Walmart Sustainability

Benefits of certification:
A supply chain perspective

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Our global presence

Canada
339 Units

Mexico
2,210 Units

Central America
631 Units

U.S.
4,558 Units

United Kingdom
548 Units

Argentina
89 Units

Brazil
533 Units

China
382 Units

Japan
428 Units

Sub-Saharan Africa
369 Units

India**
17 Units

**Bharti Franchises not included in total

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

*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

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
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’

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
Challenge: Lack of consumer engagement

First North American use of trademark was by Walmart in 2011

One size does not fit all

Involved in NGO dialogue

Low customer demands for CSPO currently

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