



Dogmer i detailhandlen: Hvordan og hvorfor?

Michael Løve
Direktør, Netto International

Salling Group is Denmark's largest retailer constituting more than 10 formats

Denmark's largest retailer



Handling more than **11 m. shopping trips**
+ online every week



51,202 employees in
4 countries



58.8 bDKK in
revenue in 2017



2.5 bDKK in
EBIT in 2017

Six brick & mortar formats



1,371 Netto in 4 countries



101 føtex & føtex food



19 Bilka



2 Salling department stores



28 Starbuck & Carl's Jr.

Seven e-commerce formats

Bilka.dk



wupti

wupti marketplace

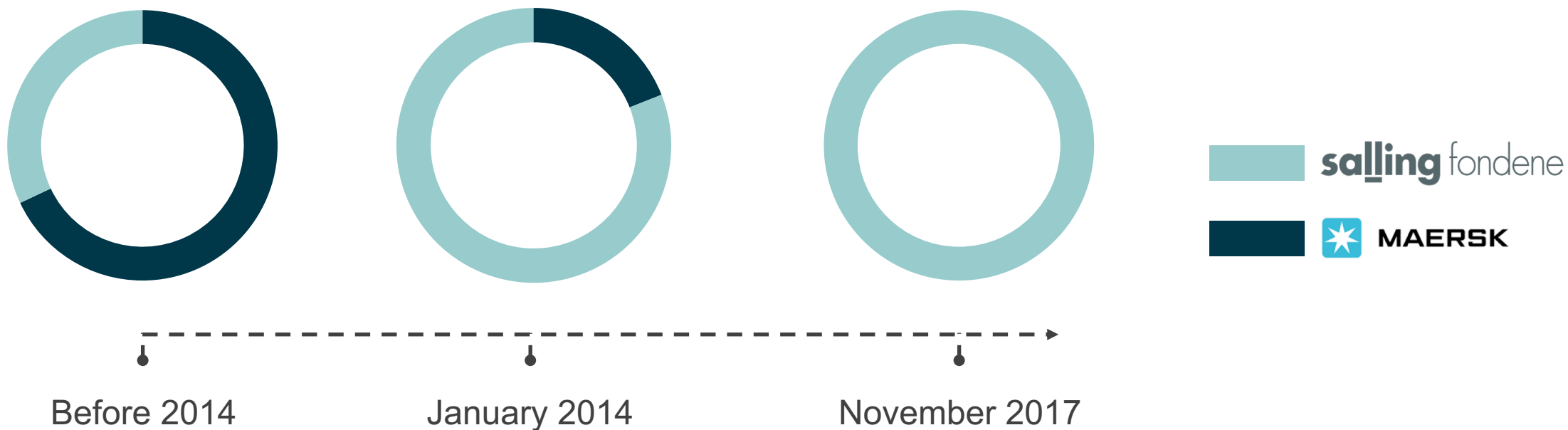
Salling.dk



flowr
mere end blot en tanke



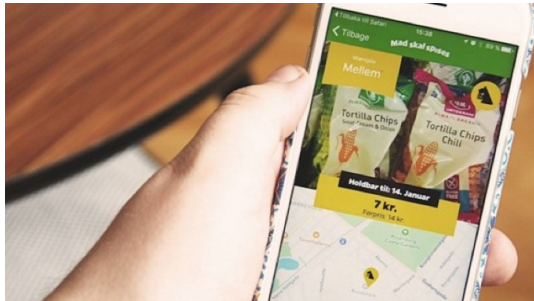
We are 100% owned by the Salling Foundations



*Freedom to fully invest in improving everyday life for our customers
850 MDKK donated since 2012 to culture, sports and charity*

Our purpose is to improve everyday life

Improving everyday life



More sustainable solutions



Best at creating customer value



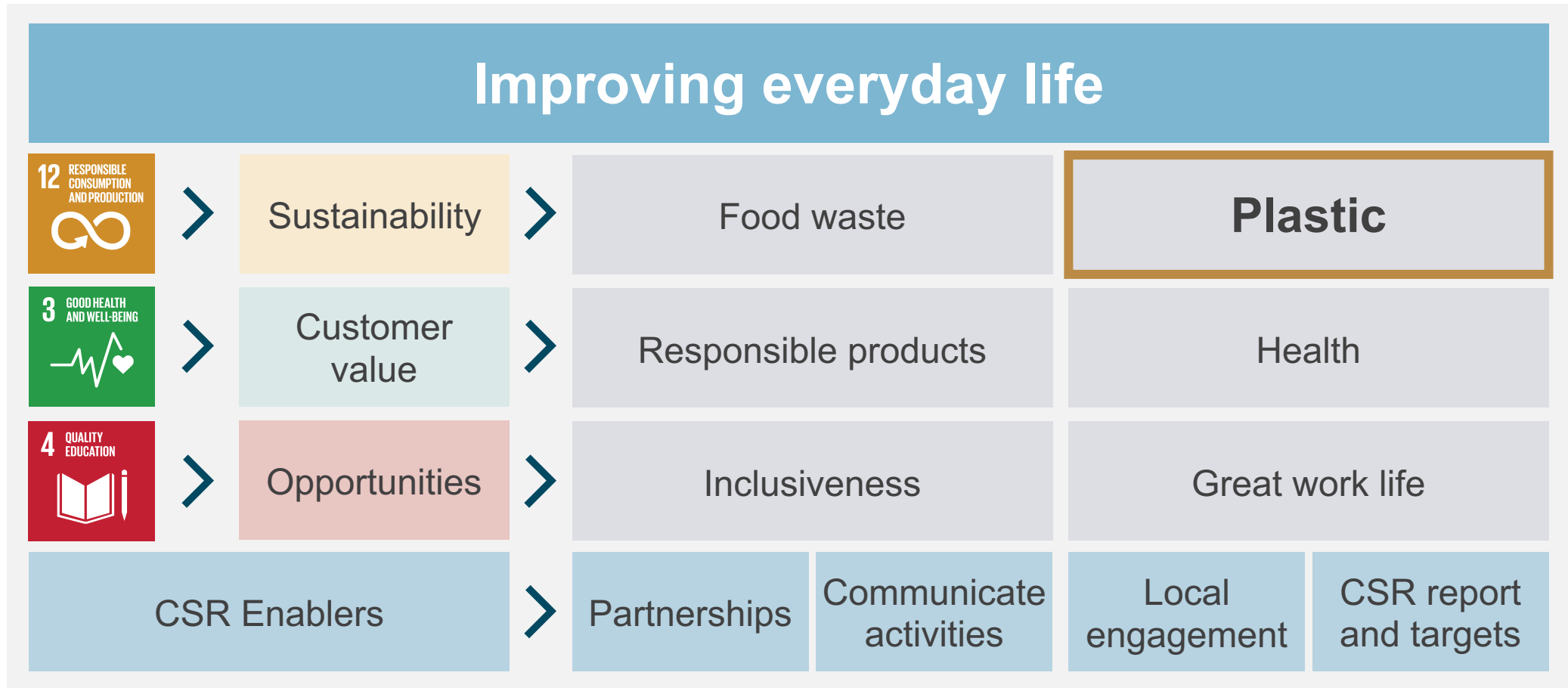
Opportunities for everyone



Profit used for good causes

Strong performing retailer – 100% Danish – 100% Foundation owned

We have six overall responsibility focus areas – Plastic being one of them



Basically, we want to avoid that plastic ends up in the nature



**Reduce
plastic use**



**Reuse
plastic**



**Recycle as
most as
possible**



**Convert to
energy**

We want to do our part, but we also have clear expectations for our suppliers



What we can do

- 1 Use less plastic and improve the plastic we choose to use
- 2 Encourage reusing of plastic
- 3 Ensure better recycling of plastic
- 4 Ensure more information for customers

What we expect from our suppliers

- 1 Use recycled plastics
- 2 Use recyclable plastics
- 3 No use of bio plastics

SAMFUND - 21. aug. 2018 - 7.44

Det var dråben: Ulla revser Netto for unødvendig plastik

CHRISTIAN HANSEN



We have developed a clear ambition as part of our partnership with WWF

We will fight for that the plastic from our products, stores and logistics do not end up in the nature

All plastics used for transportation to be reused or recycled by 2020

All packaging of own-brand products to be 100% recyclable before 2023

All disposable plastic to be phased out no later than during 2021

Intentional use of micro plastic in own-brand products to be phased out

We have already started our journey towards the ambition with two strong initiatives



First Danish Grocery retailer to introduce deposit for plastic bags



føtex is the first Danish supermarket chain to stop all sales of disposable tableware

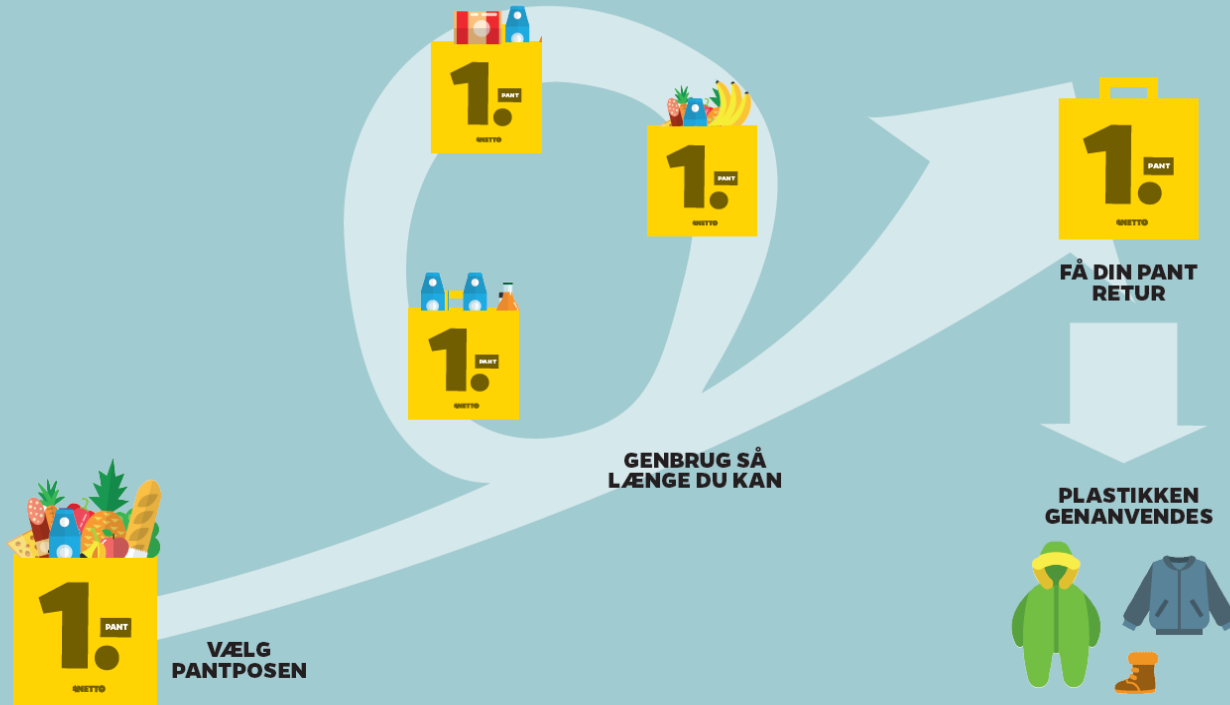
**Føtex til kamp for miljøet:
Dropper sugerør og
plasticbestik**
Supermarkedskeken stopper alt salg af plastic service til nytår.



The deposit on plastic bags was initiated to ensure increased reuse and better recycling



NETTO-POSEN TUR-RETUR: PLASTIK PÅ RETTE HYLDE



Total reduction of sales
of plastic bags with
20%



To improve further, we have three suggestions about what to improve across the value chain

1

We need **uniform waste sorting** across the country

2

We need **rules and standards** for which types of plastic we use for food and other

3

We need the **sorting technologies** to be improved

We can do so much more - if we do it together!

**We need to create a circular economy for plastic
and join forces to combat the global challenge**

**Drive
innovation**

**Joint industry
collaboration**

**Government-driven
plastic-task-force**

Thank you!

