



# Business Report 2022



# Fairness makes an impact!



**Matthias Kroth and  
Dr. Peter Schaumberger**  
Managing Directors

GEPA – The Fair Trade  
Company

*Dear customers,  
dear supporters of Fair Trade,*

**During the past three years, we successfully overcame the challenges of a pandemic, a war and inflation.**

In spite of the restrained purchasing behaviour brought on by inflation in 2022 and the associated decline in revenue, we still managed to achieve

a solid annual result for 2022, thanks to conscious cost management and some non-operating effects. We expect a cautious upward trend for the 2023 financial year as well.

**Our strength comes from consumers who rank value above price when they shop.**

If not for the decades of dedication by volunteers in the World Shops, Fair Trade and the social reputation of GEPA would not be what they are today.

Promoting fairness through **climate justice in the South and North** – this is and remains our key mission. By participating in the ÖKOPROFIT project and preparing the sustainability report pursuant to the German Sustainability Code (DNK), we are closing the circle of

our climate-protection activities: We are committed to this locally with our trading partners in the Global South, making resource protection, for example, part of our own focus as well.

Overarching campaigns, such as our **'Fair Climate Breakfast'** during Fair Week, shine a spotlight on these issues.

Even in challenging times, everything we do is in a spirit of fairness – so we remain alert to the needs of our customers here and our trading-partner organisations in Latin America, Africa and Asia. This is where 'fair' means more and more to us! **The prices we paid our trading partners for raw coffee, for example, are 20 percent higher than the global market level, and we even paid 25 percent more for cocoa.**

You, the proactive consumers, have contributed to all of these trends. So on behalf of our partners in the South as well, we would like to thank you very much indeed!

*W. Imh* *Peter Schaumberger*

*A tree-planting project  
bears fruit*



Rolly Turabella, ATPI

Beginning in 2013, GEPA had already invested in ATPI (Alter Trade Philippines Inc.), a partner of many years, on behalf of a reforestation project to promote climate protection and boost income: That project is now bearing fruit in the literal sense of the word, and by 2022 it had already resulted in 73,050 fruit and other trees.

In the words of Erlinda Marcon, a farmer of sugar cane, banana and vegetables and the treasurer of a partner cooperative of ATPI: **'The trees we plant also preserve our other crops, including sugar cane; they protect our home, provide shade and give us shelter from strong winds. We eat the jackfruit we harvest, for example, but we sell some of it at the local market. And we use the proceeds to pay for our children's school costs.'**





# A vision of a just world



Our vision is a world in which everyone has the opportunity for a self-reliant future. A world in which everyone can find work in humane conditions and earn a proper living.

GEPA dedicates itself to a world in which resources are distributed equitably and consumed sparingly, in a fair and global economic system rooted in a spirit of solidarity.

GEPA stands for trade justice as the foundation for climate justice.



## Our mission: We drive the transformation



We are fair partners in trade, but we are also more than that: On an equal footing, and in cooperation with our trading partners in the countries of the Global South and the Global North, we have been advancing socio-ecological change for decades. Our efforts in this regard build on our long-term trade relations along with our work in education, public relations and policy-making.

In our view, ethical consumption goes without saying; there is no alternative to a sustainable society, and fair world trade is the future.

And as we have shown, this works: We offer our customers exclusively high-quality products that we bring to market with high ethical and ecological quality, thus ensuring the best possible livelihoods for our partners along the value chain.

We work with our trading partners to offer training, continuing education and advisory services.

We show everything we do, and we do everything we say.

We are pioneers, drivers and shapers of a world in which our children and grandchildren will want to live – in South and North alike: together, in a spirit of solidarity and respect, and in an intact natural world within the boundaries of our planet.



COOPROAGRO; Dominican Republic; cocoa



ATPI; Philippines, Mascobado sugar



ATPI; Philippines, reforestation project



## Our identity: We are Fair+



In 1970, many young people took to the streets to protest hunger and poverty, official development-aid policies and post-colonialism.

GEPA has its roots in this youth movement as well – as part of the Fair Trade movement.

Then and today, the aim was to create a fairer global economic system. On a daily basis, we at GEPA are demonstrating that it is possible to succeed as a 100 % fair, not-for-profit company that works to achieve a fair and ecological market economy.

GEPA and its employees stand for credibility and transparency.

We help develop our company by engaging in constant, in-depth dialogue with our trading partners and customers – and with consumers and social groups that participate in this transformation through their actions and their consumer behaviour.

In this way, GEPA spans a bridge between all of the stakeholders involved; together with its partners, it is dedicated to changing the political and economic framework conditions on behalf of greater fairness in world trade.

# Our GEPA mission statement

## Our objectives

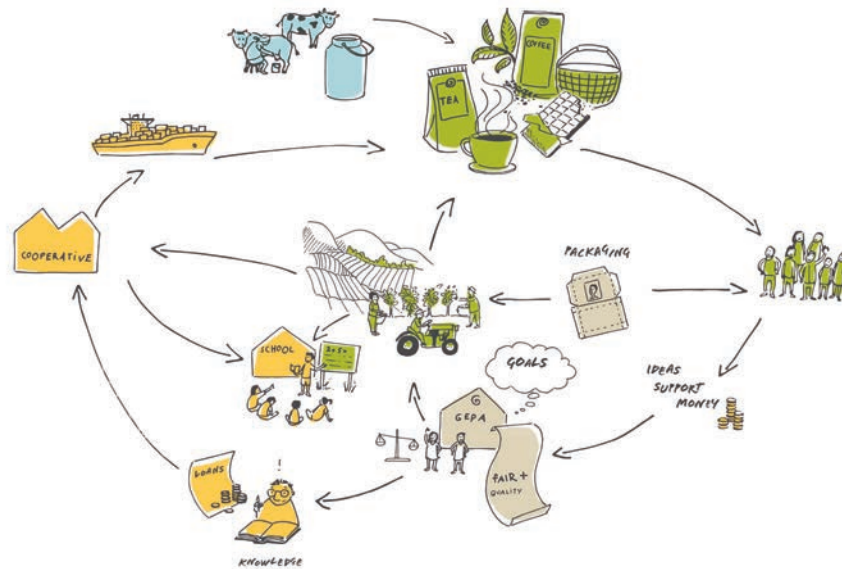


We offer disadvantage trading partners access to international markets, at fair prices and conditions of trade.

We are helping to heighten the awareness of people in the Global North: We call for fair consumption and sustainable lifestyles; at the political level, we work to achieve a fairer global economic system.

We campaign on behalf of climate justice at all levels: at the GEPA location, in helping our trading partners adapt to the climate crisis, and with our political efforts on behalf of ambitious legislation to protect the climate.

To us, the measure of success is the social change achieved towards realising our mission – towards strengthening, continued development and participation on the part of our trading partners all over the world.



## Our corporate culture



Both in-house and externally, our corporate culture is characterised by transparency, trust and open-mindedness.

We engage in honest dialogue with one another, offering constructive feedback and promoting individual training and continuing education for all employees. We are guided by the values and ideals we all share. We join forces to organise efficient and clear work processes, coordinating these processes in a resource-efficient way as we constantly optimise them.

Our values reflect our commitment to equality, equal opportunity and mutual respect at all levels. We do not accept discrimination in any form, and we work to promote diversity among our employees and partners alike. Our employees leverage their individual skills to help the company evolve in a spirit of participatory cooperation.

We take responsibility for everything we do and foster an error culture that is constructive and fair. When faced with challenges, we tackle them together with an approach that is solution-oriented, flexible and swift.

We want to courageously implement the most innovative and sustainable solutions to deliver products and services of the best possible quality, offering the greatest product safety and maximum sustainability. We always focus on the needs of our customers and our trading partners.

The efforts in which we all share are geared towards continuously improving our trading position and our activities.



Photos: GEPA - The Fair Trade Company / C. Nusch; A. Welsing



# Profit and loss statement 2022



	Financial year	Financial year		
	2022	2021	Change	Change
	in k. €	in k. €	in k. €	in %
Revenue Sale of goods	78.155	84.911	- 6.756	- 7,96
Cost of sales	- 55.655	- 60.730	5.075	- 8,36
Trading margin	28,79 %	28,48 %		1,09
Gross revenues	22.500	24.181	- 1.681	- 6,95
Other revenues and operating income	1.454	1.188	266	22,39
Revenue reductions	- 4.382	- 4.953	571	- 11,53
<b>Revenue</b>	<b>19.572</b>	<b>20.416</b>	<b>- 844</b>	<b>- 4,13</b>
Personnel	- 8.704	- 8.823	119	- 1,35
Facility expenses	- 774	- 721	- 53	7,35
Administration	- 1.689	- 1.804	115	- 6,37
Sales	- 4.802	- 4.830	28	- 0,58
Depreciation	- 818	- 1.113	295	- 26,50
Other costs	- 488	- 903	415	- 45,96
Interest results	- 329	- 334	5	- 1,5
<b>Total expenditures</b>	<b>- 17.604</b>	<b>- 18.528</b>	<b>924</b>	<b>- 4,99</b>
<b>Earnings before taxes &amp; valuation</b>	<b>1.968</b>	<b>1.888</b>	<b>80</b>	<b>4,24</b>
Income taxes	- 465	- 549	84	
Stock asset valuation	- 528	139	- 667	
<b>Result after taxes &amp; valuation</b>	<b>975</b>	<b>1.478</b>	<b>- 503</b>	<b>- 34,03</b>
Transfer into retained earnings	- 975	- 1.478		
<b>Result after appropriation of earnings</b>	<b>0</b>	<b>0</b>		

**Brought on by the Russian war of aggression against Ukraine, the third consecutive year of macroeconomic crisis has presented us with major challenges. Exorbitant inflation led to restraint in purchasing behaviour that resulted in approx. € 78.2 million in turnover from the sale of goods before revenue reductions; this is nearly 8% lower than the previous year's level.**

The core sales divisions accounted for about € 62.4 million of this amount, which reflects a reduction of around 4% compared to the previous year's turnover. Outside of core sales, we generated additional turnover totalling approx. € 15.8 million, quite clearly positioning us € 4.2 million (21.2%) below the previous year's turnover. In most cases, this additional turnover was the result of sales to other Fair Trade organisations, foreign turnover or turnover from the sale of raw materials to our processing companies.

Total yield was down by only around 4.1% year-over-year. Apart from the disproportionate reduction in the cost of materials compared to turnover, this is mainly the result of a steep drop in revenue reductions, which were fully 11.5% lower year-over-year. In addition to this, other revenues and operating income were 22.4% higher. The k € 844 reduction in income was more than offset by k € 924 in cost savings, generating an increase of approximately 4.2% before taxes and valuation of inventories.

The k € 139 in write-down on inventories was reversed in the past year, but during the financial year under report, an addition of k € 528 was required due to the drop in the market price of Arabica coffee before the balance sheet date. Despite this k € 667 impact on earnings, we can report very encouraging net income of k € 975 after income taxes (previous year: k € 1,478). This corresponds to an after-tax return of 1.3% (previous year: 1.7%).

Under these adverse economic framework conditions, we are very satisfied with the result.

To view more about trends during the 2022 financial year, please consult the recorded livestream of our annual press conference: [gepa.de/jahres-pk-2023](https://gepa.de/jahres-pk-2023)



# Turnover Development 2022

## TURNOVER DEVELOPMENT 2022 BY SALES AREAS

43,3 %

Groceries, organic and natural food retail

23,8 %

World Shops and Action Groups

9,0 %

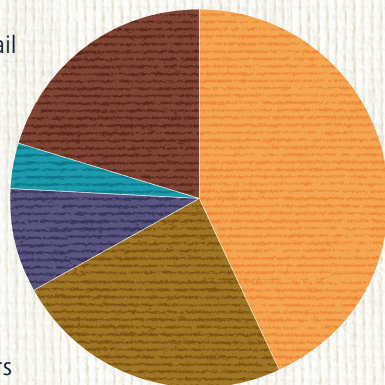
Out-of-home service

3,7 %

Online shop end users

20,2 %

Other countries / processors



## TURNOVER DEVELOPMENT 2022 BY PRODUCT GROUPS

44,8 %

Coffee

25,5 %

Chocolate

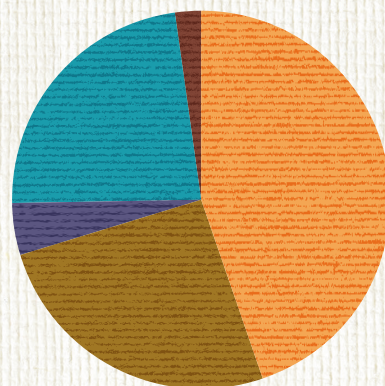
4,5 %

Tea

23,2 %

Other groceries

2,0 % Crafts and artisanry



	2022 in k €	2021 in k €	Change in %
Groceries, organic and natural food retail	33.881	39.176	- 13,5
World Shops and Action Groups	18.582	17.549	5,9
Out-of-home service	7.008	5.214	34,4
Online shop end users	2.925	2.964	- 1,3
Other countries/processors	15.759	20.008	- 21,2
<b>Total</b>	<b>78.155</b>	<b>84.911</b>	<b>- 8,0</b>

	2022 in k €	2021 in k €	Change in %
Coffee	34.996	34.612	1,1
Chocolate	19.876	22.050	- 9,9
Tea	3.552	4.110	- 13,6
Other groceries	18.152	22.457	- 19,2
Crafts and artisanry	1.579	1.682	- 6,1
<b>Total</b>	<b>78.155</b>	<b>84.911</b>	<b>- 8,0</b>

## Revenue

There were profound shifts in turnover to report within the core sales divisions once again in the 2022 financial year. But the signs have reversed when compared to the two previous years: After two years of strong growth, a significant decline of € 5.3 million in turnover had to be accepted in **groceries, organic and natural food retail**, which stood at € 33.9 million as of the balance sheet date.

Turnover in the **online shop** for end users was also 1.3% lower following a prior period of robust growth.

Increases in turnover of nearly 6%, on the other hand, were achieved through the **World Shops and Action Groups** alongside growth of more than 34% in **Out-of-home service**. Still, these encouraging upturns were not enough to offset the loss of turnover experienced in supermarkets.

The **Coffee** product group remains the undisputed strongest source of turnover. The previous year's turnover was exceeded by 1.1% and now stands at € 35.0 million.

In contrast to the extremely positive trend in turnover for **Chocolate** in recent years, with double-digit rates of growth regularly reported, this product area experienced declines during the financial year under report. There, total turnover of € 19.9 million was generated, falling nearly 10% short of the previous year's figure.

The **Tea** product group remains the third-strongest product group for finished goods, with approximately € 3.6 million in turnover generated, turnover declined by around 13.6% year-over-year.

Turnover in the remaining **Food areas** totalled to € 18.2 million, representing a € 4.3 million year-over-year downturn. This occurs against the backdrop of a strong rise in (low-margin) sales of raw materials to processing companies during the previous year.

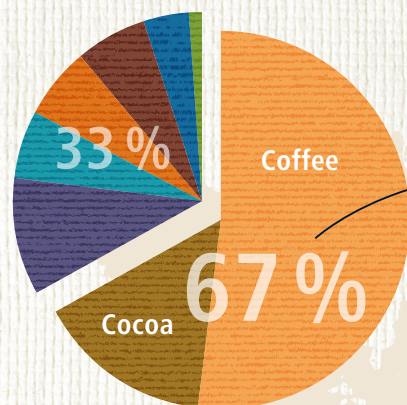
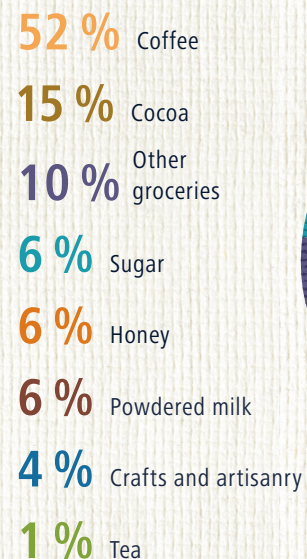
In the **Non-food area**, turnover stood at just under € 1.6 million, which was around 6.1% short of the previous year's figure.



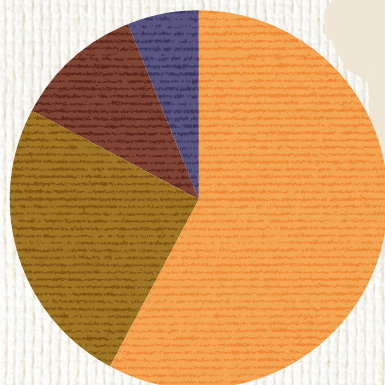
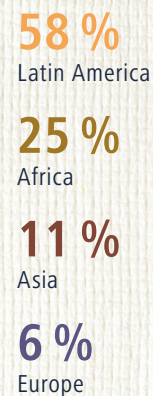
# Impact in the South – fair worldwide

We paid our partners **€ 20,87 million** for fair raw materials in 2022.

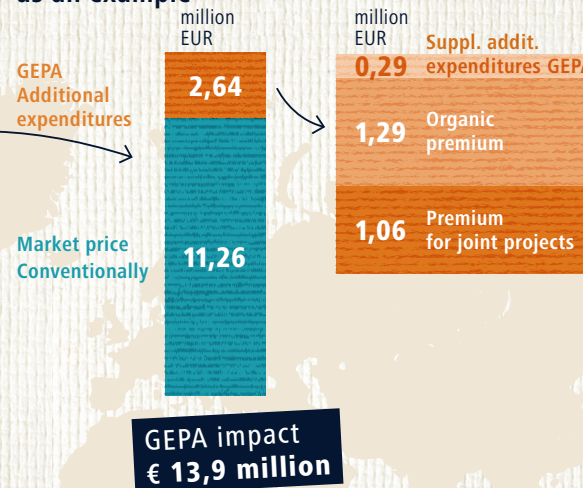
**PURCHASING VOLUME WITH TRADING PARTNERS**  
by product groups | 2022 Financial year



by continents



**FAIR MEANS MORE**  
GEPA pricing, taking coffee and cocoa as an example



Continent	Purchasing volume in millions	
	Euro	US-Dollar
Latin America	12,14	12,75
Africa	5,19	5,45
Asia	2,37	2,49
Europe	1,17	1,23
<b>Total</b>	<b>20,87</b>	<b>21,92</b>

Which trading partners do we partner with?

**Africa**  
24 partners in 15 countries

**America**  
52 partners in 14 countries

**Asia**  
36 partners in 12 countries

**Europe**  
5 partners in 4 countries

**Total**  
117 partners





# Fair Climate Breakfast



## Getting mornings off to a fair start

During Fair Week, we used the 'Fair Climate Breakfast' campaign to call on consumers to do something on behalf of the climate through conscious consumption – above and beyond Fair Trade: During the campaign, they had the opportunity to support climate projects by purchasing selected breakfast products – details are presented at right.

Watch a retrospective of our Insta-Live-Talk to accompany the Fair Climate Breakfast 2022 here: [gepa.de/frühstücks-talk-2022](https://gepa.de/frühstücks-talk-2022)

Many World Shops joined in the campaign – as did partners to our out-of-home service, such as conference facilities or youth hostels, and food retailers Denns BioMarkt, Basic and Konsum Dresden.

This campaign marked our continuation of the previous year's CLIMATE JUSTICE – LET'S DO IT FAIR campaign.

The Fair Climate Breakfast campaign will be conducted again in 2023: [gepa.de/klimafrühstück](https://gepa.de/klimafrühstück)

### Climate Fund 2022

5% of the turnover GEPA generated through selected breakfast products during the campaign period (16 – 30 September 2022) was placed in a special European Climate Fund. GEPA thus managed to contribute a total of around € 21,000 as a result. [gepa.de/klimafonds-2022](https://gepa.de/klimafonds-2022)

5%  
for local  
climate  
projects

### THESE PROJECTS WERE SUPPORTED:

#### Fruit & commercial trees, honey partner Tzeltal Tzotzil, Mexico

- The trees' leafy canopy helps keep the surroundings cool.
- Trees improve humidity levels locally.
- Nutrition for bees – meaning more honey and income for the beekeepers.
- The families can sell the fruit or use it themselves.



#### Water reservoir, tea partner, Tea Promoters India (TPI)

- Using rainwater to grow tea in dry summer weather lowers the temperature in the tea garden
- Water to serve the everyday needs of surrounding municipalities
- The expanse of water creates a 'microclimate' that benefits animals and plants as well.
- During torrential rains, damage can be kept away from surrounding villages and the tea garden itself.



## Petition for fairer climate financing

Parallel to the Fair Climate Breakfast 2022, GEPA had launched an online petition with a view to the COP27 climate conference in Egypt. The demand: Climate financing should be geared to the needs of small farmers!

In a text put forth in three languages, a broad alliance from the Fair Trade movement joined with 790 committed individuals in an appeal to EU Commissioner for Climate Action Frans Timmermans.

We didn't simply send the campaign poster featuring all the supporters directly to him: Representatives of our shareholder Misereor, of Fairtrade International and our trading partner Sekem were on location at the COP in Egypt, creating visibility there as well for the concerns voiced in the petition.

For further information about the campaign, along with worthwhile short videos, visit: [gepa.de/gemeinsam-fuer-klimagerechtigkeit](https://gepa.de/gemeinsam-fuer-klimagerechtigkeit)





# #climate justice

We view trade justice as the foundation for climate justice. Many of the puzzle pieces of our activities fit together to create a complete picture of what global climate justice looks like. Avoiding, reducing and offsetting are central components of this – for our work all over the world and at our location in Wuppertal, Germany.



[gepa.de/klimagerechtigkeit](https://gepa.de/klimagerechtigkeit)

## Fair for the climate in the South

Projects to avoid emissions and adapt to the climate crisis:

- Since 2013: reforestation with sugar partner ATP
- 2021 climate chocolate #Choco4Change Vegan
- EFTA Climate Fund
- GEPA Trading Partner Fund

## Climate-friendly farming

- Smallholder agriculture is better for the climate
- Organic farming protects people and nature

## Fair for the climate in the North

- We also protect the climate and resources where we are, e.g. through roof greening, LED lighting
- Proof: GEPA in the ÖKOPROFIT project

## Climate-neutral production

**2019:** Ship transports of coffee  
**2021:** Honey range  
**2022:** GEPA activities in Germany, from the port to the shelf  
 ⇒ [gepa.de/klimaneutral](https://gepa.de/klimaneutral)

## Fair and equitable trade

- Fair Trade is part of the solution
- Fair supply chains offer greater resilience to crisis
- Each and every day, we demonstrate that sustainable commerce is possible and successful

⇒ [gepa.de/leitbild](https://gepa.de/leitbild)

## Making a political difference

'System Change – Not Climate Change'

- Together, we are dedicated to the Fair Trade movement
- We make demands of stakeholders in politics, business and trade
- We show our true colours on behalf of climate justice, e.g. with Fridays For Future

## Transparent reporting

- Sustainability Report based on German Sustainability Code (DNK) criteria
- Principles of Fair Trade Monitoring Systems
- Comprehensive public relations and educational outreach





# Fair for the climate in the South and North

**Avoiding, reducing and offsetting CO<sub>2</sub> – these are key priorities GEPA has identified in the effort to address the climate crisis with a comprehensive concept.**

As a company, we successfully participated in 'ÖKOPROFIT' – a consulting and qualification program of the cities of Wuppertal, Remscheid and Solingen – also known as the 'Bergisches Städtedreieck' (the triangle of cities in Germany's 'Bergisches Land' region).

We are pleased that our successful participation helped us meet another milestone – and that our work has had an impact not just in the Global South, but also locally in Germany.

In cooperation with the Germany-Wide Working Group for Environmental Management (B.A.U.M. e.V.), ÖKOPROFIT focusses on the ways in which enterprises can help protect the environment, the climate and resources. 'This brings us full circle, and that means fairness for the climate in the South and the North', says Andrea Fütterer, Head of our Policy Department. Further: **'We are very active, not only with our partners in the Global South, but here in Germany as well. For us, climate justice means that we are committed to pursuing improvements at all levels.'** Andrea Fütterer particularly stresses the synergies produced through interactions with firms in different sectors in the region. GEPA has converted its **entire location in Wuppertal to LED technology**, for example, and will continue optimising **energy efficiency** in the field of office and IT technology. An energy audit to analyse the amounts and sources of the energy a company consumes has shown that we have already made significant inroads here.

For years, we have also worked with numerous stakeholders at the **political level** to help ensure that the importance of trade justice is understood as the foundation for comprehensive **climate justice** worldwide.



Some 1,950 square metres of roof space at our company headquarters in Wuppertal are covered in greenery.



Charging stations for electric cars and e-bikes can be used by employees, visitors and customers of the GEPA store.



## What is ÖKOPROFIT?

- ⊕ In general: A consulting and qualification programme for sustainable commerce in cooperation with B.A.U.M. e.V
- ⊕ in the 'Bergisches Städtedreieck': Initiative of the Cities of Wuppertal, Solingen and Remscheid

## What are the aims?

- ⊕ In general: Alignment around the UN Sustainable Development Goals
- ⊕ Specifically: Proof of practical steps towards climate protection (reduction: energy consumption, water use, equipment, waste volume)
- ⊕ Cutting operating costs: Resources and CO<sub>2</sub> emissions are growing increasingly costly.
- ⊕ Synergies through interaction with other ÖKOPROFIT firms in the region

## Why does GEPA participate in this?

- ⊕ GEPA is a Fair Trade pioneer, and Fair Trade and sustainability are inseparable from one another.
- ⊕ Assistance with preparing the Sustainability Report based on the German Sustainability Code (DNK)
- ⊕ Objective assessment through this distinction





# Fair, ecological, sustainable – GEPA in Wuppertal!

We have selected seven central areas from among the 20 criteria of the DNK (German Sustainability Code).



The complete GEPA report can be found in the DNK database: [deutscher-nachhaltigkeitskodex.de/Home/Database](https://deutscher-nachhaltigkeitskodex.de/Home/Database)



CRITERION

1

## Strategy

**People and Planet before Profit: Unsere Unternehmensstrategie ist gleichzeitig unsere Nachhaltigkeitsstrategie. Fairer Handel ist unser einziger Unternehmenszweck.**

**Our corporate objectives:**

- Assisting disadvantaged producers, particularly in the Global South
- Changing consumers' purchasing behaviour
- Working to achieve structural changes in world trade through lobbying and advocacy

The work we do is pursuant to the WFTO's Ten Fair Trade Principles: [www.wfto.com](http://www.wfto.com). Our catalogue of criteria has included social and environmental criteria since 1977. As Fair+ shows, we actually frequently exceed the Fair Trade standards.



CRITERION

2

## Materiality

The 10 Principles of Fair Trade set by WFTO have large areas of overlap with the 17 UN Sustainable Development Goals (SDGs). These eight SDGs are important to us, as they define our business activity. For example, gender equity, climate protection and good working conditions.



**The greatest challenge we face:**

We operate in a predominantly 'unfair world-trade context': Nevertheless, for nearly 50 years we have demonstrated that trading on fair terms is possible and successful.



## The German Sustainability Code (DNK) at a glance

**History:**

2010 jointly drawn up by the Council for Sustainable Development and representatives from politics, business and civil society

**Aim:**

To establish a uniform guide for sustainability reporting

**GEPA and the DNK:**

- Recognised reference for GEPA's performance: Fair trade and sustainability as the sole corporate purpose
- Basis: 20 criteria such as responsibility, innovation, strategy, materiality
- Integration of the results of ÖKOPROFIT for operational environmental protection

**Audit:**

- Audit of the 20 criteria for formal correctness, true to the motto: 'Comply or explain'
- Release of the results to the public in the DNK database around October





# German Sustainability Code



ATPI, Philippines (sugar)



COOPEAGRI, Costa Rica (coffee)

CRITERION

## 4 Depth of the value chain

- ⊕ Some 40 food products and all crafts and artisanry products are delivered as finished products in final packaging in the Global South.
- ⊕ Transparent supply chain: In the case of coffee, for example, we can seamlessly monitor the path from farm to finished product using batch numbers, contracts and order forms; this is repeatedly highlighted by consumer magazines such as ÖKO-TEST and Warentest. The prices we pay for raw materials such as coffee and cocoa often exceed the Fair Trade standards and are always well above the world market price.
- ⊕ As one of a handful of firms in Germany, we are audited pursuant to the WFTO Guarantee System.

**Processor firms:** We cooperate with small and medium-sized processor firms that share our values of sustainability.

**Challenges:** Ship transport and parcel delivery

CRITERION

## 7

## Monitoring

- ⊕ GEPA and its trading partners are WFTO members and monitored under the WFTO Guarantee System, and/or certified externally by Fairtrade, Naturland Fair or Fair for Life.
- ⊕ Reverse assessment: We survey partner organisations for their assessment of GEPA's working methods.
- ⊕ Numerous awards on sustainability, e.g. CSR Award presented by the German federal government in the 'Supply Chain Management' category
- ⊕ We regularly respond to questionnaires we receive on corporate social responsibility from Stiftung Warentest, ÖKO-TEST and consumer-advice centres.
- ⊕ We participate in the IFS Audit each year (IFS = standard for evaluating the quality, compatibility and safety of food products).
- ⊕ Policy Department: Support for monitoring and certification of GEPA trading partners. Within the Fair Trade networks, the employees assist with further development of the Fair Trade criteria.



CECAQ-11, São Tomé (cocoa)



ACPCU, Uganda (coffee)



# German Sustainability Code

CRITERION

## 9 Stakeholder participation

The foundation of our credibility and our success is transparency that is characterised by open and honest communication. We communicate closely with our stakeholders: Employees, shareholders, trading partners in the Global South (predominantly democratically organised cooperatives of small farmers), journalists as well as representatives of interest groups, policy-makers, consumer organisations, foundations, non-governmental organisations, commercial customers – and, of course, the end customers themselves.

- + **Political commitment:** As a member of the Fair Trade Forum (FFH), we are committed to the interests of our partner organisations, e.g. on behalf of effective supply-chain legislation that provides for corporate liability.
- + We regularly organise **trade-partner workshops**, e.g. on current topics such as the new EU Regulation on Organic Production.
- + **Evaluation of customer enquiries**
- + **Consumer surveys** by the Fair Trade Forum (FFH): Topics include, for example, the exploitation of child labour. There is a high level of support for the policy demands levelled by the FFH, e.g. to limit the power of major corporations.



Training course at coffee partner Sidama in Ethiopia with regard to the new EU Regulation on Organic Production, initiated by GEPA and the 'Alliance for Product Quality in Africa'.

- + **Video interviews with trading partners** as part of the **EFTA Climate Campaign**
- + **Reverse assessment:** Surveying partner organisations for their assessment of GEPA's working methods
- + **GEPA self-assessment under the WFTO Guarantee System** – A special feature of GEPA: Approx. 25 % of the workforce participates in the self-assessment by means of a detailed questionnaire.

CRITERION

## 13 Climate-relevant emissions

We were able to offset the total emissions of GEPA in Germany (2,890 tonnes of CO<sub>2</sub>) in 2022 through a project with Klima-Kollekte: The project involves procuring and installing photovoltaic systems in Dalit municipalities in the Tumkur District in southern India. **This makes GEPA 'climate-neutral' in Germany.**

For further information, please also visit [gepa.de/klimaneutral](https://gepa.de/klimaneutral)



CRITERION

## 19 Political outreach

As a founding member of the Fair Trade Forum (association of stakeholders in Fair Trade in Germany), GEPA has an intense commitment to the concerns of Fair Trade at the political level as well.

- + **directly** through participation in working groups of the FFH
- + indirectly through national and international Fair Trade networks
- + through exchange with stakeholders in policy-making and civil society – at the level of municipal, state, federal and EU policy
- + In 2016, GEPA created the position of a political advisor in its Policy Department.
- + The Fair Trade Forum maintains contact on the ground with policy-makers in Berlin. Mission: To convey the demands of Fair Trade to policy-makers and the general public.







## Opportunities for children: A model school

Through its coffee imports, GEPA co-finances the day school of the Sol y Café cooperative. This is a model school that children of non-members may attend as well. There, more than 130 children learn not only to read, write, and perform mathematics – but also to protect the environment and the climate. Parents pay for their children's meals and transport; the cooperative finances additional instructors.

To see why seven-year-old Rouss and her parents are happy that she is attending school there, to learn how climate protection forms part of the curriculum and to gain insights, watch the video:

[gepa.de/schule-solycafe](https://gepa.de/schule-solycafe)



**Rooibos harvest at our partner WORC in South Africa.**  
We purchase fair and organic rooibos from WORC for our outstanding tea. Drought conditions pose a threat to harvests. GEPA helps farmers secure their livelihoods during the climate crisis.

### Product awards



**05/2022 Stiftung Warentest**  
**Rooibos Tee Bio (organic rooibos tea):**  
One of two test winners, with a 'Good' rating



**11/2022 ÖKO-TEST**  
**Faires Pfund Bio Honig (organic honey):**  
'Very good'

GEPA and  
its shareholders:  
Joint action  
for Fair Trade

**Brot  
für die Welt**

**misereor**  
GEMEINSAM GLOBAL GERECHT

**aej**  
Arbeitsgemeinschaft der  
Evangelischen Jugend



### Awards



**Sustainable Impact Award 2022**  
Winner in the special  
'Generali SME EnterPRIZE' category

**CSR Award of the German Federal Government 2020**

Winner: 'Responsible supply chain management'



**German Sustainability Award**  
TOP 3 'Global Partnerships 2020'



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