

To our member companies and suppliers

From 1 February 2024: Compulsory introduction of the circulation pallets TrayC in all Landgard cash & carry markets

Dear Ladies and Gentlemen,

Together with our production companies and customers, we have taken important steps in recent years to sustainably reduce the use of single-use plastics in our supply chains. The TrayC circular pallet series has proven to be an effective means of enabling closed plastic loops and thus conserving valuable raw materials.

By using the recycling system in Landgard Cash & Carry stores and with large customers, we have already reused 11.4 million water pallets or recycled them for the production of new trays since 2021. However, together with you and other customers who have already expressed interest in using TrayC, we would like to achieve much more.

The system is most sustainable if as many items as possible are switched to the various TrayC formats in marketing and the trays are kept in circulation. Therefore, in consultation with the Flowers & Plants Advisory Council, we will

make the use of TrayC circulation pallets mandatory for pot sizes T9 to T13 for deliveries to our Cash & Carry stores by 01.02.2024

and accordingly adapt the Landgard packaging regulations

We are aware that the new requirements may lead to changes in your operations and may seem unusual at first. However, we are convinced that, in addition to the environment, your business will also benefit from the changeover.

**Landgard
Blumen & Pflanzen GmbH**

Management

Dirk Bader
Carsten Bönig
Florian Hinrichs
Johannes Kronenberg
Oliver Mans

Chairman of the Supervisory Board
Manfred Rieke

Seat: 47638 Straelen
Reg. court: Kleve HRB 4365
VAT ID No. DE 812573725
Tax no.: 113/5741/0622

Commerzbank

BIC: COBADEFFXXX
IBAN: DE28320400240150805000

DZ Bank

BIC: GENODEDXXX
IBAN: DE05300600100000122729

How does the TrayC circulation system work

TrayC is available in 14 different formats from T9 to T14 and is produced by major tray manufacturers such as Modiform and Desch plantpak, among others. The trays are made of uncoloured recyclate and can be purchased at identical prices to a standard black disposable tray from wholesalers.

After use, the accrued TrayC pallets are collected in our Cash & Carry stores and from many customers and returned to a central sorting station on the Lower Rhine. There, the trays are sorted according to the following criteria:

1. Is the TrayC still functional and can it be used another time? Fully functional TrayC are, for example, directly recirculated by Landgard-Gartenbaubedarf at reduced prices. Please contact horst.vier@landgard.de for this.
2. Can the TrayC not be reused? Defective, old or soiled trays are recycled by the pallet manufacturers to subsequently produce new water pallets from the recyclate.

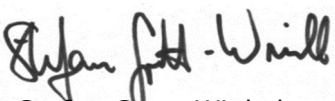
In order to make the cycle described even more effective, we will also need your help from next year. Let's take this step towards a greener, more environmentally friendly future together.

If you have any questions, please do not hesitate to contact your Landgard representative. Please do not hesitate to contact us.

With kind regards



Johannes Kronenberg
Managing Director
Trade



Stefan Grett-Winkel
Business Unit Manager Specialist



Dr Jens Wittmann
Head of Department Producer Management