NEWS UPDATE
IPM ESSEN 2023

"Providing new sustainable solutions for the floriculture sector"
AGENDA

1. Overview and Statistics
2. New IFA Version 6 Smart
3. First Application of Impact Driven Approach
4. New GRASP Version 2
5. Producer View: Aflora
6. Supplier View: Dutch Flower Group
7. Q & A
IFA STANDARD FOR FLOWERS AND ORNAMENTALS
The first choice for retailers and producers around the world

Updated December 2022

Producers under certification

2,495

Production under certification (in hectares)

39,480 Noncovered

31,995 Covered
IFAS STANDARD FOR FLOWERS AND ORNAMENTALS
Number of producers under certification

1,051  1,264  1,328  803   997   1,940  2,298  2,496  2,496

Updated December 2022
Producers with IFA certification for flowers and ornamentals in 49 countries
THE GGN LABEL FOR FLORICULTURE
Retail partners in 2022
THE GGN LABEL FOR FLORICULTURE
Status Update

License agreements

220 in 2022

ggn.org farm profiles

367 in 2022

Products accum.

1,670 in 2022

Updated December 2022
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IFA V6 SMART
Flowers and ornamentals
TRANSITION TIMELINE
IFA v6 and GRASP v2 | 2023–2024

- **July 2023**: First national interpretation guidelines
- **September 2023**: Further languages of Certificates/Letters of conformance
- **January 2024**: IFA v6 and GRASP v2 become **obligatory**
- **April 2023**: Certificates/Letters of conformance available in Validation Service (English)
- **August 2023**: First updated add-ons
- **December 2023**: Last month to complete IFA v5 audits or GRASP v1 assessments
- **December 2024**: Certificates for IFA v5/proof of assessment for GRASP v1 expire
By the industry, for the industry

The Focus Group for Flowers and Ornamentals reviewed the process to integrate the environmental challenges.

Three rounds of public consultation in 2020/21

We received over 300 comments.

Released in October 2022
Contributes to
- meeting the UN Sustainable Development Goals (SDGs)
- due diligence reporting
- supply chain management
IFA V6 SMART FOR FLOWERS AND ORNAMENTALS

- **Specific** to flowers and ornamentals
- **Leaner** standard: 30 fewer principles and criteria
- **Outcome** oriented
- **Customizable**
- Stricter regarding **workers' health and safety**
- Priorities agreed for **environmental sustainability**
- Supports the calculation of producers' **environmental footprint**
- **Optimized input** consumption (lower costs and less pollution)
- **Monitoring** the use of peat
IFA V6 SMART FOR FLOWERS AND ORNAMENTALS
Multifold environmental impact

• Climate change

• Water use and scarcity

• Toxicity (human/ecosystem)

• Eutrophication (nutrient pollution)

• Land use and biodiversity

Energy
Water
Soil, plant nutrition, and fertilizers
Biodiversity
Postharvest
Plant protection products
Integrated pest management
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IMPACT-DRIVEN APPROACH TO SUSTAINABILITY
IMPACT-DRIVEN APPROACH TO SUSTAINABILITY (IDA)

Comparison among producers

PPP used (kg. a.i.)

Farm

Yr 1  Yr 2  Yr 3
The digital management of data allows producers to
- Keep track of processes
- Correlate this data with input consumption, e.g., for trends and goals
- Communicate improvements or explain specific situations

Producers own the data and can decide if they want to share it.

Comparison reports incentivize lower input consumption.

Supply chain management is improved through aggregated reports.
GLOBALG.A.P. IMPACT-DRIVEN IT INTERFACE

Data collection through farm management software

Data transfer interfaces with GLOBALG.A.P. impact-driven IT system

Data aggregation and reporting

Feedback to producers to support sustainable actions

- AlS in PPPs
- Energy use
- Water use
- Fertilizers: N and P

GLOBALG.A.P. impact-driven IT system

Farm level data

Data derived assessment and reporting

Peer benchmarking
Kilogram of active ingredients per hectare and year
Producer 5 in 2021 = 100%
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GRASP V2
GRASP EVOLVES AND ADAPTS

• Adapted criteria for **family farms**
• Includes verification processes for **subcontractors**
• Addresses **existing and upcoming** supply chain due diligence laws in international agricultural markets

V1.1 V1.2 V1.3 V2.0
GRASP IN NUMBERS
All Scopes: Floriculture + Fruit and Vegetables + Aquaculture

Total number of GRASP assessed producers

2011: 276
2012: 674
2013: 2,684
2014: 8,843
2015: 13,604
2016: 29,454
2017: 62,232
2018: 85,491
2019: 96,272
2020: 103,304
2021: 113,929
2022: 122,470

Updated December 2022
By the industry, for the industry

The GRASP Technical Committee reviewed the process to integrate the social/labor challenges.

Two rounds of public consultation in 2021

We received over 600 comments.

Released in October 2022
NEW IN GRASP V2
Four key topics, 13 + 1 subtopics

WORKERS’ VOICE
- Right of association and representation
- Worker representation
- Complaint process

HUMAN AND LABOR RIGHTS INFORMATION
- Producer’s human rights policies
- Access to labor regulation information
- Disciplinary procedures

HUMAN AND LABOR RIGHTS INDICATORS
- Terms of employment documents
- Payments
- Wages
- Time recording system and working hours
- Forced labor indicators

CHILD AND YOUNG WORKERS PROTECTION
- Working age, child labor, and young workers
- Compulsory school age and school access

Quality management system check - if quality management system in place
NEW IN GRASP V2
Assessment results

GRASP V2
- **64** Principles and criteria to be assessed
- **NEW!** Principles and criteria classified as either Major Musts or Minor Musts
- **NEW!** Assessment result: compliant or non-compliant
- **NEW!** Improved verification methods: subcontractors, interviews

GRASP V1.3-1-i
- **54** Control points and compliance criteria to be assessed
- All control points and compliance criteria are weighted the same
- **NEW!** Four different assessment results (compliance levels)

IFA v6 must be combined with **GRASP v2**
IFA v5 must be combined with **GRASP v1.3-1-i**
NEW IN GRASP V2
Letter of conformance

100% compliance with IFA v6 workers' well-being requirements

GRASP assessment outcome = compliant

Assessment status visible in the GLOBALG.A.P. IT systems

Compliant

100% of **MAJOR Must** principles and criteria

=/+70% of **MINOR Must** principles and criteria (**initial** CB assessment)

=/+75% of **MINOR Must** principles and criteria (**subsequent** CB assessments)
IMPACT FOR PRODUCERS

- Improves the management of social risks on the farm
- Assessment can be conducted together with the IFA audit, reducing the audit burden and the associated costs
- Designed exclusively for agricultural producers, it integrates on-farm realities in its application
- Recognized by global markets
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Raimon Loman

CSR Manager
DUTCH FLOWER GROUP
25 January 2023
Raimon Loman – Panel GLOBALG.A.P. IPM Essen
WHO WE ARE

- Dutch Flower Group (DFG) is a family over 30 specialised trading businesses, sourcing from more than 30 countries and exporting to 100 countries
- Focus on sourcing, preparing and delivering fresh cut flowers, mixed bouquets, plants and decorative greens
- Customer segments: multiple retailers (supermarkets, DIY stores, garden centres), wholesale importers (florist supply) and online/e-tailers (e-fulfilment)
OUR FAMILY

MULTIPLE RETAILERS

THE FLORAL CONNECTION

VAN DOK FLORA

JZ Flowers

SuperFlora

USA BOUQUET

Orange Flower Connect

WHOLESALE FLOWERS

OZ Hami

FLORCA

HOLEX

HAMiplant

WATERDRINKER

DUTCH PLANT GROUP

ozplanten

flowering the planet

A world of flowers

WE BRING VITALITY

aalsmeer

SOURCING

Coloriginz

DFG

ONLINE

Parfum Flower Company

AFRICA

e-flora
## OUR KEY FACTS (2021)

<table>
<thead>
<tr>
<th>Category</th>
<th>Fact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>€2,284 million turnover</td>
</tr>
<tr>
<td>Employees (FTE)</td>
<td>3,513</td>
</tr>
<tr>
<td>Temporary Staff (FTE)</td>
<td>2,000</td>
</tr>
<tr>
<td>Offices (Countries)</td>
<td>13 countries</td>
</tr>
<tr>
<td>Sourcing (Countries)</td>
<td>30 countries</td>
</tr>
<tr>
<td>Export (Countries)</td>
<td>100 countries</td>
</tr>
<tr>
<td>Bouquets to Consumer Weekly</td>
<td>10 million</td>
</tr>
<tr>
<td>Fresh Cut Flowers to Consumer Weekly</td>
<td>75 million</td>
</tr>
<tr>
<td>Plants to Consumer Weekly</td>
<td>15 million</td>
</tr>
<tr>
<td>Sustainable Sourcing</td>
<td>90%</td>
</tr>
</tbody>
</table>
STRATEGY 2025

CORE VALUES
- How we behave and feel
- Transparent
- Cooperative
- Innovative
- Decisive

OUR VALUES
- Market oriented
- Passionate people
- Responsible
- Sustainable
- Professional

KEY DRIVERS
- Customer Driven
- Team up with growers
- Digitalize

OUR PURPOSE
"Together we create a happier and greener world"

Sustainability: IMPACT25

VALUE PROPOSITION
Leading global family business in floral trade that stands out from others, by dedication and focus

TOGETHER WE CREATE A HAPPIER AND GREENER WORLD
IMPACT25  OUR CSR STRATEGY TOWARDS 2025

STRATEGY
FOR A TRANSPARENT FLORAL CHAIN
REPORT OUR EFFORTS  SPREAD OUR MESSAGE  SOURCE SUSTAINABLE

FOR THE PEOPLE IN OUR VALUE CHAIN
RESPECTING HUMAN RIGHTS  CHARITY WORK  BE THE BEST PLACE TO WORK

FOR OUR PLANET
REDUCE OUR FOOTPRINT  CONTRIBUTE TO LESS WASTE  CONSCIOUS USE OF WATER

COMMITMENT
Improving transparency within our value chain

Enabling people to improve their livelihoods

Reduce our environmental impact, for future generations

AMBITION
Sourcing from certified growers, compliant with the FSI Basket of Standards and be transparent about our CSR developments

Improve people’s livelihoods, through our ethical approach, our charity work and our sustainable employability plan

Strive towards zero environmental impact in our companies and our chain by 2025*

* will be further defined after we have completed our LCA measurements
ROLE OF CERTIFICATES IN IMPACT25

“A transparent and responsible supply chain in 2025”

FSI Basket of Standards

More info: www.fsi2025.com
Main challenges & actions for our sector:

- Get long tail of non-compliant growers certified (small growers).
- Improve FSI compliant volume via auction clock Royal Flora Holland.
- Improve transparency @ traders in our chain.

Opportunities GLOBALG.A.P.:

- Make it possible for our (international) growers to get an environmental certificate (not yet possible in all countries).
- Be a “1 stop shop” for our growers: offer a social certificate according to the FSI Basket of Standards.
- Help us and approach GAP certified growers to get IDA.
THANK YOU
#WITHOUTSUSTAINABILITYTHEREISNOFUTURE

Questions?
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Juan Carlos Isaza  
Senior Technical Expert Floriculture

Alexandre Garcia-Devís Flores  
Social Compliance Expert