

| Expenditure items | in % of expenditure 2016 | Explanation and (social, ecological, regional) assessment |
|---|--------------------------|--|
| Products | 59.43 % | 38 % share of Green Shape Products in the Summer Collection 2013, 50 % share of Green Shape Products in the Winter Collection 2013 |
| Salaries and commissions for commercial agents | 18.92 % | |
| Other (e.g. depreciation, advertising subsidies, operating costs, outgoing freight) | 10.89 % | |
| Social security contributions, expenses for pensions and similar obligations | 3.35 % | |
| Advertising and trade fair costs | 3.24 % | Print advertising on recycled paper, environmentally friendly trade fair construction (e. g. no carpeting) |
| Vehicle Costs and leasing vehicle/general | 1.69 % | low-emission fleet |
| Property maintenance, servicing and repair technology | 0.81 % | e.g. biodiversity concept at the Obereisenbach location |
| Research and development | 0.63 % | for sustainable products |
| Rent | 0.55 % | |
| Energy (electricity, water, gas) | 0.23 % | 100 % eco power |
| Contributions and fees | 0.14 % | i.e. bluesign membership |
| Building maintenance | 0.11 % | e.g. energy-saving measures |