**Scope and Scale**

- **Canada**: 333 Units
- **China**: 370 Units
- **United Kingdom**: 544 Units
- **Japan**: 424 Units
- **India**: 17 Units
- **Mexico**: 2,133 Units
- **Brazil**: 531 Units
- **Argentina**: 88 Units
- **Central America**: 622 Units
- **Chile**: 322 Units
- **Sub-Saharan Africa**: 349 Units

- **Countries**: 28
- **Total Units**: 10,000+
- **Associates**: 2.1 Million
- **Customers**: 200 Million (/wk)
- **Suppliers**: ~100,000
Walmart’s Sustainability Goals

**ENERGY**

Be supplied 100% by renewable energy

**WASTE**

Create zero waste

**PRODUCTS**

Sell products that sustain people and the environment

"those suppliers who partner with us in building a responsible supply chain will be the suppliers that will grow with us. And you too will become a better and more sustainable business."

- Mike Duke, President and CEO, Wal-Mart Stores, Inc.
We have a responsibility to lead where it counts…
Our North Star…..

Customers shouldn’t have to choose between products they can afford and products that are good for the environment (or themselves, their communities, society and future generations)

They Have High Expectations of Us…
And They Should
So We Went to Work…
In 2009, we committed to the Sustainability Index: Tools that will...

- Improve the sustainability of the products our customers love
- Integrate sustainability into our core business
- Drive the productivity loop by reducing cost, increasing product quality and finding supply chain efficiency
- Increase customer’s trust in us and the brands we carry by leading in transparency

“If we work together, we can create a new retail standard for the 21st century.”
Practical Tools For Decision Makers

Category Sustainability Profile

Key Performance Indicators

Buyer Index Scorecard
Category Summary

Completion Date: September 4, 2012
Product Category: Showering Products
Included Products: Shampoos, body wash, bar soap, liquid soap, hair conditioners
Excluded Products: shaving cream, hair remover, bathroom cleaners

Category Assessment Score

Number of Category Responses: 25
Category Score: 38%

Sustainability Dimension Scores

- Energy & Climate: 34%
- Materials & Resources: 35%
- Ecosystems & Human Health: 39%
- People & Community: 51%

Category Rank Detail

Category Improvement Opportunities

<table>
<thead>
<tr>
<th>No.</th>
<th>Question</th>
<th>Dimensions</th>
<th>Improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>What actions does your company take to use, promote and advance the state of scientific chemical analysis, toxicity testing or modeling when designing new or modifying products?</td>
<td>- Ecosystems &amp; Human Health&lt;br&gt;- People &amp; Community</td>
<td>6.0%</td>
</tr>
<tr>
<td>15</td>
<td>In regions where relevant, has your company conducted or participated in an educational campaign to inform consumers about ways to reduce water use, such as the installation of a low-flow shower head, reduced shower temperature, shorter showers, and t</td>
<td>- Energy &amp; Climate&lt;br&gt;- Materials &amp; Resources&lt;br&gt;- Ecosystems &amp; Human Health</td>
<td>6.0%</td>
</tr>
<tr>
<td>5</td>
<td>Do you track greenhouse gas (GHG) emissions at the manufacturing facilities that produce your showering products?</td>
<td>- Energy &amp; Climate&lt;br&gt;- Materials &amp; Resources&lt;br&gt;Ecosystems &amp; Human Health</td>
<td>6.0%</td>
</tr>
</tbody>
</table>
Integrate Into the Business
Make it Part of Being Merchant

- Annual Business Planning
- Joint Business Planning
- Category Strategy
- Line Reviews

- Processes
- Tools
- Training
Sustainability in the Productivity Loop

Walmart’s Engine

- Grow Sales
- Operate for Less
- Buy for Less
- Sell for Less

Saving people money so they can live better.

- By the end of 2017, Walmart will buy 70 percent of the goods it sells only from suppliers around the world who use the
- Beginning in 2013, Walmart will use The Sustainability Index to influence the design of its U.S. private brand products.
Every buyer will have sustainability goals as part of his or her objectives, and we will use the Index as the tool to measure progress against those goals.

We’ll recognize and reward those buyers and suppliers who are doing well. We will also ask suppliers who aren’t performing well to develop plans to improve, and we’ll hold them accountable for showing progress.

Duncan Mac Naughten
Chief Merchandising Officer,
Wal-Mart US
Questions?

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Brittni.Furrow@Wal-mart.com