

# **SEALABLE SUSTAINABILITY REPORT** Status March 2021

### **REPORTING STRUCTURE**

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#### Ladies and Gentlemen, Dear readers,

the year 2020 was a special year for SEALABLE Solutions GmbH. In 2020, the management buy-out of Dätwyler Holding AG took place. This shows that long-term thinking and sustainable action pay off.

For us, sustainable corporate governance means always bringing our profit targets into line with the goal of ensuring our future viability. By taking responsibility for the environment and society and reducing the negative impact of our activities as far as possible, we minimise the risks to our business.

We know that the company's success is in the hands of our employees. This also means that we want to deal with our employees with confidence and fairness and offer them a long-term perspective in the company as a reliable employer.

From our state-of-the-art location, we expect not only significant efficiency improvements, but also lower environmental impacts.

We wish you much pleasure with reading the first sustainability report of SEALABLE Solutions GmbH.

Matthias Orth & Matthias Klug Managing Directors SEALABLE Solutions GmbH



### 01 | FOUNDATIONS

### 1.1 VISION

Our stated goal is to develop, successfully sell and produce the best and most innovative sealing and damping elements in global product niches at competitive costs.

With high-quality high-tech products, we offer innovative, customer-specific solutions that contribute to the successful market presence of our customers. Taking into account the quality, environmental and safety standards, the aim is to continuously increase competitiveness through innovation in all areas. By fulfilling our customer requirements, we want to ensure profitable growth with our core competencies.

Our customer relationships are based on respect and trust. The aim is to support and bind customers through the quality of the products and services, competitive prices and professional logistics, but also by competent advice and fast, entrepreneurial action.

Our strength is based on an internationally networked teamwork, excellent internal and external communication as well as decentralised decision making processes. The delegation of decision making to the lowest possible level will promote entrepreneurship and dynamism in the group.

Our employees are actively involved in the responsibility for quality, occupational safety and the environment. Thus, everyone contributes their part to the sustainable success of the enterprise. Employees' motivation and responsibility are supported by a timely, open information policy, clear, decentralised management processes and needs-based training and further training of employees. Employees are being developed so that they can successfully implement their tasks within the framework of the applicable regulations and the Code of Conduct of SEALABLE Solutions GmbH.

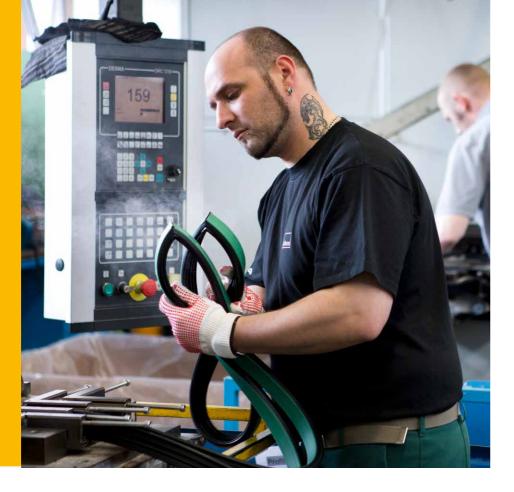
The safety, health and well being of employees are a key concern of SEALABLE. This is supported by appropriate work organisations, sustainable management policy, active participation, periodic information, as well as through professional and personnel oriented education and training. Furthermore, we also care about the safety and health protection of customers, suppliers, visitors and third party companies who are in the company.

As part of our corporate strategy, we assume our environmental responsibility and meet the legal and operational requirements. We use natural resources sparingly, reduce our environmental impact, improve our environmental efficiency and increase sustainable environmental protection. We involve employees and partners, work closely with the authorities and with companies specialised in environmental protection and communicate actively and openly.

#### **1.2 VALUES**

Our growth strategy is based on strong roots. The history of SEALABLE shows that there are a few typical values that make a company successful. It is entrepreneurship, customer focus, top performance and respectful handling. Our managing directors live these values out of conviction.

To ensure that these key success factors are not lost, SEALABLE has defined these as official company values and made them known to the employees. Together with the Code of Conduct, they shape culture and leadership at the Waltershausen location and around the world.



#### WE QUEST FOR MAXIMUM PERFORMANCE

- We continuously improve our processes, products and services
- ✓ We keep our promises
- ✓ We eliminate waste in all our processes
- ✓ We use natural resources on sustainable Manner

#### WE CREATE VALUES FOR OUR CUSTOMERS

- Customers always have priority
- Customers should drive our innovation
- We exceed their expectations in terms of quality, timely delivery and value
- We focus exclusively on what creates value for our customers

- ✓ We run instead of managing
- $\checkmark$  We prefer quick decisions and minimise bureaucracy
- We are responsible for our results and are happy to deliver performance
- ✓ We like to measure and want to win
- We are aware of our personal contribution to the success of the company
- ✓ We reward success

WE ARE ENTREPRENEURS



- We want to attract the best talents as well as bind and develop our efficient employees
- We make our contribution to the team and challenge each other
- We strive for fact-based and cause-based solutions and avoid accusations of guilt
- We want to develop further and are open to constructive criticism

WE CULTIVATE A RESPECTFUL ASSOCIATION

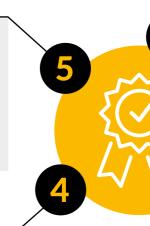


#### **1.3 QUALITY GUIDELINE**

Firmly committed to the following principles, each SEALABLE employee is dedicated to achieving the highest quality. This applies to all products and services offered worldwide.

#### **PRO-ACTIVE BEHAVIOR**

We want to know possible risks so that we can prevent the occurrence of quality incidents. Our proactive action has the aim of always being able to fulfil the requirements placed on us.



#### **STANDARDISATION**

We continuously standardise our processes to ensure and increase their efficiency. We meet the regulations and standards within our defined processes. We always look for the possible "best practice".

### 1.4 CODE OF CONDUCT

The strengths of SEALABLE Solutions GmbH are to be maintained, even if the social and economic conditions change ever faster. Therefore, it is important that we summarise our continuously growing standards into clear guidelines. To this end, SEALABLE has drawn up a code of conduct that describes the principles of conduct that employees have always used with common sense.

We are convinced that the traditional fundamental values, such as trust and respect, will regain importance in an increasingly global world and will be an additional competitive advantage. Based on this conviction, SEALABLE Solutions GmbH commits-itself to the ten principles on human rights, labour practices, environmental protection and abide by the fight against corruption and to assume their social responsibility.

#### **SEALABLE**

#### CUSTOMER-ORIENTED CULTURE

Our customers have top priority. We exceed customers' expectations in order to generate the highest benefit for both sides.

#### PROCESS THINKING AND CONTINUOUS IMPROVEMENTS

We always improve our processes. For this purpose, we use the information of our stakeholders.

#### ONE VOICE TO THE CUSTOMER

We strive for a long term partnership and build on mutual trust. Our communication is transparent, uniform and reliable.

As part of an internationally operating company, it is important that the expected principles of conduct are binding and that violations are sanctioned accordingly. We continue to trust that all employees will be guided by the highest ethical-standards in their behaviour.

### **1.5 DIALOGUE WITH OUR STAKEHOLDER**

As a global company, we work on people and institutions in many areas. It is therefore natural to have a dialogue with them, to exchange information and opinions. This promotes sustainability in companies and society.

#### **SUPPLIERS**

There is often a long standing, trusting cooperation with suppliers and other business partners in which concepts and solutions for problems are jointly developed. The solution- and dialogue-oriented cooperation is always in the foreground.

#### ORGANISATION

Through memberships and active participation in organisations such as STUVA or the sustainability agreement Thuringia, we enter into discussions with different stakeholders. There will be an exchange on important industryspecific topics.

#### **PUBLIC OPINION**

At the location in Waltershausen there is an intensive socialcommitment that is characterised by a strong connection and a close personal relationship. For years, the children's hospice in Central Germany has been supported in Tambach-Dietharz.

#### **EMPLOYEES**

The open and dialogueoriented corporate culture promotes communication. Regular employee discussions are held for mutual reflection. Creative employees bring their own ideas about the company's proposal.

#### **CUSTOMERS**

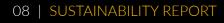
An externally commissioned market research regularly questions our customers about their satisfaction and their wishes. Our employees always maintain regular personal or telephone contact with our customers.

#### SCIENCE AND RESEARCH

With scientific institutions such as the TITK in Rudolstadt, the MPA in Hanover or the TU Ilmenau, there is a longstanding cooperation in the area of product development and testing. For example, the TU Ilmenau carries out monthly patent monitoring for us.

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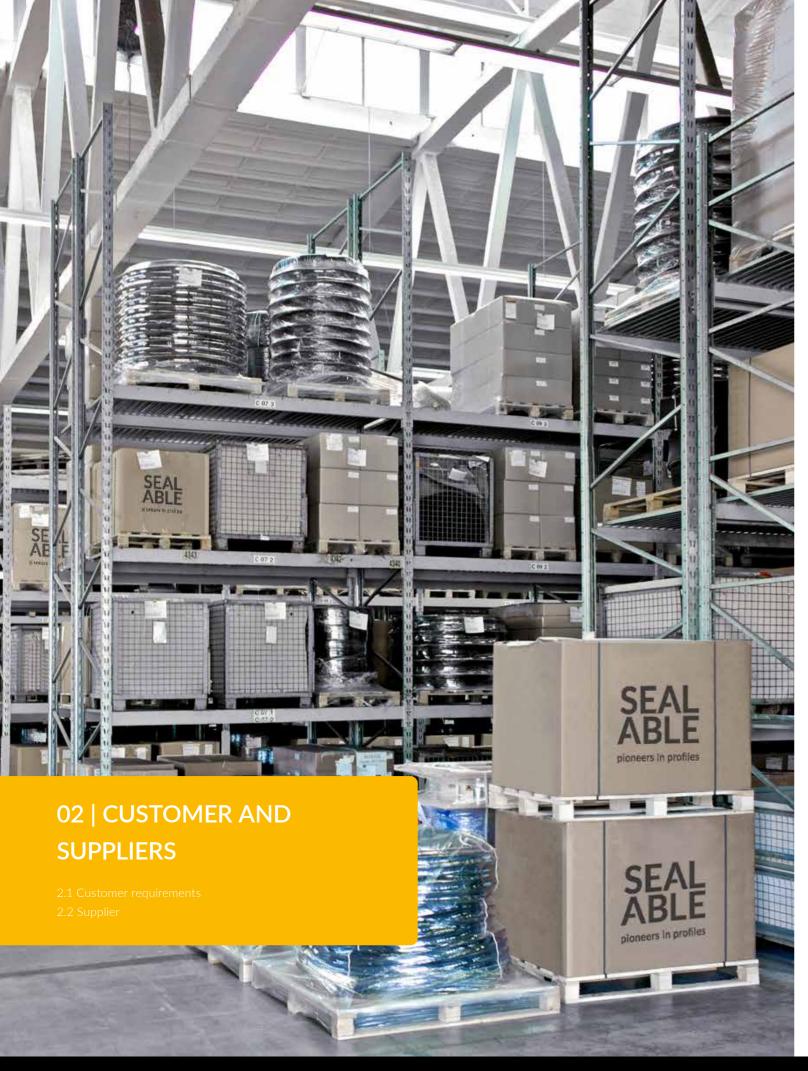
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The stakeholder dialogue helps us to identify trends and new developments as well as risks and opportunities at an early stage and to achieve sustainability goals together. Only in this way can the needs of the different stakeholders, especially those of the customers, be taken into account. The dialogue with our customers, employees, suppliers, organisations, scientists and business representatives creates trust on both sides. Therefore, we are in a continuous, reciprocal exchange with our stakeholders. At the same time, dialogue with stakeholders will be used to provide information and accountability about the impact of one's actions on people and the environment.





### **2.1 CUSTOMER REQUIREMENTS**

Whether construction, civil engineering, industrial applications, track superstructure or tunnel construction – with our 5 segments, we offer a versatile product range that is geared to the needs of our customers - to meet their requirements

### 2.2 SUPPLIERS

We provide our suppliers with fair contractual conditions and reasonable consideration. In return, we expect them to behave fairly and correctly towards their employees and suppliers. Our specific requirements for our suppliers are set out in a separate code of conduct for suppliers. The content of the Supplier Code of Conduct is essentially based on the following principles:

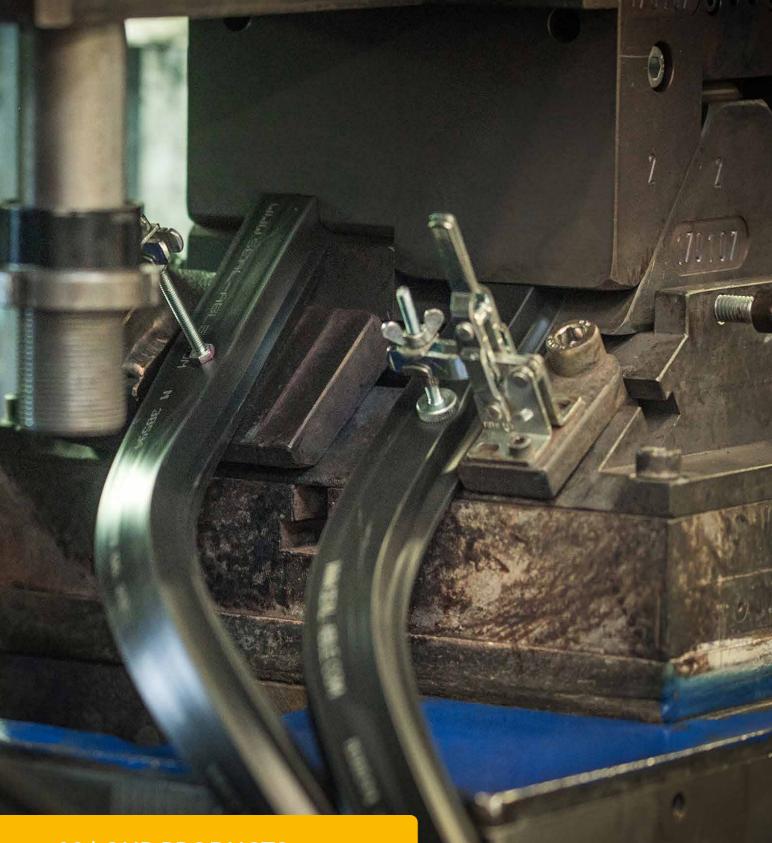
- ✓ Compliance with laws and regulations
- Prohibition of corruption and bribery
- ✓ Respect for the fundamental rights of employees Prohibition of child
- ✓ Labour Health and safety of employees
- Environmental protection
- ✓ Supply chain

**SEALABLE** 

and to do justice. We meet challenges such as global change, new regulations and new customer requirements with the help of:



We want to integrate the entire value chain into sustainability activities more and more: Starting with raw materials, through production, storage and transport to the final consumer. Only through cooperation with our suppliers, customers and partners can set sustainability goals be achieved. By strictly complying with the principles and requirements of this Code of Conduct for Suppliers, we jointly create added value for all parties involved.



### 03 | OUR PRODUCTS

Origin and use of resources and materials
 Product development

# 3.1 ORIGIN AND USE OF OUR RESOURCES AND MATERIALS

For us, as raw materials, the over 150 different rubber mixtures based on EPDM, SBR and chloroprene synthesis rubbers as well as natural rubber are of particular importance. The annual throughput of rubber mixtures is between 6000 and 7000 tonnes. 90 % are purchased by Phoenix Compounding Technologies (PCT) directly at the site. Over the past 5 years, we have strategically increased this share in order to reduce complex transport routes from Switzerland and response times to a minimum. We source the remaining 10 % of special blends from smaller mix suppliers within Germany and Switzerland.

For all of our more than 1500 different products, we strive to offer our customers the optimal material composition in terms of purpose and price. We therefore have a portfolio of over 150 different rubber blends. Here are some examples:

- For profiles designed to guarantee the tightness of the concrete segments in tunnels, we use specially developed mixtures for which we can provide a guarantee of 100 years.
- In the window-/ facade area, we can offer our customers mixtures with special fire protection properties.
- In the field of construction sealing, we use mixtures that are able to absorb up up to 400 % through contact with water and thus realize additional sealing effects.

We are always striving to use existing resources of material, energy and raw materials as efficiently as possible. We have succeeded in reducing the cost of waste and mismanufactured products in the field of extrusion and frame manufacturing in recent years from 4.7 % (2018) to 3.6 % (2020). When using raw materials and packaging, care is taken to ensure that all specified environmental requirements and occupational safety guidelines are complied with. We strive to meet new requirements before entering into force. Our mixtures are subject to constant tests, the ingredients are permanently checked for conformity in accordance with the applicable REACH standards.



In order to ensure our security of supply, long-term contracts exist with our mixing suppliers, who, among other things, would prefer sufficient raw materials for our needs. In the event that a particular raw material is not available, we usually already have an alternative formulation with the raw material of another supplier (e.g. other type of soot or other rubber supplier). Due to the supply from Switzerland and Waltershausen, it is also possible to be supplied from the other location at short notice in the event of an accident. For packaging, we follow a second source principle and have established two suppliers for each type of packaging.

### **3.2 PRODUCT DEVELOPMENT**

Our profiles meet the highest standards of quality, service life, function and sustainability. In order to achieve this, we focus on the entire product life cycle for the benefit of our customers, as well as in the interest of environmental and resource conservation. In concrete terms, the following sustainability aspects are taken into account in the development of new products:

- Minimal material use
- Energy-saving production processes and plant parameters
- ✓ Cost-optimised production
- Replace substances which are of concern from the point of view of the environment and health. (REACH)
- Compliance with occupational health and safety in the development of products and production processes
- Ensuring technological leadership through continuous innovation process involving internal and external competencies
- Securing innovations through patent applications
- Involving customer vision in product development in order to be successful on the market

Our stated goal is to develop efficient and durable products that reduce the environmental impact on production, use and disposal.



# 04 | PRODUCTION AND **VALUE CREATION**

### **4.1 ENERGY MANAGEMENT SYSTEM**

We strive to use materials, energy and water as efficiently as possible and to minimise our waste volumes in order to make an active contribution to the protection of the environment and the preservation of biodiversity. In order to measure and reduce the impact of our business activities on the environment, there is a management system that is supervised by regular management reviews. As SEALABLE Solutions GmbH, we are certified according to the environmental management standard DIN EN ISO 14001 and the energy management standard DIN EN ISO 50001. In May 2020, a monitoring audit for DIN EN ISO 14001 and DIN EN ISO 50001 was carried out by the certification company BSI.In addition, a digital energy data acquisition system was put into operation in 2020. The system is constantly growing and is continuously being further developed. A complete recording of the energy consumption for electricity and gas is already possible.

We commit ourselves to reducing energy consumption in the long term and to increase energy efficiency in a continuous improvement process. The implementation of all requirementsof DIN EN ISO 50001 is carried out continuously and the processes in the energy management system are continuously overhauled and improved. These include:

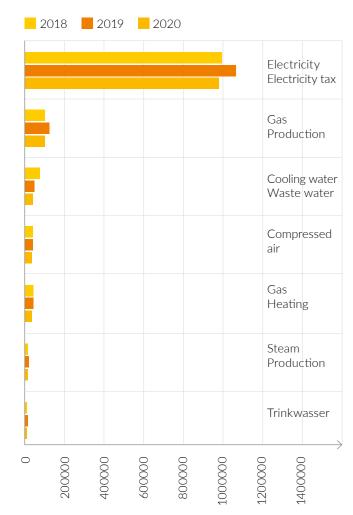


- ✓ continuously increasing energy efficiency by analysing consumption and energy flows in order to improve energy performance
- Increasing staff awareness of energy management;  $\checkmark$ Communication of the energy management system to all employees
- Provision of information and resources for the realisation of strategic and operational objectives
- Compliance with all legal requirements relating to energy aspects
- ✓ Purchase of energy-efficient products and services in the context of financial opportunities
- Annual review of energy policy and adaptation to changing framework conditions

### **4.2 ENERGY CONSUMPTION**

Compared to 2019, we have managed to further reduce energy costs. In this way, we were able to save a total of EUR 115,000 in energy costs, which corresponds to a reduction of 8.7 %.

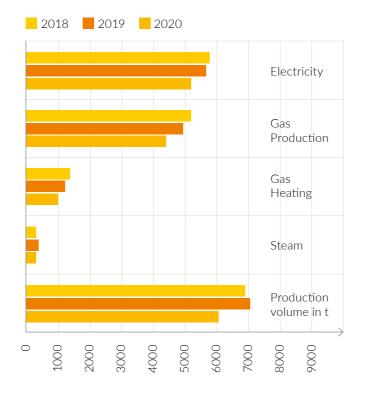
#### **ENERGY MEDIA DISTRIBUTION IN EUR**



#### The reasons for this are:

- ✓ Optimisation of ventilation and heating systems
- Modernisation of two production plants
- Commissioning of a decentralised compressed air supply
- Installation of an efficient lighting system in production hall 3 and logistics
- Reduction in production volume and related-final energy consumption of electricity, gas and steam
- Energy price adjustments: Electricity + 0.5 %, steam +
   3.3 %, gas 10.6 %

#### FINAL ENERGY CONSUMPTION IN MWH



**ENERGY INDICATORS** 

1.666

Total energy consumption per productio volume in kWh/kg

**1.645** 

**1.589** 

CO2-Emissions per production volu

0.162

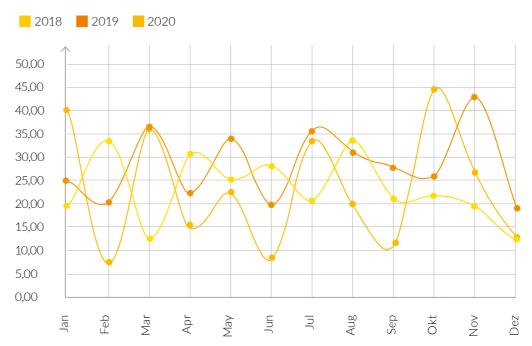
**0.473 0.487** 

Energy consumption has increased slightly compared to 2019.

Due to the switch to 100% green electricity, the CO2 ratio for calendar year 2020 changes from 0.494 kg/kg to 0.162 kg/kg (reduction of 67%). Compared to the previous year 2019 (0.473 kg/kg), the key figure has thus improved by 66%.

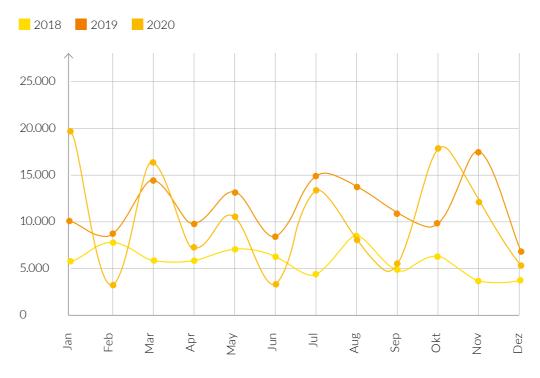
#### 4.3 WASTE

#### QUANTITY OF WASTE IN TONNES



The reduction in volumes and the costs of waste to be disposed of are of course the focus of our efforts towards sustainability. In particular, we have succeeded in significantly reducing the total amount of rubber waste from 2019 to 2020. One reason for this is a better overall organisational planning of orders. For example, customer orders with the same mixture were combined at our plants, which led to the minimisation of the cleaning cycles on the extrusion plants and reduced the mixing consumption in total. Another explanation is the summary of rubber mixtures.

#### WASTE COSTS IN €





**COLLECTION OF** 

WASTE ACCORDING

TO THE GEWABFVO

Due to changes to our packaging and the use of reusable packaging in close consultation with our customers, the sum of paper and cardboard waste could also be significantly reduced. vulcanized Waste

# **4.4 DISPOSAL AND CIRCULAR ECONOMY**

For us, sustainable waste management means conserving natural resources and thus reducing emissions. After products and materials have experienced their final use, they inevitably become waste. For the disposal of our waste we have commissioned the company "Umweltservice Wartburg".

All waste generated in production as vulcanised black rubber is passed on via our disposal company to companies that recycle (ground) the mixture waste. Ultimately, the ground rubber wastes are used to produce building protection plates or serve as a surcharge for road ceilings.

All non-vulcanised waste is incinerated and used to produce energy. As a result, a clear separation of all wastes in operation (vulcanised and non-vulcanised waste, paper, lubricants, hazardous substances, plastics and films) is essential. Paper waste is fed to the recycling process.

The cooling water used is reused in an internal system by Contitech, located at the site in Waltershausen. Used and heated-cooling water is returned in a ring system, cooled over cascades and is then available again.



### **4.5 WATER**

The significant reduction in cooling water consumption results primarily from the lower production volumes. In addition, several temperature control units were renewed and connected to an intelligent control system with a programmable timer. (There will be further measures in this area to reduce this through closed internal cycles and the use of the latest technologies.)

Wastewater is composed of the used drinking water and cooling water, which cannot be returned to the cooling circuit. Drinking water is used only to a small extent and for special quality criteria in production.



### **RUNNING WATER**

245.462

# 296.523 319.580

### WASTE WATER

5.614

6.182



### **DRINKING WATER**

2.243

3.487

2.210



# 05 | EMPLOYEES AND SOCIETY

5.1 Personnel policy
5.2 Personnel structure
5.3 Personnel development and further training
5.4 Training
5.5 Compensation Management
5.6 Diversity and equal opportunities
5.7 Work-life balance
5.8 Occupational safety and health protection
5.9 Role of the Works Council
5.10 On-site commitment
5.11 Sustainability agreement



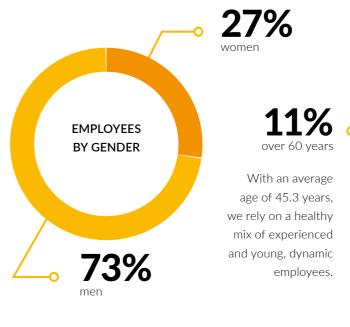
### **5.1 PERSONNAL POLICY**

Our employees are actively involved in the responsibility for quality, occupational safety and the environment. Thus, everyone contributes their part to the sustainable success of the enterprise. Employee motivation and responsibility are supported by a timely open information policy, clear decentralised management processes and needs-based training and further training. Employees are being developed so that they can successfully implement their tasks within the framework of the applicable regulations and the Code of Conduct of SEALABLE Solutions GmbH.

The human resources mission statement consists of three parts. The first part covers the competence profile, which is

### **5.2 PERSONNAL STRUCTURE**

At the end of 2020, we employ a total of 172 employees as SEALABLE Solutions GmbH. Compared to the previous year, the number fell by 1.7 percent. A total of 27 % of the employees are women and 73 % are men.



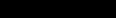
The share of commercial staff is 74 % and the proportion of employees is 26 %.

**32%** 50 - 59 years

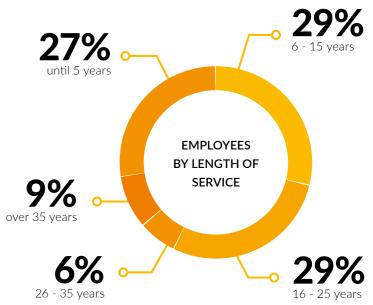
78%

**128** (74 %) Commercial staff

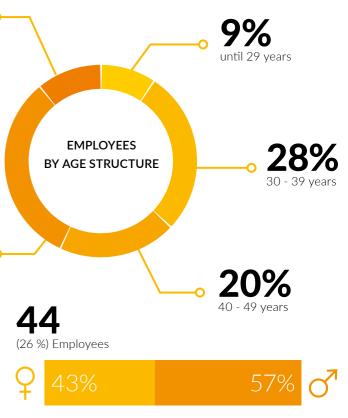
**SEALABLE** 



standardised for all Managers are valid and reviewed annually by the personnel assessment process. The second part contains the management principles and in the third part the expectations of the management in relation to employees and managers as well as general values and objectives of human resources policy are outlined.



The fact that we as an employer rely on continuity proves that 91.9 % of all employees (without apprentices) are recruited indefinitely. As a result, the average seniority of the company is 14.6 years per employee.



### 5.3 PERSONNEL DEVELOPMENT AND FURTHER TRAINING

Skills acquired at the beginning of the career are often no longer sufficient for a whole working life, as the demands of the world of work are becoming increasingly complex. The willingness of our employees to learn for life is therefore an important building block for the success of our company. In order to do justice to this, there is the SEALABLE Solution "Talent Flow", which applies to all employees up to the management team.

In the coaching program, the mentors support and demand young colleagues with little work experience. This is done through regular coaching interviews to promote personal development. As a result, a foundation stone is laid at an early stage on the path of personal development. These interviews include site regulations, needs and development proposals from the employee. The interview also includes development opportunities on the part of the employer, as well as an assessment of the individual training programme.

Talent management actively promotes personnel development at all levels. We know that success depends on the skills, competences and quality of employees. In order to ensure the long-term success of the company, we focus on talent management through constant acquisitions and the retention of service providers. This also involves gearing talent management to the company's goals and supporting employees, increasing and improving their opportunities. This includes helping them to apply their capabilities to changing market conditions. The talent management process enables the identification of talented employees throughout the company. In addition, talents are specifically promoted through the occupation with demanding positions. These potentials could become our future experts or managers.

### 5.4 APPRENTICESHIP TRAINING

We are convinced that well-qualified young people will ensure the long-term success of the company. With our training system, we want to contribute to a successful start into working life and assume social responsibility. In the 2020 financial year, we employed 5 apprentices in the professions of industrial clerk, process mechanic for plastics and rubber and electricians. In addition, 2 BA-Students were employed by us.

In the coming years, SEALABLE wants to continue to assume its social responsibility, train young professionals and integrate them into the company. The following training occupations are offered for this purpose:

- ✓ Process mechanic for plastics and rubber
- Industrial clerk
- ✓ Industrial mechanic
- ✓ Electrical technician
- ✓ Dual studies in the field of engineering

| Photo: #134584255 ontrastwerkstatt | AdobeStock

COACHING PROGRAM

Low Expert skills and High Performer

MANAGEMENT

TALENT

High Performer

Photo: # 3791256 | andrea piacquadio | Pexels



### 5.5 COMPENSATION MANAGEMENT

Our compensation systems are performance- and result-oriented. In addition to fixed salaries, our employees also receive variable remuneration components, which depend on individual performance and on the company's success. They also receive an annual performancepremium (13. Salary or Christmas allowance) and holiday allowance.

The occupational pension scheme complements the benefits of statutory social security and makes an important contribution to the sustainable and secure pension provision of our employees. So we pay a surcharge of 14 % on the amount of the remuneration conversion of our employees. The capital benefits paid can also be paid into the occupational pension scheme.

In addition, there are premiums for suggestions to improve occupational health and safety, energy and environmental protection, and other creative and profitable suggestions for improvement from our employees as part of the company's proposal. Motivation, ideas and thinking with us are always advocated and rewarded.

The fact that the number of proposals submitted has almost tripled between 2012 and 2015 shows that our employees appreciate this and are increasingly making use of it.

### 5.6 DIVERSITY AND EQUAL OPPORTUNITIES

We respect the human rights, the personal dignity, the privacy and the personal rights of each individual. We work together with women and men of different backgrounds, nationality, culture, region and skin color. In doing so, we live a culture of mutual appreciation and trust. No one is allowed to whom be discriminated against by its origin, its race, its sexual orientation, its religion or belief, disability or age. We do not tolerate discrimination, humiliation, oppression or insult.

#### **PROPOSALS**



### **5.7 WORK-LIFE BALANCE**

Harmonising work and private life is at the top of the wish list of workers. Already many years ago, SEALABLE started to find solutions to a balance between work and private life. Family friendliness has become part of the corporate culture.

We support our employees in finding a balanced balance between family and work. Through various working time models, such as flexitime, part-time, part-time and minijobs, we offer flexibility, not only for employed mothers. The aim is to bring the needs of the employees in line with the work tasks in the best possible way.

### 5.8 OCCUPATIONAL SAFETY **AND HEALTH**

The safety, health and well-being of our employees are a central concern for us. We promote this through appropriate work organisations, sustainable management policy, active cooperation, periodic information as well as through professional and personnel-oriented training and further training and meet the legal and regulatory requirements.

The effectiveness of our occupational safety systems is demonstrated by certifications in accordance with the OHSAS 18001 standards. We carry out audits at all levels, both internally and externally, in order to continuously review and improve our occupational safety measures.



### **5.9 ROLE OF THE WORKS COUNCIL**

Respecting the rights of workers and giving them a say is a matter of course for us. In all parts of the company, care is taken to guarantee employee participation rights. SEALABLE has committed itself to ensuring the freedom of association of its employees worldwide and to be fair with employees. Respect and open communication are the basis for a trusting cooperation. Therefore, there is a gap between an intensive

#### MEASURES TO ACHIEVE THIS ARE:



and regular dialogue betweenmanagement and employee representatives. Our works council is therefore involved in personnel decisions, collective agreements made with them are valid for all employees. Their specific tasks must generally be ensured that existing laws, regulations, collective agreements, company agreements and accident prevention rules are complied with.

### **5.10 ONE-SITE** COMMITMENT

Entrepreneurial success and social responsibility belong together for us. As a company, we want to design, help and promote. Together with our employees, we contribute to meeting societal challenges in many common good projects. The code of conduct defines the framework for the company's social commitment. It prohibits donations to political parties and their representatives, as well as to organisations where conflicts of interest may arise. Donations to individuals and payments to private accounts are also prohibited. In principle, donations must not harm the reputation of the company and must be transparent and comprehensible.

#### YOUTH

In order to promote today's youth, we support various projects, such as the Arnoldipreis, which is handed over to the graduates every year.



#### **SPORTS**

#### **MUNICIPALITY**

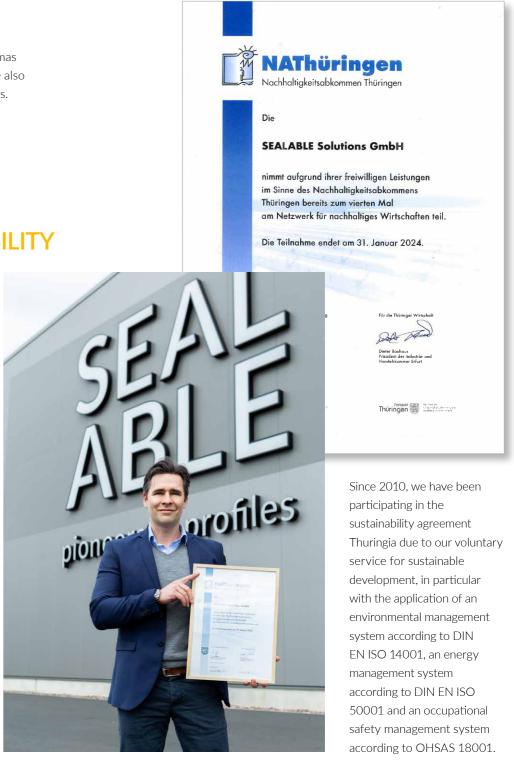
The annual Waltershäuser Christmas Market or "HeimatShoppen" were also supported with financial donations.

#### CHILDREN'S HOSPICE **CENTRAL GERMANY**



# **5.11 SUSTAINABILITY AGREEMENTS**

We have been a member of the Thuringian Sustainability Agreement (NAT) since 2012. The NAT is a voluntary agreement between the Thuringian state government and the Thuringian economy. Within the framework of the agreement, sustainable companies from Thuringia network. The aim of this agreement is to achieve a high level of resource conservation and energy efficiency, as well as environmental protection and contributions to climate protection by the economy, there by improving the framework conditions for further economic development.



For many years, we have also been supporting the ambitious district premier league team FSV Waltershausen. In the future, SEALABLE would like to become more involved in the 150-member local club in order to also show a presence in Waltershausen and give something back to society. In 2015, we also appeared as a sponsor at the International Thuringia Tour for Women. Here, one stage led directly along the SEALABLE plant, so we decided to be the name giver of the sprint classification there.



#### 6.1 OWNERSHIP AND LEGAL FORM

Through various stations and ownership, starting with PHOENIX AG, ContiTech AG, later PHOENIX Dichtungstechnik GmbH and finally DÄTWYLER Sealing Technologies Deutschland GmbH, our organisation developed into an internationally active company. With the management buy-out in May 2020, SEALABLE Solutions GmbH is now operating as a Thuringian company with a global network.

We are a focused industrial supplier with leading positions in global and regional market segments. Thanks to technology leadership and tailor-made solutions,

### **6.2 PRODUCT SEGMENTS**





#### **SEALABLE**

SEALABLE offers added value to customers in the processed markets. The company focuses on markets that enable an increase in added value and sustainable profitable growth. With over 6,000 tons of sealing profiles, sales in over 80 countries and 172 employees annually, SEALABLE Solutions GmbH generates annual sales of around EUR 35 million.

Based in Waltershausen, Thuringia, we appear as a limited liability company. Since 2020, Matthias Orth and Matthias Klug have served as managing partners of SEALABLE Solutions GmbH.



TRACK SUPERSTRUCTURE





#### **EMPLOYEES**

Number at the end of the year

**172** 2020

**185** 2019

196

#### SALES

Company result in Mio. €

**31.200** 2020

**34.848 34.959** 2018

### 6.3 NUMBER OF EMPLOYEES

We are a member of the local alliance for families in the district of Gotha and focus on the topics of reconciliation of family and work as well as health and occupational safety management in the company. The right employees are crucial for our success.

We are a team of unique people with different strengths and qualifications who work together on tomorrow's solutions and strive to create a long-term relationship.

### 6.4 TURNOVER

In the first year after the management buy-out, we achieved sales of EUR 31.2 million as SEALABLE Solutions GmbH. The financial year 2020 was characterised after the rebranding of restructuring and consolidation activities.

As a result of a comprehensive adjustment of the portfolio for low-margin products, sales decreased in the following years, while at the same time improving the gross margin. In accordance with the strategic orientation as a supplier of high-tech sealing solutions, we have taken into account the advancing displacement competition in the field of standard seals and have been able to pool the available resources in the product groups strategically relevant for SEALABLE, especially in tunnel and track superstructure. Thus, the foundation was laid to remain competitive in the long term and to secure jobs.

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