GEPA – Facts and Figures
Business year 2018

Head office

GEPA Society for the Promotion of Partnership with the Third World, Ltd.
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www.gepa.de

Founded on May 14, 1975

GEPA is backed by
• Arbeitsgemeinschaft der Evangelischen Jugend (aej)
• Bischöfliches Hilfswerk MISEREOR
• Brot für die Welt
• Bund der Deutschen Katholischen Jugend (BDKJ)
• Kindermissionswerk »Die Sternsinger« e.V.

Staff (as per 31/12/2018): 170 (thereof 41 part-time employees and 12 trainees)

Corporate goal
• To promote disadvantaged producers, especially in the global South
• To influence and change consumer shopping attitudes in the North
• To influence and change structures of international trade by means of lobbying and advocacy work

Who are our trading partners?
• Democratically organized small farmers and artisans
• Agricultural and small industrial enterprises with a management taking social and ecological responsibility for workers and employees
• Marketing organizations aiming at producer support

How many trading partners do we have?

<table>
<thead>
<tr>
<th>Region</th>
<th>Partners</th>
<th>Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>31</td>
<td>16</td>
</tr>
<tr>
<td>America</td>
<td>62</td>
<td>14</td>
</tr>
<tr>
<td>Asia</td>
<td>35</td>
<td>12</td>
</tr>
<tr>
<td>Europe</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Total</td>
<td>131</td>
<td>45</td>
</tr>
</tbody>
</table>
Our Fair Trade relationships comprise:
- Dialogue on development aims
- Payment of fair prices
- Advance payment on request
- Direct trading relationships and long-term partnerships – in good and difficult times
- Advice in product development and export handling
- Promotion of Organic Agriculture

Products
Food: coffee, tea, chocolates, sweets, honey, nuts, rice, spreads, wines, etc.
Non-food: wickerwork, textiles, candles, soaps, ceramics, sports balls

GEPA turnover (million EUR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Coffee</th>
<th>Chocolate</th>
<th>Other food</th>
<th>Non-food</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>43,99 %</td>
<td>22,70 %</td>
<td>31,81 %</td>
<td>1,50 %</td>
</tr>
<tr>
<td>2017</td>
<td>43,77 %</td>
<td>22,35 %</td>
<td>32,50 %</td>
<td>1,38 %</td>
</tr>
</tbody>
</table>

Turnover according to product group

<table>
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<tr>
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</table>

Turnover per distribution channel

<table>
<thead>
<tr>
<th>Channel</th>
<th>2018 (see graphics)</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail trade (food) / natural food specialized trade</td>
<td>40,81 %</td>
<td>39,55 %</td>
</tr>
<tr>
<td>World shops and action groups</td>
<td>26,99 %</td>
<td>27,91 %</td>
</tr>
<tr>
<td>Out-of-home-service</td>
<td>10,57 %</td>
<td>11,08 %</td>
</tr>
<tr>
<td>Online shop</td>
<td>2,06 %</td>
<td>1,74 %</td>
</tr>
<tr>
<td>Others</td>
<td>19,57 %</td>
<td>19,72 %</td>
</tr>
</tbody>
</table>
More than fair: fair +
Additional benefits on top of the general Fair Trade criteria, such as:

- **Eco and fair**: ca. 84 per cent of our products are certified organic.
- **A future for children**: better chances for children through a better income for the parents.
- **High Fair Trade share**: our composite products like chocolates and coated candies have got a very high share of Fair Trade ingredients. In the case of many GEPA chocolate products, the Fair Trade share is already 100 per cent.
- **Honest and transparent declaration**: the raw materials purchased under fair conditions are verifiably contained in the products.
- **Our contribution to climate protection**: we have our CO₂ emissions measured and contribute to climate protection at our trading partners’ in the South. At our trading partner ATC’s in the Philippines, over 40'000 trees have been planted.
- **Cooperation with the Klimakollekte project**: With the Klimakollekte, we compensate the emissions caused by the sea transport of our coffee range and we finance energy-efficient ovens at KCU, our coffee partner in Tanzania.
- **Fund for trading partners**: In 2017, GEPA launched a fund to finance small projects of trading partners (such as climate protection, human rights and bio conversion projects).

For more information, please visit: www.fair-plus.de

Services to GEPA customers

- High product quality and fair production conditions
- Verifiable and transparent criteria with regard to the selection of trading partners and trading conditions
- Information and education material on products and trading partners
- Publications and seminars on subjects referring to Fair Trade
- Designing assistance, promotion material, campaign offers, participation in trade fairs
- Additional position for an advisor for the foundation and business development of world shops

Membership

- FFH – Forum Fairer Handel (Fair Trade forum)
- EFTA – European Fair Trade Association
- WFTO – World Fair Trade Organization: GEPA is a Guaranteed member according to the WFTO Guarantee System.
- FLO-Cert – certified Fairtrade importer
- Licensee of Naturland Zeichen GmbH

Distinctions

- German Sustainability Award: „2018 Germany’s most sustainable product“ (2017 REWE Group consumer voting) – GEPA Café Orgánico
- 2014 German Sustainability Award: „Germany’s Most Sustainable Brands“
- 2014 German Sustainability Award: Top 3 „Germany’s Most Sustainable Small-scale Enterprises“