secure minimum pay

Established **Responsible Supply Chain** Risk

Management





Life Cycle Analysis
of 4 core cross-industry
solutions



41% lower CO₂ carbon footprint

New ways of working during COVID-19



Employee turnover rate

9.8%

(-10.1% to 2019)



Conducted a materiality analysis with over 160 stakeholders to prioritize sustainability efforts



Community engagement to improve **food security** in South Sudan Marel donated EUR 1m



Adopted a

Green Electricity

Procurement Policy



Focus on HSE

Total Recordable Incidents
Rate at 0.91 (from 1.24 in 2019)





Focused in particular on three UN Sustainability Goals

A signatory of the United Nations Global Compact since 2015, Marel leverages its innovation and technological leadership to contribute to three UN Sustainable Development Goals



Marel committed to setting targets aligned with UN sustainability goals

Ambitious

Transparent

Measurable

End hunger

Achieving food security, improving nutrition & promoting sustainable global agriculture

Traceability, increased quality and food safety are key to how we develop and produce solutions and software (e.g. Innova) for food processing and full traceability of raw ingredients







Industry, innovation and infrastructure

Responsible consumption and production

Building resilient infrastructure, promoting inclusive & sustainable industrialization

We foster innovation (investing 6% per year in R&D) that boosts productivity as the primary way to make meaningful contributions towards this goal

Fostering innovation via the transformation of food processing technology

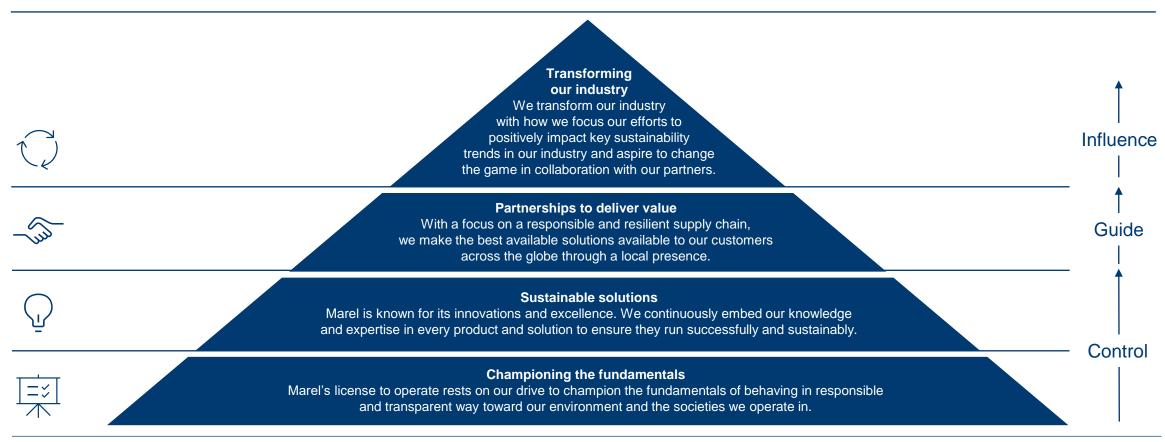
We work hard to create solutions to reduce food waste, increase efficient resource use, boost yields, add recycling options & optimize portion sizes





Sustainability roadmap

Elevating sustainability performance by focusing on four key themes







First sustainability program launched 2022



First sustainability program

Our medium to long-term sustainability program complements Marel's climate ambitions as we set a science-based target in 2022 in line with the Paris Agreement

Environmental targets

Reduce carbon emissions¹ by 20% by 2026

Increase recycling of waste to 90% by 2026

Powering >85% manufacturing facilities on renewable electricity by 2026

Social targets

Gender diversity in management levels L1-L3 > 25%

All managers create annual engagement improvement action plans with their teams²

Total recordable incident rate < 0.5

Governance targets

Increase proportion of ESG incentivized pay throughout the organization

Continuously improve supply chain sustainability³

All new innovations need to improve at least one sustainability aspect

Marel's long-term commitment to a sustainable future

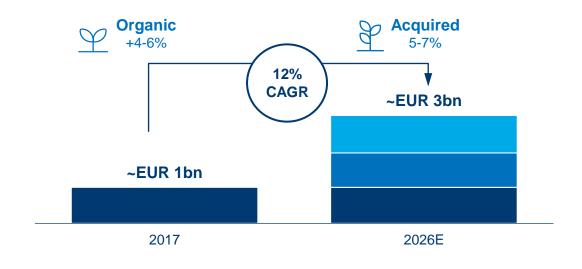
- Setting long-term science-based targets
- Becoming net zero by 2040
- Focused on supporting three UN Sustainable Development Goals:



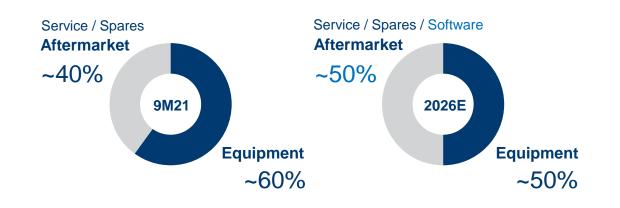




12% average annual growth target from 2017 - 20261



Business mix split





Long-term targets YE26

- 12% average annual revenue growth in 2017-2026¹
- 50% of revenues to come from service, spares and software
- Basic EPS to grow faster than revenues
- Innovation promise of 6% of revenues



EUR orders received annualized 9M21¹

1.5bn



Revenues invested in **INNOVATION**

6%



Fish

12%

of revenues

Equipment 60% of total revenues

Aftersales 40% of total revenues years since foundation



Compounded average revenue growth of

~20%

Per annum since listing in 1992

Commitment to **ESG / UN SDG**



~7,000

employees



Poultry

51%

of revenues

Signatory of the UN Global Compact since 2015

34%

of revenues



Nasdaq ESG transparency partner since 2019



Founding member of the Nordic CEOs for a Sustainable Future Coalition since 2018





Arni Oddur Thordarson Chief Executive Officer



Thorsteinn Kari Jonsson
Director of Sustainability
and Community Engagement



Anna Kristin Palsdottir
Executive Vice President, Innovation



Greta Maria Gretarsdottir
Managing Director, Innovation
CSR and IR at Brim



Q&A panel





Capital Markets Day - The 360° mini-series

Watch our series of virtual Capital Markets Day events and explore how Marel delivers growth—globally, digitally, sustainably.

- Growth
- Global reach
- Digitalization
- Sustainability

Available on marel.com/cmd360



Capital Markets Day 2021



Tinna MolphyDirector of Investor Relations



Marino Thor Jakobsson Investor Relations



Drofn Farestveit Investor Relations



Questions We're here to help!



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Thank you



Appendix



ESG matters to our stakeholders



- Marel's business model is fully focused on creating value for all stakeholders
- Materiality Analysis conducted with over 160 stakeholders to prioritize sustainability efforts



Customers

Our strong and long-standing relationships with customers form the bedrock of our business

96%

of all new innovations passed Marel's Sustainability Innovation Scorecard (from 87% in 2019)

6%

of annual revenues invested in R&D



Employees

Dedicated to providing a safe and healthy working environment that fosters diversity and inclusion

3.4%

the median gender pay gap (2019: 8.4%) and focus on further narrowing gender pay.

9.8%

Employee turnover rate (2019: 10.1%)



Communities

Focused on improving local production capabilities/worker safety, clear community engagement

25

science and technology partners across the globe

EUR 1m

donated to the
Red Cross in 2020
who will use the funds
to improve the food
security of the most
vulnerable communities
in South Sudan



Suppliers

Responsible supply chain management with global suppliers with a clear supplier Code of Conduct

15 sites

our global supply chain team works across 15 sites worldwide

2017

all new suppliers have signed up to Marel's code of conduct since 2017



Investors

Marel operates in a sizeable & attractive EUR 12bn market, supported by long-term secular growth trends

12%

committed to 10-year annual revenue growth target set in 2017

EUR 700m

sustainability linked syndicated credit facility – robust operating cash flow and financials, supporting growth and sustaining operational health



Planet

Solutions to help feed a growing population safely & efficiently, minimizing environmental impact

72%

recycled or reused total waste volume in 2020

2040

committed to becoming carbon neutral





Our sustainable outcomes and returns



Sustainability is our business and is embedded throughout all of our business operations, enabling us, and our stakeholders, to take sustainable food production to the next level **Vision**

In partnership with our customers, we are transforming the way food is processed. Our vision is of a world where quality food is produced sustainably and affordably.

Customer health & safety

Animal wellbeing

Automation

Sustainability themes Marel addresses

Food waste reduction

Traceability

Yield

Food safety & security

Robustness & durability

Environmental Impact

Values

UnityWe are united in our success

Excellence

Excellence is what differentiates us

Innovation

Innovation drives the value we create





Fully committed to corporate sustainability reporting

Marel's key stakeholders are increasingly interested in ESG data disclosure & transparency













2020 ESG Report



2020 ESG Report

Sustainability update



2020 Annual Report

Nasdaq ESG indicators

	Nasdag ESG Indicator	2020	20
E1	Direct & Indirect GhG emissions (1002e)	13,412	22,70
E11	Scope 1	6.321	5.85
E1.2	Scope 2	4,519	4,53
E13.	Scope 3	2,572	12,3
E2	Emission intensity (kgCO2 per EUR T.000)	1083	17.6
E3	Energy usage (GWH)	49.2	41
E31	Directly consumed :	16.9	17
E32	Indirectly consumed	32.3	32
E4	Energy intensity (MWH per FTE)	7.6	
4.5	Energy mix – renewables	54%	521
63	Water usage		
E7	Environmental operations	Yes	
ET.1	Formal environmental policy	Yes	· Y
EJ2	Specific waste, water, energy, and/or recycling policies.	Yes	
E7.3	Recognized energy management system	Yes	- 1
69	Climate related risk oversight	Yes	
19	Sustainability issue oversight	Yes	- 19
E10	Climate risk mitigation		
51.	CEO pay ratio (CEO total compensation to median kelendic FTE compensation)**	19.3.1	18.
51.2	Reported in regulatory fillings	Yes	,
52	Gender payratio	3.4%	8.4
53	Employee turnover ratio	9.8%	10.9
54	Gender diversity (total enterprise)	16/64	16/
54.3	Executive Team (women/men ratio)	44/56	17/
55	Temporary worker ratio (third party and temporary FTEs)	9.0%	13.6
56	Non-discrimination policy	Yes	
57	Injury rate*** (total recordable incident rate)	091	- 3
58	Global health & safety policy	Yes	
59.	Child & forced labor policy	Yes	1
59.2	Policy covers suppliers and vendors	Yes	-
510	Human rights policy	Yes	- 1
\$10.2	Policy covers suppliers and vendors	Yes	
G1	Board diversity (eomen/men ratio)	43/57	43
G1.2	Committee chairs (women/men ratio):	33/67	33/
62	Board independence	Yes 100%	Yes 100
G2.1	CEO prohibited from serving as board chair	Yes	1
GI	Incentivized pay	No	
G4	Collective bargaining	Yes	- 1
65	Supplier code of conduct (for vendors or suppliers)	Yes	- 1
66	Ethics & anti-corruption (policy in place)	Yes	- 1
G7	Data privacy (policy in place)	Yes	- 1
G7.2	Steps taken to comply with GDPR	Ves	- 1
G8	Sustainability report (published and filed)	Yes	- 1
G9	Disclosure practices (UN Global Compact, SASII)	Yes	
G9.2	UN Suntainable Development Goals	2.9.12	2.9.
G10	External validation assurance	Partial	Par

2020 ESG Report





From source to shelf

Digital transformation and a more demand-driven food value chain will reduce waste and better utilize available resources













Ensuring food safety

Food quality control with full audit trail minimizes risk of contamination and enables quick reaction if irregularities occur

Reducing CO₂ footprint

CO₂ measurement through usage of energy, water and other resources enables active management of climate impact

Eliminating food waste

By generating separated value streams during processing we improve quality and eliminate waste

Source to shelf traceability

Products can be traced back to their source by linking every process step of production chain

Optimizing utilization

Increase utilization by optimizing raw material allocation based on orders as well as line performance (yield, throughput)



Sustainability through virtual innovation

Digital technology plays a central role in the development of our customer offerings, as well as achieving excellence in our own operations.

Using extended reality simulation for designing, prototype testing and customer training, we can implement our solutions faster.



No raw materials



No plastics



No steel



No products go to waste



Quicker feedback



No time wasted



