

Walmart 

Walmart 



Scope and Scale



Countries	28
Total Units	10,000+
Associates	2.1 Million
Customers	200 Million (/wk)
Suppliers	~100,000

Walmart's Sustainability Goals



ENERGY



WASTE



PRODUCTS



Be supplied 100% by renewable energy

Create zero waste

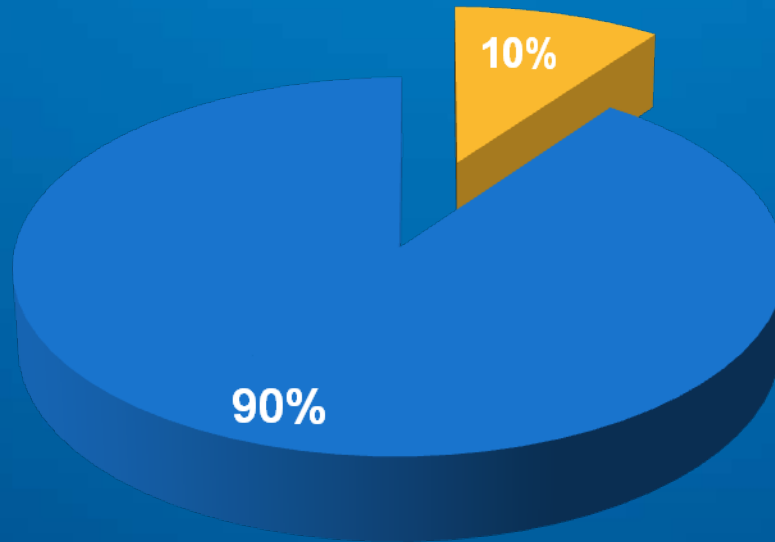
Sell products that sustain people and the environment

“ 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...



-  Direct Footprint
-  Indirect Footprint

Our North Star.....

Walmart 



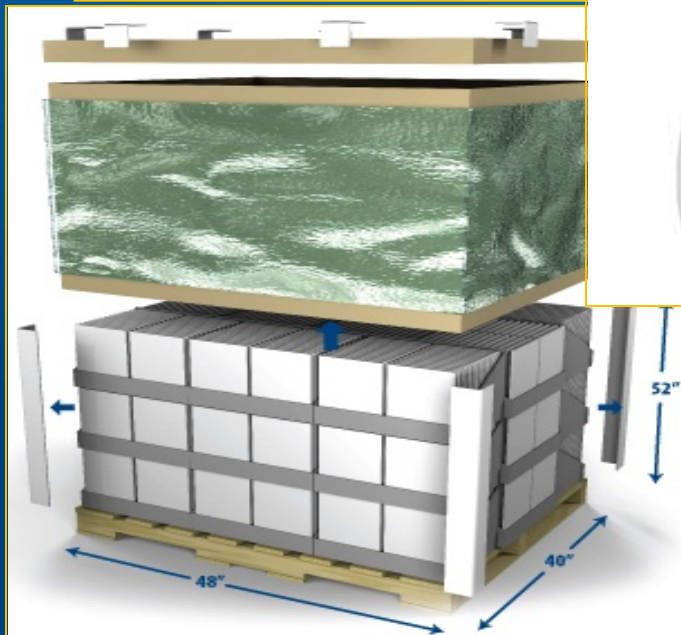
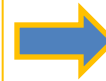
Customers shouldn't have to choose between products they can afford and products that are good for the environment

(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 **Walmart** 



"If we work together, we can create a new retail standard for the 21st century."

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**

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%

38%*

Sustainability Dimension Scores

Energy & Climate

34%*

Materials & Resources

35%*

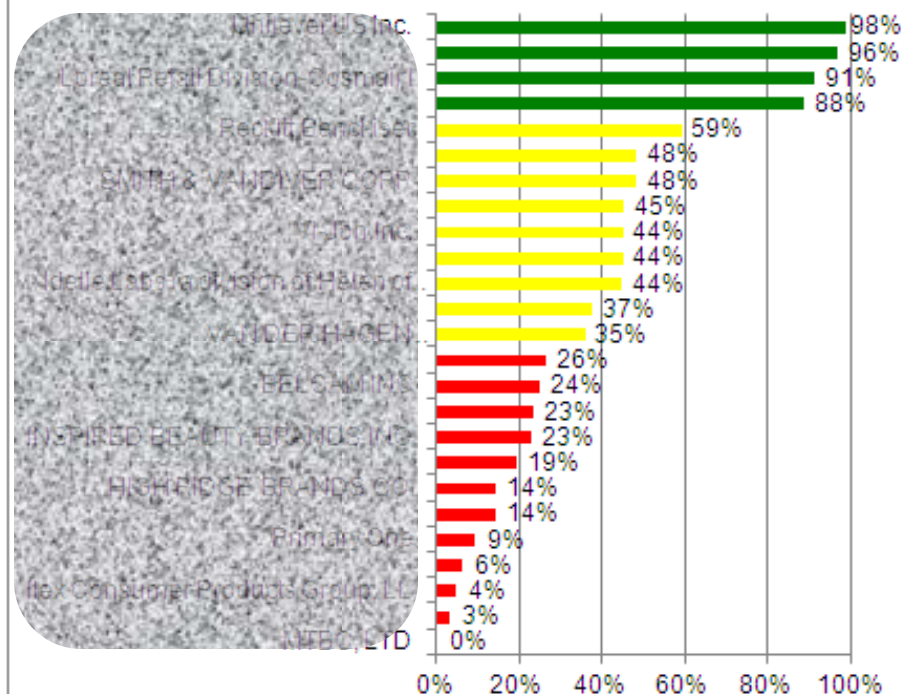
Ecosystems & Human Health

39%*

People & Community

51%*

Category Rank Detail



Category Improvement Opportunities

No.	Question	Dimensions	Improvement
14	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?	<ul style="list-style-type: none"> Ecosystems & Human Health People & Community 	6.0%
15	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	<ul style="list-style-type: none"> Energy & Climate Materials & Resources Ecosystems & Human Health 	6.0%
5	Do you track greenhouse gas (GHG) emissions at the manufacturing facilities that produce your showering products?	<ul style="list-style-type: none"> Energy & Climate Materials & Resources 	6.0%

Integrate Into the Business

Make it Part of Being Merchant



Processes



Tools



Training

Sustainability in the Productivity Loop



Walmart's Engine



- 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.

Incentives Unlock Action



Be able to answer the 'so what?'

“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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