



Supplier Summit Q&A

1. For the major retailers represented. Is there an acceptance that cost is a factor? And these asks need to be paid for? There is no mention here. Just that onus is on supplier to develop lower carbon products?

Answer provided by: Vincent Francois, Leroy Merlin

That is a very fair point. To be clear, we aren't just shifting the burden to suppliers; we are witnessing a shift in the market standard.

By aligning the entire retail sector around the same decarbonization requirements, we are creating a new 'level playing field' where:

Standardization: This is no longer an optional 'add-on' but a baseline for doing business. When the whole industry moves together, the 'green' option becomes the default, not the exception.

Global Competitiveness: Low-carbon performance is becoming a core component of a supplier's competitiveness. Beyond the initial price, an engaged and sustainable offer is what ensures a supplier's long-term relevance to both retailers and end consumers.

Shared Resilience: This isn't just about cost—it's about future-proofing the entire supply chain. As these requirements become the norm, they drive the scale needed to eventually bring costs down for everyone.

2. For the case study speakers, can you share where Scope 3 carbon engagement sits in your business? Is the data collection & engagement handled by the Buying teams or dedicated sustainability teams?

Answer provided by: Cristian Riffo, Sodimac

Currently, Scope 3 supplier engagement sits primarily with the sustainability team, with a clear ambition to transition toward shared ownership with the commercial (buying) teams over time.

At present, sustainability leads most of the end to end engagement work supplier outreach, data collection, document review and tracking—along with the design of the framework and the criteria used to assess supplier progress.

While buying teams are involved due to their day to day commercial relationships with suppliers, the topic is not yet fully embedded in routine commercial management. As a result, sustainability still carries a significant share of both the technical work and the direct supplier interface. Overall, the model remains sustainability led, but we are moving toward a more integrated approach in which



climate-related supplier engagement becomes progressively embedded into core commercial/procurement activities.

3. How was the incentive scheme you introduced received by your supply chain - how did this influence engagement?

Answer provided by: Cristian Riffo, Sodimac

Overall, the incentive scheme has been well received, largely because it is designed as a progressive, flexible framework that allows suppliers to engage at different maturity levels.

More advanced suppliers tend to view the incentives as formal recognition of efforts already underway, which strengthens alignment and reinforces the commercial relationship with Sodimac. Suppliers earlier in their journey see the scheme as a clear entry point and a practical pathway to progress, reducing the perceived barrier to participation.

A key feature is that incentives are positioned as enablers rather than requirements. This framing has supported a more constructive, collaborative dynamic (as opposed to a compliance-driven one) and has helped shift engagement from isolated conversations to a more structured and scalable approach to Scope 3 supplier engagement over time.

4. Does the recycled plastic content ambition include the product packaging as well or is related on the product only?

Answer provided by: Oliver Bleeker, Ricardo

The plastics ambition and strategy is focused on plastic products. The approach taken to decarbonise plastic products is very different to the decarbonisation of packaging so the strategy primarily focuses on plastic products

5. Should we when plastic is used as packaging material not focus on reducing virgin plastic instead of concentrating on % of PCR. If that leads to more plastic use (thicker materials for example) the tail wags the dog. What is your view here?

Answer provided by: Oliver Bleeker, Ricardo

The strategy focuses on plastic products, not necessarily packaging. Of course reduced virgin plastic consumption is good way for organisations to reduce emissions, and we encourage ecodesign principles to be adopted where possible to reduce the amount of material required to make a product. The decarbonisation strategy looks for the most effective and ubiquitous decarbonisation lever for the sector to rally around to decarbonise plastic products and we deemed recycled content to be that lever.



6. How do suppliers need to prove recycled content of plastics used? Is this via certification of some form? Who is that submitted/ validated to/ by?

Answer provided by: Oliver Bleeker, Ricardo

The verification of recycled content can be challenging and there are multiple ways to do this in different regions. It is up to a particular retailer/customer to define their own approach to check recycled content claims. We encourage suppliers to take steps to be robust and transparent with the source of recycled material and seek validation where appropriate.

7. How does Bosch manage REACH/RoHs and the possible presence of SVHCs in recycled materials?

Answer provided by: Victor Jibrin, Bosch

We subject all recycled plastics to a rigorous, multi-stage quality control process and testing. This ensures the material meets our stringent standards, which are just as high as those for virgin materials, before being used in a new product. RoHS and REACH are standards that our products must meet. The same applies, of course, to our pilot project and thus also to the UniversalImpact 800 CL version.

8. Does Bosch operate a return system for power tools to enable the closed loop recycling?

Answer provided by: Victor Jibrin, Bosch

For our pilot project, we sourced old power tools directly from existing public recycling centers for electronic waste in Germany through our partners.

9. When recycling plastics from old power tools, do you also recycle the electric/electronic components which are often with higher emissions compared to plastics?

Answer provided by: Victor Jibrin, Bosch

This initiative's innovation lies in creating a closed loop for the plastic housings. Other materials, such as metals and electronic components, are already carefully sorted and handled by established recycling processes at these facilities. Although we did not specifically consider the recycling of metals in the pilot process, the metal components were nevertheless subjected to the established recycling processes.

10. Does Bosch absorb the additional costs of recycled materials, or do you pass them on to customers?

Answer provided by: Victor Jibrin, Bosch

We cannot share specific details about our cost structure for products manufactured with recycled materials. Pricing is the responsibility of the retailer. What we can say, however, is that we did not pass on any additional costs to the retailer.