

Remi PULVERAIL

Professional Background

- Sales Account Manager L'Oreal 2000-2003
- Purchasing Category Manager Naturals /Fragrance Division 2003-2007
- Purchasing Category Leader Naturals /Fragrances & Flavours since 2007

Abstract

Givaudan is evolving from '**basic purchasing**' to '**sustainable sourcing**' – we are striving to understand the whole supply chain and to take every possible step sensitive to local and market needs

- To implement this strategy, we are assessing the risk level and then shaping **targeted programs to ensure long term availability** of the naturals that we use...especially the most fragile one (most of the time of wild origin) by:
 - Evaluating our risk exposure on key supply chains: environmental risk, social issues, and other features like the political instability etc...
 - Shaping targeted programs to:
 - Improve the existing supply chain when possible
 - Develop alternate sourcing countries for strategic materials of single origin
 - Always keeping in mind possible improvements of living standards for local communities
 - In order to improve revenues of the local communities, we will also **try to find other naturals and if possible new naturals in the region where we already have implemented first initiative**
 -
 - A few examples of what has been done and still ongoing will be disclosed with more details during the presentation:
 - Tonka Beans program in Venezuela,
 - Australian Sandalwood partnership,
 - Benzoin Laos initiative..