



Sustainable
Procurement
Pledge

Pharmaceutical &
Life Sciences

Launch Session

Sustainability Impact:

Recognising Real-World Results

July 7th, 2026 - 14:00 CEST



Robert Williams

Co-chair, SPP Pharmaceutical &
Life Sciences Chapter and
Sustainable Procurement Senior
Director at AstraZeneca



Maria Terracina

Co-chair, SPP Pharmaceutical &
Life Sciences Chapter and
Global Supplier Impact
Director at Pfizer



Kathrin Decker

Deputy Director
Sustainable Procurement
Pledge (SPP)

Housekeeping

For your best experience

This session will be recorded

Subscribe to [SPP YouTube](#) channel for all recordings.

We encourage interaction and questions

Please use the Q&A button or unmute yourself during the Q&A session at the end of this presentation.

We recommend the use of live captions

Select “Language and speech” > “Turn on Live Captions”



Join SPP Community

- Join the SPP community for more activities [here](#).
- [LinkedIn SPP Pharma](#)

People & the planet need your [Pledge](#)!



IMPORTANT REMINDER

Taking part in SPP sessions is subject to you being familiar with **anti-trust** issues and how to avoid them. We must all refrain from entering into any discussion, activity or conduct that may infringe any applicable competition law. Please find below some **key rules** that apply throughout the event:

- No discussions about each other's cost of sales, sales plans, planned sales territories, cost of purchase, trade secrets, discounts, profit margins, rebates, credit terms, customer quotes, supplier relationships.
- No discussions about pricing and other purchasing conditions in contracts.
- No exchange of other commercially sensitive information.
- No agreement not to compete.
- Stay within the limits of the agenda of the session.

This applies at all times, not just during the formal session, but also any time we interact throughout this facilitation.

Please notify a SPP representative during the meeting, if you feel uncomfortable with the discussion.

For more information, please review the SPP Netiquette: spp.earth/netiquette.

Agenda

1. Opening and Welcome

Recap on our last Best Practice Sharing initiative

2. SPP Pharma Chapter 2026 Recognition

Categories and evaluation criteria

Review process

How to participate

Timeline

Entry template

3. Publication opportunities

SPP's 'The Guide' and 'Beyond the Guide'

WBCSD Case study example

4. Q&A

2024/2025 SPP Best Practice Sharing Initiative: Recap

Invited case studies of sustainability best practice from within the Pharma sector:

- Over **65 suppliers** contributed detailed case studies
- **53 case studies** were selected for '[The Beyond the Guide Deepdive](#)' – a curated collection of stories, lessons, and practical advice designed to inspire and inform.

Our 2026 initiative narrows the focus on showcasing **real-world delivery** and **measurable impact**.



Sustainability Impact Recognising Real-World Results

About this initiative

Six Recognition Categories



Decarbonisation

Large organisation



Nature

Large organisation



Social

Large organisation



Decarbonisation

Small and Medium
organisation



Nature

Small and Medium
organisation

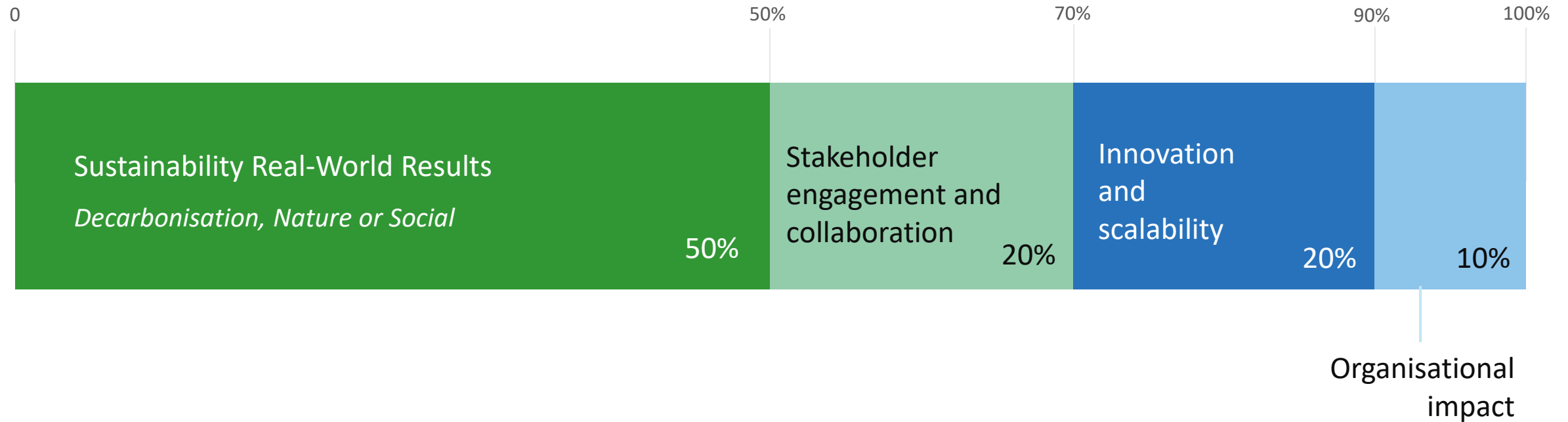


Social

Small and Medium
organisation

Scoring Criteria Breakdown

Category Decarbonisation – Applicable to all organisation sizes



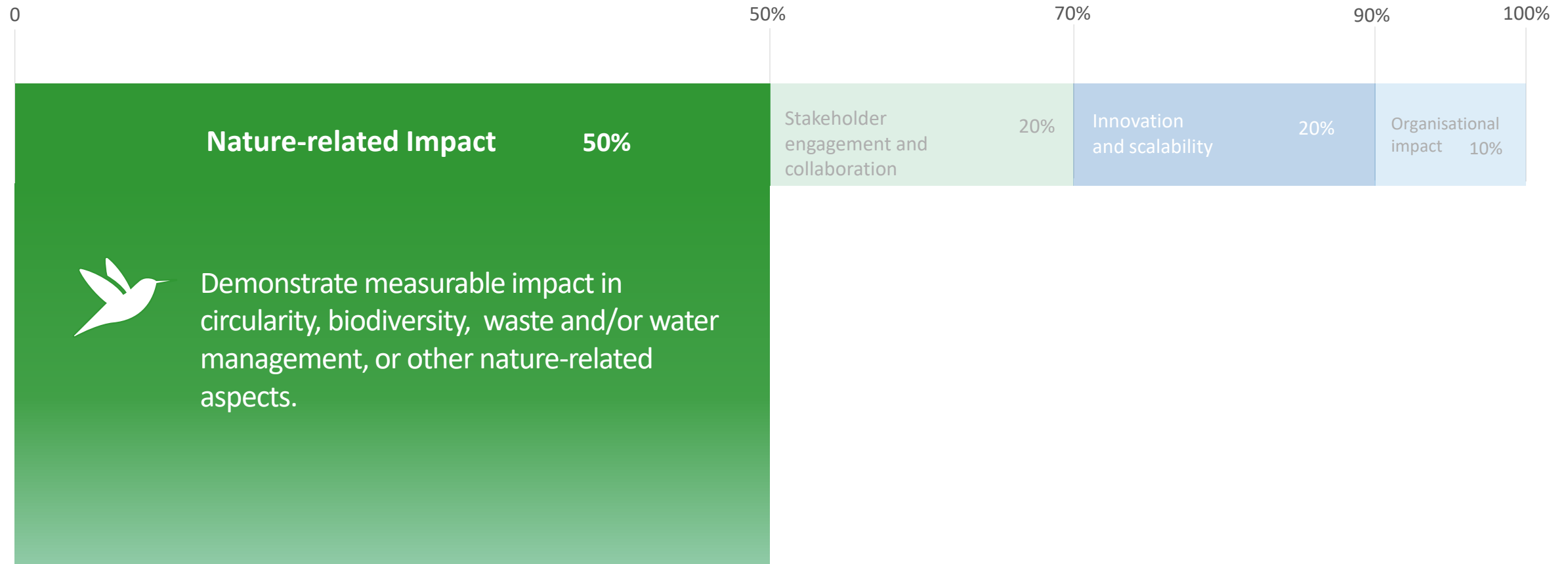
Evaluation Criteria – Decarbonisation Category

Applicable to all organisation sizes



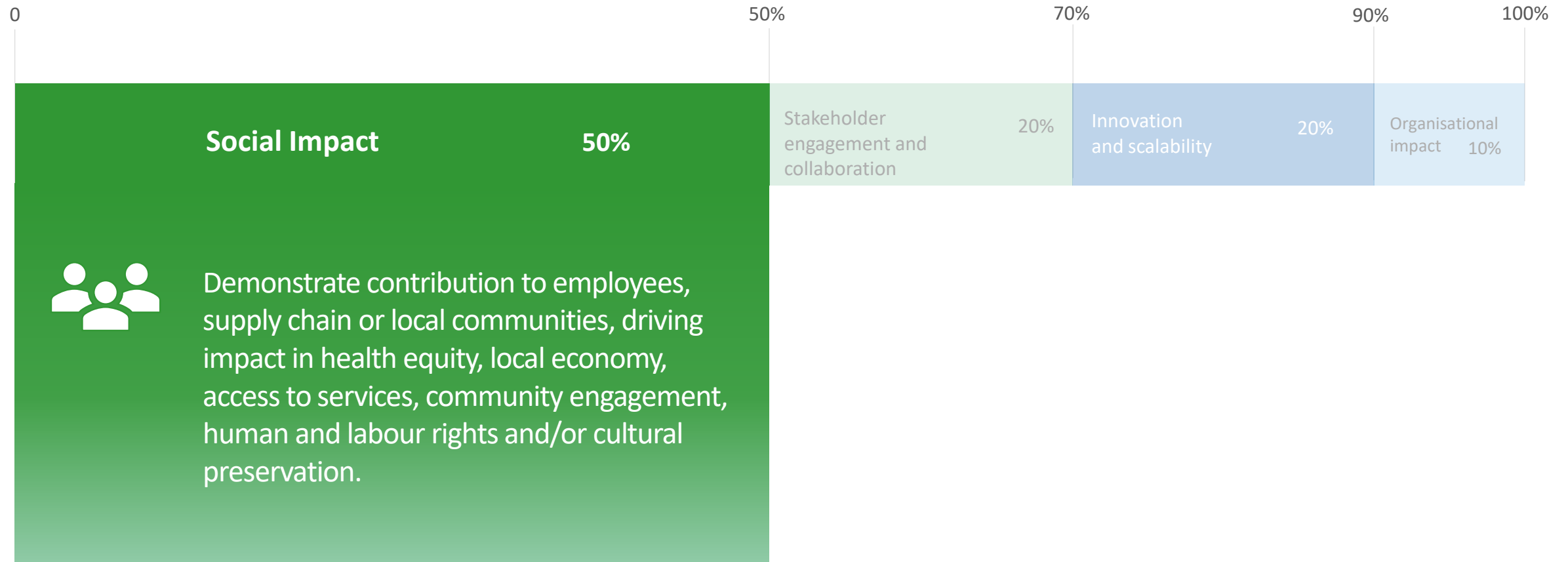
Evaluation Criteria – Nature Category

Applicable to all organisation sizes



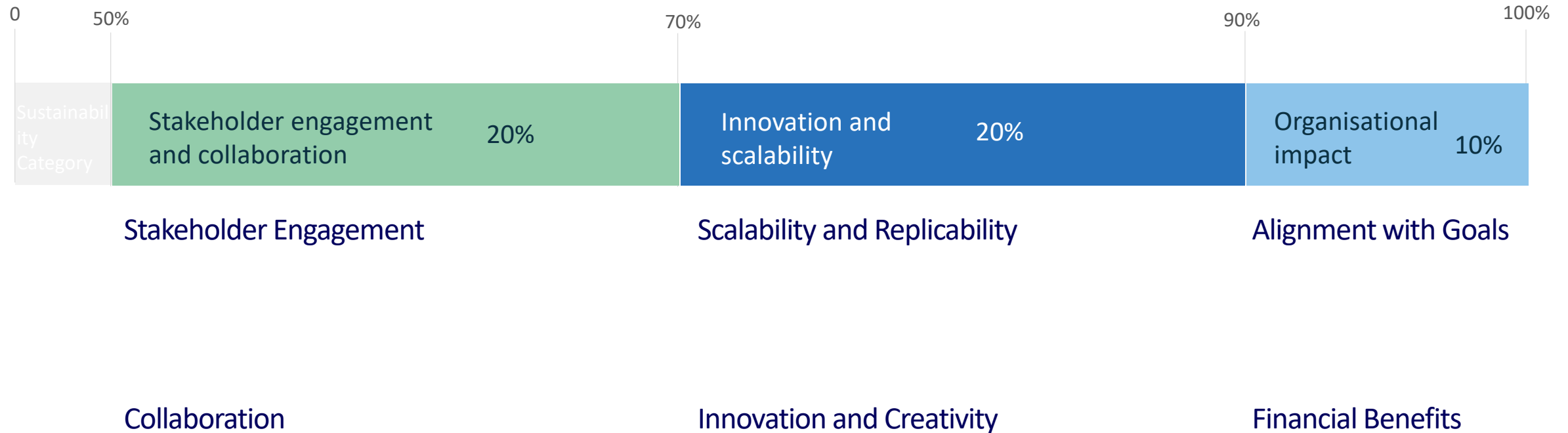
Evaluation Criteria – Social Category

Applicable to all organisational sizes



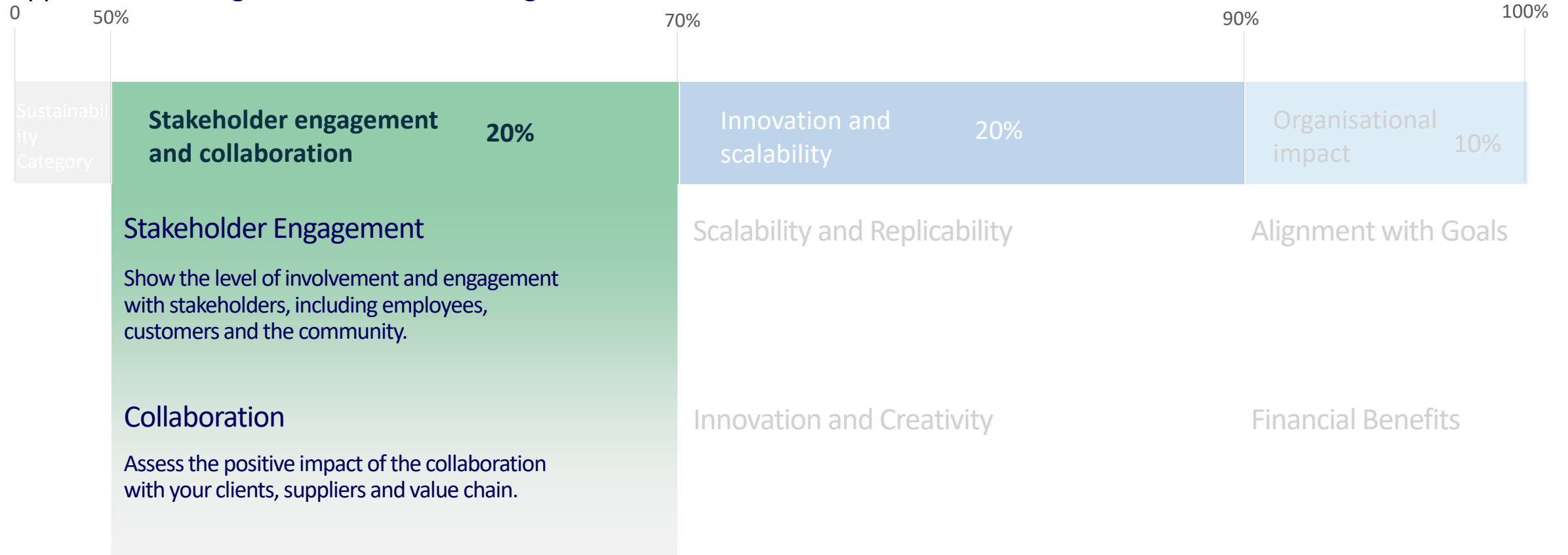
Evaluation Criteria – Cross-Category

Applicable to all organisation sizes



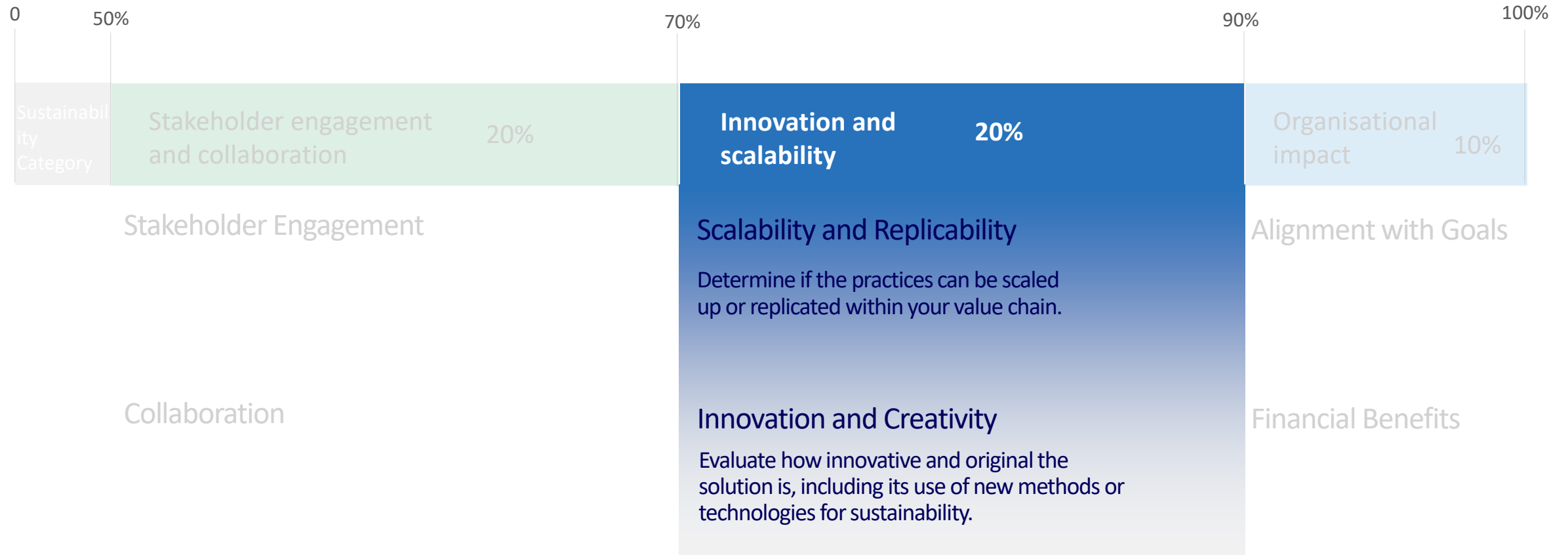
Evaluation Criteria – Stakeholder Engagement and Collaboration

Applicable to all organisation sizes and categories



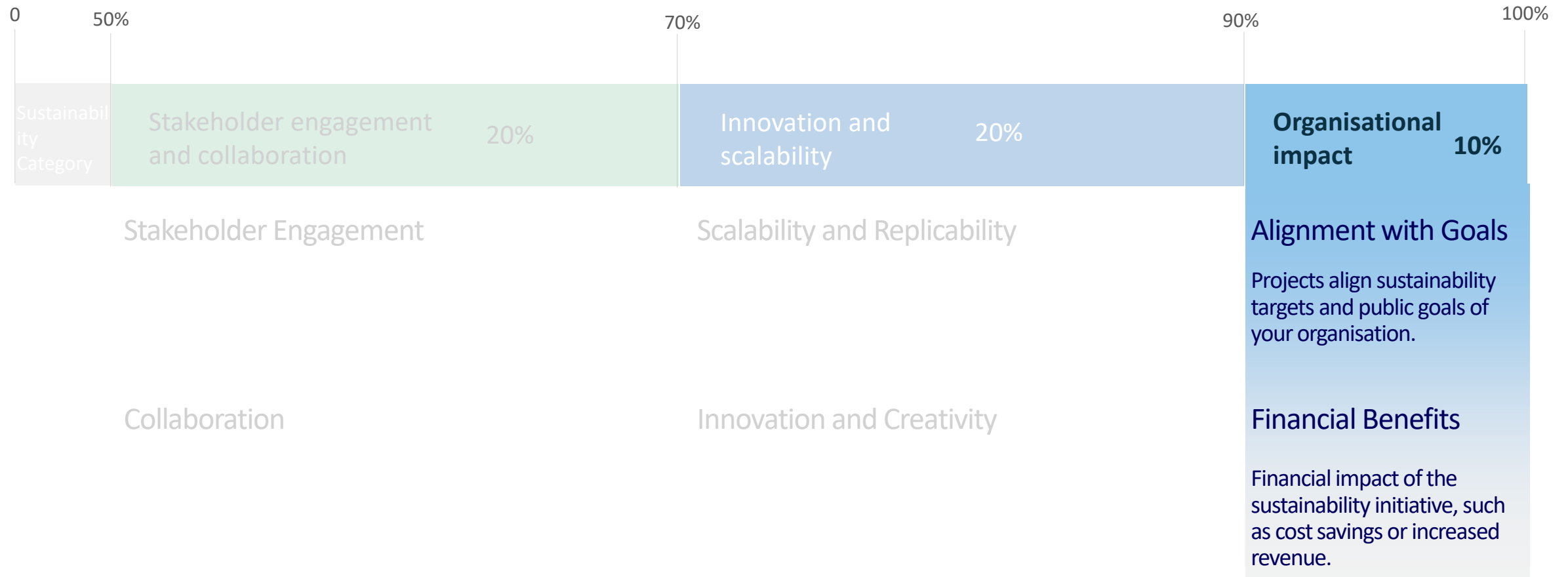
Evaluation Criteria – Innovation and Scalability

Applicable to all organisation sizes and categories



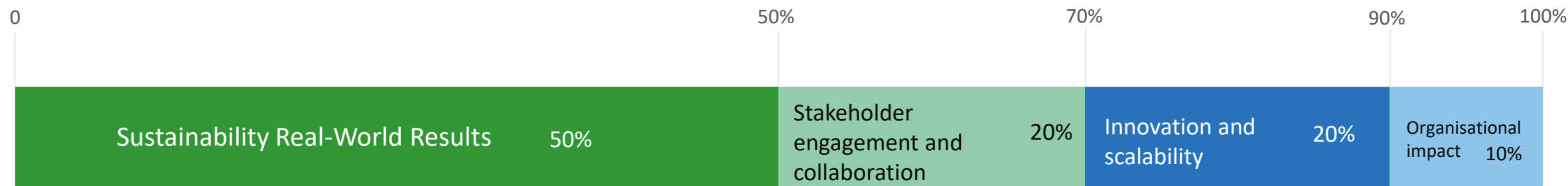
Evaluation Criteria – Organisational Impact

Applicable to all organisation sizes and categories



Evaluation Criteria - Overview

Applicable to all organisation sizes



Decarbonisation Impact

Demonstrate a measurable decrease in your GHG emissions Full Scope.

or Nature-related Impact

Demonstrate measurable impact in circularity, biodiversity, waste and/or water management, or other nature-related aspects.

or Social Impact

Demonstrate contribution to employees, supply chain or local communities, driving impact in health equity, local economy, access to services, community engagement, human and labour rights and/or cultural preservation.

Stakeholder Engagement

Examine the level of involvement and engagement with stakeholders, including employees, customers and the community.

Collaboration

Assess the positive impact of the collaboration with your suppliers and value chain.

Scalability and Replicability

Determine if the practices can be scaled up or replicated within your value chain.

Innovation and Creativity

Evaluate how innovative and original the solution is, including its use of new methods or technologies for sustainability.

Alignment with Goals

Projects align sustainability targets and public goals of your organisation.

Financial Benefits

Financial impact of the sustainability initiative, such as cost savings or increased revenue.

Review Process



Alongside the SPP Pharma & Lifesciences Chapter Co-Chairs, the review of case studies will be supported by a selection of subject matter experts from across the wider SPP Co-Chair Community.

Important dates

To plan yourself ahead



Launch Webinar

Today - July 7th



Entry Deadline

September 1st



Recognition Ceremony (online)

October 13th



Sustainable
Procurement
Pledge

Pharmaceutical &
Life Sciences

How to submit your case(s)

Applicable for all categories



1

Download the Submission Form Template and the Writing Guidelines.



2

Complete the template with your case.

Ensure to adhere to the templates pre-existing format and structure including *maximum word counts* specified.



3

Send it in pptx format to event@spp.earth

Entry Template

YOUR COMPANY PROFILE [Insert organisation name]

Please introduce your company (*1 concise sentence*).

Your company size:

Indicate your internal or regional classification (e.g. Small Medium Enterprise, large enterprise) - self-declaration.

Which category does your case study best fit into? (Decarbonization, Nature, or Social)

Case Title (Max. 45 Characters)

Company logo
.png /.jpeg for use on a
white background.
Max. size 4.5MB

**One (ideally two)
impact KPIs**
(Metric + Description
with max. 50 characters
incl. spaces)

Author(s) headshot(s)
High resolution photos
only

Author(s) Name(s)
Author(s) title(s)

Which SPP thematic track does your case study align with? *select: People, Planet, or Profession*

Where does your case study sit within the procurement lifecycle? *max 100 characters. See [Sustainable Procurement Wheel](#) for reference.*

What was the core challenge you were facing, and what was the context? *max 800 characters. Describe the problem statement and include relevant company profile, location, or cultural aspects that shaped the challenge.*

What approach did you take to tackle the challenge? *max 900 characters. Outline your approach, including key actions and implementation steps.*

Who was involved and how did you build buy-in (or not)? *max 700 characters. Include key internal and external stakeholders / suppliers and explain how you justified the approach internally.*

What was the outcome, and how did you measure the impact? *max 900 characters. Include intended or actual business & sustainability results - positive or negative - and how they were measured.*

Title (Max. 45 Characters)

What was the cost or investment required, and what have been the expected (or unexpected) business trade-offs or benefits? *max 700 characters. Share budget or resource needs, might be qualitative, and share the business impact —good or bad—along the way.*

What was the “ugly truth” you encountered & what would you do differently next time? *max 800 characters. Provide insight into what was hard or frustrating, offering practical advice, risks, or tips for others looking to replicate your approach.*

For whom would you recommend this initiative? *max 700 characters. Suggest business profiles (e.g., considering sector, geographies, sustainability maturity) and / or specific business functions*

What were the key success factors? *max 800 characters. Reflect on what enabled success.*

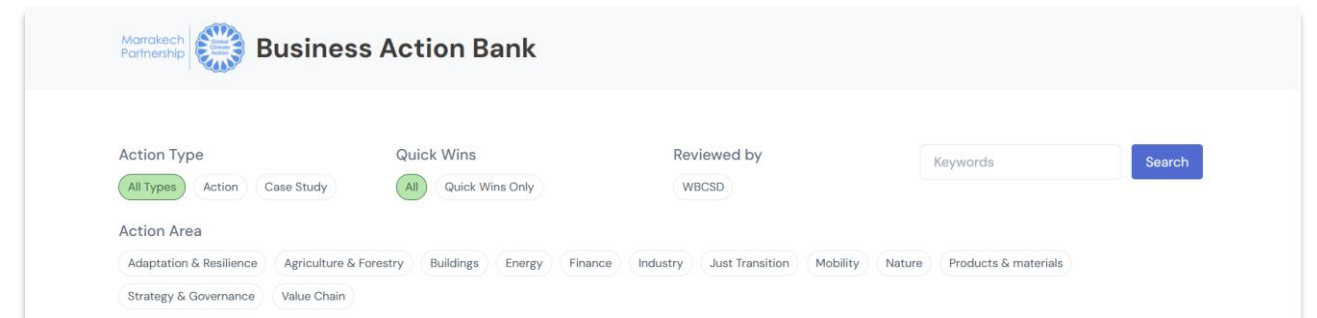
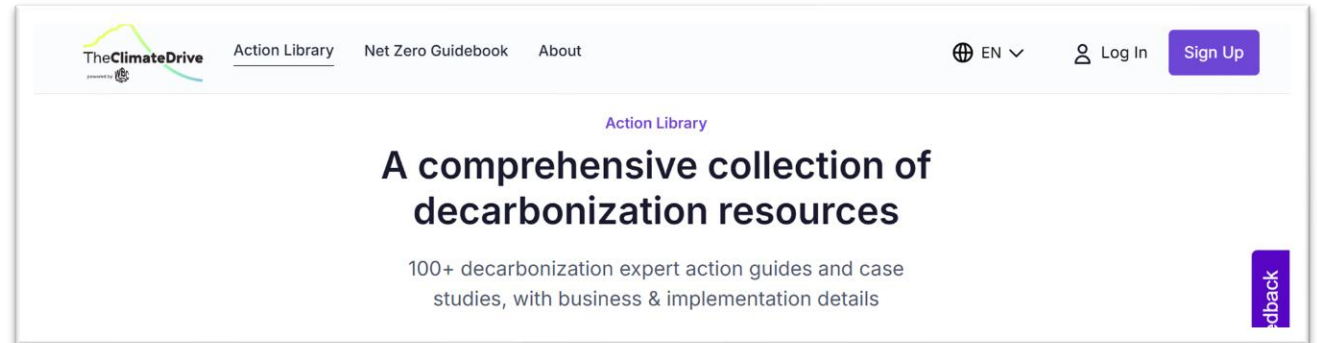
How would you recommend those with fewer resources approach this? *max 700 characters. Suggest ways to adapt or simplify the approach for teams with limited capacity.*

Additional Visibility Opportunities

Further Publication Opportunities



SPP's The Guide



**World Business Council for Sustainable Development's
Climate Drive: Climate Action Library**
(for decarbonization impact case studies)
Business Action Bank
(for climate, nature, and / or society impact case studies)

Example: Haleon

Accelerating supply chain decarbonization via renewables

HALEON

KPI:
30% energy for suppliers
(all tiers) from
low-carbon sources



Chris Low
Head of Procurement Sustainability

Which SPP thematic track does your case study align with?
Planet

Where does your case study sit within the procurement lifecycle?
Support Suppliers (SRM) and Support Innovation

What was the core challenge you were facing, and what was the context?
Haleon aims to cut Scope 3 emissions (source to sale) by 42% by 2030. But driving decarbonisation across a complex global supply chain is tough, especially beyond direct suppliers.

Understanding our value chain is enabling Haleon to estimate the amount of electricity used to manufacture incoming materials and therefore acquire **Renewable Energy Certificates (RECs)** to cover that electricity. This opportunity encourages faster greening of the grid and reduces the impact of energy use on climate change

What approach did you take to tackle the challenge?
Haleon is accelerating decarbonisation by sourcing renewable electricity on behalf of its supply chain — boosting the scale, speed, and control of renewable energy use.

Inspired by Mars Confectionary, Haleon is leveraging U.S. Tax Credit Transfers and EU Virtual **Power Purchase Agreements (VPPAs)** to fund RECs and generate income. Haleon has built a robust framework to ensure RECs are accurately accounted for, especially to avoid double counting.

- Haleon developed a process that:
1. Identifies the primary electricity users in each supply chain,
 2. Identifies the location of each supplier,
 3. Does not allow retirement of RECs if there are any uncertainties related to whether REC is already counted in other accounting mechanisms, e.g. Product Carbon Footprints or Corporate Carbon Footprints.

Starting with the highest impact and lowest-cost markets, Haleon is purchasing RECs on the supplier's behalf, leaving the most expensive markets until later in the transition plan.

Who was involved and how did you build buy-in (or not)?
Delivering this solution takes cross-functional teamwork — Procurement, Tax, Finance, and the Sustainability team all play key roles.

With guidance from Schneider Electric through Haleon's Energize sponsorship, the team built a strong business case. Big-picture thinking is helping to build buy-in, particularly around the modest risk of the EU VPPA and its potential to unlock large-scale sustainable impact — though final decisions are still in development.

What was the cost or investment required, and what have been the expected (or unexpected) business trade-offs or benefits?
In Q3 2025, Haleon's renewables strategy required no upfront capital investment. This was enabled by low solar installation costs. To secure optimal economics, companies may need some form of guarantee to underwrite a VPPA.

In the U.S., Haleon is avoiding upfront spend by leveraging tax savings to procure RECs.

Page 1

This is a community-sourced case study. Entry date: October 2025.
Please note: The Guide has benefited from the input of individuals, companies, and organizations.
The views expressed in the Guide are not necessarily those of the Sustainable Procurement Pledge. SPP accepts no liability for content.

While the traditional approach is to engage with every supplier across the globe, asking them to procure RECs, retiring them and report back the carbon savings, Haleon's new approach is to Source and Retire RECs on behalf of their suppliers and add directly into their external reporting. This is enabling Haleon to significantly accelerate the addressability of these emissions into the pre-2030 timeframe.

Haleon's flexible method allows the gradual retirement or resale of excess RECs for profit, helping to manage uncertainty.

Let's drive change. Together.

While this approach works best for large multinationals, but it's not exclusive.

By targeting cost-neutral or revenue-generating regions, even small companies can decarbonise parts of their supply chain, especially Scope 3 Categories 10 (Processing of Solid Products) and 11 (Use of Solid Products).

Page 2

This is a community-sourced case study. Entry date: October 2025.
Please note: The Guide has benefited from the input of individuals, companies, and organizations.
The views expressed in the Guide are not necessarily those of the Sustainable Procurement Pledge. SPP accepts no liability for content.



Let's drive change. Together.

Case study available via [SPP](#) and WBCSD's [Business Action Bank](#) and [Climate Drive Action Library](#).

Q&A

For additional questions, please send an email to event@spp.earth

Your story can inspire others!

Submit your sustainability cases and showcase the progress you are making



You can apply for more than one of the six categories.



Have the chance of having your case published with SPP and WBCSD.



Organizations of every size have the opportunity to be recognised for driving meaningful change.

Together, let's turn ambition into action.

Thank You



Sustainable
Procurement
Pledge

Pharmaceutical &
Life Sciences