

Notes from the Field: Retailers Advancing Green Chemistry

May 9, 2018, 1:30 pm – 2:45 pm



Goal of this session

- Highlight unique challenges retailers face in sourcing and selling safer products
- Provide examples of how these challenges are being addressed through supply chain collaboration
- Engage participants in considering how you could work more effectively with retailers to advance safer chemistry

GC3 Retailer Leadership Council Members



GC3 Retailer Leadership Council

RLC mission: Promote safer chemicals, materials and products throughout retail supply and value chains.

The RLC is an active learning community within GC3. RLC members meet on a monthly basis to:

- Hear from experts about tools and resources for safer chemistries
- Share best practices, challenges, and lessons learned in implementing chemical policies and strategies

RLC members are guided by Joint Statement published in 2016

JOINT STATEMENT ON USING GREEN CHEMISTRY AND SAFER ALTERNATIVES TO ADVANCE SUSTAINABLE PRODUCTS

Retailers are on the front lines of consumer concerns about the health and environmental impacts of chemicals in products. In response, retailers want to leverage their ability to help catalyze innovation and new solutions. Since spring 2014, thought leaders from seven major retailers¹² and five major chemical manufacturers³ have been in dialogue about improving product sustainability and finding ways to accelerate the development and scale up of green chemistry solutions as well as increase transparency in the value chain. Green chemistry, focused on the design and application of safer chemical products and processes, is a core element

of many firm's sustainability and/or sustainable chemistry programs. Retailers have shared feedback from their customers, their concerns about hazardous chemicals in products, and their priorities for safer products. Chemical manufacturers have shared publicly available information on their research, development, and commercialization processes, their processes for evaluating product safety and sustainability, the types of information they need to make the business case for pursuing green chemistry solutions, and their challenges in bringing these alternatives to market.



Developed by the Green Chemistry & Commerce Council (GC3) with participation from the following companies:



- Goal setting and continuous improvement
- Communication
- Transparency
- Information on new chemicals and safer alternatives
- Green chemistry education

<http://greenchemistryandcommerce.org/projects/retail>



WHO WE ARE

Kingfisher plc is an international home improvement company.

We have nearly **1,300 stores** in **10 countries** across Europe, Russia and Turkey, supported by **78,000¹ colleagues**. We offer DIY and home improvement products and services to nearly six million customers who shop in our stores and through our digital channels every week. Our customers are everyone wanting to improve their home, as well as the experts and trade professionals who help them.



ABOUT US

£11.7BN
SALES¹



£797M
UNDERLYING
PRE-TAX PROFIT¹

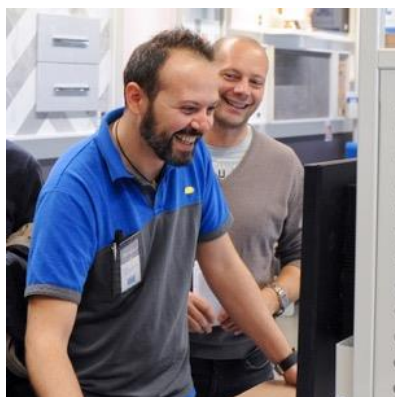


Kingfisher

5
RETAIL
BRANDS²



78,000
COLLEAGUES^{1,3}



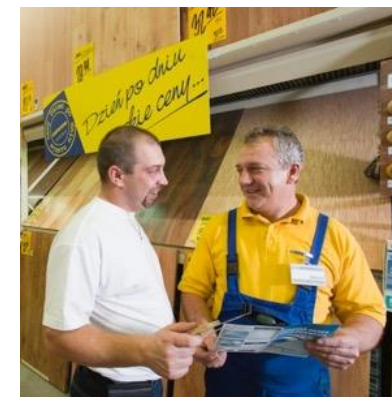
6 MILLION
CUSTOMERS
PER WEEK



10
COUNTRIES



~1,300
STORES^{1,2}



OUR INTERNATIONAL PRESENCE

**1,280
stores**



¹296 B&Q, 577 Screwfix.

²102 Castorama, 121 Brico Dépôt.

³50/50 Joint Venture with Koç Group.
Turkey store numbers not consolidated.

⁴15 Brico Dépôt, 23 Praktiker (excludes 3 Praktiker Romania stores that will be closed).

SUSTAINABLE GROWTH PLAN - TARGETS ...



4 Big Goals

1/2 customer energy reduction

1/2 customer water reduction

Reduce transport impact by **X%**



SAVE MONEY BY
SAVING ENERGY AND
WATER



20 circular value chains

100% responsible wood & paper

0 peat

LIVE SMARTER BY GETTING MORE
FROM LESS, RE-USING OR USING
LONGER

20% sales from healthier products

Transparency on key supply chains

All chemicals of concern removed by 2025

5 'green' chemicals

CREATE A HEALTHIER HOME
AND CONNECT WITH NATURE




100% meeting standards

Strategic community projects



BE PART OF A COMMUNITY THAT
HELPS
MILLIONS MORE PEOPLE IMPROVE
THEIR HOME



We believe everybody should be able to have a home they feel good about

- Founded in 1946 in North Carolina
- World's 2nd largest home improvement retailer – over \$68B in sales
- More than 310,000 employees
- Over 2,390 home improvement & hardware Stores in US, Canada, and Mexico
- A typical store stocks ~39,000 items and we carry hundreds of thousands of items via special order and online





Product
Sustainability



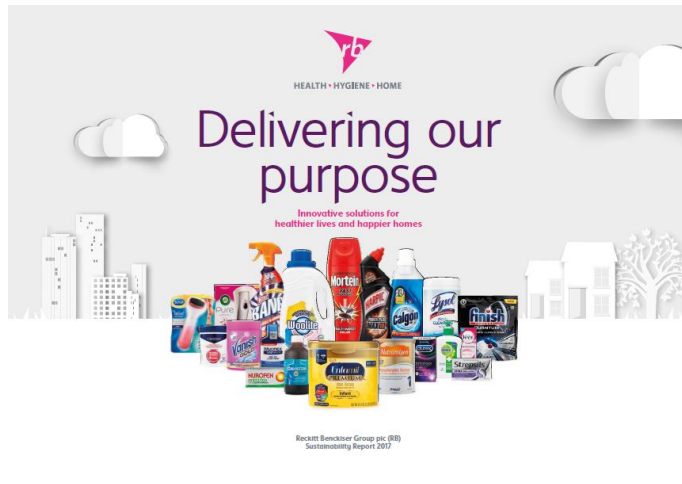
Community
Relations



Operations

**To help people
love where
they live.**

Introducing RB



<http://sustainabilityreport2017.rb.com/>

Our **vision**
is a world where
people are healthier
and live better



Our **purpose** is to
make a difference by giving
people innovative solutions for
healthier lives and happier homes

3

Our two business units are driven by their visions and missions for a healthier and cleaner world

Health

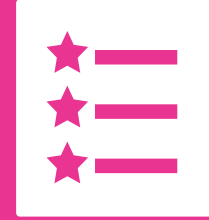
“We will change the world by **making people healthier and live better** by nourishing the best start in life and empowering people to take health into their own hands”

Hygiene Home

“We will **create a cleaner world** by bringing our innovative solutions to a billion homes”

4

Responsible Ingredients



Designing Responsibly

Safe, effective product guidance and positive ingredient lists



Restricted Substances

Demonstrating responsible ingredient management consistently everywhere



Trust & Transparency

Meaningful stakeholder communications that ensure access to ingredient information

Panel Discussion



Questions for GC3 Participants

- How are you working with retailers to advance green chemistry?
- What barriers are you facing?
- How can you work together more effectively?