

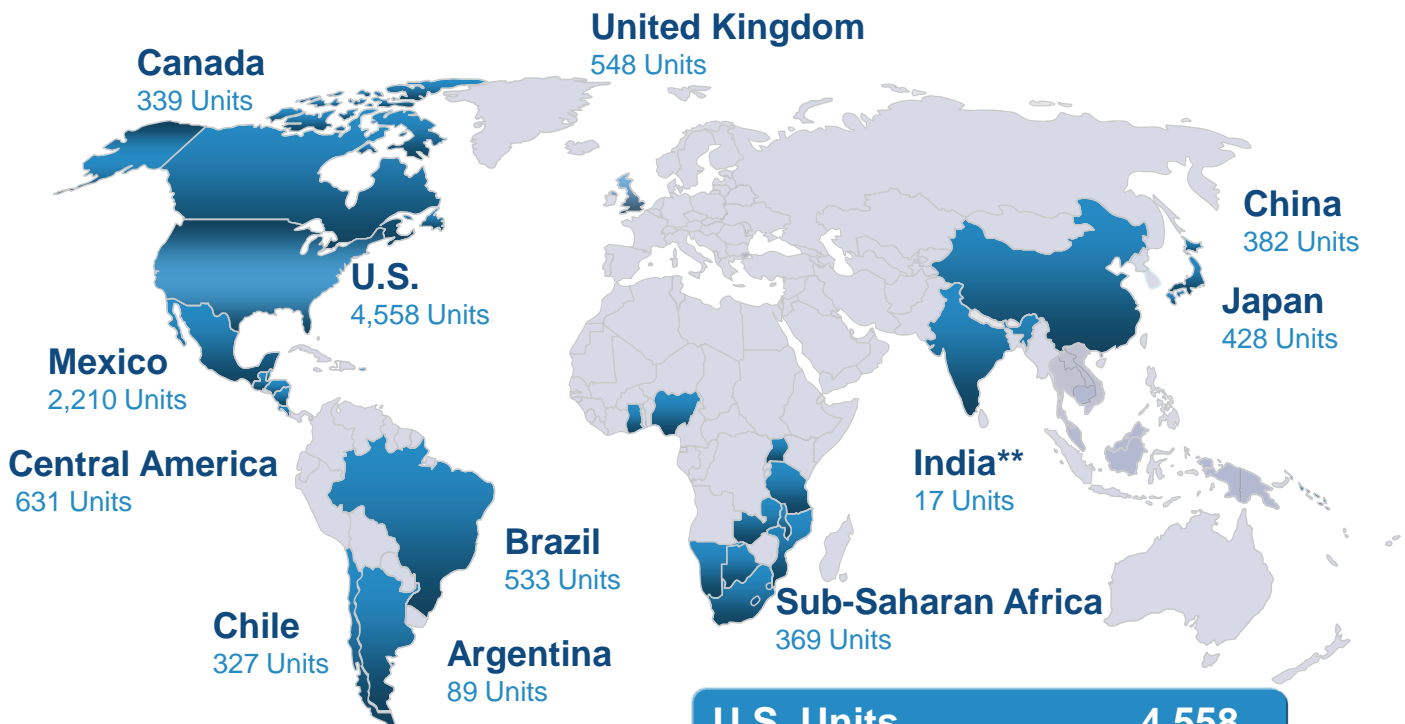
Walmart Sustainability

Benefits of certification:
A supply chain perspective

Julian Walker-Palin
Walmart Global Palm Oil Project Captain
October 2012



Our global presence



U.S. Units	4,558
International Units	5,873
Total Units	10,431*

**Bharti Franchises not included in total

*As of Sep 30, 2012

Sustainable palm oil goal announced in 2010

100% fully segregated CSPO in own brand products by December 2015



Environmental – rainforest destruction, biodiversity loss, planting on peatland



Social – local indigenous land right issues, poor worker conditions, treatment of smallholders



Supporting CGF – working with other retailers and manufacturers to tackle deforestation

3



Our approach – Year 1: Aligning internally

Building internal capacity

- Teams formed
- Up skilled
- Procurement policy agreed and briefed out



Calculated usage

- 84,000 tonnes globally
- 0.5% of global palm oil production



Certification benefits

- RSPO is primary route
- All CSPO routes recognised
- SG is goal but on the way recognise:
 - Mass Balance
 - GreenPalm



4



Our approach – Year 2: Driving externally

Catalyst to bring together retailers, industry and NGOs

Success in trialing and refining the GHG calculator

Developed certification approach and recognised Rainforest Alliance as an RSPO 'equivalent'



5



Finding CSPO challenge - Walmart directory

Barrier

Where can we buy CSPO ?

Processors and traders

10 the largest processors / traders contacted

7 collaborated on:

Which markets they supply CSPO into now

What supply chain type: MB/ SG

Outcome

First directory of availability

Map of findings

Buyers making contact locally



6



Challenge: Lack of consumer engagement

First North American use of trademark was by Walmart in 2011

One size does not fit all

Low customer demands for CSPO currently



Involved in NGO dialogue

Solid progress made

Some stats: 2011

- 100% Asda's usage sustainable
- Sam's Club US launched 4 MB products



Some stats: 2012

- 50% Walmart markets covered by GreenPalm certificates
- Over 5% total palm oil is SG CSPO



Where to from here ?

Partnership is key

- Work with us

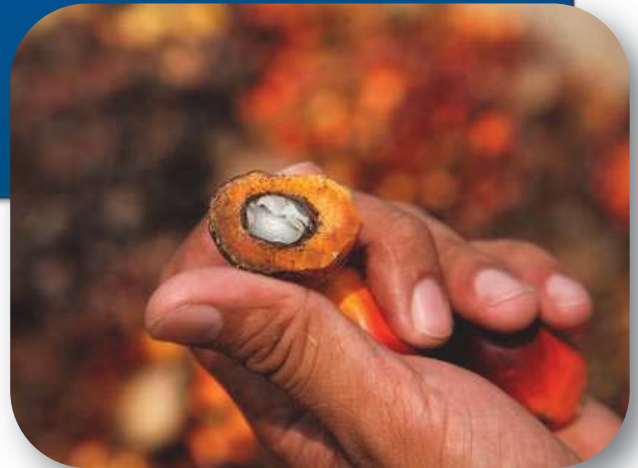
Accelerate delivery of 2015 Goal

Mass Balance and Book & Claim as interim measures

Use our scale to be a convener

- Focus on key markets – India & China
- Drive uptake

Supporting the increase in uptake of CSPO in retail and manufacturing



Walmart 