

# Push for a Better Planet

Leading the Way:  
How Procurement and Supply  
Chain Power Sustainability



**Gil Bickel**  
Head of Global Procurement and  
Sustainability



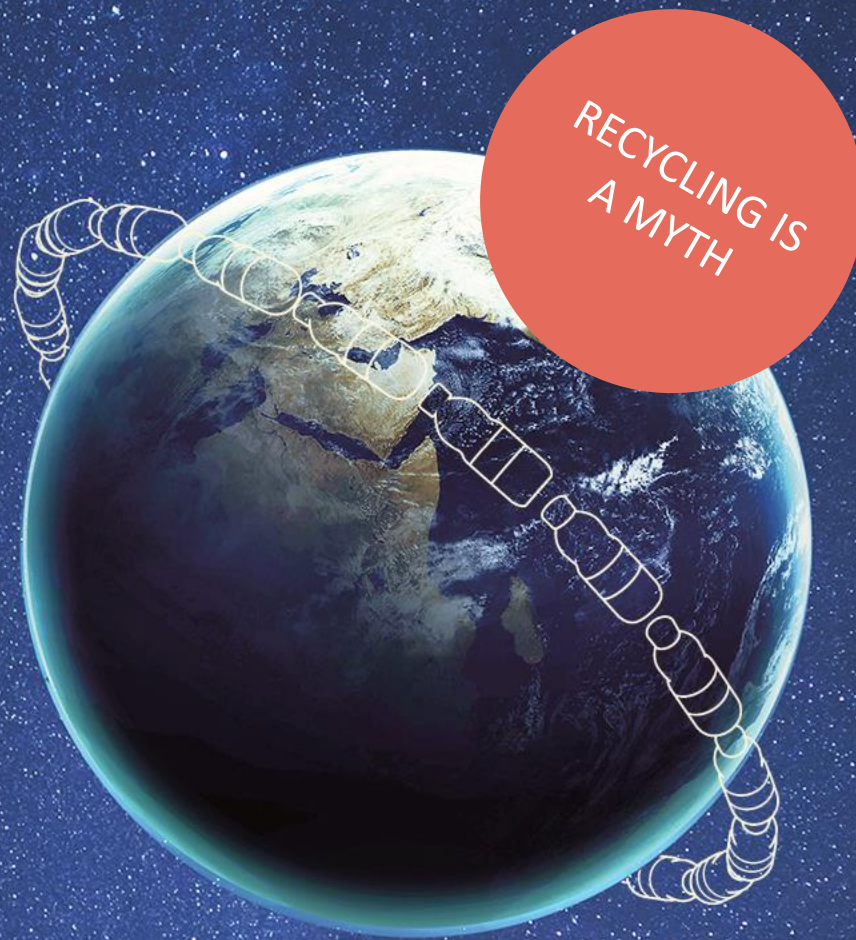
sodastream®



**PEPSICO**

# 1M

Plastic bottles are purchased every minute around the world



# 583B

Bottles every year — enough to circle the Earth 4,365 times!



“The exact properties that make plastics so versatile & useful also make them difficult or impossible for nature to fully re-assimilate.”

**66x** More Plastic Bottles than people

**500B** Single-use plastic bottles used every year

**90%** of plastics aren't recycled

# Climate Change: A Critical Business Threat



## Marketing & Sales:

Customers avoid brands  
that don't care



## Business Growth:

Leading companies lost \$2B (15%) initially  
but grew revenues to \$360B



## Regulatory Compliance:

Mandatory Scope  
Emissions Requirements



## Company Reputation:

Damaging brand image could result in  
fines & penalties

We can turn this  
around for a  
WINWIN

# Eco-Evolution: Global Trends Reshaping Business

## Millennials & Gen Z are Shaping the Future

45% of the global population

60% feel genuine anxiety about the planet's future

0 tolerance for greenwashing

## Regulation is Coming

Compliance is crucial:  
2030 Agenda for Sustainable  
Development: 17 Sustainable  
Development Goals

A regulatory revolution is coming  
soon in the USA.

## Sustainability is a Business Growth Strategy



Unilever: Dove, Ben & Jerry's grew twice as fast.



LEGO: Renewable materials strategy boosted profits & sustainability-based rewards for managers and employees.



IKEA: 60% sustainable products increased revenue.



CVS:  
10%+ Annual revenue by the end of 2014.  
4%+ Operating income  
66%+ Stock price within 2y



# The Green Gold Rush

Soaring Careers in Sustainability

414

Companies appointing a CSO

394

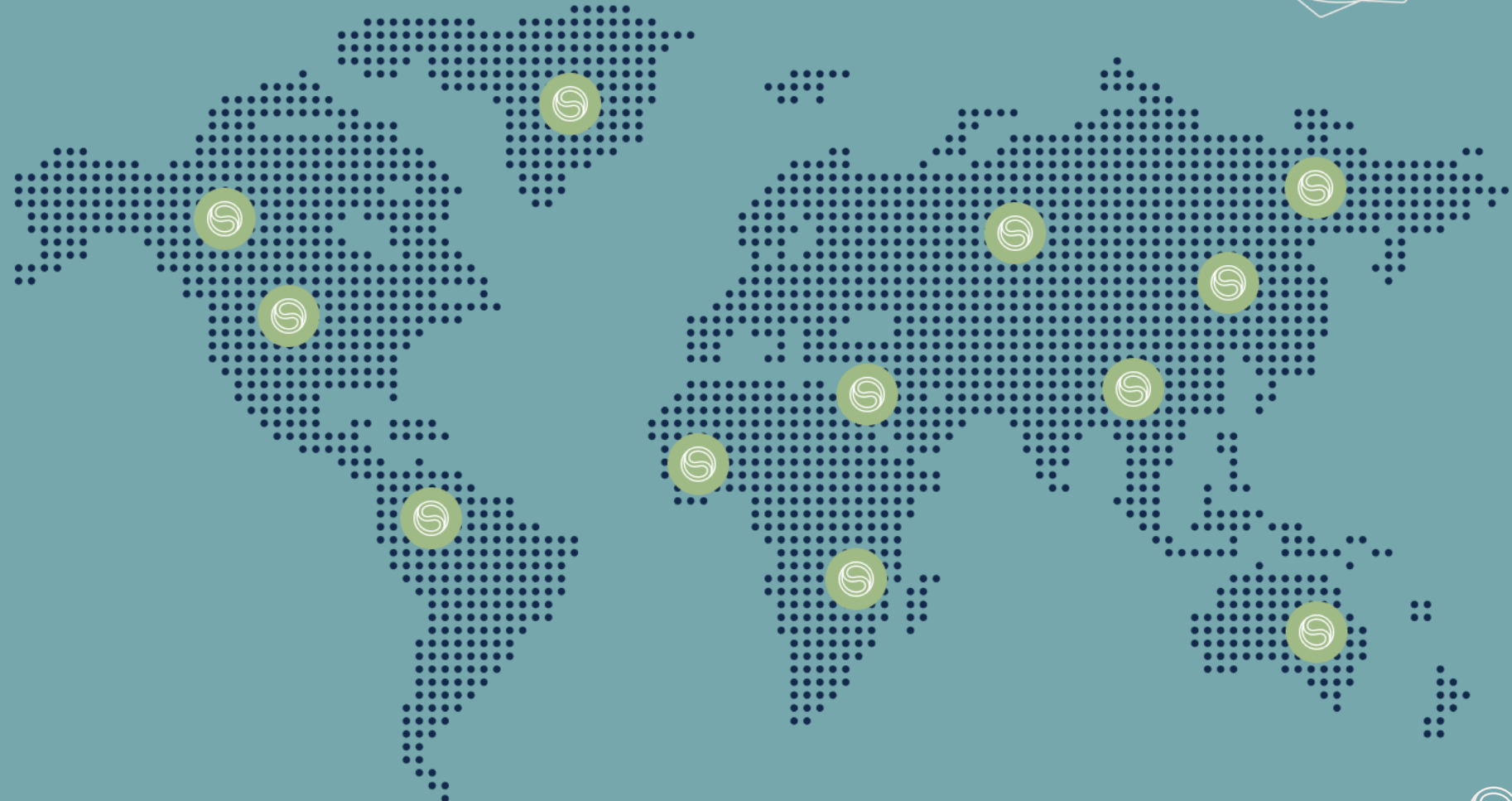
Companies appointing a CSO






# SodaStream: Dominating The Sparkling Water Category

Annual consumption: Over 4B liters of SodaStream's' sparkling water



We are pioneers & market leaders –  
In all aspects

46

Countries

+200

Customers

+100K

POS. Worldwide

+23M

Households



 **PEPSICO** is a global beverage and convenient food company with large, iconic and trusted brands



>1 billion

Times each day PepsiCo products are enjoyed around the world



200+

Countries and territories where our products are sold



~315,000

Employees



>\$91 billion

Net revenue in 2023

2023 reported operating profit was \$ 12.0 billion. Core operating profit is a non-GAAP financial measure that excludes certain items.





"pep+ (PepsiCo Positive) is a fundamental transformation of what we do and how we do it to create growth and shared value with sustainability and human capital at the center."



Ramon Laguarta  
PepsiCo Chairman and CEO



# SodaStream: Leading the Green Revolution

Our approach:

Circular economy refillable and reusable products

Life Cycle Assessment (LCA):

SodaStream is less polluting than store-bought soda in every parameter, from production to disposal.

ISO for a circular economy is here!

ISO 59004, ISO 59010, ISO 59020

Linear economy



Recycling economy



Circular economy



# The Supply Chain

The Beating Heart of Every Major Business

## Challenges:

### Resource Waste

Inefficiency in managing the supply chain often leads to wasted fuel, time, and other resources.

### Carbon Emissions

High carbon Emissions from constant transportation.

### High Costs

Maintaining and operating polluting vehicles is costly for both the business and the planet.

## PepsiCo's is Taking Action:

- Transition to Tesla Electric Trucks and transitioning to Biodiesel Vehicles
- Supply Chain Optimization Software

# Green Energy: A Commitment to Sustainability

All electricity used in our manufacturing plant now comes from renewable energy sources, thanks to a partnership with enLight.



 sodastream®

**DSV**

**enlight**

**EASTMAN**

## **ESG Talk**

“We can’t do this alone. We need a lot of partnerships and collaboration – it’s a must have, not a nice to have.”

**Jim Andrew**

Chief Sustainability Officer  
PepsiCo



# The Critical Role of Procurement and Supply Chain in Driving Sustainability

What you can do starting tomorrow:

## **Prioritize Suppliers**

### **Based on Sustainability:**

Look beyond price and choose suppliers with strong sustainability policies.

### **Scope 3 Emissions:**


Select suppliers who comply with Scope 3 greenhouse gas emissions standards.

## **Innovation in Logistics and Distribution**

Smart warehouses, deploying electric vehicles in distribution centers

## **Digital Transformation**

Supply Chain Optimization Software & AI

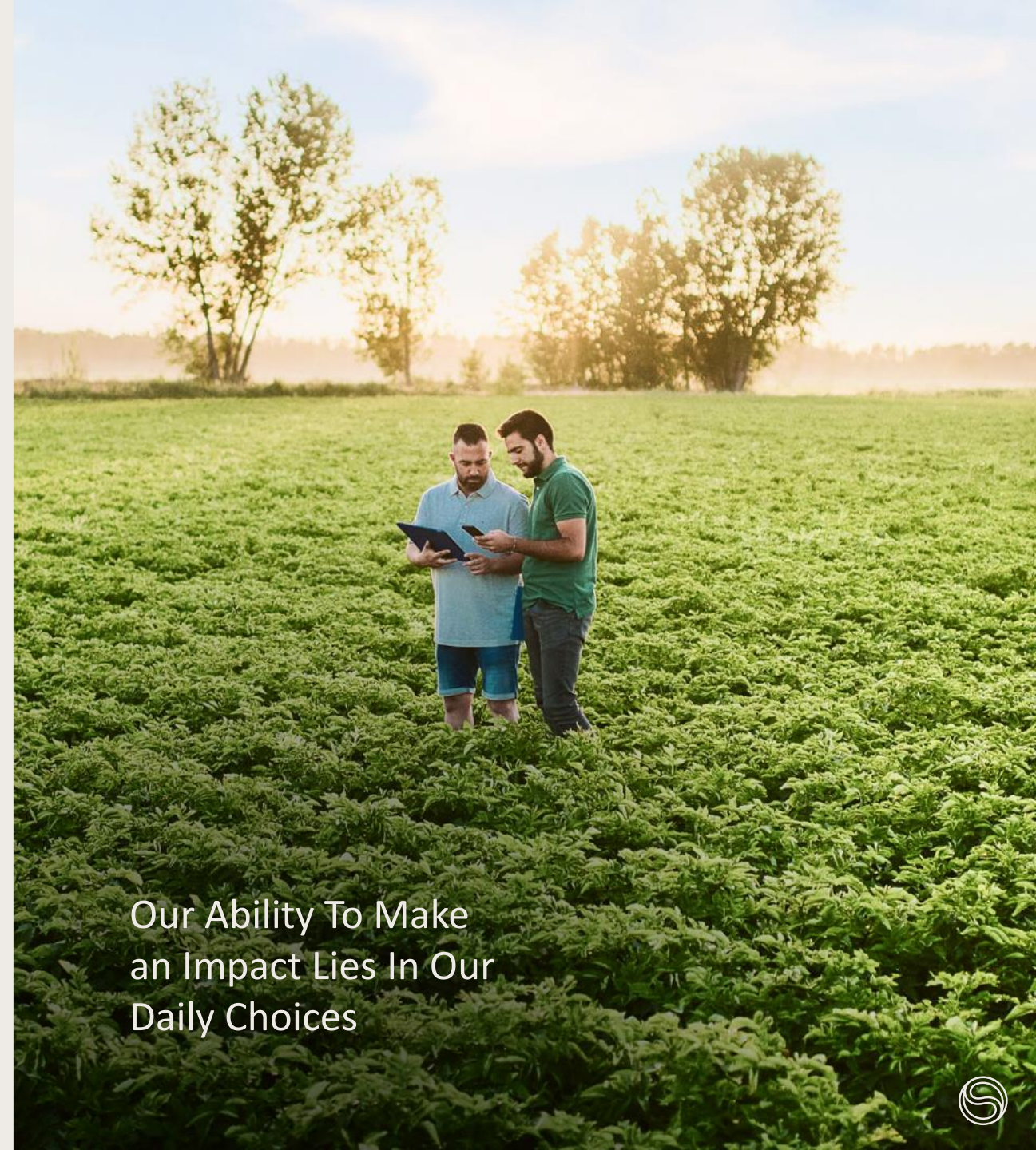


**RESULT:**  
Improved KPIs across  
the entire organization



# Empowering Green Choices: Your Impact in Procurement and Supply Chain

- ✓ Transform sustainability into a systematic process of change within your organization
- ✓ Lead the change and become an ambassador of sustainability
- ✓ Implement a Sustainable Procurement Policy
- ✓ Utilize new technologies to enhance transportation efficiency and reduce carbon emissions
- ✓ Collaborate with Green Logistics Partners
- ✓ Measure and Improve Sustainability KPIs



Our Ability To Make  
an Impact Lies In Our  
Daily Choices





The Consumer Goods  
**FORUM**

**GLOBAL  
SUMMIT**  
CHICAGO  
2024

**#CGFsummit**

“

**As leaders of companies that want to be here in 20, 30, even 40 years from now, we need to move from spectators to actors.**

”

Ramon LAGUARTA,  
Chairman of the Board of Directors and  
Chief Executive Officer,  
**PepsiCo**