



Local Stakeholder Consultation (LSC)

Reforesting Diverse Native Tree Species in Eastern Nicaragua

A Gold Standard project by **ROSSMANN** and RITTER SPORT Nicaragua

August 27, 2025

Agenda

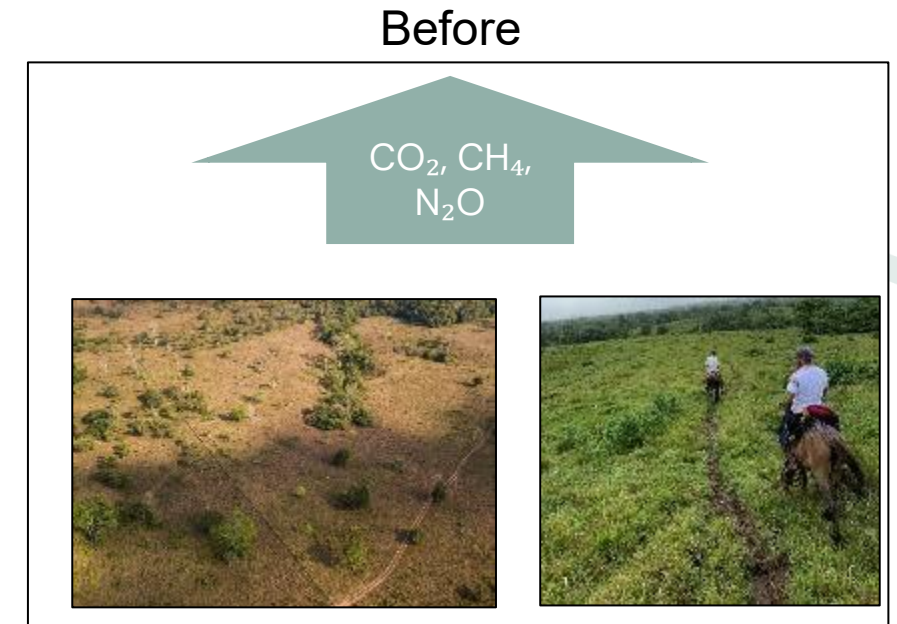
- 10:00 a.m.** Introduction and Objectives
- 10:30** Project Presentation, Including Impacts, Potential Risks, and Monitoring
- 11:00** Explanation of the Complaints Mechanism
- 11:15** Site Visit with Transportation
- 1:15** Lunch at the Farm
- 2:15** Interactive: Discussion on adverse impacts and how to address them
- 2:45** Interactive: Question and answer session, including completion of evaluation forms by participants
- 4:00** End of meeting



Introduction and Objectives

Objectives

- **Sustainable reforestation** with native trees (native to the region)
- **Generate** high-quality **carbon credits**
- 936 ha of grazing and livestock farming → **Reforestation on 730 ha**
- **No monocultures**, but cultivation of many native species
- Long-term project, **at least 30 years**
- **Certification** of a Gold Standard project grouped under "VPA" (within the Ritter "POA" project)



The project aims to be a Gold Standard Project to generate carbon credits

The Gold Standard is a standard and certification program for non-governmental emission reduction projects and is recognized by the State of Nicaragua.

- Other aspects are taken into account in the certification:
 - Environment
 - Social aspects, health, stakeholders
 - Global Sustainable Development Goals
 - Audit of results
 - Additionality
 - Permanence
- The Gold Standard is the most demanding of the carbon standards in the voluntary CO₂ market



What are Carbon Credits?

Carbon credits are a monetary unit representing the reduction or elimination of one metric ton of carbon dioxide (CO₂) or other greenhouse gases from the atmosphere

- Carbon Credits:
 - They are generated under a **carbon standard** (e.g., Gold Standard).
 - They are **owned by the project proponent** (Rossmann)
 - They can be **traded**
 - **They have a price** (depending on the type of project)
 - They enable companies and countries to meet their **emission reduction targets**
 - They generate **resources for projects** that contribute to the fight against climate change



Round of Consultations with Interested Parties and Consideration of the Results

- The "Stakeholder Consultation Round", lasting 30 days after receiving the results of this meeting
- We ask that you send us any additional comments, criticisms, or suggestions within these 30 days and beyond.
- You can do so in the following ways:
 - By email to: project-nicaragua@rossmann.de
 - Verbally to Mr. Luis Rugama
- We will respond to all comments received after that period and consider solutions for the project.



A GOOD PLACE FOR COCOA, PEOPLE, AND NATURE

Ritter Sport Nicaragua, 2025

HISTORY

RITTER SPORT IN NICARAGUA



2015
Working with more than
3,500 small farmers
organized into some 20
cooperatives.

1990

- **Start of cooperation** with small cocoa producers
- Promotion of **cocoa in agroforestry systems**

2007

- **Ritter Sport collection center** established in **Matagalpa**
- Centralized fermentation and drying through cooperatives.



2012
Start of the company's **own plantation. THE COCOA**



2018
First harvest of cacao fruits at EL CACAO.



OVERVIEW

EL CACAO – FACTS AND FIGURES



- Start of Cacao: 2012
- Cocoa in agroforestry systems on 1,200 ha



- Approx. 1,200 hectares of natural habitats
- Certifications: Rain Forest, Gold Standard CO2



- **Employees: approx. 450**
- Own education and training center THE ACADEMY



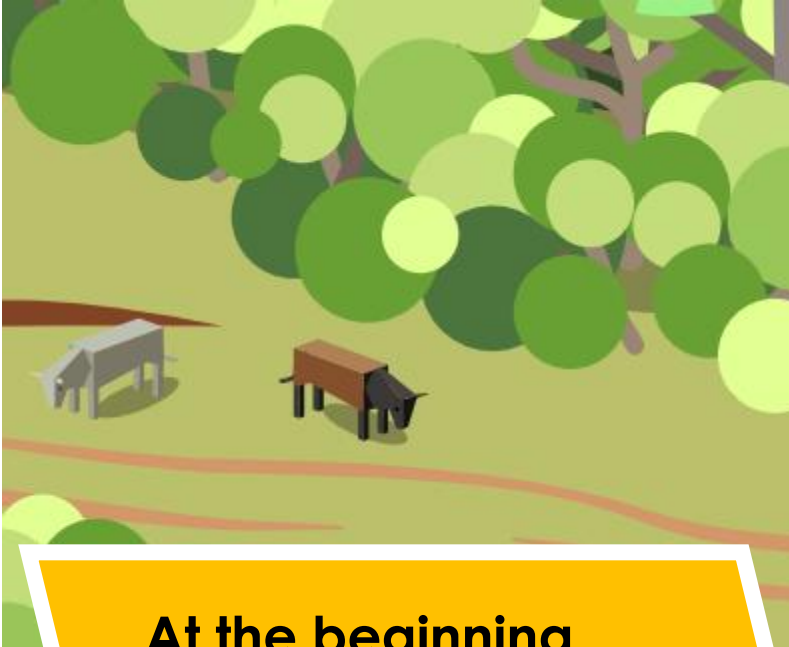
- **Volume target: 1,500 tons of cacao per year,** corresponding to 20-25% of Ritter Sport's cacao mass demand.



EL CACAO is located in eastern Nicaragua and covers around 2,500 hectares.

GOAL

COCOA – WHERE DO WE COME FROM AND WHERE ARE WE GOING?



At the beginning

Degraded soils with ongoing erosion due to extensive livestock farming.



After 2–4 years

Build and strengthen the soil structure. Improve soils with legume cover, liming, and biomass incorporation.



Goal

Regenerative agriculture with multiple levels of shade. Active soil life and the agroforestry system create a sustainable and positive CO₂.

COOPERATION FOR SUSTAINABILITY



German company ROSSMANN

Profile

Raoul Roßmann, Managing
Director Dirk Rossmann GmbH



The ROSSMANN family business

- As the inventor of a new pharmacy model in Germany, Dirk Roßmann opened the first "personal care, health, and cleaning products store" in Hanover, Germany, in 1972. Today, ROSSMANN (headquartered in Burgwedel, near Hanover) is one of the largest pharmacy chains in Europe with 65,500 employees in Europe and 4,966 branches. More than 1.6 million customers shop every day in over 2,300 ROSSMANN stores in Germany.
- As a family-owned company, the well-being of future generations is of utmost importance to ROSSMANN. That is why they have been committed to sustainable development that reconciles the environment, society, and the economy for many years. This includes:
 - **Responsibility for its products**
 - **Sustainable management**
 - **Responsibility for its employees**
 - **Social commitment**
 - **Environmental commitment**



German company ROSSMANN



Ecological commitment

- Aware of Ritter Sport Nicaragua's experience in sustainable management and the maintenance of a socially and ecologically sustainable cocoa plantation in Nicaragua, and wishing to expand its ecological commitment, **ROSSMANN** decided to invest in a sustainable reforestation project in Nicaragua, transforming grazing land into mixed forests with high biodiversity.



Rossmann Project Journey in Nicaragua





**Example of land
before the project**



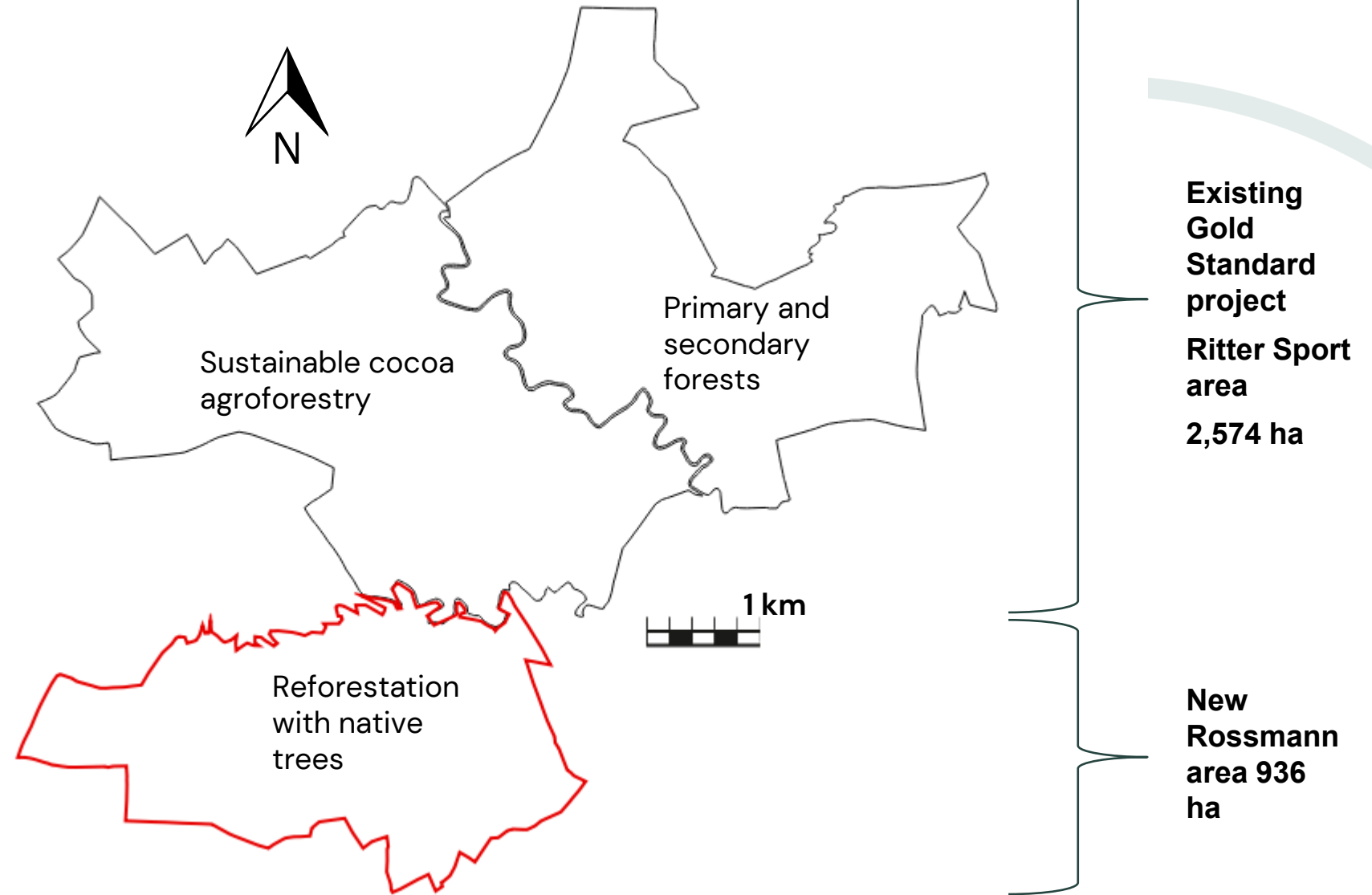
**Neighboring land
and EL CACAO
(plantation approx. 3 years
old)**

The background features two decorative teal curved lines. One line starts at the top center and curves downwards and to the right. The other line is positioned further to the right, starting from the middle and curving downwards and to the left.

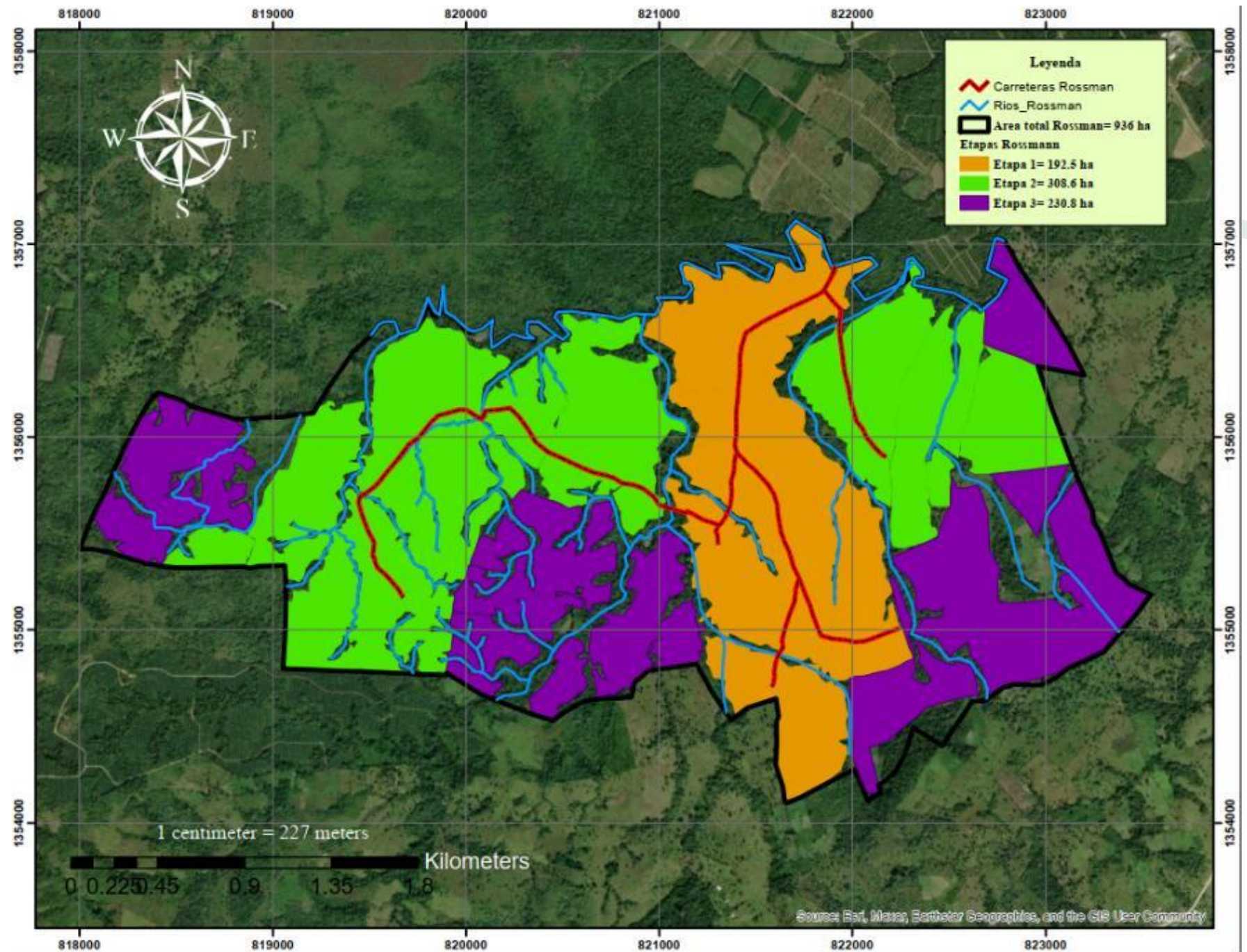
Project Presentation, Including Impacts, Potential Risks, and Monitoring

German company ROSSMANN in Nicaragua

Location and map



Map of the Rossmann Area



Overview of the reforestation project

Project objectives:

- Reforestation of a **semi-natural mixed forest** (with high biodiversity in flora and fauna)
- **Climate change mitigation** and CO₂ capture , and generation of CO₂ certificates

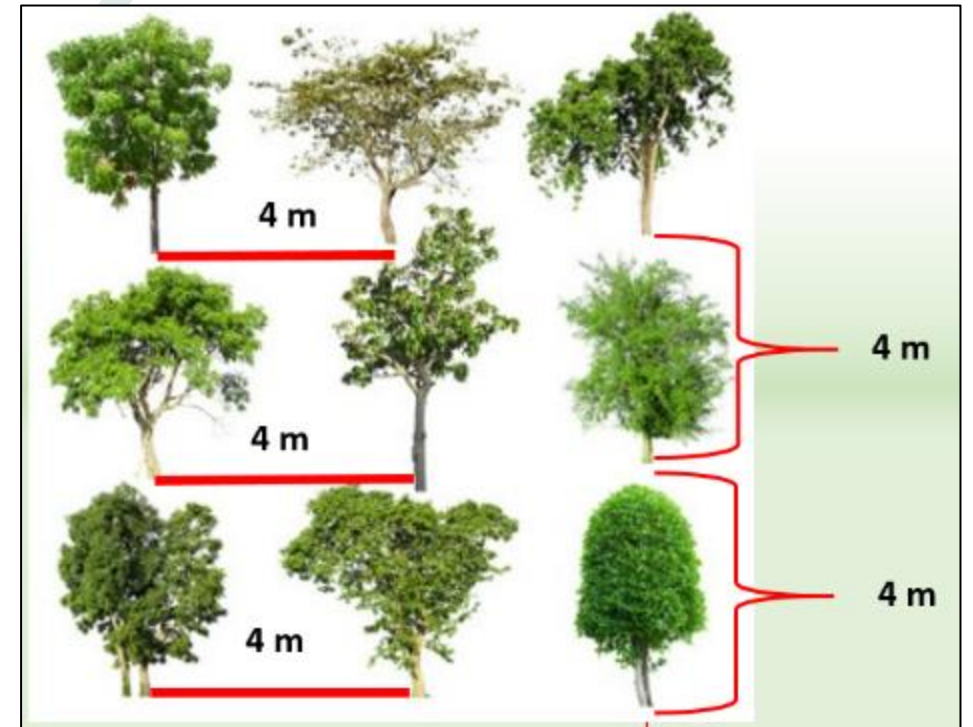
Framework

- A project by the ROSSMANN company operated by Ritter Sport Nicaragua
- In the vicinity of Ritter Sport's EL CACAO plantation in the southern Caribbean region of Nicaragua
- Target area: approx. **730 hectares of forest area**, start: 2022



Project design and technology

- **Plants produced in the nursery** at Ritter Sport Nicaragua's El Cacao farm, using species that are highly adapted to the region's conditions.
- **Planting with a 4 x 4 m layout** on a total of ~730 hectares
- **Use of machinery** for planting, road construction, and tree management
- **Mechanical weed control** of young trees (minimal use of agricultural inputs/pesticides)
- **Annual verification** of aerial images of reforestation and deforestation



Native Trees to Plant

Variedades Propuestas

Son variedades comunes en la zona por lo tanto se adaptan a las condiciones climáticas



Vochysia ferruginea (Manga larga)



Dipterix olifera (Almendro)



Trinervis (S.F.Blake) moldenke (Bimbay)



Vochysia guatemalensis (Cebo)



Ceiba pentandra (Ceiba)



Hyeronyma clusioides (cedro macho)



Species	Category
Guava	Legume
Royal Cedar	Timber
Guapinol	Timber
Mahogany	Timber
Almond	Timber
Water pear	Fruit tree
Oak	Timber
Cortez	Timber
Granadillo	Timber
Coyote	Timber
Laurel	Timber
Ceiba	Timber
Water tree	Timber
Medlar	Timber
Caimito	Fruit tree
Carao	Fruit tree
Santa María	Timber
Bait	Timber
Long sleeve	Timber
Male cedar	Timber

Supervision and Planting Work

- **Measurement of tree growth** and soil health every 5 years
- The **workshop with small machines and tools** from Ritter Sport Nicaragua can be used to work in the Rossmann area.



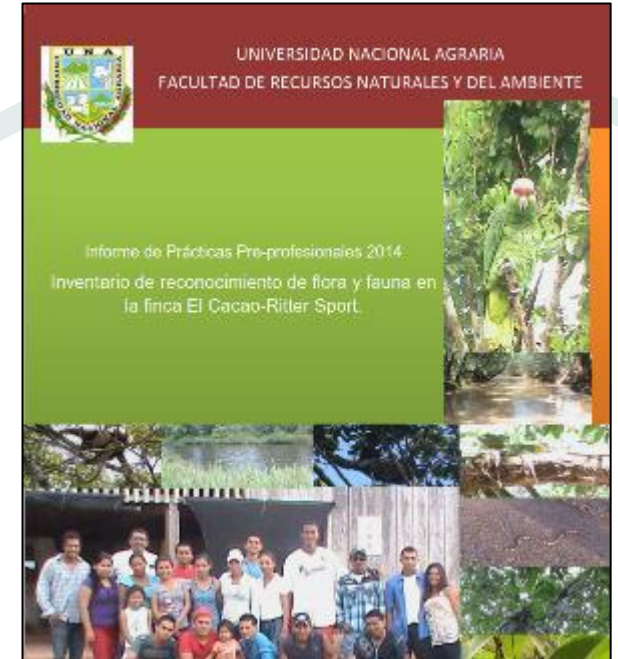
Positive Impacts on Stakeholders (1)

- To the best of our knowledge, **this project will not have any negative impacts** on any stakeholders.
- Positive impacts (part one):
 - **No fires**, no loss of trees, fewer greenhouse gas emissions
 - **Reduced** watercourse **pollution**
 - **Safety measures** such as fire control, windbreaks, and riparian buffers; no deforestation
 - **Less emigration** due to more decent jobs.



Positive Impacts on Stakeholders (2)

- Positive impacts (part two):
 - On the **environment**: air, water, soil, and biodiversity.
 - Trees, soil, and water will **be monitored regularly**, as will policies on waste, pesticides, fertilizers, management, the environment, etc.
 - Additional: **Protection of approximately 200 hectares of primary and secondary forest.**
- **Biodiversity**: Reforested areas will serve as a bridge for migrating animals.
- Biodiversity studies will be carried out, as was done for Ritter Sport.



Clean air

Clean water

Soil quality

Biodiversity

Positive Impacts on Stakeholders (3)

- The project will create **additional jobs** with **salaries above the minimum wage**.
- Contracts include **social security and equal pay** for men and women.
- Employees and their families can **benefit from the social and health system** established on the neighboring Ritter Sport Nicaragua El Cacao farm:
 - For example: Access to a health center, health campaigns, additional life and accident insurance as security for their families, access to an internal interest-free loan program, social activities such as Children's Day, Mother's Day, and end-of-year celebrations, training, education, etc.



Categories of Impacts Considered in the Stakeholder Groups of a Gold Standard Project



- HUMAN RIGHTS
- GENDER EQUALITY AND WOMEN'S EMPOWERMENT
- COMMUNITY HEALTH AND SAFETY
- CULTURAL HERITAGE, INDIGENOUS PEOPLES, DISPLACEMENT, AND RESETTLEMENT
- NO CORRUPTION
- LABOR RIGHTS, WORKING CONDITIONS; NEGATIVE ECONOMIC CONSEQUENCES
- CLIMATE AND ENERGY (GREENHOUSE GASES, ENERGY SUPPLY)
- ENVIRONMENT, ECOLOGY, AND LAND USE PLANNING
 - WATER
 - VULNERABILITY TO NATURAL DISASTERS
 - RELEASE OF POLLUTANTS
 - FOREST EXPLOITATION
 - HIGH CONSERVATION VALUE AREAS AND CRITICAL HABITATS
 - INVASIVE ALIEN SPECIES
 - Etc.

Estimated contributions to SDG (Sustainable Development Goals) targets

Sustainable Development Goals	Impact of the SDGs	Estimated amount	Units/Products
SDG Goal 3: Good health and well-being 3.9 By 2030, substantially reduce the number of deaths and illnesses from hazardous chemicals and air, water, and soil pollution.	Air quality Area without deforestation and biomass burning	730	ha
SDG 8: Decent work and economic growth 4.4 By 2030, substantially increase the number of youth and adults who have relevant skills, including technical and vocational skills, for employment, decent work, and entrepreneurship.	Greater opportunities for income generation and employment: Total number of employees earning above the local minimum wage	24	Permanent employees
SDG Goal 13: Take urgent action to combat climate change and its impacts 13.2 Integrate climate change measures into national policies, strategies, and planning	Amount of GHG emissions avoided or sequestered; Reduction in GHG emissions; No logging or burning, afforestation, and reforestation	~205,000	Estimated verified emission reduction units (including survival rate, excluding GS buffer deduction)
SDG Goal 15: Life on land 15.2 Promote the application of sustainable management of all types of forests, halt deforestation, restore degraded forests, and substantially increase afforestation and reforestation worldwide.	Increase in forested area Total area of trees planted	730	ha

Current status of the project

Legal update: Establishment of Rossmann's Nicaraguan branch

- The branch is operational and was registered in the Public Commercial Registry on January 31, 2022.
- The branch is also registered with: the General Revenue Directorate, Managua City Hall, and INSS
- Registration with MIFIC as a foreign investment in progress

Legal progress: Acquisition of properties and permits

- For the entire area: Public Deeds of Sale and Promissory Sale Agreements, including rights of ownership and/or possession of the property, reforestation management permits. -> The Gold Standard project can begin with these types of contracts.
- The process of obtaining regulatory permits (for forest management and infrastructure) is ongoing.
- One contract has completed the process of registering the deed of sale, which has been registered and recorded. The other contracts are promises of sale, and the process of obtaining agrarian reform titles in favor of the owners/possessors is underway in order to complete the final sale. The process is being coordinated with SPIEX, PGR, and other institutions.

Next steps

- Round of consultations with stakeholders and consideration of the results
- Complete purchase of the land from farmers who previously used these areas for grazing and extensive livestock farming.
- Employment of people for activities in the Rossmann area
- Use of the healthcare system and other benefits and infrastructure in the Ritter Sport area
- Next phase of planting
- Gold Standard certification as a "POA" (Program of Activities) project



Explanation of the Complaints Mechanism

Complaints Mechanism

Complaints box

- Complaint boxes will be installed in the project area.
- The facilities will be installed in such a way that anonymous complaints and comments can be submitted at any time.
- **Complaints** and comments will be stored, documented, and **taken into account as soon as possible**.

Comments and complaints by email

- It is also possible to submit comments and complaints in writing via email to: project-nicaragua@rossmann.de



On-site visit with transportation

2 hours (until 1:15 pm)





Lunch at the Farm

1 hour (until 2:15 pm)





Interactive (1)

Discussion on adverse impacts and how to address them

Discussion on adverse impacts and how to address them

- The following 3 slides reiterate the impacts of the project from Rossmann's perspective
- We would appreciate any comments on the potential negative impacts and how to mitigate them.

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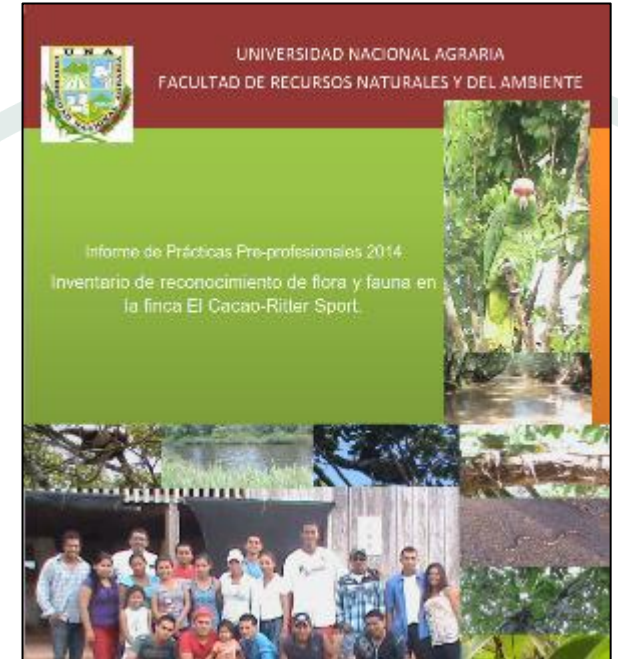
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Positive Impacts on Stakeholders (2)

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Discussion on adverse impacts and how to address them

This is the section for discussion of the potential adverse impacts of the project. Discussion of general comments on the project will follow immediately afterward.

Adverse impact	Proposed solution or next step	Name (if you wish to document it)



Interactive (2)

Question and answer session, including
completion of evaluation forms by participants

Question and answer session

- Please express any comments, questions, or suggestions you may have now
- You may also write them on the paper forms provided, anonymously if you wish

Verbal comments	Proposed solution or next step	Name (if you wish to document it)

The table continues on the next slide

Question and answer session

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Thank you very much