



PRESS KIT

HAILO at SICAM

October 2023



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HAILO at SICAM 2023: Sustainability in focus

HAILO has proven itself for more than three quarters of a century with innovative products "Made in Germany", making households and workplaces more comfortable and safer. The fact that the family-owned company from Haiger, Germany, which is owned by the third generation of the Loh family and is managed by Jörg Lindemann, is also breaking new ground in sustainability issues will be the focus this year at its appearance at SICAM from October 17 to 20, 2023 in Pordenone in northern Italy. "Sustainability is an integral part of our corporate strategy," says Jörg Lindemann. "People-oriented corporate development has determined our actions since the company was founded. And HAILO is constantly adapting its sustainability strategy to meet requirements. After all, we want to create value for our customers as well as our employees and acknowledge our responsibility to society."

HAILO fulfills this responsibility at various levels: Protecting the environment is an important part of corporate policy, but labor and human rights, ethical issues and sustainable procurement are also a recurring focus. The spectrum ranges from energy efficiency measures, which have been certified by various



institutions, to regional engagement such as tree sponsorships, to involvement in initiatives for correct separation of waste.

Waste separation systems made of recycled material

HAILO built-in systems have a long service life – often over decades – and therefore generate little waste. If the life cycle does come to an end, the pure, high-quality materials used contribute to the fact that HAILO products are up to 100 percent recyclable. This applies to both the plastics used and the steel processed. In the future, the use of recycled materials will also play an important role in production. For a long time now, aluminum recycle has been used for the ladders, steel is produced in Germany from more than 40 percent recycled material, and HAILO is also increasingly using recycled materials in the area of plastics. At SICAM, HAILO will also be presenting waste separation systems whose plastic components are made from recycled materials. After all, the greatest leverage for reducing the CO₂ footprint lies in the manufacturing of products. But the topic of recyclability is not only on the agenda for the products themselves:

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HAILO is also increasingly focusing on recycled and recyclable materials as well as renewable raw materials for its packaging.

Holistic approach to sustainability

In addition to the products, the other processes of the business activity are also repeatedly reviewed – and are constantly being made more sustainable. HAILO has already been certified several times for its efficient energy and electricity management. The vehicle fleet is gradually being converted to environmentally friendly e-mobility. The new photovoltaic system on the roofs of the halls and the company's own combined heat and power plant generate a large part of the electricity required. The new photovoltaic system on the roofs of the halls and the company's own combined heat and power plant generate a large part of the electricity required. For the electricity that is needed in addition, HAILO exclusively purchases TÜV-certified green electricity. Furthermore, HAILO has also made a number of changes in the area of shipping: Since 2020, the company has been sending its individual shipping deliveries CO₂-neutral with the parcel services DHL and GLS.

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"Sustainability is a multi-faceted topic," says Managing Director Jörg Lindemann. "Time and again, we take a critical look at our measures and make improvements where it makes sense to do so. In this way, we want to make our contribution as a commercial enterprise to preserving the natural foundations of life. We are consistently pursuing this path."

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**„Wege zum klimaneutralen Unternehmen“
(Ways to a climate-neutral company):
A further step towards sustainability**

The regular investments in more efficient processes, new technologies and resource-saving processing methods mark important milestones for HAILO on its way towards sustainability. The company is taking a new major step by participating in the joint project "Wege zum klimaneutralen Unternehmen" (Ways to a climate-neutral company), organized by the association Klimaschutz-Unternehmen e.V. (Climate Protection Companies) in cooperation with the University of Kassel, which started its second round in the summer of 2022. Together with nine other companies, HAILO is addressing the topics of circular economy and climate neutrality in a series of different workshops and seminars, and in this context is developing individual measures to achieve an important goal: reducing its carbon footprint.

One key element of the project is to support companies in the practical implementation of measures. In this way, sustainability can be lived and promoted locally. In close exchange with the companies in the first project run, the participating companies



have already developed strategies for climate protection and worked out concrete measures. What this looks like in actual implementation varies greatly from company to company. But even though the companies are pursuing individually defined goals in the course of the project, all those involved are working to reduce greenhouse gas emissions by more than 45 percent by 2035. This is also an important contribution for all of them to limiting the global temperature increase to 1.5 °C. For HAILO, it is not least the desire for effective innovations and viable, practical measures that is a driving force for this and has the company aiming for a significant milestone in terms of sustainability.

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For the fifth time in a row: HAILO receives EcoVadis award in silver

For the fifth time in a row, HAILO has received confirmation from an independent institution that the company is living up to its social responsibility: Since 2019, HAILO has received the "Silver" award from EcoVadis every year – and was able to repeat this success of its sustainability activities again this year. In the overall assessment of corporate social responsibility, or CSR for short, HAILO is among the top 25 percent of companies evaluated by EcoVadis.

The four pillars of corporate social responsibility

With EcoVadis, the award comes from one of the most renowned providers of sustainability assessments for companies. More than 100,000 companies already work with the platform. EcoVadis offers a unique assessment methodology and intelligent, collaborative tools that allow participants to see not only where they stand in terms of CSR, but also how they can improve their sustainable business performance. EcoVadis has defined four pillars for this purpose: Environment, labor and human rights, ethics and



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sustainable procurement. EcoVadis monitoring enables companies to develop a comprehensive CSR concept that takes into account every aspect of their business activities. The award confirms HAILO in its actions and encourages the company to continue on its path of ethical and at the same time economical corporate management.

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Efficient energy management: HAILO certified according to DIN EN ISO 50001

DIN EN ISO 50001, an international standard for energy management systems, was first published by the International Organization for Standardization (IOS) in 2011. The goal of the standard is to support organizations in tapping unused energy efficiency potential, reducing greenhouse gas emissions and other environmental impacts of energy consumption. In this way, DIN EN ISO 50001 makes an important contribution to environmental and climate protection.

HAILO has been pursuing systematic energy management for a long time and is constantly increasing energy efficiency in the company. These efforts were already confirmed to the company in 2018 by an independent institute, in which HAILO was certified according to DIN EN ISO 50001/ 2018. Annual periodic audits and recertification after three years support the continuous improvement of the energy management system. Accordingly, certification was granted again in 2021.



**More waste separation, more climate protection:
HAILO supports initiative “Mülltrennung wirkt”
(Waste separation works)**

Waste separation and packaging recycling protect the climate and resources. That is why HAILO supports the initiative "Mülltrennung wirkt" (Waste separation works). Together with the dual systems, the well-known manufacturer of innovative waste separation systems and waste bins is educating consumers on how to properly dispose of empty packaging in the yellow garbage can or the yellow bag. There is still a great need for action: the proportion of residual waste in the Yellow Bin and the Yellow Bag is still too high, making it difficult or impossible to recycle valuable raw materials. The initiative aims to counteract this loss through education. On the HAILO website, consumers can learn how to separate packaging waste and residual waste correctly and thus make an active contribution to resource and climate protection.

Protecting the climate and resources is an important part of HAILO's sustainability strategy. For products and product packaging, the long-established company is therefore increasingly relying on recycled plastics, recyclable materials and renewable



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raw materials. The partnership with the initiative "Mülltrennung wirkt" will complement the commitment in the future: "Social responsibility has a long tradition at HAILO – this also includes enabling more recycling through correct waste separation and thus conserving resources and the climate," explains Managing Director Jörg Lindemann. It is only natural that HAILO participates in the initiative "Mülltrennung wirkt": When buying a waste separation system, customers learn which waste has to be disposed of in which way – this is like an additional instruction manual for the product.

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Orientation in sustainable furniture purchasing: HAILO cooperates with grünergriff

Showing responsibility in consumption is important to more and more customers. With products that consist of different components, it is not always easy to comply with this wish. This is where "grünergriff" comes in: The value and quality community of retailers with a focus on furniture, furnishings and electrical appliances brings sustainability and regionality into focus for consumers and at the same time creates greater transparency for consumers. The objective of the initiative is to inform in order to be able to implement conscious consumer behavior together with the regional specialist retailers. A meaningful endeavor that HAILO also supports. Since 2019, HAILO has been part of the initiative and, in addition to its individual activities in the field of sustainability, shows that the company is serious about supporting consumers and retailers with sustainable products and services in the move towards sustainability.

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Tree sponsorship: HAILO enables planting of 11,000 trees in Burbach

The tree population makes an important contribution to the binding of greenhouse gases. In recent years, drought, severe storms and the bark beetle have taken their toll on Germany's forests. This is why HAILO is committed to ensuring that the forest can continue to play its climate-protecting role in the future as part of its sustainability strategy. As part of a tree sponsorship through the W. & L. Jordan Foundation, 11,000 trees were planted in March 2022 thanks to support from HAILO.

The reforestation took place in Burbach, near the headquarters of the trading company in Haiger. Around 9,500 copper beech, 1,000 sycamore maple and 750 bird cherry trees were planted on an area of around 1.5 hectares.

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Company profile HAILO

Since its founding in 1947, HAILO has been getting to the core of how a good idea becomes a forward-looking product. With many innovations, the manufacturer has repeatedly set standards in quality and design – and thus made the red dot a strong brand. Today, the company sells its products in 80 countries worldwide. Continuity and concentration on core competencies in all business areas are the key to success. HAILO home & business is the European market leader in the area of access equipment and offers a comprehensive range of metal stand-alone waste collectors. HAILO Built-in technology is a system supplier to the kitchen industry with high-quality waste separation and organization systems. HAILO Professional is the specialist when it comes to climbing safety. Stationary fixed ladders, fall protection systems, manhole covers and service lifts are part of the portfolio as well as training courses.

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HAILO-Fact-Box

- Founded : 1947
- Holder : Sebastian Loh
- General Manager : Rainer Haupt, Jörg Lindemann
- Business areas : HAILO home & business
(Access equipment, waste collectors)
HAILO Built-in technology
(Installation products, organization systems, storage space utilization, waste separation)
HAILO Professional
(Ladder systems, access technology, shaft equipment technology, training & education)
- Export : over 80 countries worldwide
- Certification :

The red dot is our international trademark





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Photo credits:



01_HAILO_Managing_Director_Joerg_Lindemann



02_HAILO_Logo



03_HAILO_E-Charging_Stations

WEGE ZUM
KLIMANEUTRALEN
UNTERNEHMEN



04_HAILO_Initiative_Wege_zum_klimaneutralen_Unternehmen



05_HAILO_Logo_EcoVadis_Silver_2023



06_HAILO_Initiative_Muelltrennung_wirkt_Visual



07_HAILO_Initiative_
Muelltrennung_wirkt_Logo

08_HAILO_Waste_
Separation_Mood



grünergriff[®]

09_HAILO_Logo_gruenergriff



10_HAILO_TreeSponsorship_Joerg
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