

SUSTAINABILITY REPORT 2022



Making Truck CO₂ History.

Welcome to the very first sustainability report from Aerodyne Global.

Although this is an inaugural report, Aerodyne has long been writing our own story in terms of truck aerodynamics, always with a close eye on reducing fuel consumption and carbon footprint.

We've been making a positive impact on the environment since 1979, when we were founded by my father, Ambrose Kingston. He was a fleet operator who started by researching fuel-saving devices and went on to create our development processes which continue to this day. We remain a committed, values-driven family business with many successful projects under our belt but today's Aerodyne has learnt a huge amount. Reducing the world's transport emissions is part of our DNA. We provide innovative products, take a collaborative approach and provide expert advice and guidance to everyone we work with.

Today, we manufacture some of the most innovative aerodynamic devices available on the market. Combined with our status as trusted advisors, we work collaboratively with clients to create bespoke, high-performing solutions with very attractive ROI periods. The savings in fuel costs, reduction in carbon footprint and increase in range that our clients' fleets experience are tangible. And each time we take on a new contract, we help reduce the carbon footprint of the transport industry.

We've invested strategically in our manufacturing capability as well as in technology to enable us to use data and modelling to test our research and designs. This saves materials wastage and reduces the length of the development process enabling our clients to achieve results more quickly.

Our passion for what we do is backed up by our experience. We leverage scientific and data-driven inputs to provide continuous improvement both internally, on our systems and processes, and externally in the aerodynamic solutions we deliver to our clients.

There are three pillars of sustainability – economic viability, environmental protection and social equity, and by focusing on each of these, we can ensure all aspects of our business, from our financial performance to our manufacturing processes, are managed within a framework that supports the right balance of socio-economic needs and environmental management.

I'm delighted to combine the publication of this report with the announcement of our successful accreditation for ISO9001 and ISO14001, both important steps in bringing sustainability into every angle of our business.

Ryan Kingston
MANAGING DIRECTOR



“REDUCING
THE WORLD’S
TRANSPORT
EMISSIONS IS PART
OF OUR DNA”



TO DOING BUSINESS

MISSION

Our commitment to sustainability is built into the fabric of who we are as an organisation. Our overarching mission is

Making truck CO₂ history. Saving fuel. Extending range.

Importantly, this underlines our role in helping the transport industry to meet and maintain their carbon footprint targets, both in traditionally fuelled vehicles and also when we start seeing alternative fuels, such as biomethane and electricity, become more commonly used. Our focus on range as well as fuel reflects this.



VISION

To be the #1 trusted advisor for truck aerodynamics. Globally.

The focus on 'trusted advisor' reflects our collaborative approach and continual commitment to innovation. Our approach is rooted in science and data, and this enables us to continually improve all aspects of our solution, from the products themselves to the materials and processes we use.

A recent client testimonial showed we are valued for this exact approach: **"Their scientific approach shows that Aerodyne are a credible and reliable trusted advisor."** David Wake, Waitrose



DAVID WAKE,
WAITROSE

"THEIR SCIENTIFIC APPROACH SHOWS THAT AERODYNE ARE A CREDIBLE AND RELIABLE TRUSTED ADVISOR."

TO DOING BUSINESS



VALUES

It is important to us that we build a business with common values and a supportive culture. Our corporate values are:

Integrity

If we can't save you money, we'll tell you

Cooperation

We listen, learn and respond

Innovation

We continually explore new technologies

Passion

We constantly strive for excellence

These values underpin the way we work, and what we believe is a sustainable approach to everything from our client relationships to the materials we use in our manufacturing. This also comes through in our brand promise, which is that we offer trusted advice and reliable fuel and carbon-saving aerodynamic solutions to the logistics industry. And, if we can't save you money, we'll tell you.

Aerodyne is a regular donator to charity. We believe in the greater good and have a [chosen charity](#), also encouraging those employees who are charity volunteers by giving them additional paid leave so they can support specific events at their chosen charity.

OUR APPROACH TO DOING BUSINESS

As Aerodyne grows, and our truck aerodynamic solutions expand and improve, we will increase our positive impact on the environment.

Our products have an almost unprecedented return on investment (ROI) compared to other environmental products and are easy to fit to existing assets. We are therefore able to offer winning solutions in many different ways.

Every time a client does business with

us, they reduce their environmental footprint, increase their profits, and our planet experiences less CO₂ emissions per mile travelled.

We've achieved success through our three-step approach to doing business. It's been designed to ensure every possible benefit and carbon saving is delivered to our clients through our aerodynamic solutions.

The steps are:

1. UNDERSTAND

- Understanding current and future needs and targets
- Using our Fleet Aerodynamics Survey (FAS) to gather scientific data

2. ANALYSE

- Creating recommendations backed by science and data and CFD testing
- Finding the lowest ROI period possible, making sustainability affordable for all and removing the barrier for retro fitting

3. DELIVER

- Using 3D CAD and CNC to design, develop and deliver kit
- Collaborating with truck manufacturers and body builders for seamless construction
- Ensuring parts are available for retrofit, so all vehicles can save on fuel costs & carbon footprint, regardless of age





OUR APPROACH

TO ENVIRONMENTAL MANAGEMENT



Environmental responsibility is the pillar of corporate social responsibility that is rooted in preserving mother nature. Through optimal operations and support of related causes, a company can ensure it leaves natural resources in a better state than before its operations. At Aerodyne, we pursue environmental stewardship in the following ways:

- Most of our products are produced in fibre glass, which is light, requires less energy than steel to produce and transport, and lasts the lifetime of the vehicle to which it is fitted.
- We are also looking at thermoplastics which offer excellent recycling opportunities. This fits with our ethos of producing high quality, long-lasting products wherever possible.
- Offsetting negative impacts by replenishing natural resources or supporting causes that can help neutralise the company's impact. By 2025 our products will be saving 100,000 tons per annum, the carbon saving benefits of our products offset far more than our impact.
- Distributing goods by consciously choosing methods that minimise the emissions and have the least impact on pollution. We have changed our logistics provider to Palletways, who offer a more sustainable form of transport by reducing empty vehicles and mileage per pallet. Although not a new concept, the approach is simplistic yet still delivers meaningful savings and efficiencies.
- Creating product lines that enhance the right values. All of Aerodyne's products are primarily designed to reduce carbon, but we are also moving with the times and working with manufacturers of electric trucks

to increase their range, which results in the vehicle being available for a wider range of uses.

Our ISO14001: 2015 accreditation demonstrates our commitment to doing business while remaining cognisant of the environment, society and the economy.

ISO 14001 specifies the requirements of an environmental management system (EMS). An EMS is a systemic approach to handling environmental issues within an organisation.



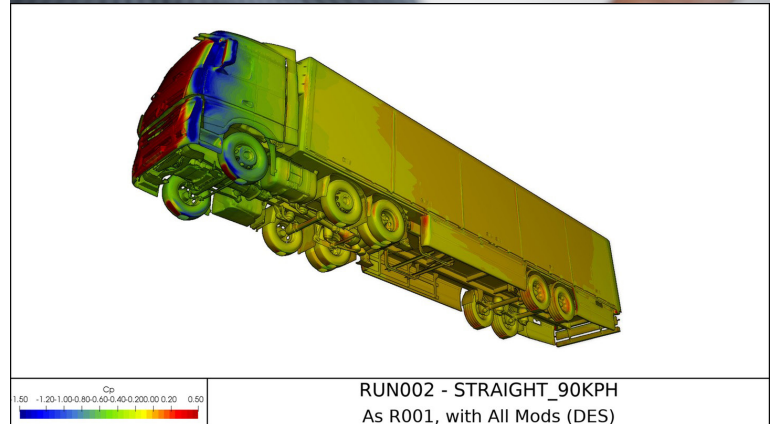
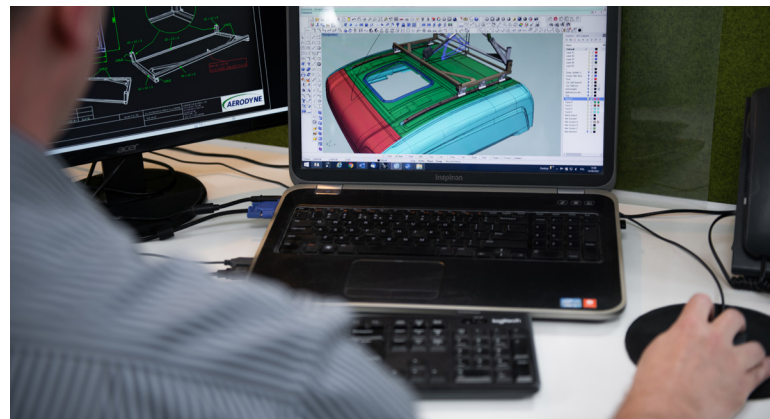
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OUR COMMITMENT TO INNOVATION

Our flexible and innovative mindset means we are continually refining existing products and components as well as developing new ones. In order to demonstrate our commitment to innovation, Aerodyne invests a significant percentage of our annual revenue to design, test and develop further truck carbon saving products.

Examples of the latest thinking, all designed to help our clients move closer to the 2025 environmental targets, are:

- Deflectors for the new range of electric SAIC Maxus Lutons. Aerodynamics and increased range is just as relevant to electric vehicles, if not more so. We're helping clients to maximise time between charging.
- Super lightweight aerodynamics kit for a business wanting to maximise products in their loads. The lower the weight of the truck, the higher the weight of the cargo can be, meaning more items delivered, larger profits and less CO₂ per item delivered. We managed to save them 20kgs on the roof alone, which equates to them carrying four extra products per vehicle.
- AEROMATIC (auto-height-adjust) self-adjusting deflector to maximise fuel-savings and carbon savings for trucks pulling different height trailers. See our product page [here](#). Ocado are seeing an additional 7.2% fuel-saving after fitting AEROMATIC
- Our new lease purchase package which enables more fleet operators to retrofit aerodynamic devices without the need for capital outlay. The package allows clients to pay for the products on a monthly basis and increase their profitability from day one.
- Continually evolving our products. Our new range of trailer side skirts have recently been proved to save 3-4% of fuel, resulting in a significant carbon saving for clients that use them.



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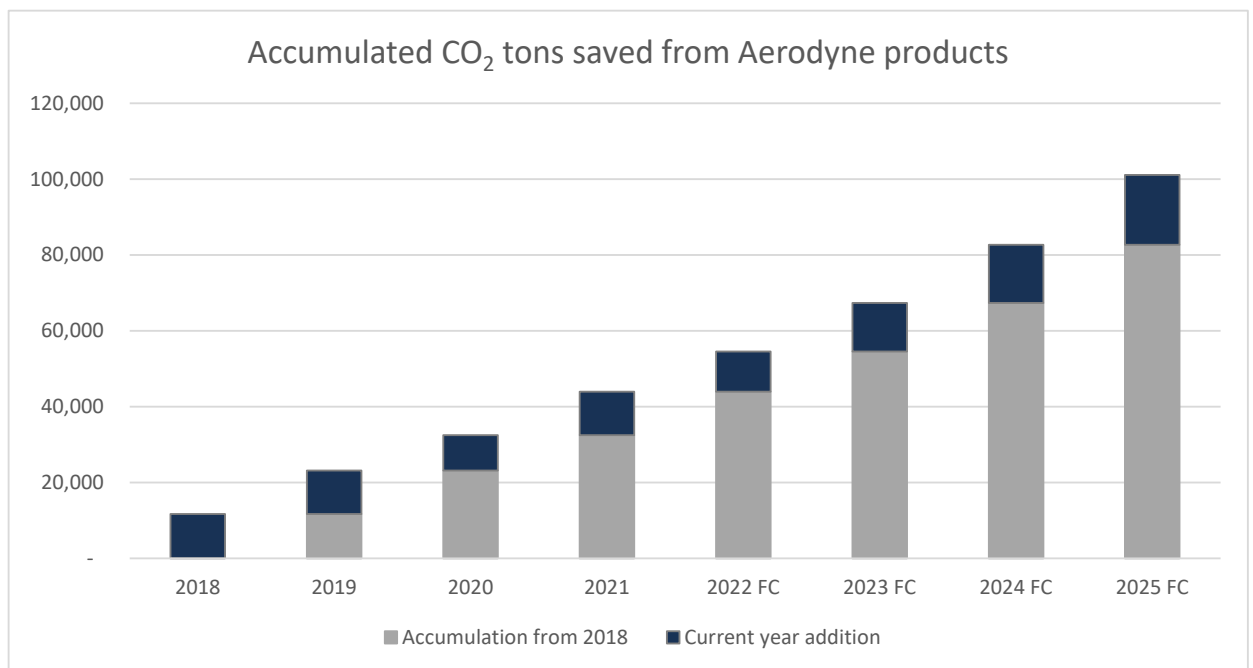


OUR COMMITMENT TO REDUCING CO₂

We are committed to doing what we can to develop a sustainable business and, of course, the concept of environmental management and sustainability is baked into the sector in which we operate. It has become Aerodyne's raison d'être and our approach to business has evolved accordingly.

The chart below shows our annual contribution to CO₂ savings based on products sold.

Although we have been trading since 1979, we first started recording this in 2018. Already it is clear that we are on track to make a significant saving and contribute substantially to managing the future of our environment and climate. Our current forecasts show over 100,000 tons of CO₂ saved, per annum, by 2025 (based on the 2018 start date).



But what does this figure really mean? To give you a more visual representation, take our 2025 forecast from the graph above. This amount of CO₂ saved would fill 277 hot air balloons every day!



OUR COMMITMENT TO REDUCING CO₂

And that's just if we continue at a steady state. Our commitment to innovation means we are always improving and evolving our products and we've recently started producing sideskirts that fully satisfy the requirements for European Community Whole Vehicle Type Approval (ECWVTA) and which will make a meaningful contribution to the CO₂ reduction targets for trailers which are soon to be implemented across the EU.

It is through initiatives such as this that manufacturers can begin to get ahead of the curve and beat the challenges of ever-tightening targets.

We are also increasing our role as expert advisors, with both existing clients and more generally across the industry. The data to which we have access, along with our experience in working with some of the UKs most forward-thinking fleets, stand us in good stead to help spread best practice and advise those fleets who are at an earlier stage of their transition.

Our expertise is available in the following ways:

- Through initial fleet audits: our Fleet Aerodynamics Survey (FAS) projects likely savings in both CO₂ and fuel costs, illustrating the ROI of investing in our solutions and assisting fleet managers with building compelling business cases;
- 'Lunch and Learn' sessions with our experts: designed to help vehicle manufacturers and fleets to determine the best course of action to work towards achieving carbon footprint targets or to reduce their fuel costs and maximise their efficiency and range;
- Through our website: we have a huge range of case studies and product information including our popular fuel and carbon saving calculator;
- Through knowledgeable and empowered employees: all our sales advisors are fully trained and available to advise clients as and when needed.

An Ethical Approach

Ethical responsibility is another element of corporate social responsibility which we believe must go hand in hand with environmental responsibility.

For Aerodyne, this means conducting our business with an open culture, built on honesty, fairness and by employing a diverse mix of employees. It is too easy for companies to 'greenwash' their performance and we believe that, by upholding an ethical approach to business and ensuring our employees are informed and engaged, we can promote a better way of working.

The quality of our people, and our ability to retain them is key to our long-term success. A combination of ethical and environmental responsibility helps us demonstrate that we care about everyone's future on both a personal and global level.

As part of this, our employees are paid in excess of market benchmarks, and everyone has their own training and personal development strategy. We also have a long-term commitment to educating young people, attracting them to our industry and developing new skills as a result.

We provide regular financial reporting to all stakeholders and investors, striving to always make sound decisions to maintain business profitability and positive cash flow.

We value all our partners and suppliers and strive to pay them on time and operate in a fair and ethical manner. We carry out regular factory visits to our core suppliers, to ensure they are also working in a responsible and ethical manner.

We value our clients and their experience of doing business with us. We place the utmost importance on exceeding our clients' expectations and our 2022 average customer experience rating score was 92%.

OUR COMMITMENT WHAT'S NEXT?

At Aerodyne, we never stand still and that's certainly the case when it comes to our commitment to being sustainable.

Our 2023 goals are:

- To meet our internal carbon neutral commitment
- To report and track our internal sustainability rating on Ecovadis

Our latest commitment to greater sustainability has been to sign up to EcoVadis so we can better understand our own sustainability rating and be aware of how it can be improved. Ecovadis provides a holistic sustainability rating for companies, covering a broad range of non-financial management systems including environmental factors, labour and human rights, ethics and sustainable procurement impacts.

In addition to having a sustainability rating, this will assist us in being better informed about new developments, projects and initiatives we can get involved in to ensure we continuously improve in this area.

We have also signed a commitment with Carbon Neutral Britain for carbon offsetting which will involve:

- Regular measurement of our carbon footprint
- Investing in carbon credits which support projects around reforestation, exploring or investing in alternative energy
- Supporting the UN's sustainable development goals

In our next Sustainability Report, we'll be reporting on our progress against the three scopes of reducing emissions.

Known as Scope 1,2 and 3 emissions, these are defined as part of the Greenhouse Gas (GHG) Protocol and are explained as:

Scope 1 – direct emissions

- Includes emissions from our owned or controlled sources such as onsite energy used, emissions from fleet vehicles, manufacturing emissions

Scope 2 – indirect emissions from purchased energy

- Includes emissions from electricity purchased from the utility company and used by us, any heating or cooling emissions generated off site

Scope 3 – indirect value chain emissions

- Includes emissions generated by assets not owned but used by us, for example those owned by members of our supply chain, or even by our own products after they have been sold

We see our sustainability report, as a way of remaining accountable for our own sustainability but also as a method for keeping this topic current. Improvements will only be made if businesses are asked to prove their approach to building a cleaner, better future for our environment.

**BUILDING A
CLEANER,
BETTER FUTURE
FOR OUR
ENVIRONMENT.**

