Antitrust Guidelines

While attending this meeting we require that you avoid discussing:

• Costs of goods or pricing
• Terms of sale
• Your competitive strategies
• Promotional plans
• Dividing markets or customers
• Your business plans with other retail customers
• Any other competitively sensitive information

You will have an opportunity to discuss strategic issues with your Walmart buying team – do not do so in front of your competitors.

Follow your company’s antitrust policy and the Walmart Supplier Summit Guidelines.

If you have any questions, please contact your company’s legal counsel.
Sustainability Survey 2023: Packaging

Reporting your Walmart Private Brands Packaging Data

August 22, 2023

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Sr. Manager, Sustainability

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Director, Private Brands
Housekeeping

• Everyone is muted upon entry to reduce background noise during the webinar.
• This meeting will be recorded and available on the Training and Webinar page.
• Please use the Q&A feature at the bottom of screen to ask your question.
• Questions will go directly to the panelists and may be answered live or in the Q&A section.
• All questions and answers will be added to the FAQ on the resources page.
Becoming a Regenerative Company: Walmart's Priority Issues

Our purpose: Helping people save money and live a better life

Through core products and services: Health and wellness, food, apparel and financial services

Opportunity
- Good jobs and advancement for associates
- Growth for suppliers, sellers and local economies
- Equity and inclusion at Walmart and beyond

Sustainability
- Climate and renewable energy leadership
- Zero waste in operations, products, packaging
- Regeneration of natural resources: forests, land, oceans
- Dignity of people in supply chains
- Sustainable product supply chains

Community
- Serving communities
- Access to safer, healthier products and services
- Disaster preparedness & response

Ethics & Integrity
- Highest ethical and compliance standards
- Strong corporate governance
- Engagement in public policy
- Digital citizenship
- Respect for human rights

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2023 Sustainability Survey Season Dates

Timeline

September 5th - November 3rd
The opportunity to report is only once a year!

Sections

- Commodity (New)*
- People**
- Forests
- Packaging
- Textiles***
- All Suppliers
- Select Suppliers
- Private Brand Suppliers

SUPPLIER TRAINING AVAILABLE:
View additional Trainings & Webinars on Walmart Sustainability Hub website

Create or login to your company’s Sustainability Portal account

* Applicability depends on the commodities in your supply chain.
** Suppliers for select departments (Seafood, Entertainment, Produce, Home, and Apparel Suppliers). Optional for others.
*** required for Private Brands suppliers and recommended for National Brands suppliers.
Project Gigaton™: Driving action with suppliers toward Regeneration

Aiming to reduce or avoid 1 billion MT of emissions by 2030

Cumulative 750+ million MT CO2e avoided and 5,200+ suppliers engaged since 2017

+175 million MT CO2e avoided in FY2022

Major Contributors

Energy
- Renewable Energy
- Energy Efficiency
Nature
- Regenerative Agriculture
- Forestry
Waste
- Food, Solid Waste
- Reduction Recycling, Composting
Packaging
- Recycled Content
- Recyclability Reduction
Transportation
- Optimized Shipping
- Zero Emission Vehicles
Product Use & Design
- Design Optimization
- Sustainable Sourcing
Global Sustainable Packaging Goals

For Private Brands and encouraged for National Brands

USE LESS PLASTIC

15% virgin plastic reduction compared to 2020 baseline

MAKE IT RECYCLABLE

17% post-consumer recycled content globally

100% Packaging recyclable, reusable, or industrially compostable

LABEL IT

100% Packaging labeled for recyclability

INNOVATE TOGETHER
What’s new in the 2023 Private Brands Packaging Section?
New Packaging Innovations questions

One new question added this year related to packaging innovations and the Walmart Circular Connector:

- Did you engage with a company featured in the Walmart Circular Connector? Specify which companies featured in the CC you have engaged with.
Packaging Format Changes

**Cups** now included in the packaging format “Tray/Clamshells/Thermoforms

**Trapped blister:** A clear plastic container that is sandwiched between either a single folded card or two cards that are sealed together. The cards are NOT glued to the plastic and the plastic and cards can easily be separated.

**Hang tag:** A tag that hangs off your product
Preparing to Complete the Survey
Scope of Packaging Reporting
Private Brand Primary Packaging – How2Recycle – Food Specific Labeling - Reuse

What is primary packaging:
• Packaging that goes home with the customer

What is NOT primary packaging:
• Products (napkins, cups, plates, cutlery)
• Ecommerce/shipping packaging
• Shelf/retail ready packaging
• PDQ trays
• Small hang tags (<2.5”)
• Stickers
• Hangers

In most cases, all Private Brand products will have primary packaging. Examples of products without primary packaging includes but are not limited to loose produce; apparel with hang tags < 2.5 in. (6.35 cm); General Merchandise product with only a sticker. If this is the case for your packaging, you need to check the box at the beginning of the sustainability survey stating that you do not have products in primary packaging.
How to prepare for the survey

Know your Packaging Use and Packaging Format

- Identify your packaging use categories
  - Is your packaging for a Beverage?
    - Select Liquid Drinks
  - Is your packaging for Bedding?
    - Select Home: Bedding

  Find the category that best fits the product and packaging use

- Identify your packaging format
  - Is your package a bottle or jug?
  - Is your package a bag, film or pouch?

  Select the appropriate formats for the packaging uses you selected.

- Identify your Base Material
  - Paper? Plastic? Corrugate?

  Start collecting your weight of each base material

Repeat steps for each type of package
How to prepare for the survey

Identify if packaging is designed for recycling

- **Is your packaging designed for recycling?**
  - Refer to guidance in the Walmart Recycling Playbook to learn which materials will make your package not recyclable.

- **Do you use post-consumer recycled content?**
  - Only report your post-consumer recycled content in the survey.

- **Do you use Alternative Materials or Solutions?**
  - Identify alternative materials like bio-based materials or reuse or refill pilots.

*Repeat steps for each type of package*
Do the Math

Identify one unit of measure across your survey
- You will be given the choice to select your preferred unit of measure

By product use and format – how much does each package material weigh?
- Sum the total volume in your selected unit of measure (metric tonnes, kilograms, pounds)

By product use and format – calculate the weight for:
- Packaging designed for recycling
- Post-Consumer Recycled Content
- Packaging certified by Biodegradable Products Institute (BPI) or equivalent
- Bio-based materials

Know the departments you supply
- You can allocate weight to specific departments
Entering Your Survey Data
Let’s get to know your business

Please answer these quick questions and we will customize your sustainability survey.

**BRAND TYPES**

Do you supply Private Brands products, National Brands products, or both to Walmart?

- [ ] Private
- [ ] National
- [X] Both

Did you supply Walmart/Sam’s Club with Private Brand products in packaging that went home with the customer (i.e., primary packaging) within the last year?

- [X] Yes
- [ ] No

[Save and Continue]
Select your company’s commodities

Help us customize your survey experience by reviewing the following commodities. We have pre-populated information where we could. Please edit as needed.

COMMODITIES LIST
To help us customize your sustainability reporting experience, please let us know if any of the products you supply contain the following commodities. If none of these commodities are relevant to your products, please select ‘None apply.’

- Palm Oil
  - Private brand
  - National brand

- Pulp, Paper and Timber
  - Private brand
  - National brand

- Textiles
  - Private brand
  - National brand

- Cocoa

- Coffee

- Entertainment

- Produce or Cut Floral

- Seafood

- Wheat/Crops (Maize/Corn)

- Meat, Dairy, or Eggs

- Soy

- Tea

- None apply

Save & Continue
Set your goals

Set goals in pillars that are relevant to your business.

Please review each pillar and complete goals within the pillars that apply to you.

**GOALS**

- We will have **XX** % Recycled content by **Year**.
- We will reduce **XX** % of our overall plastic packaging by **Year**.
- We will reduce the size of our **Packaging Material** by **XX** % by **Year**.
- We will reduce our total **Packaging Material** by **XX** % by **Year** compared to **Year**.
- We will design **XX** % of our packaging to be fully recyclable by **Year**.
- We will align **XX** % of our products’ primary packaging to the Consumer Goods Forum Golden Design Rule by **Year**.

Done with goals
Permissions

Please review and acknowledge these permissions related to Project Captive.

Logo permission

Walmart would like to be able to recognize your company’s participation in Project Captive on the Project Captive recognition page and through other recognition opportunities. To allow this, please upload the company’s preferred logo. By checking the box below and providing the logo, you are agreeing to these terms.

☐ I have read and accept the Terms and Conditions

Select a file

Choose file

Goal permission

Walmart would like to be able to share the specifics of your Project Captive goal(s) on the Project Captive recognition page and through other recognition opportunities. By checking the box below, you are agreeing to allow Walmart to share your Project Captive goal(s) as they are shown in the Goals section of your company’s Project Captive profile.

☐ I have read and accept the Terms and Conditions

Download
Please complete your full sustainability survey by November 3, 2023.

Packaging

Select one of the following markets to report:

- Walmart (Packaging (Private/Proprietary Brand))
  - Canada

- Market (Packaging (Private/Proprietary Brand))
  - Chile

- Walmart (Packaging (Private/Proprietary Brand))
  - United States of America

Not seeing an applicable market?
Select from the following

Refer to the following selections for the appropriate unit of measure and the packaging uses that are applicable to you or your business.

UNIT OF MEASURE

Please select the unit of measure you will be using to report your packaging data for this particular market, (US)

Unit of measure:
- Metric Tons (mt)
- Metric Tons (mt)
- Kilograms (kg)
- Pounds (lbs)

Save & Continue
Select from the following

Refer to the following selections for the appropriate unit of measure and the packaging uses that are applicable to you or your business.

UNIT OF MEASURE

PACKAGING USES

Select all packaging use categories for which your primary packaging is used. Refer to the tooltip for details on each packaging category.

Food
- Liquid Drinks

Consumables
- Baby: Stable Food
- Baby: Hardlines
- Baby: Softlines
- Baby: Care items
- Personal Care
- Pet: Wet Food
Select packaging formats

Please select from the following packaging formats, based on your packaging use.

Select any packaging formats you have used for Walmart or Sam’s Club Private Brand primary packaging. Use your latest or most recent 12-month period for which you have data available. If you reported last year, use the same reporting period as the initial/prior reporting year to avoid gaps or overlap with the prior year’s submissions.

Liquid Drinks

- Bottle/Jug
- Blister Pack
- Tray/Clamshells/Thermoforms/Cups
- Jars/Tubs/Pails
- Cans/Carlisters/Cartons
- Bag/Film/Pouch/Sachet
- Foam Cushion, Drumcaps, Inserts, Sleeves
- Box/Window Box
- Tubes
- Small Packaging

Box/Window Box

- Header Cards/Backer Cards (2.5 inches or larger)
- Trapped Blister
- Hang Tags (2.5 inches or larger)

Save & Continue
Enter packaging data  

Please enter data for the packaging format selected below.

Selected packaging use: Liquid Drinks  

PACKAGING FORMAT  

BOTTLE/JUG Material type  

Regarding the above packaging format, please select the types of materials used.

- [ ] PET
- [ ] HDPE
- [ ] PP
- [ ] PS
- [ ] LLDPE
- [ ] EPS
- [ ] Other plastic (PE, PET, ..)
- [ ] Glass
- [ ] Other non-plastic

BOTTLE/JUG Data entry  

You are entering data based on the unit Metric Tons (mt)  

Watch this video and then enter data for each packaging format selected above.

<table>
<thead>
<tr>
<th>Packaging Material</th>
<th>Number of units</th>
<th>Weight of all primary packaging (mt)</th>
<th>Weight of packaging designed for recycling (mt)</th>
<th>Weight of packaging that is certified compostable (mt)</th>
<th>Post-consumer/postindustrial content weight (mt)</th>
<th>Sustainable sourced bio-based weight (mt)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PET</td>
<td>10000</td>
<td>10 mt</td>
<td>10 mt</td>
<td>10000 mt</td>
<td>Enter value mt</td>
<td>Enter value mt</td>
</tr>
</tbody>
</table>
### Enter packaging data

Please enter data for the packaging format selected below.

**Selected packaging use:** Liquid Drinks

**PACKAGING FORMAT**

- **Bottle/Jug**

**BOTTLE/JUG - Material type**

- PET
- HDPE
- LDPE
- PC/PCV/PCU
- PS
- EPS
- Other plastic (PETC, PBT, other non-plastic)

**BOTTLE/JUG - Data entry**

- You are entering data based on the unit Metric Tonne (mt)

---

<table>
<thead>
<tr>
<th>Packaging Material</th>
<th>Number of units</th>
<th>Weight of ALL primary packaging (mt)</th>
<th>Weight of packaging designed for recycling (mt)</th>
<th>Weight of packaging where recycling exists in practice and at scale (mt)</th>
<th>Weight of packaging that is certified compostable (mt)</th>
<th>Post-consumer recycled content weight (mt)</th>
<th>Sustainably sourced bio-based weight (mt)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PET</td>
<td>10000</td>
<td>10</td>
<td>0</td>
<td>0 mt</td>
<td>0 mt</td>
<td>0 mt</td>
<td>0 mt</td>
</tr>
</tbody>
</table>

---

Edit department level data / non-recyclable reasons
Edit department level data

Enter the breakdown of total weight by department for the packaging material listed.

<table>
<thead>
<tr>
<th>Department</th>
<th>Total weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOYS</td>
<td>10</td>
</tr>
<tr>
<td>HARDWARE</td>
<td>Value</td>
</tr>
<tr>
<td>COOK &amp; DIN</td>
<td>Value</td>
</tr>
<tr>
<td>LINEN &amp; CAM</td>
<td>Value</td>
</tr>
<tr>
<td>BEAUTY</td>
<td>Value</td>
</tr>
<tr>
<td>HOME MANAGEMENT</td>
<td>Value</td>
</tr>
<tr>
<td>BEAUTY</td>
<td>Value</td>
</tr>
</tbody>
</table>

Done
Let us know a few more details

Please answer the following questions about labeling and more.

**HOW2RECYCLE** Sales information

Did you sell any private brand products in primary packaging?

Yes  No

**FOOD SUPPLIERS** Sales information

Did you sell any private brand food products in primary packaging?

Yes  No

**REUSE PILOT** Use behavior

**VIRGIN PLASTIC REDUCTION** Use behavior

**PACKAGING INNOVATIONS**

Save & Continue
### How2Recycle

Please enter the details for all departments.

#### Dept 7 - TOYS

<table>
<thead>
<tr>
<th>Question</th>
<th>Value 1</th>
<th>Value 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>What are the sales of all private brand products in packaging that went home with the customer?</td>
<td>$100000</td>
<td>USD</td>
</tr>
<tr>
<td>What are the sales of all private brand products in primary packaging labeled with How2Recycle label?</td>
<td>$100000</td>
<td>USD</td>
</tr>
</tbody>
</table>

Enter the total number of Private Brand SKUs with primary packaging for each department where you do business with Walmart or Sam's Club:

5

Enter the total number of Private Brand SKUs in primary packaging with the How2Recycle label for each department where you do business with Walmart or Sam's Club:

5
Let us know a few more details
Please answer the following questions about labeling and more.

Food Suppliers
Please enter the details for all departments.

Dept 90 - DAIRY
What are the total sales of private brand food products in primary packaging?

$500000
USD

What are the sales with “Best if Used By” or “Use By” date label verbiage?

$50000
USD

What are the total number of SKUs of Private Brand food products in primary packaging?

?

What are the total number of SKUs with “Best if Used By” or “Use By” date label verbiage?

?

By when do you plan to switch the remainder of your food packaging to “Best if Used By” or “Use By” date label verbiage?

?
Let us know a few more details

Please answer the following questions about labeling and more.

- HOW2RECYCLE: Sales information
- FOOD SUPPLIERS: Basic information
- REUSE PILOTS: User behavior
- VIRGIN PLASTIC REDUCTION

Have you reduced the use of virgin plastic in your primary packaging?

- Yes
- No

Congratulations, that is great!

We would love to hear more about how you reduced virgin plastic in your packaging. Don’t forget to visit the Reporting section of Project Gigaton and see questions under the Packaging pillar.

Continue
Let us know a few more details

Please answer the following questions about labeling and more.

- **HOW2RECYCLE** Sales Information
- **FOOD SUPPLIERS** Sales Information
- **REUSE PILOTS** User behavior
- **VIRGIN PLASTIC REDUCTION**

**PACKAGING INNOVATIONS**

Did you engage in this market with a company featured in the Walmart Circular Connector?

- Yes
- No

Please specify which companies featured in the Walmart Circular Connector you have engaged for this market. For each of those companies, please indicate which specific solutions you explored for this market.

Enter the company name

Required

Select Solutions

Save & Continue
Reminder: QC Pending Status

The Sustainability Portal flags packaging entries for potentially inaccurate data. If your data is flagged, you will receive: a notification upon submission and an email. Both notifications will tell you why your survey was flagged for review and what you can do to help resolve the flags. Submissions marked as QC Pending will be reviewed weekly by our team.

Your packaging data is NOT considered submitted until all flagged data is resolved and the QC Pending Status is removed.

ACTIONS TO TAKE IF DATA IS FLAGGED

- Review and correct your data, if necessary.
- If you know your data is accurate, immediately reach out directly to corpsu@walmart.com with an explanation of how your data is accurate and the flag may be removed.
- Review recorded trainings on Trainings & Webinars
- Get help at weekly Sustainability Office Hours
- Email the Sustainability Helpdesk at corpsu@walmart.com.

Dear user,

Thanks for submitting your annual Walmart Sustainability Survey! Your submission has been flagged for further review due to one or more of the following reasons:

- You entered a packaging weight above 60,000 MT – that is the equivalent to over 10,000 African bush elephants. Please double check your data or the unit of measurement selected (lbs, kg, MT) to ensure that your packaging really makes up the weight of 10,000 elephants.
- The packaging weight per item you have entered is too high. Please double check the number of units sold and the total packaging weight. Ensure that you are only including the weight of the packaging that goes home with the customer and not the product weight. Remember, a packaging unit is a consumer unit or selling unit (what the customer purchases). Example: A case of 40 pack of bottles is one consumer unit. One milk jug is one consumer unit.

Here’s an example: You sold 5000 cases of 40 pack PET water bottles to Walmart. Each PET water bottle in the case weighs 15 grams, without water in it. It weighs about 1 lb with water in it. You will need to aggregate the packaging weight only for each consumer unit sold. So, 1 entire case of 40 pack water bottles weighs 750 grams (.75 kg) (36 x 40 bottles / 1000 kg). After multiplying the weight of all PET bottles in 1 case (.75 kg) by the number of cases sold (5000), you get a total of 3,750 kg for your total weight of packaging of PET bottles

- You have entered ‘zero’ for ‘weight of packaging designed for optimizing and advancing recycling.’ This type of packaging is typically designed so that it can be recycled. Please double check your packaging data (using the green pages of the Walmart Recycling Playbook) and if your packaging is designed for recycling, please enter the weight here.

If you noticed alerts while completing the survey, please rectify these now – addressing these may remove the flags from your account and allow you to complete your survey submission. You may be asked by Walmart to provide additional information to complete your reporting.

If you have questions – please use our new chatbot on the Walmart Sustainability Portal, review our Trainings and Webinars page, or email our Sustainability helpdesk at corpsu@walmart.com.
Best Practices

• **Report early!**
• Remember your **selected unit of measurement** (MT, kgs, lbs)
• **Number of units** definition:
  – A packaging unit is a consumer unit or selling unit (what the customer purchases). *Example: A case of a 40 pack of bottles is one consumer unit. One milk jug is one consumer unit*
• **Number of SKUs** definition
  – A SKU is a unique UPC item; *Example: a 24-count pack of water bottles is 1 SKU; a 24-count pack of water bottles and a 6-count pack of flavored water is 2 SKUs*
• **Enter zero** in fields where you do not have data. Do not leave blank.
Resources

Upcoming Training Sessions & Sustainability Survey Office Hours

- **Office Hours**: An opportunity to ask questions about Walmart Sustainability Surveys. The session is run weekly during survey season.
  - **When**: Every Tuesday at 11:00 am Central Time (US and Canada) – Registration available on the Walmart Sustainability Hub

- **Upcoming Training Sessions**:
  - **Project Gigaton**
    - **All Suppliers**
    - **Training Opportunities**:
      - Aug 24th 11-11:45AM CT
      - Sept 7th 11-11:45AM CT
  - **People**
    - **Seafood, Entertainment, Produce, Home, and Apparel Suppliers**
    - **Training Opportunities**:
      - Aug 29th 10-11AM CT
  - **Forests**
    - **Private Brand suppliers sourcing palm oil and/or pulp/paper/timber**
    - **Training Opportunities**:
      - On-demand resources available soon
  - **Commodity**
    - **Applicability based on products sold - all suppliers should evaluate in the Portal**
    - **Training Opportunities**:
      - On-demand resources available soon
  - **Textiles**
    - **Private Brand Suppliers of textile products**

Online Resources

- **Sustainability Portal Account**
- **Guidance document** to entering your Walmart Private Brands packaging data
- **Walmart Recycling Playbook**
- **Project Gigaton** resources
- **Chatbot** in the portal and on the Sustainability hub
- **Sustainability Survey** [trainings and webinars]

If you have trouble accessing the Sustainability Portal, setting up your account, managing your profile, etc., please contact corpsu@wal-mart.com.
Q & A

Submit your questions via the Q & A function.