NAVIGATING NET LACO

A GUIDE TO CUSTOMER EXPECTATIONS

A comprehensive summary of key Net Zero and Sustainability insights from leading retailers and foodservice companies.

MARCH 2025



Navigating Net Zero can be challenging, especially for suppliers managing different sustainability expectations from retail and foodservice customers. Many of these customers have set ambitious targets, and understanding how they may impact your business is essential.

After speaking with sustainability leaders from major UK retailers and foodservice providers, we created this guide to help producers make sense of customer's sustainability targets. It outlines buyers' short—and long-term Net Zero and sustainability goals, highlights key initiatives already underway, and explains what these targets could mean for you as a supplier.

A clear theme from these conversations is the commitment of retailers and foodservice companies to collaboration, particularly in simplifying sustainability reporting across the supply chain. Science-based targets, validated by the Science Based Targets initiative (SBTi), are becoming the standard for these companies with most either already validated or working towards it, so suppliers will likely be expected to establish their own science-based targets.

This guide is designed to give you clarity and confidence in your Net Zero journey. By understanding existing and potential customers' sustainability goals, you can take proactive steps to align your practices, strengthen partnerships, and ensure long-term commercial success.



IAIN CLUNIE

SF&D Partnership Net Zero Commitment Director



Quickly navigate to a customer profile by clicking the relevant logo or visit the useful information and support materials on the link below..

RETAILERS



FOOD SERVICE



FURTHER INFORMATION







 Achieve Net Zero across the Value Chain by 2050 (SBTi validated)

INTERIM CARBON REDUCTION TARGETS

Operational Scope 1 & 2 Emissions:

- **52% reduction** by 2030 (SBTi validated)
- Net Zero by 2035 (SBTi validated)

Value Chain Scope 3 Emissions:

• **25% reduction** by 2030 (SBTi validated)

Forestry, Land Use, and Agriculture (FLAG):

- 30.3% reduction in Scope 1 & Scope 3 FLAG Emissions by 2030 (SBTi validated)
- 72% reduction in Scope 1 & Scope 3 FLAG Emissions by 2050 (SBTi validated)

- 50% reduction in plastic packaging by 2025
- **50% reduction** in all packaging by 2025
- 50% of plastic packaging to be made of recycled content by 2025
- Ensuring 100% deforestation-free status for higherrisk commodities, including paper, palm oil, and soy, at the end of 2025.





Aldi has signed up for WRAP's Food and Drink Pact to reduce 'farm to fork' waste by **50% by 2030**.

Partnerships with Company Shop and Too Good To Go support a 90% reduction target in **food waste** in owned operations by 2030.

Aldi has joined WWF's Retailer Commitment for Nature to reduce the **environmental impact** of UK shopping baskets by 50% by 2030.

WHAT THIS MEANS FOR SUPPLIERS

- Aldi has committed and validated Science-Based Targets and expects strategic suppliers to demonstrate progress towards setting and validating their own.
- Suppliers may be required to share manufacturing emissions data through the Manufacture 2030 platform.
- Aldi is working to significantly reduce non-recyclable plastic so suppliers should consider innovative, recyclable, and plastic-free packaging solutions.

HELPFUL LINKS

ALDI SOUTH CLIMATE FACTSHEET

ALDI UK SUSTAINABILITY REPORT 2023

SUSTAINABILITY AT ALDI







Asda is currently in the process of re-submitting its Net Zero targets for validation by SBTi. However, it has committed to:

- Delivering Net Zero Operational Scope 1 & 2 emissions by 2040.
- Developing a carbon transition plan aligned with science-based targets to support the delivery of Net Zero Value Chain Scope 3 emissions by 2050.

INTERIM CARBON REDUCTION TARGETS



 50% reduction in Operational Scope 1 & 2 emissions by 2025.

- 100% of Asda's packaging to be recyclable or reusable by 2025
- All own-brand packaging is to be made with an average of 30% recycled materials by 2025.





Asda's Natural Resource Stewardship Strategy aims to drive positive impacts across **water**, **biodiversity**, and **soil**, resulting in a more sustainable and resilient value chain. Asda funds the ARLA Customer Sustainability Programme, which explores new research, testing, and innovations to scale sustainable practices in areas like feed additives, herd genetics, biodiversity, and fertiliser use.

Asda is committed to **WRAP's Food and Drink Pact**, aiming to reduce 'farm to fork' waste by 50% by 2030.

WHAT THIS MEANS FOR SUPPLIERS

- Suppliers are encouraged to engage with the Sustain & Save Exchange (SSE) platform. Operational Scope 1 & 2 emissions data are expected to be submitted by year-end to align with Asda's reporting approach.
- Asda is looking to its largest suppliers (those accounting for 80% of product carbon emissions) to share their sustainability data through the new **EcoVadis platform**.
- As Asda works towards a fully measured Scope 3 reduction target, suppliers may be expected to develop carbon inventories and aligned reduction plans.

HELPFUL LINKS

ASDA NET ZERO CARBON







Achieve Net Zero across the Value Chain
 by 2040 (SBTi validated)

INTERIM CARBON REDUCTION TARGETS



Operational Scope 1 & 2 Emissions:

- **66% reduction** by 2030 (SBTi validated)
- Net Zero by 2035 (SBTi validated)

Value Chain Scope 3 Emissions:

• **58.8% reduction** by 2030 (SBTi validated)

Forestry, Land Use, and Agriculture (FLAG):

- 42.4% reduction in absolute scope 3 FLAG emissions by 2030 (SBTi validated)
- 72% reduction in absolute scope 3 FLAG emissions by 2040 (SBTi validated)

- No deforestation across primary deforestation linked commodities by the end of 2025
- **30% reduction** in plastic footprint by 2025.





As part of a three-year partnership, Co-op and RSPB will work together to support the ongoing restoration and long-term management of degraded peatlands in the UK.

Co-op is collaborating on key initiatives, including the new Retailer Net Zero Collaborative Action Programme, convened by WRAP, and supporting the WWF's Retailer Commitment for Nature.

In partnership with The Co-op Foundation, Co-Op launched a £3.5m fund to support **food and farming projects** tackling the climate crisis by reducing greenhouse gas emissions. Successful applicants can receive between £75k to £100k to fund projects to create a more **sustainable** food and farming industry.

WHAT THIS MEANS FOR SUPPLIERS

- The Co-op has committed to and validated Science-Based Targets and may expect suppliers to demonstrate progress toward setting and validating their own.
- Existing suppliers should be able to access new sustainability guidelines to help them understand Co-op's commitments, priorities, and expectations, including reducing carbon emissions.
- Sustainability is now an even more significant part of Co-op's tender process. New suppliers are assessed on their commitment to science-based targets, ability to measure product carbon footprints, and strength of their decarbonisation plans.
- Suppliers may be required to share manufacturing emissions data through the Manufacture 2030 platform.

HELPFUL LINKS

CO-OP CLIMATE PLAN

CO-OPERATIVE REPORT: CLIMATE CHANGE

NET ZER() COMMITMENT





Achieve Net Zero across the Value Chain by 2050

INTERIM CARBON REDUCTION TARGETS



Operational Scope 1 & 2 Emissions:

• **70% reduction** by 2030 (SBTi validated)

Value Chain Scope 3 Emissions:

• 35% reduction by 2034 (SBTi validated)

Forestry, Land Use, and Agriculture (FLAG):

 42.4% reduction in absolute Scope 3 FLAG emissions by 2034 (SBTi validated)

- 100% of the palm oil and soy used to create own-brand products must be from sustainable, deforestation-free sources
- 100% of own-brand plastic packaging will be widely recyclable, reusable or refillable by 2025
- 50% increase in the recycled content of own-brand packaging by 2025.





Lidl is a founding partner of the £1 million Soil Association Exchange fund, an initiative supporting British farmers in implementing best practice **sustainability** projects to reduce **carbon emissions** and improve soil health.

To minimise food loss across the value chain from farm to fork, Lidl is supporting 10 suppliers in implementing a Whole-Chain Food Waste Reduction Programme by 2025.

Lidl is active in several industry groups, including WWF, WRAP's Climate Action Working Group, the Retail Energy Forum, and the British Retail Consortium's Climate Action Roadmap, which encourages industry **coordination and collaboration**.

WHAT THIS MEANS FOR SUPPLIERS

- By 2026, all suppliers responsible for 75% of Lidl's productrelated emissions will have to align their targets with the Science Based Targets initiative.
- All GB strategic suppliers must implement a Whole Chain Food Waste Reduction Programme by 2030 to help tackle waste across the supply chain.
- Suppliers may be required to share manufacturing emissions data through the Manufacture 2030 or Mondra platforms, which Lidl has committed to using.









• Achieve Net Zero across the value chain by 2040

INTERIM CARBON REDUCTION TARGETS

Operational Scope 1 & 2 Emissions:

• **55% reduction** by 2030 (SBTi validated)

Value Chain Scope 3 Emissions:

• 55% reduction by 2030 (SBTi validated)

- All palm oil to be segregated and soy to be verified deforestation and conversion-free by 2025/26
- 100% packaging to be **recyclable** by 2025
- Remove 1 billion units of plastic packaging by 2027/28
- Food waste reduced by 50% by 2030
- Double the sales of vegan and vegetarian products by 2025.





M&S launched a new **Climate Innovation Fund** to support carbon reduction projects within the supply chain by investing in innovative solutions with supply chain partners.

M&S has partnered with **LEAF (Linking Environment and Farming)** to deliver their Farming with Nature standards.

Their Farm for the Future Programme, in partnership with Harper Adams University's School of Sustainable Food and Farming, has helped livestock farmers decarbonise operations and implement sustainable practices.

M&S collaborates with **key industry organisations**, including WWF, The Carbon Trust, WRAP, and the British Retail Consortium, to drive sustainability initiatives.

WHAT THIS MEANS FOR SUPPLIERS

- M&S expects all suppliers to set a Science-Based Target to be Net Zero by 2040, covering Scope 1, 2, and 3 emissions, with a clear reduction roadmap.
- Suppliers are expected to use 100% renewable electricity and source deforestation-free soy and animal feed by 2025.
- Suppliers should focus on innovative, sustainable packaging, removing plastic where possible, and implementing a food waste redistribution plan.
- M&S has been trialing Mondra's environmental footprinting platform and the Manufacture 2030 platform. Suppliers may be asked to provide accurate primary data to enhance supply chain emissions tracking.

HELPFUL LINKS

M&S PLAN A: OUR PLANET

M&S ESG REPORT 2024

Delivered by
Scotland Food & Drink Partnership







Net Zero in Scope 1 & 2 emissions by 2035

INTERIM CARBON REDUCTION TARGETS



Operational Scope 1 & 2 Emissions:

• 46% reduction by 2030 (SBTi validated)

Value Chain Scope 3 Emissions:

• **30% reduction** by 2030 (SBTi validated)

- By 2025, achieve zero deforestation and land conversion with 100% certified sustainable supply chains for palm oil, soya, and timber products
- 50% reduction in own-brand primary plastic packaging by 2025
- Making all plastic packaging recyclable by 2025
- Using 30% average recycled content in plastic packaging.





Morrisons aims to be the first supermarket supplied entirely by **net zero carbon** British farms by 2030, sourcing directly from UK farmers for key products such as beef, pork, lamb, potatoes, and eggs.

In partnership with Harper Adams University's School of Sustainable Food and Farming, Morrisons has launched a network to help farmers adopt **sustainable practices** and achieve net zero targets, encouraging wider adoption across the UK farming sector.

Morrisons has reduced the carbon footprint of its 'Better for Our Planet' eggs by 60%, using renewable energy and sustainable feed alternatives.

In collaboration with Map of Ag, Morrisons has developed a system to calculate farm emissions, creating a baseline for setting **meaningful reduction targets**.

WHAT THIS MEANS FOR SUPPLIERS

- Suppliers must adhere to Morrisons' Supplier Code of Conduct, which includes active Sedex membership, up-to-date Self-Assessment Questionnaires (SAQs), and compliance with ethical sourcing standards.
- Suppliers will likely be required to set their own Science– Based Targets to align with Morrisons' Net Zero ambitions.

HELPFUL LINKS

MORRISONS SUSTAINABILITY

NATURE POSITIVE FARMING

Delivered by Scotland Food & Drink Partnership



Sainsbury's

HEADLINE CARBON REDUCTION TARGET



 Achieve Net Zero across the Value Chain by 2050 (SBTi validated)

INTERIM CARBON REDUCTION TARGETS



Operational Scope 1 & 2 Emissions:

- **68% reduction** by 2030 (SBTi validated)
- Net Zero by 2035 (SBTi validated)

Value Chain Scope 3 Emissions:

• **50.4% reduction** by 2030 (SBTi validated)

Forestry, Land Use, and Agriculture (FLAG):

 36.4% reduction in absolute Scope 3 FLAG emissions by 2030 (SBTi validated)

- 50% reduction of plastic packaging by 2025
- 50% reduction in **food waste** by 2030
- 100% of high-risk origin soy meal is zero
 deforestation and certified as sustainable by 2025
- Minimise the use of water in own operations, driving towards water neutrality by 2040.





Sainsbury's launched a reduced-carbon Aberdeen Angus beef range with a **25% lower carbon footprint** than industry standards, making it the UK's largest low-carbon beef range.

To help **reduce food waste**, Sainsbury's has removed best-before labels from over 100 products, with 130 more planned for 2025.

Sainsbury's was the first major UK retailer to vacuum-pack all lamb mince, reducing plastic waste, following the successful introduction of vacuum-packed beef mince.

Sainsbury's has committed to halving the environmental impact of UK food baskets by 2030 as a signatory of the WWF Retailer's Commitment for Nature. It is also actively participating in **industry-wide** sustainability initiatives such as the BRC Mondra coalition and WRAP's Climate Action Programme.

WHAT THIS MEANS FOR SUPPLIERS

- Suppliers will be asked to set Science-Based Targets by the end of 2025 and develop carbon reduction roadmaps to demonstrate progress toward Net Zero emissions.
- Key carbon suppliers may be asked to disclose their environmental impact via Manufacture 2030 and HIGG platforms to support Sainsbury's ability to track and support supply chain decarbonisation efforts.

HELPFUL LINKS

SAINSBURY'S SUSTAINABILITY

SAINSBURY'S PLAN FOR BETTER REPORT 2023/24

NET ZER() COMMITMENT





 Achieve Net Zero across the Value Chain by 2050 (SBTi validated)

INTERIM CARBON REDUCTION TARGETS



Operational Scope 1 & 2 Emissions:

- **85% reduction** by 2030 (SBTi validated)
- Net Zero by 2035 (SBTi validated)

Value Chain Scope 3 Emissions:

• 55% reduction by 2032 (SBTi validated)

Forestry, Land Use, and Agriculture (FLAG):

- 39% reduction in absolute FLAG emissions by 2032 (SBTi validated)
- 72% reduction in absolute FLAG emissions by 2050 (SBTi validated)

- 100% of soy from verified Deforestation and Conversion
 Free Sourcing Areas by December 2025
- All packaging is to be fully recyclable by December 2025
- 50% reduction of **food waste** in own operations by 2025 and across the supply chain by 2030.





As a signatory to the WWF Retailers Commitment for Nature, Tesco aims to halve the footprint of a UK shopping basket by 2030. It also collaborates with industry leaders, including WRAP, WWF, the Aldersgate Group, and The Climate Group, to drive cross-industry climate action.

Tesco supports suppliers in piloting solutions to reduce Scope 3 agricultural emissions and addressing **key environmental hotspots**.

Through a partnership with NatWest, Tesco provides financial support to farmers in its Sustainable Farming Groups (beef, lamb, and dairy) to invest in renewable energy and sustainable infrastructure such as wind turbines, solar panels, and heat pumps.

Tesco has developed initiatives such as the Tesco Exchange online marketplace to **redistribute surplus** and purchase bumper crops, preventing good food from being left on farms.

WHAT THIS MEANS FOR SUPPLIERS

- Suppliers may be required to set their own Science-Based Targets to align with Tesco's goal of achieving net zero emissions across its value chain by 2050.
- Tesco encourages suppliers to incorporate at least
 30% recycled content in rigid plastic packaging where safe and feasible.
- Global produce suppliers supplying to the UK must obtain LEAF Marque certification by December 2025 to meet Tesco's sustainability standards

HELPFUL LINKS

TESCO PLANET PLAN

TESCO SUSTAINABILITY FACTSHEET







Achieve Net Zero across the value chain
 by 2050 (SBTi validated)

INTERIM CARBON REDUCTION TARGETS



Operational Scope 1 & 2 Emissions:

- **60% reduction** by 2030 (SBTi validated)
- Net Zero by 2035 (SBTi validated)

Value Chain Scope 3 Emissions:

• 42% reduction by 2030 (SBTi validated)

Forestry, Land Use, and Agriculture (FLAG):

- A 30.3% reduction in absolute scope 1 and 3
 FLAG emissions by 2030
- Scope 1 FLAG Net Zero by 2035

- Key raw materials in own brand will be sustainable/recycled sources by 2025
- All own-brand packaging to be recyclable, reusable, or home compostable by 2025.





As part of its broader Plan for Nature strategy, Waitrose has committed to achieving **net zero carbon emissions** across its UK farms by 2035.

In collaboration with Land App, Waitrose has launched the "Farming for Nature" initiative to transform British agriculture towards Sustainability. The initiative focuses on enhancing biodiversity, protecting soil and water health, and reducing environmental risks.

WHAT THIS MEANS FOR SUPPLIERS

- Suppliers are required to participate in emissions reporting through the Manufacture 2030 platform, which enables Waitrose to incorporate supplier emissions into its total footprint data and better understand the impact of key suppliers.
- Waitrose will likely ask suppliers to set their own Science-Based Targets for both the near and long term and have these validated by the SBTi.
- Waitrose is working with LEAF (Linking Environment and Farming) to ensure that all global fresh produce growers are LEAF-certified by 2026, promoting sustainable agricultural practices.

HELPFUL LINKS

JOHN LEWIS PARTNERSHIP ETHICS & SUSTAINABILITY REPORT







Achieve Net Zero across the Value Chain
 by 2050 (Sysco target)

INTERIM CARBON REDUCTION TARGETS



 27.5% reduction in Operational Scope 1 & 2 emissions by 2030 (SBTi validated)

- 100% renewable energy by 2030.
- By 2030, Brakes has committed to removing
 1 million kilometers from the road by
 backhauling products from its suppliers and improving the efficiency of its primary logistics.





Development chefs within Brakes are creating more **sustainable** menu ideas and training chefs and sales teams to reduce waste and improve meal sustainability.

Brakes is pioneering an electric vehicle trial to address challenges in foodservice deliveries, testing vehicle performance, battery life, charging infrastructure, and route planning.

Brakes have developed a new vehicle design with an integrated refrigeration unit powered by batteries. This allows frozen, chilled, and ambient goods to be delivered in a single trip.

WHAT THIS MEANS FOR SUPPLIERS

- Suppliers representing 67% of spending must set science-based targets by 2026.
- All Brakes brand suppliers must abide by their ethical Code of Conduct and be Sedex members.

HELPFUL LINKS

SUSTAINABILITY AT BRAKES







Achieve Net Zero across the value chain
 by 2030 (SBTi validated)

INTERIM CARBON REDUCTION TARGETS



• **55% reduction** in Scope 1, 2 and 3 by 2025

- **50% reduction** in Food Waste by 2030
- No deforestation for deforestation-linked commodities (directly sourced) by 2025
- A 25% shift from animal to plant-based proteins by 2025 and 40% by 2030.





Compass Group partnered with South Pole to create a chef training module on climate impacts, sustainability, and nutrition while engaging chefs in **low-carbon** recipe reformulation to increase local, seasonal, and plant-based ingredients.

Compass Group collaborated with the Soil Association Exchange (SAX) to support five farms adopting regenerative agricultural practices, using data-driven insights and expert consultancy.

To increase the number of sustainable products, Compass Group partnered with Scotland Food & Drink on a Meet the Buyer Sustainability Day, offering suppliers with a sustainability focus the chance to pitch to key decision–makers.

WHAT THIS MEANS FOR SUPPLIERS

- All suppliers must set validated Science-Based
 Targets within 12 months of their contract start date.
- Suppliers must comply with Compass Group's Responsible Sourcing policies to align with sustainability commitments.
- Suppliers in high-risk categories must register and connect to Compass Group on Sedex or an equivalent platform to ensure transparency and responsible sourcing practices.

HELPFUL LINKS

*COMPASS GROUP: OUR CLIMATE PROMISE

COMPASS GROUP: RESPONSIBLE SOURCING OF ANIMAL PRODUCTS







 Achieve Net Zero across the value chain by 2040 (SBTi validated)

INTERIM CARBON REDUCTION TARGETS



- **34% reduction** in Scope 1, 2 and 3 by 2025
- 55% reduction in absolute emissions across Scope 1,
 2, and 3 (non-FLAG) by 2030 (SBTi validated)

Forestry, Land Use, and Agriculture (FLAG):

• 40% reduction by 2030 (SBTi validated)

- No deforestation in producing or sourcing primary deforestation-linked commodities by 2025
- 50% reduction in **food waste** by 2025





Sodexo has launched a Net Zero Mentorship Programme to support supply partners, particularly SMEs, in setting science-based targets and developing **actionable plans** to achieve Net Zero.

In collaboration with WWF, Sodexo developed a definition of a "low-carbon meal" and aims to label 70% of its main dishes as Low-Carbon by 2030.

Through the Appetite for Action Campaign, Sodexo is using its scale to drive **meaningful change** in foodservice procurement, reduce food waste, and collaborate with industry stakeholders, chefs, and customers.

WHAT THIS MEANS FOR SUPPLIERS

- All new tenders now include a 10% Social Value weighting, ensuring that new suppliers prioritise
 Sustainability in their proposals.
- By September 2025, suppliers representing 75% of Sodexo's emissions must have validated Science-Based Targets for Net Zero, increasing to 90% by 2027.
- From January 2030, Sodexo will only work with suppliers demonstrating tangible progress toward
 Net Zero through published reporting.

HELPFUL LINKS

SODEXO NET ZERO ROADMAP

SODEXO NET ZERO REPORT

SODEXO: SUPPORTING SUPPLIERS ON THEIR NET ZERO JOURNEY



FURTHER INFORMATION AND USEFUL LINKS

Resources to help you navigate Net Zero:

READ THE NAVIGATING NET ZERO HANDBOOK

WATCH THE NAVIGATING NET ZERO WEBINAR

Find out more about the Science-Based Targets initiative at:

SCIENCEBASEDTARGETS

Information about target submission and validation, including commitments, can now be found on the new SBTi Services website at:

SBTISERVICES

Find out more about the WWF Retailer's Commitment for Nature:

WWFS RETAILERS COMMITMENT FOR NATURE CLIMATE AMBITION 2022

and WWF Basket:

WWF BASKET

For support and guidance on your journey to Net Zero visit:

FOODANDDRINK.SCOT

or get in touch at:

NETZERO@FDFSCOTLAND.ORG

Watch the NAVIGATING NET ZERO WITH SBTI WEBINAR

This guide is based on the best available information at the time and is for reference only. Speak directly with your customers to define their requirements and timelines to ensure alignment with their expectations.

