



Salling Group & Netto

Working with UN's sustainability

Michael Løve, CEO, Netto International

Our update today...

1

Salling Group & Netto – who are we?



2

How do we work with UN's Sustainable Development Goals?



3

Which specific initiatives are we working with?



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

Seven brick & mortar formats



1,371 Netto in 4 countries



101 føtex & føtex food



19 Bilka



2 Salling department stores



28 Starbuck & Carl's Jr.



26 Stores to be opened

Eight e-commerce formats



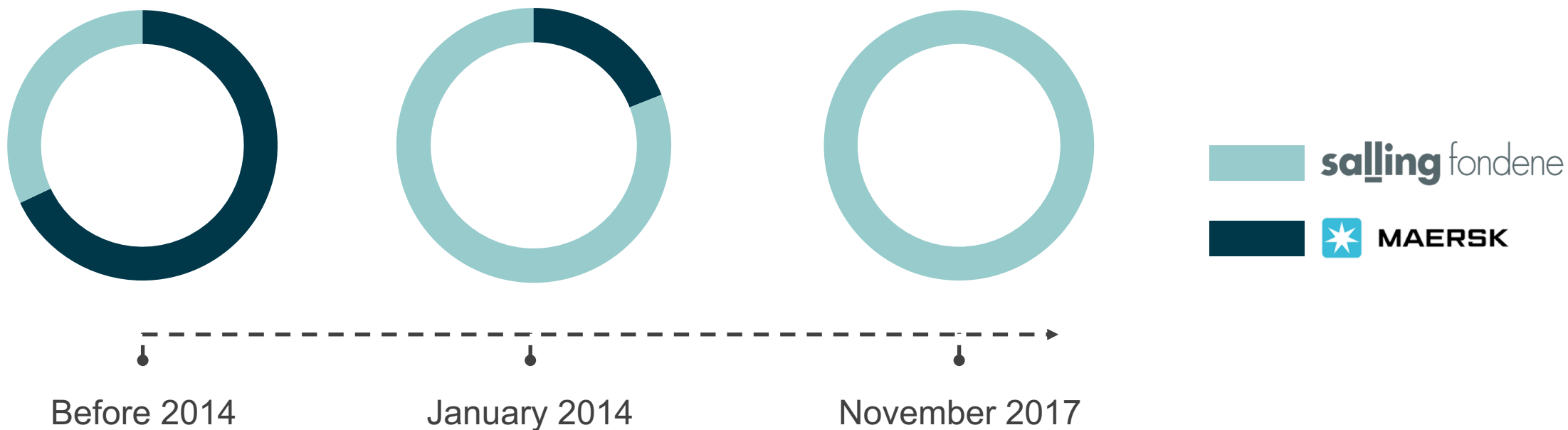
wupti marketplace



flowr
mere end blot en tanke



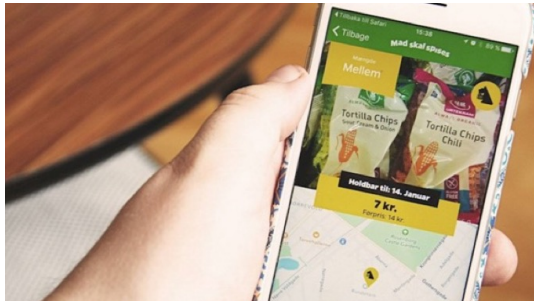
We are 100% owned by the Salling Foundations



*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

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Our CSR strategy is based on the Sustainable Development Goals set by the United Nations

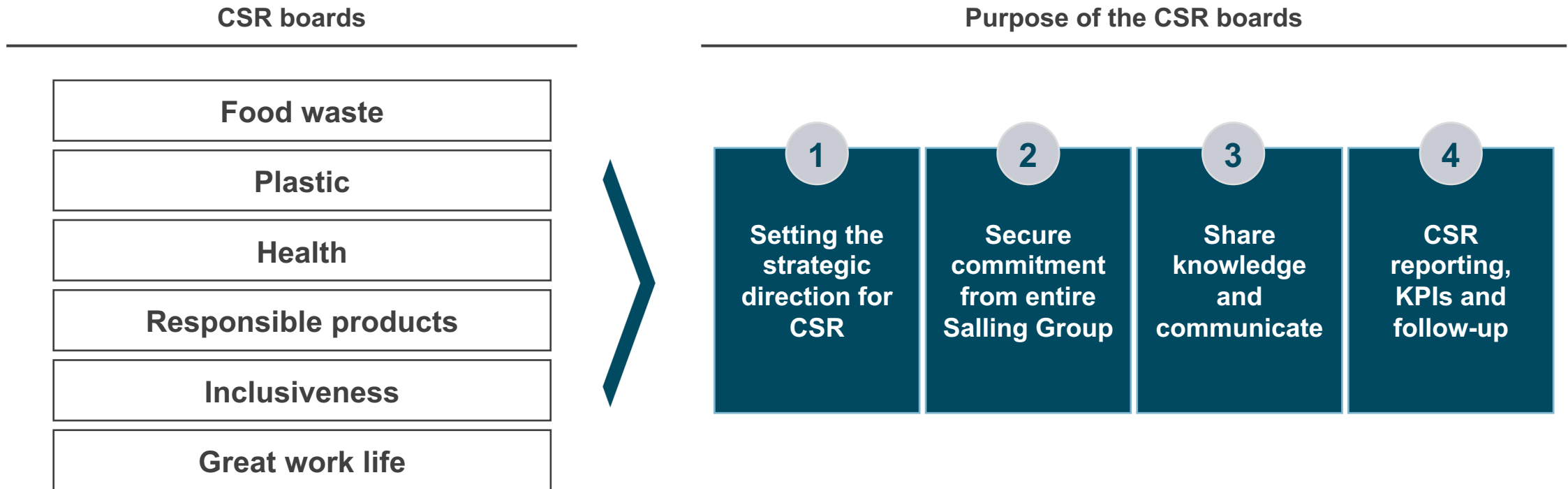
SUSTAINABLE DEVELOPMENT GOALS



Salling Groups CSR framework...



To secure progress we have established six CSR Boards - one for each focus area



Representatives from all format and functions participate in each CSR board

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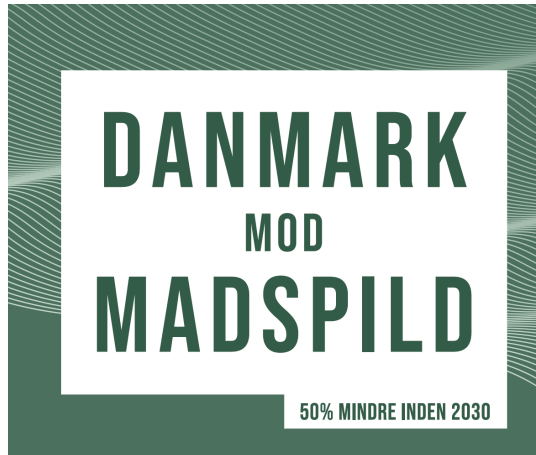


3

Which specific initiatives are we working with?



We have already launched several important initiatives within our focus areas



*Danmark mod
Madspild*



*Antibiotic-free
pork in Netto*




*Hiding tobacco
in all stores*



*Deposit on
plastic bags*



The background image shows a person wearing a blue long-sleeved shirt and a red cap, working in a small green boat. They are surrounded by a vast, chaotic sea of plastic waste, including numerous white and clear plastic bottles, food containers, and other debris. The person is using a long-handled tool to sort through the trash. The scene is a stark representation of plastic pollution.

**In Salling Group, plastic is very high on the agenda -
How can the plastic challenge be improved?**

**Use less plastic in
everything we do**

**Give used plastic a value
by demanding recycled
plastic**

We have chosen three **focus areas** within Plastic

Plastic do not belong in the nature

Circular
packaging
design

Alternative
solutions for
single-use
plastic

Fund &
support
innovations in
use of plastics

Circular packaging design

Current initiatives...

We are working on rethinking our packaging...



... but it is not an easy task



Alternative solutions for single-use plastic

Current initiatives...

Removal of all disposable tableware in føtex

Dæk op uden plastik
Nu tilbyder vi alternativer til plast hele vejen rundt om bordet

Papkrus
20 stk. 240 ml.
Pr. pakke **24⁹⁵**

Dybe tallerkner af bagasse eller træbåde
20 stk.
Frit valg **39⁹⁵**

Tallerkner af bagasse
20 stk.
Pr. pakke **49⁹⁵**

Bambus sugerør
30 stk.
Pr. pakke **29⁹⁵**

Bestik i træ
10 stk. gaffler, knive eller skeer
Frit valg **12⁹⁵**

føtex

Test of deposit on Plastic Bags in Netto

Genbrugspose #plastikfrinatur

HANK OP I MILJØET

FÅ 2KR. PANT NÅR DU RETURNERER DIN BRUGTE NETTOPOSE

NETTO

Sum-up



Thank you!

