

The challenges of sustainability in selecting ingredients for petfood

ROYAL CANIN

a division of Mars Petcare







The challenge of selecting ingredients to ensure sustainable supply

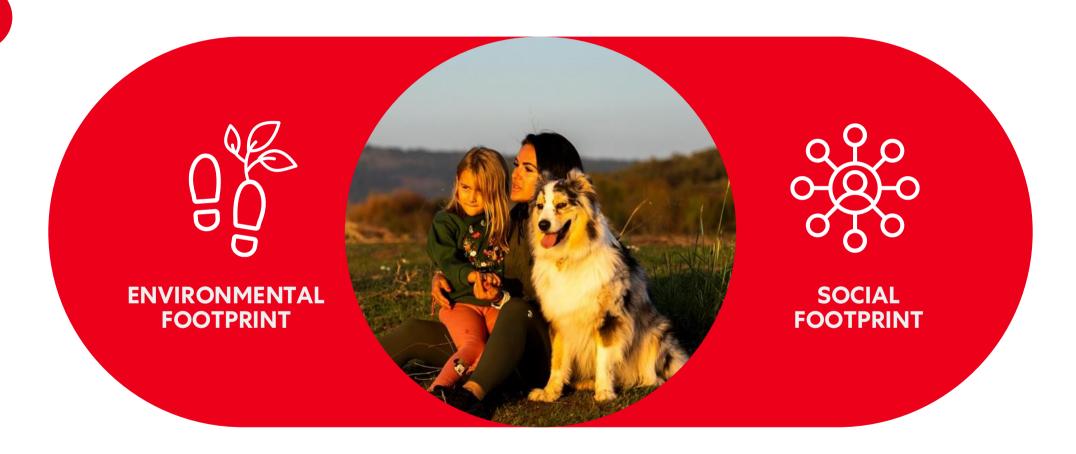








Planet & People







Environment:

What are the challenges





CarbonFootprint



Deforestation / Land Use



WaterFootprint







Scope 1:

Scope 2:

Scope 3:

96%

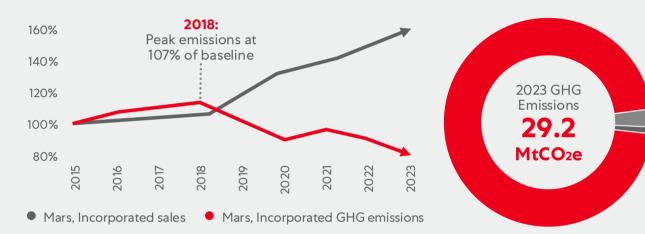
1%

Tackling Carbon Footprint: It is possible



Decoupling growth from GHG emissions

We have reduced our scope 1, 2 and 3 emissions by 16% against our 2015 baseline while growing the business by more than 60% to \$50+ billion in sales









Social:

What are the challenges





Human Rights



Farmer Income



Women Empowerment







Addressing Farmer Income

Psyllium



Secure supply of critical ingredient by building farm to bowl supply chain with ~2000 farmers



Bring all farmers to a **Living Income**



Address other **Human Rights** issues







How do we ensure **Sustainable Supply**





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A Complex Challenge











Nutrition & Taste

Palatability & balanced diet



FDA, AAFCO, EFSA



Animal Safety

Toxicology & Quality



Price

Material cost curve & formulation impact

Perception

Do pet parents want it?



Scale

Tons available by when



People & Planet

Carbon, water, Human Rights

Geography

Where is it available?



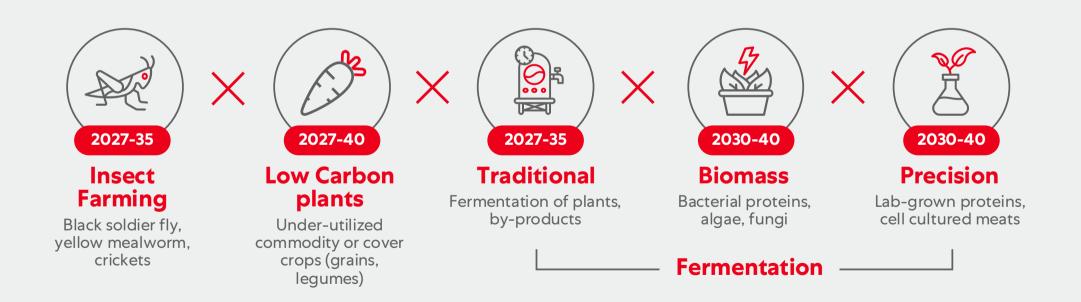






Roadmap is Focussing on Proteins and Fats

Acceleration territories – Time to Viable Scale





Sourcing

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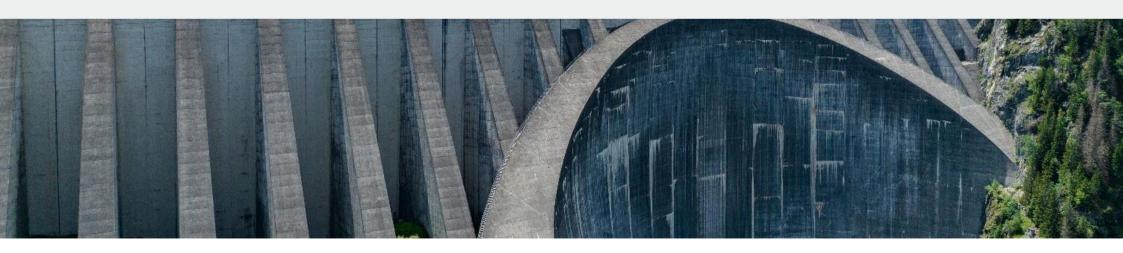


Key Enablers





Partnerships







Regenerative Agriculture



Better Soil



Biodiversity



Less CO2e



Water Resilience



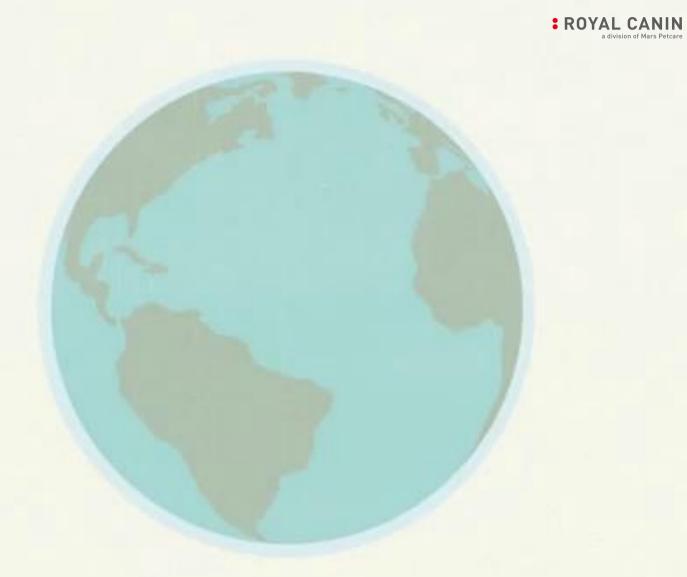
Better for farmer and farmland

















Regenerative Agriculture

5 Core Principles of **Regenerative Agriculture**



Disturbance





Maximize Crop Diversity



Keep the Soil Covered



Maintain living root year-round



Integrate Livestock





Key Messages



Sustainable ingredients are key to ensure vital nutrients to cats & dogs

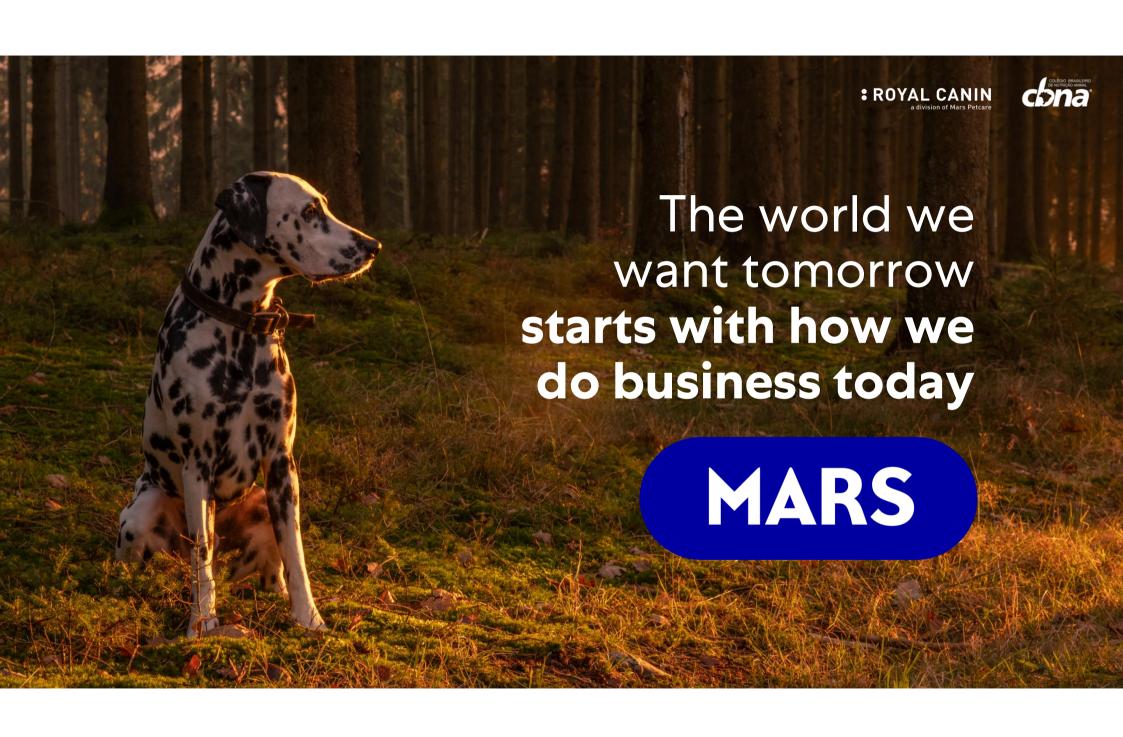


Innovation & sourcing play critical role



No 'business as usual': reimagine & redesign







Thank You

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