# Product Sustainability at Zalando: Full Guide

Last Updated: July 2022 For buyers and brand partners only

**VALID STARTING OCTOBER 2022** 



#### **Contents**

- **01**\_Zalando do.MORE Strategy
- **02**\_Sustainability Attributes: Changes Q4 2022
- **03**\_Customer Experience
- **04**\_Product Sustainability Criteria
- **05**\_Circular Design Criteria: Pilot
- **06\_**Multi-Component Product Attribute Calculations
  - Component Eligibility
  - Minimum Percentages
- **07**\_Data Collection Requirements
- **08**\_Additional Resources
- **09**\_Glossary



**01**\_Zalando do.MORE Strategy

### About our do.MORE strategy

Guided by the three focus areas – Planet, Products, People – do.MORE is our strategy for positively transforming both Zalando and the wider fashion industry.



#### **Planet**

- By 2025 we have achieved our science-based targets to reduce carbon emissions in line with Paris Agreement, including an 80% reduction in emissions from our own operations compared to 2017.
- By 2023, we design our packaging to minimize waste and keep materials in use, specifically eliminating single-use plastics.



#### **Products**

- By 2023, we generate 25% of our GMV with more sustainable products.
- By 2023, we apply the principles of circularity and extend the life of at least 50m fashion products.



#### **People**

- By 2023, we have continuously increased our ethical standards and only work with partners who align with them.
- By 2023, we have supported 10,000 people in the workforce by providing skilling opportunities that match future work requirements.

**02**\_Sustainability Attributes: Changes Q4 2022

# Why our approach to sustainability attributes is changing

As of October 2022, we're updating the way we highlight products with sustainability attributes to help our customers make more informed fashion choices.

According to our <u>research</u>, **every second customer does not understand what sustainability means in a fashion context** highlighting a need for standardised and more specific product information.

This is underlined by EU legislation, which is set to have a industry-wide impact, that provides more concrete guidance on sustainability communication

Here at Zalando, products with 'sustainability attributes' are defined as products produced using specific certifications, trademarks, or licensed materials/methods.

#### Based on this guidance, here are our latest guiding principles for sustainability attributes:

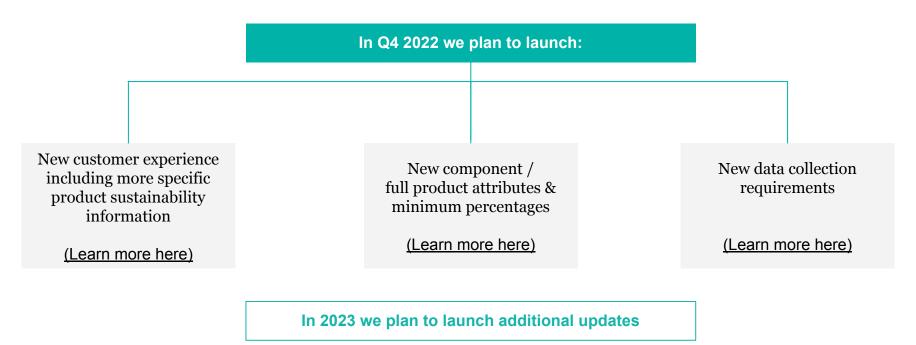
Attributes must not omit or hide important information

Attributes must be substantiated

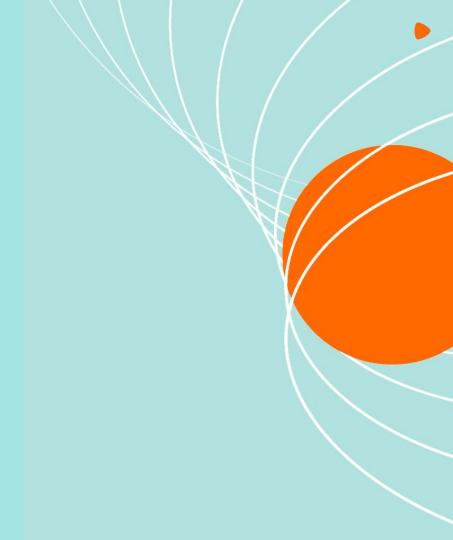
The relevant product life cycle stage must be identified for each attribute

Visual attributes, pictograms and logos must be useful and clear

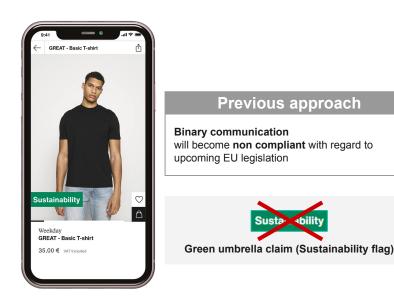
# What is impacted by our changing approach to sustainability attributes

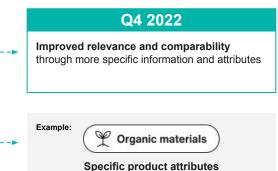


# **03**\_Customer Experience



# Sustainability flag to be replaced with specific product attribute icons







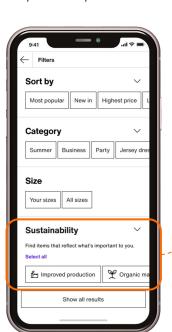
All designs WIP

Launching Q4 2022

### We will make it easier for customers to find products with sustainability attributes

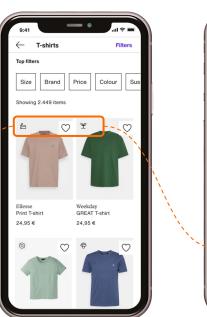
#### Catalogue - Filter

Identifying items with sustainability attributes via icons. This will replace the previous "impact area" filters.



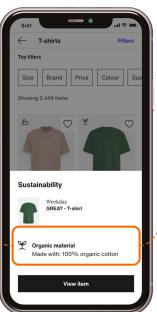
#### Catalogue - Product cards

Identifying items with sustainability attributes via icons, and providing more info when customers interact with the icon



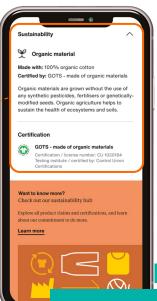
#### Catalogue - Flyout

Finding explanatory information



#### Product Detail Page (PDP)

Identifying items with sustainability attributes and finding explanatory information



All designs WIP

Launching Q4 2022

# **04**\_Product Sustainability Criteria



# **How we determine** if a product is eligible for a sustainability attribute?

#### 01 Must have

Our partners must comply with our **minimum** requirements applicable for all products sold via Zalando platforms:

Animal Welfare Policy
Sustainable Sourcing Policy
Content and Product Guidelines

We only allow products on our platform that have been produced in an ethical, safe and environmentally conscious manner.

Products that are considered to be in violation of this policy will be removed from sale.

#### 02 Optional highlights

To receive the relevant attribute icon & sustainability information, products must:

- meet at least one of our sustainability criteria
- input all required data points in the data collection tools, which enable the customer experience



#### Sustainability Criteria (\*valid as of October 22')

- 1. Sustainability Attribute Groupings: Full Overview
- 2. Change Log: What's Changing to The 2022 Criteria?
- 3. When is a Third-party Logo Shown?
- 4. How to Read Our Criteria Requirement Tables
- 5. Organic Materials
- 6. Recycled Materials
- 7. Responsibly-Sourced Materials
- 8. Improved Production
- 9. Innovative Materials
- 10. Designed for Circularity
- 11. Beauty and Personal Care Products





### Sustainability Attribute Groupings: Fashion, Footwear & Accessories

'Zalando own logos' will be replaced with icons that represent specific certifications, trademarks or licensed materials shown on PDP, which are grouped by the following attribute groups. These attribute groups are designed to help customers filter the product catalogue.

Organic Materials	Recycled Materials	Responsibly sourced Materials (plant-derived)	Responsibly sourced Materials (animal-derived)	Improved Production	Innovative Materials	Designed for Circularity
GOTS Organic, GOTS Made with Organic, Organic Content Standard 100, Organic Content Standard Blended, Fairtrade Organic	Global Recycled Standard, Recycled Claim Standard 100, Recycled Claim Standard Blended, SCS Recycled Content Standard, REPREVE® (Unifi), Polylana®, Texloop™ (RCOT™), REFIBRA™ (Lenzing), Atko Leather Infinna (Infinited Fiber Co), Circulose® (Renewcell), RCotton (Recover™), RColorBlend (Recover™), NuCycl™ (Evrnu), Cycora® (Ambercycle), ECONYL® (Aquafil) Other Remanufacturing/ Recycling Process	LENZING ECOVERO, LENZING Viscose, LENZING Modal, LENZING Modal, TENCEL Modal, TENCEL Modal, TENCEL Lyocell, Birla Viscose, Livaeco (Birla Cellulose), Liva Reviva (Birla Cellulose), Birla Spunshades (Birla Cellulose), Birla Spunshades (Birla Cellulose), Birla Secol Lyocell, Forest Stewardship Council (FSC), Programme for the Endorsement of Forest Certification (PEFC) Sustainable Forestry Initiative (SFI) Eastman Naia, Spinnova, Other 'Green Shirt' Canopy Style rated MMCF supplier BASF E3, Supreme Green Cotton®, The Reel Cotton Program by Cotton Connect FLOCERT GOTS "Organic In conversion", OCS "Organic In conversion" Regenerative Organic Certified, Land to Market (Savory Institute), RegenAgri Fairtrade Cotton	Responsible Wool Standard, ZQ Certified Merino Wool, ZORX Certified Merino Wool, NATIVA, Responsible Mohair Standard, Responsible Alpaca Standard, The Good Cashmere Standard Responsible Down Standard, Downpass, Global Traceable Down Standard	bluesign® APPROVED Leather Working Group Chrome-free tanned leather Water-based Polyurethane	Piñatex® (Ananas Anam), Mirum® (Natural Fiber Welding), Mylo™ Unleather (Bolt Threads), Hyphalite™, Oleatex® , AppleSkin™ (Mabel Industries) USDA Certified Biobased, Sorona® (DUPONT)	Cradle to Cradle Certified® Bronze Cradle to Cradle Certified® Silver Cradle to Cradle Certified® Gold Cradle to Cradle Certified® Platinum



# Sustainability Attribute Groupings: Beauty & Personal Care

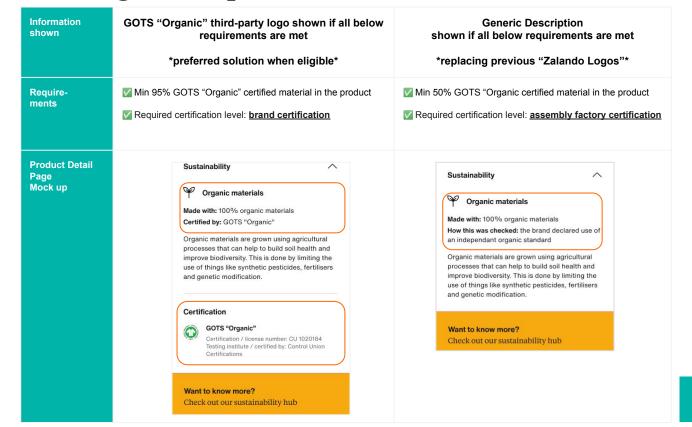
'Zalando own logos' will be replaced with icons that represent specific certifications, trademarks or licensed materials shown on PDP, which are grouped by the following attribute groups. These attribute groups are designed to help customers filter the product catalogue.

Organic Materials	Recycled packaging	Responsibly-sourced Materials	Natural	Cruelty Free	Refillable
ECOCERT (COSMOS ORGANIC), COSMEBIO (Organic), ICEA (Organic), COSMOS (Organic) USDA (Organic), Soil Association (Organic), Natural Cosmetics Standard	Global Recycled Standard, Recycled 100 Claim Standard Recycled Claim Standard (RCS) - Blended Other Remanufacturing/ Recycling Process	Roundtable on Sustainable Palm Oil, Sustainable Forestry Initiative, Programme for the Endorsement of Forest Certification (PEFC), Forest Stewardship Council (FSC)	ECOCERT (COSMOS NATURAL), BDIH (Natural), ICEA (Natural), Natural Cosmetics Standard (Natural), NATRUE (Natural)	Beauty Without Bunnies (PETA), Cruelty Free International	Brand declaration of refillable packaging

NATRUE (Organic)

# When is a third-party label shown?

# Product Detail Page Examples



All criteria requirements can be found here.

# What's changing in the 2022 criteria?

SUSTAINABILITY ATTRIBUTE

**Organic Content** 

Recycled Content

Responsible Forest-Based Materials

Responsibly-Sourced Wool

Responsibly-Sourced Down

Sustainably-Sourced Cotton

(Leather alternatives, Regenerative Organic, Biobased-materials, etc.)

Sustainable Innovation

**ACTION** 

UPDATE

UPDATE

UPDATE

UPDATE

UPDATE

UPDATE

UPDATE

REMOVE	Biodegradable (Beauty and Personal care products)	The label "Biodegradable" for beauty articles will be removed to ensure compliance with all market-specific legislation.	October 2022
REMOVE	MyBPM, Pre-Organic Cotton, Responsible Brazilian Program (ABR), Cotton Leads	These programs will no longer be eligible due the inability to make product-specific content claims or lack of chain of custody.	October 2022
ADD	GOTS In-Conversion, OCS In-Conversion	GOTS & OCS In-Conversion Organic labels will be accepted under the "Responsibly-Sourced Materials" attribute group.	October 2022
ADD	Textile-to-Textile Recycled Fibres	Many textile-to-textile trademarked fibres will be accepted (e.g. Infinna (Infinited Fiber Co), Circulose® (Renewcell), NuCycl™ (Evrnu), Cycora® (Ambercycle) and more)	October 2022
UPDATE	Sephora "Good For" label (Beauty and Personal care products)	The Sephora "Good For" label will be updated from many of the Beauty and Personal Care articles on Zalando Beauty.	October 2022
UPDATE	Leather Working Group (LWG)	Per the LWG labelling guidelines, brand membership is required for all product claims.	October 2022

fibre is being used. Responsible Alpaca Standard is now included.

Articles using the previous Organic Content Zalando label will specify which third party certification, trademarked or license fibre is being used.

Articles using the previous Recycled Content Zalando label will now specify which third party certification, trademarked or license fibre is

Articles using the previous Responsible Forest-based Materials Zalando label will now specify which third party certification, trademarked or

Articles using the previous Responsibly-Sourced Wool Zalando label will now specify which third party certification, trademarked or license

Articles using the previous Responsible Forest-based Materials label will now specify which third party certification, trademarked or license

Articles using the previous Sustainably-Sourced Cotton Zalando label will now specify which third party certification, trademarked or license

Articles using the previous Sustainable Innovation labels will now specify which third party certification, trademarked or license fibre is being

Valid From

October 2022

CHANGE

being used.

license fibre is being used.

fibre is being used.

fibre is being used.

used.

# How to read our criteria requirement tables

Certification, Trademark, License	Required Certification Level (for use of third party certifications)	Minimum Percentage	Requirements	Third Party Logo Shown
The sustainability certification, trademarked or licensed material being used in the product	Brand, Assembly Factory, Material Fabrication, Material Processing, Raw Material Extraction (see definitions below)	The minimum percentage required to be used in the product	A summary of all requirements that must be achieved in order to obtain sustainability labelling on your product, including certification levels, minimum percentage requirements, documentation for verification, etc.	The third party logo that will be shown on the PDP or "n/a" when none are eligible

#### Third Party Certification Level Definitions:

Brand: The brand selling the finished product holds a certification for the third party standard

In this field you will find additional information as well as definitions of specific terms and sources or guidelines linked we are referring to.

Assembly Factory: The final garment assembly factory (e.g. assembly, packaging & final inspection) holds a certificate for the third party standard

Material Fabrication: The factory producing final fabrics and materials (e.g. fabric/material/component manufacturer) holds a certificate for the third party standard

Material Processing: The raw material factory overseeing material preparation and processing (e.g. yarn spinner, yarn dyeing) holds a certificate for the third party standard

Raw Material Extraction: The organization producing and procuring raw materials (e.g. farming, raw material extraction) holds a certificate for the third party standard

#### **Organic Materials**

	Accepted Certification, Trademark, License	Required Certification Level	Min. Percentage	Requirements	Third Party Logo Shown
	GOTS Organic, GOTS Made with Organic, Organic 100 Content Standard, Organic Blended Content Standard, Fairtrade Organic	Up to assembly factory	Min 50%	To use this label, minimum 50% of the product by weight must contain organic fibers, which have been produced and certified according to organic agriculture standards (1).  On request, Business Partners must provide evidence to verify their chain of custody claims at product level.	N/A
	GOTS Organic	Up to <b>brand</b> (certification must be visible on product)	Min 95%	To use this label and the claim "GOTS organic", minimum 95% of the product by weight must contain organic fibers.  In addition, both the product and the Business Partner must be certified to the Global Organic Textile Standard.  The GOTS logo (including certification body and certification number) must be included on the product.  On request, Business Partners must provide Scope and Transaction Certificates to verify chain of custody claims at product level.  Please see GOTS Licensing and Labelling Guide (p. 5-8) for more information.	Organic central by prefilter and justices an
Organic	GOTS Made with Organic	Up to <b>brand</b> (certification must be visible on product)	Min 70%	To use this label and the claim "GOTS made with [x]% organic materials", minimum 70% of the product by weight must contain organic fibers.  In addition, both the product and the Business Partner must be certified to the Global Organic Textile Standard.  The GOTS logo (including certification body and certification number) must be included on the product.  On request, Business Partners must provide Scope and Transaction Certificates to verify chain of custody claims at product level.  Please see GOTS Licensing and Labelling Guide (p. 5-8) for more information.	Made with [2] % organic modern red justices on [1234]
	OCS Organic Content Standard 100	Up to <b>brand</b>	Min 95%	To use this label and the claim "Organic 100", minimum 95% of the product by weight must contain organic fibers.  In addition, both the product and the Business Partner must be certified to the Organic Content Standard.  On request, Business Partners must provide Scope and Transaction Certificates to verify chain of custody claims at product level.  Please see Textile Exchange's Standards Claim Policy for more information.	SEAN SEAN SEAN SEAN SEAN SEAN SEAN SEAN
	OCS Organic Content Standard Blended	Up to <b>brand</b>	Min 50%	To use this label and the claim "Organic Blended", minimum 50% of the product by weight must contain organic fibers.  In addition, both the product and the Business Partner must be certified to the Organic Content Standard.  On request, Business Partners must provide Scope and Transaction Certificates to verify chain of custody claims at product level.  Please see Textile Exchange's Standards Claim Policy for more information.	Septile Bleft

<sup>1.</sup> Organic agriculture is defined as a production system that sustains the health of soils, ecosystems and people. It relies on ecological processes, biodiversity and cycles adapted to local conditions, rather than the use of inputs with adverse effects. [Textile Exchange / IFOAM International].

<sup>2.</sup> Materials eligible for Organic attributes: Cotton, Linen, Wool, Hemp, Jute, Linen

#### Recycled Materials

License

Recycled

**Materials** 

Global Recycled Standard, Recycled 100 Claim Standard,

REPREVE® (Unifi),

Recycled Blended Claim Standard,

SCS Recycled Content Standard,

Polylana®, Texloop™ (RCOT™),

REFIBRA™ (Lenzing), Atko Leather

2. For Recycled Cotton we keep the minimum threshold of 20%.

Other Remanufacturing/ Recycling Process

Accepted Certification, Trademark,

Required

Level

Certification

Up to material

fabrication

(only required for:

GRS, RCS, SCS)

the ISO 14021 definition of Recycled Content, with interpretations based on the US Federal Trade Commission Green Guides1.

Min

Percentage

Min 30%

(recycled Cotton

min 20%)

Requirements

Textile to Textile Recycled Materials	Infinna (Infinited Fiber Co), Circulose® (Renewcell), RCotton (Recover™), RColorBlend (Recover™), NuCycl™ (Evrnu), Cycora® (Ambercycle), ECONYL® (Aquafil) Other Remanufacturing/ Recycling Process	N/A	Min 30%	To use this label, minimum 30% of the product by weight must contain pre or post-consumer textile-to-textile recycled material.  The recycled content must be sourced through traceable or from the list of trademarked/patented fiber producers Regenerated and recycled products are only permitted if the definition of Recycled Material is fulfilled. Remanufactured and upcycled products are not permitted under this label, please see the "Recycled Content" label for this purpose. Business Partners must ensure they are approved and/or licensed to use any relevant trademarks. On request, Business Partners must provide evidence to verify their chain of custody claims at product level.	N/A		
Third party certification	GRS Global Recycled Standard	Up to <b>brand</b>	Min 50%	To use this label and claim "GRS certified", minimum 50% of the product by weight must contain pre- or post-consumer recycled material.  In addition, both the product and the Business Partner must be certified to the Global Recycled Standard.  On request, Business Partners must provide Scope and Transaction Certificates to verify chain of custody claims at product level.  Please see Textile Exchange's Standards Claim Policy for more information.	Global Recycled Standard		
lieu of ne the manu	1. Recycled Material is defined as material that has been reprocessed from Reclaimed Material (material that would have otherwise been disposed of as waste or used for energy recovery, but has instead been collected and reclaimed as a material input, in lieu of new primary material, for a recycling process) by means of a manufacturing process and made into a final product or into a component for incorporation into a product. Pre-Consumer Material means material diverted from the waste stream during the manufacturing process. Excluded is the reutilization of materials such as rework, regrind or scrap generated by households or by commercial, industrial and institutional facilities in their role as end-users of the product that can no longer be used for its intended purpose. This includes returns of materials from the distribution chain [Textile Exchange GRS 4.0, based on						

To use this label, minimum 30% of the product by weight must contain pre- or post-consumer recycled material (1).

standard, 2) through a brand's own recycling program, or 3) through other traceable or trademarked yarns

. On request, Business Partners must provide evidence to verify their chain of custody claims at product level.

Remanufactured and upcycled products are only permitted if the definition of Recycled Material is fulfilled.

Business Partners must ensure they are approved and/or licensed to use any relevant trademarks.

• The recycled content must be sourced either 1) from a fabric manufacturer/supplier (Tier 3) certified to a third-party recycling

Third Party Logo Shown

N/A

20

# Responsibly-sourced Materials (Plant-derived)

N/A

Up to assembly

factory

N/A

Up to brand

or "Organic in Transition" refer to the same process (Teytile Eychange, Terms & Definitions for Teytile Eychange and Related Documents)

Min 50%

Min 50%

Min 20%

Min 50%

The Reel Cotton Program by Cotton

Global Organic Textile Standard "Organic -

OCS "Organic in conversion"

Regenerative Organic Certified.

Land to Market (Savory Institute

Connect,

FSC PEFC SFI

FLOCERT

In conversion",

Regenerative),

Fairtrade Cotton

RegenAgri

Traceable

**Cotton & Forest** 

**Based Materials** 

In-Conversion

Organic

Regenerative

Third Party

Certification

	Accepted Certification, Trademark, License	Required Certification Level	Min Percentage	Requirements	Third Party Logo Shown
MMCF	LENZING ECOVERO, LENZING Viscose, LENZING Modal, LENZING Lyocell, TENCEL Modal, TENCEL Modal, TENCEL Lyocell, Brila Viscose, Livaeco (Birla Cellulose), Liva Reviva (Birla Cellulose), Birla Spunshades (Birla Cellulose), Brila Modal, Brila Excel Lyocell, Eastman Naia, Spinnova Other 'Green Shirt' Canopy Style rated MMCF supplier	N/A	Min 50%	To use this label, minimum 50% of the product by weight must be made with forest-based materials from certified or responsible sources.  In the case of Man-Made Cellulosics, Business Partners must be sourcing from suppliers with a CanopyStyle Green Shirt ranking. In addition, we strongly encourage the use of fully traceable and/or licensed fibers, from production sites operating in line with EU BAT limits (1).  Business Partners must ensure they are approved and/or licensed to use any relevant trademarks.  On request, Business Partners must provide evidence to verify their chain of custody claims at product level.	N/A
	BASF E3, Supreme Green Cotton®,				

To use this label, at least 50% of the product by weight must contain physically traceable cotton/ forest based materials.

To use this label, minimum 50% of the product by weight must contain in-conversion organic content, which have been

To use this label, at least 20% of the product by weight must contain materials that have been grown or produced

. Business Partners must hold a Fairtrade license agreement and be sourcing from Fairtrade certified Tier 1 (CMT) factories

N/A

N/A

N/A

· Business Partners must ensure they are approved and/or licensed to use any relevant trademarks.

produced according to in-conversion organic agriculture standards (2).

according to the principles of regenerative agriculture (1).

The Fairtrade logo must be included on the product.

and/or suppliers.

121 Regenerative agriculture is a holistic approach to land management that focuses on rehabilitating ecosystems through regenerating topsoil, increasing biodiversity, improving water use and quality, and supporting carbon sequestration.

[Wikipedia, Regenerative Organic Certified] (2) In-Conversion Organic describes the process of transitioning from 'conventional' to organic agriculture. This process usually requires 3 years. In-Conversion Organic and "in-Transition"

. On request, Business Partners must provide evidence to verify their chain of custody claims at product level.

On request, Business Partners must provide evidence to verify their chain of custody claims at product level.

On request, Business Partners must provide evidence to verify their chain of custody claims at product level.

To use this label, minimum 50% of the product by weight must be made with Fairtrade certified cotton.

On request, Business Partners must provide evidence to verify their chain of custody claims at product level.

Please see https://www.fairtrade.org.uk/Farmers-and-Workers/Cotton for more information.

#### **Responsibly-sourced Materials (Animal-derived)**

Accepted Certification, Trademark,

Responsible Wool Standard,

Responsible Mohair Standard,

Responsible Alpaca Standard,

The Good Cashmere Standard

Responsible Down Standard.

Responsible Down Standard

Global Traceable Down Standard

ZQ Certified Merino,

ZQRX Certified Merino,

License

NATIVA.

Downpass.

Required

Level

Certification

Up to material

fabrication

(only required for

third party

certifications:

RWS, RMS, RAS)

up to assembly

factory

Min

Percentage

100% of the Wool

certified

100% of the

Down certified

Min 5% Down,

100% of the

Down certified

Responsible Wool Standard	Up to <b>brand</b>	Min 5% Wool, 100% of the Wool certified	To use this label, 100% of the wool in the product must be certified to the Responsible Wool Standard, with a minimum of 5% wool content.  In addition, both the product and the Business Partner must be certified to the Responsible Wool Standard.  On request, Business Partners must provide Scope and Transaction Certificates to verify chain of custody claims at product level.  Please see Textile Exchange's Standards Claim Policy for more information.

Requirements

ss Partners must provide Scope and Transaction Certificates to verify chain of custody claims exchange's Standards Claim Policy for more information.

To use this label, 100% of the wool in the product must be certified to an internationally recognized standard which

· On request, Business Partners must provide evidence to verify their chain of custody claims at product level.

On request, Business Partners must provide evidence to verify their chain of custody claims at product level.

When using mohair, both the product and the Business Partner must be certified to the Responsible Mohair Standard.

To use this label, 100% of the down/feathers in the product must be certified to an internationally recognized standard

. Business Partners must ensure certification at every stage of the supply chain through to the finished product, verified where

To use this label, 100% of the down/feathers in the product must be certified to the Responsible Down Standard, with

In addition, both the product and the Business Partner must be certified to the Responsible Down Standard.

• Please see Textile Exchange's Standards Claim Policy for more information.

. On request, Business Partners must provide Scope and Transaction Certificates to verify chain of custody claims

ensures good animal welfare and promotes a progressive approach to land management.

which ensures good animal welfare and traceability throughout the whole supply chain.

possible through the use of public databases.

a minimum of 5% down/feather content.

Third Party Logo Shown

N/A

N/A

at product level.

Up to brand

Third Party

Certifications

Responsiblysourced Animal

**Materials** 

<sup>1.</sup> When using mohair, both the product and the Business Partner must be certified to the Responsible Mohair Standard. 2. The min percentage of wool being present in the article will be raised to 30% during the next criteria update in 2023...

<sup>22</sup> 

#### **Improved Production**

	Accepted Certification, Trademark, License	Required Certification Level	Min Percentage	Requirements	Third Party Logo Shown
	bluesign® APPROVED	N/A	Min 50%	To use this label, minimum 50% of the product by weight must contain bluesign® APPROVED materials and/or components.  • Business Partners must ensure they are approved and/or licensed to use the bluesign® trademark.  • On request, Business Partners must provide evidence to verify their chain of custody claims at product level.  • Please see for more information.	bluesign <sup>*</sup>
	Leather Working Group	Up to <b>brand</b>	Min 50%	To use this label, 100% of the leather in the product must be sourced from medal-rated leather manufacturers that have been audited and certified via the Leather Working Group protocol. At least 50% of the product by weight must contain leather.  • Leather Working Group brand membership is mandatory as of October 2022  • On request, Business Partners must provide evidence to verify their chain of custody claims at product level.  • Please see for more information.	LEATHER WORKING GROUP Improving Environmental Stewardship
Improved production processes	Water-Based Polyurethane	Up to material processing	Min 50%	To use this label, minimum 50% of the product by weight must contain water-based polyurethane (2). WBPU must be manufactured without the use of dimethylformamide (DMF).  Business Partners are encouraged to use trademarked manufacturing methods (e.g. INSQIN®), carry out physical testing (e.g. material composition cross-section) and ensure appropriate supply chain oversight of manufacturing methods.  On request, Business Partners must provide evidence to verify their chain of custody claims at product level.	N/A
	Chrome-Free Tanned Leather	Up to material processing	Min 50%	To use this label, 100% of the leather in this product must be processed without the use of chrome in all stages of tanning (1). At least 50% of the product by weight must contain leather.  • Alternative synthetic or vegetable compounds (e.g. oak, chestnut or mimosa) may be used instead.  • The product must meet the total chrome limit value as set by the European Union (EN15987:2015).  • On request, Business Partners must provide evidence to verify their chain of custody claims at product level.	N/A

<sup>1.</sup> The use of chrome in leather tanning can have significant environmental and human health impacts if not managed correctly. Chrome-free leather is tanned with alternative synthetic or vegetable compounds, such as oak, chestnut or mimosa, which pose

a lower risk to the environment when breaking down at the end of a product's useful life.

<sup>2.</sup> Water-based polyurethane is a less environmentally impactful form of production without the use of dimethylformamide (DMF), a chemical solvent which poses occupational health risks to workers. Trademarked manufacturing methods for water-based polyurethane such as <a href="INSQIN®">INSQIN®</a> demonstrate up to 95% water savings and 50% less global warming potential compared to conventional production.

#### **Innovative Materials**

Accepted Certification, Trademark, License

Required Certification

Level

Min Percentage

Requirements

Innovative Leather Alternatives	Piñatex® (Ananas Anam), Mirum® (Natural Fiber Welding), Mylo™ Unleather (Bolt Threads), Hyphalite™, Fruitleather, Oleatex®, AppleSkin™ (Mabel Industries)	N/A	Min 20%	To use this label, minimum 20% of the product by weight must contain an alternative material to animal-derived leather, sourced from non-animal biomass. The product must not contain leather derived from animals.  • Business Partners must ensure they are approved and/or licensed to use any relevant trademarks.  • On request, Business Partners must provide evidence to verify their chain of custody claims at product level.	N/A
Innovative Biobased Materials	USDA Certified Biobased, Sorona® (DUPONT)	N/A	Min 20%	To use this label, minimum 20% of the product by weight must contain bio-based materials or materials made from biomass waste.  • Business Partners must ensure they are approved and/or licensed to use any relevant trademarks.  • On request, Business Partners must provide evidence to verify their chain of custody claims at product level.	N/A

Third Party Logo Shown

#### **Designed for Circularity**

	Accepted Certification, Trademark, License	Required Certification Level	Min Percentage	Requirements	Third Party Logo Shown
	Cradle to Cradle Certified® Bronze	Product certification	N/A	To use this label, the product must be Cradle to Cradle Certified® to Bronze level.  ■ Products should be listed on the <u>Cradle to Cradle Certified Products Registry.</u> ■ On request, Business Partners must provide evidence to verify their certification claims at product level.  ■ Please see <a href="https://www.c2ccertified.org/get-certified/levels/">https://www.c2ccertified.org/get-certified/levels/</a> for more information.	crade to crade
	Cradle to Cradle Certified® Silver	Product certification	N/A	To use this label, the product must be Cradle to Cradle Certified® to Silver level.  Products should be listed on the <u>Cradle to Cradle Certified Products Registry.</u> On request, Business Partners must provide evidence to verify their certification claims at product level.  Please see <a href="https://www.c2ccertified.org/get-certified/levels/">https://www.c2ccertified.org/get-certified/levels/</a> for more information.	crade to craft report a regard
Designed for Circularity	Cradle to Cradle Certified® Gold	Product certification	N/A	To use this label, the product must be Cradle to Cradle Certified® to Gold level.  ■ Products should be listed on the <u>Cradle to Cradle Certified Products Registry</u> .  ■ On request, Business Partners must provide evidence to verify their certification claims at product level.  ■ Please see <a href="https://www.c2ccertified.org/get-certified/levels/">https://www.c2ccertified.org/get-certified/levels/</a> for more information.	Cranto crade crade modula rocada
	Cradle to Cradle Certified® Platinum	<b>Product</b> certification	N/A	To use this label, the product must be Cradle to Cradle Certified® to Platinum level.  ■ Products should be listed on the <u>Cradle to Cradle Certified Products Registry</u> .  ■ On request, Business Partners must provide evidence to verify their certification claims at product level.  ■ Please see <a href="https://www.c2ccertified.org/get-certified/levels/">https://www.c2ccertified.org/get-certified/levels/</a> for more information.	CHINED CITALES CONTROLLED CONTROL

#### **Beauty and Personal Care: All**

Accepted Certification, Trademark,

Other Remanufacturing/ Recycling Process

License

ICEA (Organic).

26 chemical modification.

Global Recycled Standard

Recycled 100 Claim Standard

ECOCERT (COSMOS ORGANIC).

Attribute

Group

Recycled

(Packaging)

Required

Level

Certification

Packaging

certification

Min

Percentage

Min 50%

Requirements

closing system.

To use this label, the packaging must be:

To use this label, the product must:

• Certified recycled to a relevant standard, or generated through a brand's own internal process.

On request, Business Partners must provide evidence to verify their certification claims at product level.

• The 50% minimum content requirement should be measured by weight of the entire primary packaging unit, including the

Organic	USDA (Organic), USDA (Organic), Soil Association (Organic), NC (organic), NATRUE (Organic)	Product/ Ingredient certification	Min 50%	To use this label, the product must:  Contain at least 50% natural ingredients originating from organic farming methods or from wild harvesting in compliance with given standard.  On request, Business Partners must provide evidence to verify their certification claims at product level.	N/A
Cruelty Free	Beauty Without Bunnies (PETA), Cruelty Free International	Brand certification	N/A	To use this label, the company must:  • Verify that neither they nor their ingredient suppliers conduct, commission, or pay for any tests on animals for their ingredients, formulations, or finished products anywhere in the world and won't do so in the future (in compliance with given standart).  • On request, Business Partners must provide evidence to verify their certification claims at product level.	N/A
Responsibly- sourced	Roundtable on Sustainable Palm Oil, Sustainable Forestry Initiative, Forest Stewardship Council	Product/ Ingredient certification	100%	To use this label, the product must:  Contain 100% FSC-certified paper, wood, rubber or cork, measured by weight of the entire primary packaging unit including the closing system, or primary component (e.g. brush handle)  OR contains 100% of palm oil, palm kernel oil or derivatives which must be from certified sustainable sources.  On request, Business Partners must provide evidence to verify their certification claims at product level.	N/A
Natural	ECOCERT (COSMOS NATURAL), BDIH (Natural), ICEA (Natural), NC (Natural), NATRUE (Natural)	Product certification	Min 95%	<ul> <li>To use this label, the product must:</li> <li>Contain at least 95% ingredients obtained only from plants, animals, micro-organisms or minerals in compliance with given standard.</li> <li>On request, Business Partners must provide evidence to verify their certification claims at product level.</li> </ul>	N/A
Refillable	Refillable (Packaging)	N/A	N/A	<ul> <li>To use this label, the product must be:</li> <li>Designed to be refilled with the same product for the same purpose.</li> <li>On request, Business Partners must provide evidence to verify their certification claims at product level.</li> </ul>	N/A
1. Organi	c ingredients are defined by <u>ISO 16128-1:2016</u>	as natural ingredients	originating from	organic farming methods or from wild harvesting in compliance with national legislation or equivalent International Standards where appli	cable. Derived organic

ingredients are defined as cosmetic ingredients of organic or mixed organic and natural origin obtained through defined chemical and/or biological processes with the intention of chemical modification, which do not contain any fossil fuel origin moiety.

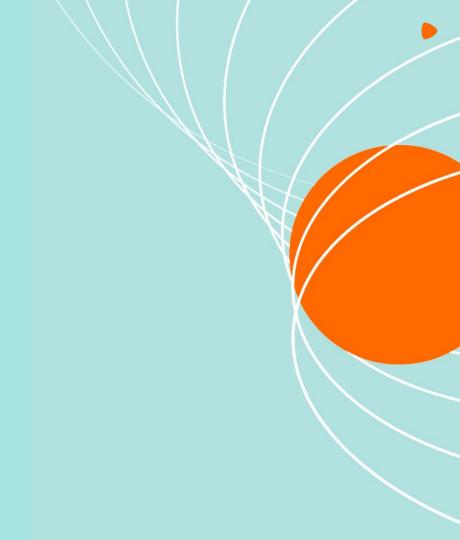
Natural ingredients are defined by ISO 16128-1:2016 as cosmetic ingredients obtained only from plants, animals, micro-organisms or minerals, including those obtained from these materials by i) physical processes (e.g. grinding, drying, distillation), ii) fermentation reactions occurring in nature and leading to molecules which occur in nature, and iii) other procedures of preparation including traditional ones (e.g. extraction using solvents) without intentional chemical modification. Derived natural ingredients are defined as cosmetic ingredients of greater than 50% natural origin, by molecular weight, by renewable carbon content, or by any other relevant methods, obtained through defined chemical and/or biological processes with the intention of

Third Party Logo Shown

N/A

Circular Design Criteria: Pilot

# **05**\_Circular Design Criteria: Pilot



### **Circular Design Criteria**

# (Coming Soon!)

#### About our Circular Design Criteria:

- · Developed by circular.fashion
- Built upon three strategies (shown on the right) that are aligned with the Ellen MacArthur Foundation circular design guidelines
- · Provides standardized methodology for assessing circularity
- Take into account the use of safer chemicals, renewable or recycled materials, the ability to use the product more and recyclability at the end of life.

In Q4 2022 we will pilot the criteria. Through this pilot we aim to learn **how customers perceive circularity**, and determine the best ways to engage and educate them on this topic.

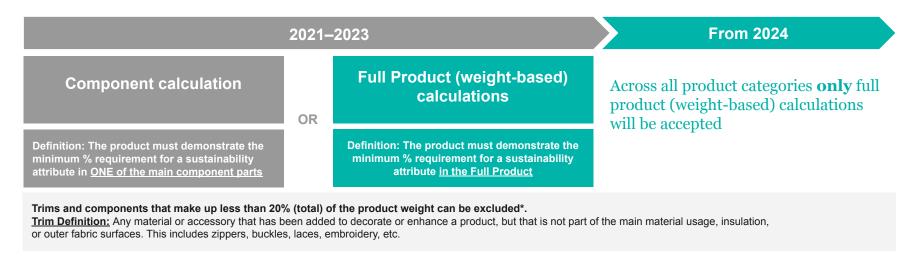
Read about the development of the criteria here!

Circular Des	ign Criteria	- Apparel
		subcriteria
Made from safe,	Safe Inputs	✓
recycled and renewable inputs	Recycled or Renewable Inputs	<b>V</b>
	Design for Durability	<b>✓</b>
02 Made to be used more	Design for Repairability	✓
	Design for Digital Product Passport	<b>✓</b>
Made to be made again	Design for Recycling	✓ 
	Overall Product Assessment Result	MINIMUM or BETTER level

**06**\_Multi-Component Product Attribute Calculations

# Product Attribute Calculations: Component-based & Full Product (Weight-based) Calculations

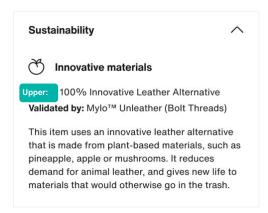
We offer either Full Product or Component-based sustainability attributes for multi-component products until 2024. In the future, full product attributes will be required in order to allow environmental impacts to be assessed and eventually showcased to consumers.



# Product Attribute Calculations: **Eligible Components**

Multi-Component Product Categories	Components eligible for sustainability attributes
Footwear	Upper, insole, sole
Outerwear	Outer fabric material, upper material, filling, inner jacket-lining, outer jacket-inner material, inner jacket-outer material
Backpacks, Bags & Cases	Outer material
Watches	Band
Glasses	Frame
Beauty & Personal Care	Ingredients, Packaging

#### **Example Component attribute:**



#### **Product Attribute Calculations:**

### **Component & Full Product Minimum Percentages**

Attribute Groups Eligible for Component Claims (see full list of accepted labels, slides 19-25)	Component- based: Min. %	Component- Based: Customer-facing description	Full Product (weight-based): Min. %	Full Product (weight-based): Customer-facing description		
Organic Materials	Min. 50%		Min. 20%			
Recycled Materials	Min. 30%		Min. 20%	Made with: {% attribute}		
Responsibly- Sourced Materials	Min. 50%	X Component: {% attribute}	Min. 20%			
Innovative Materials	Min. 20%		Min. 20%			
Improved Production	Min. 50%		Min.20%			

Most third-Party certifications (e.g. GOTS Made with Organic, OCS 100, GRS, etc.) are not eligible for component-based attributes due to the standard setters' minimum percentage requirements, which apply to the Full Product

Therefore, when using a third-party certified **material** in a component-based attribute, generic descriptions will be used (e.g. Organic material, Recycled material)

#### Product Attribute Calculations: Full Product (Weight-hased) Examples

Product Attribute Calculations: Full Product (Weight-based) Examples												
		Category	Product Attribute	Component Guidance	Component Weight in %	Component Weight in kg	Material composition	Weight of more sustainable materials in kg	Total % sustainability attribute BY WEIGHT	% achieved in Full Product	Required min. % for Full Product attribute	Achieves Full Product (weight-based) criteria?
			Recycled leather	Upper)	50%	0.50	100% RCS recycled leather	0.5	50%			
		Sneaker		Insole	10%	0.10	-	-	-			
		Oncurci		Sole	40%	0.40	-	-	-			
				Total	100%	1.0		0.5	50%	RCS- 50%	Min. 20%	<b>~</b>
	- Lungar		Recycled cotton	Upper	30%	0.24	50% GRS recycled cotton	0.12	15%			
Sneaker		Sneaker		Insole	20%	0.16	-	-	-			
				Sole	50%	0.4	-	-	-			
				Total	100%	0.8		0.12	15%	GRS- 15%	Min. 20%	×
				Upper	15%	0.225	100% RCS	0.225	15%			
	County 1		LWG	Insole	15%	0.225	50% RCS	0.113	7.5%			
		Sneaker		Sole	70%	1.05	-	-	-			
				Total	100%	1.5		0.338	22.5%	Leather Working Group - 22%	Min. 20%	V
			LWG	Upper	50%	0.6	100% LWG	0.6	50%			
Boots		Post		Insole	5%	0.06	-	-				
Boots		Boot		Sole	45%	0.54	-	-				
				Total	100%	1.2		0.6	50%	Leather Working Group - 50%	Min. 20%	V
				Upper	30%	0.36	100% Water-based PU	0.36	30%			
Heeled		Pump/Heel	Water-base d PU	Insole	20%	0.24	-	-	-			
shoes				Sole	50%	0.6	-	-				
				Total	100%	1.2		0.36	30%	Water-based PU - 30%	Min. 20%	V
Flat			Pinatex	Upper	60%	0.3	100% Pinatex leather	0.3	60%			
shoes		Sandal	(leather alternative)	Insole	40%	0.2	-	-	-			

# **07**\_Data Collection Requirements

#### **Data Collection:**

### **New Requirements & Processes**

#### Required data per article:

- A. Sustainability attribute used in the article
  - o (e.g. Certificate, Trademarked/Licensed fibre)
- B. Percent (%) of sustainability attribute used in the article
- C. Component the sustainability attribute applies to, if applicable **NEW!**
- D. Data required for use of third party certifications (e.g. GOTS, OCS, GRS, etc)
  - Certification Level NEW!
  - Certificate number
  - Testing Institute / Certification Body

#### How it is reviewed:

Once partners submit all required data points, via the data tools, Zalando will review the information and determine:

- 1) if the criteria is being met
- 2) what attributes and information are eligible
- to be displayed in the customer experience
- 3) partners will be informed if data is missing

Click below to find out how to input your sustainability attribute data:

Partner Program: All Product Categories → Wholesale: Fashion, Accessories & Footwear → Wholesale: Beauty →

### Reasons why your article

### may not achieve a sustainability attribute

#### **Examples of Missing Data:**

- No sustainability attribute selected
- No percentage of sustainability attribute provided
- No certification level provided when a third-party certificate has been selected
- No certificate number or testing institute provided when a third-party certificate is selected
- No selection of whether the attribute applied to the full product or a component

# Examples why a sustainability attribute is not achieved:

- Minimum percentage for the sustainability attribute is not achieved
- The required certification level for a third-party certificate is not achieved
- The partner has stated the attribute applies to a component, but their product category is not eligible.

# Where to find required data: Third-Party Certificates



#### PDP Example

When using third-party certifications the certification/license number and testing institute must be displayed



# Partner Program: All Product Categories

# How to share sustainability attribute data

**Beauty and Fashion Partner Program** partners are responsible for inputting information into their chosen integration method for products hosted on Zalando.

- 1. Provide all mandatory information:
  - a. Sustainability attribute used in the article (e.g. Certificate, Trademarked/Licensed fibre)
  - b. Percent (%) of sustainability attribute used in the article
  - c. Component the sustainability attribute applies to, if applicable **NEW!**
  - d. Data required for use of third party certifications (e.g. GOTS, OCS, GRS, etc)
    - Certification level NEW!
    - o Certificate number
    - Testing institute / certification body
- 2. Once all required information is transmitted to Zalando Partner Program tools, it is checked against our sustainability quidelines by internal teams.
- 3. Once approved, a Zalando Content Creation team adds the sustainability attribute to the relevant products.

If the required data is not provided completely, the product cannot be highlighted with sustainability information. Only when all criteria is met will the article receive a sustainability attribute.

Information entered into these tools is a <u>self-declaration</u> of the brand partners. Please ensure you have all the relevant documentation on hand to prove your product claims, as this is <u>required on request</u>.

In case of specific process questions, or questions related to the use of integrator tools please reach out to <u>Partner Care</u>

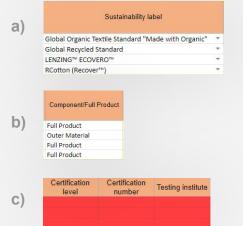
#### Wholesale: Fashion, Accessories & Footwear

# How to share sustainability attribute data

d)

#### Fashion Wholesale

Brand partners are responsible for filling out the <u>Article Master Data Sheet</u> (AMD) for their wholesale products.



Percentage of sustainable material in product/component 95% 70% 90%

- 1. Download the AMD from Retail Center
- 2. Navigate to the "Sustainability" columns in the AMD sheet.
- 3. Complete the relevant sustainability data fields using the dropdown menus:
  - Sustainability label used in the article (e.g. Certificate, Trademark or Licensed fibre)
  - Component the sustainability attribute applies to, if applicable NEW!
  - Data required for use of third party certifications (e.g. GOTS, OCS, GRS, etc)
    - Certification level NEW!
    - Certificate number
    - Testing institute / certification body
  - Percent (%) of sustainable material used in the product or component
- Ensure that any red cells which appear are filled in with the required information, based on the label selected.

If the required data is not provided completely, the product cannot be highlighted with sustainability information. Only when all criteria is met will the article receive a sustainability attribute.

Information entered into the AMD is a <u>self-declaration</u> of the brand partner. Please ensure you have all the relevant documentation to hand to prove your product attributes, as this is <u>required on request</u>.

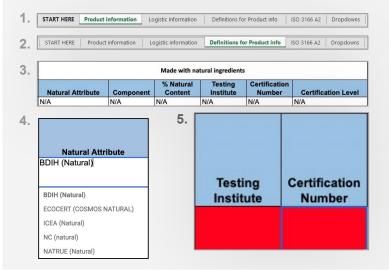
In case of specific process questions please reach out to your **Category Operations** counterpart.

### Wholesale: Beauty

### How to share sustainability attribute data

#### **Beauty Wholesale**

Brand partners are responsible for filling out the <u>Article Master Data Sheet (AMD)</u> for their wholesale products.



- Download the AMD from Retail Center.
- 2. The attribute information are collected in the "Product Information" tab and can be found in the middle of the sheet.
- 3. Please refer to the "Definitions for Product info" tab where you find all criteria and the respective requirements.
  - 4. Complete the relevant sustainability data fields using the dropdown menus:
  - Sustainability attribute used in the article (Certification, trademark or licensed ingredient/material)
  - Component the sustainability attribute applies to, if applicable NEW!
  - Certification level NEW!
  - Percent (%) of sustainability attribute used in the full product or component
- Ensure that any red cells which appear are filled in with the required information, based on the sustainability attribute selected.

If the required data is not provided completely, the product cannot be highlighted with sustainability information. Only when all criteria is met will the article receive a sustainability attribute.

Information entered into the AMD is a <u>self-declaration</u> of the brand partner. Please ensure you have all the relevant documentation to hand to prove your product attributes, as this is <u>required on request.</u>

In case of specific process question please reach out to your **Category Operations counterpart**.

# **08**\_Additional Resources



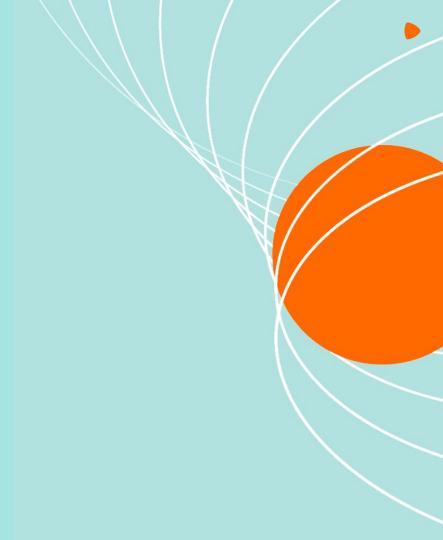
#### Additional resources

Minimum Requirements for all Products
Sustainable Sourcing Policy
Animal Welfare Policy
Product & Content Guidelines
Criteria & Tagging Resources
FAQ
Retail Center

Strategy & Reports
do.MORE - Zalando's Sustainability Strategy
External Greenwashing Guidance
Sustainability Progress Report - 2021

Glossary

# **09**\_Glossary



# Organic

**Glossary** 

#### adapted to local conditions, rather than the use of inputs with adverse effects. [Textile Exchange / IFOAM International]. Recycled Material is defined as material that has been reprocessed from Reclaimed Material (material that would have otherwise been disposed of as waste or used for energy recovery, but has instead been collected and reclaimed as a material input, in lieu of new primary material, for a recycling process) by means of a manufacturing process and made into a final product or into a component for incorporation into a product. Pre-Consumer Material means material diverted from the waste stream during

improving water use and quality, and supporting carbon sequestration. [Wikipedia, Regenerative Organic Certified]

as claimed materials by the receiver. [Textile Exchange, Terms & Definitions for Textile Exchange and Related Documents]

"In-Transition" or "Organic in Transition" refer to the same process. [GOTS, Organic In Conversion]

Glossary

[Textile Exchange, Terms & Definitions for Textile Exchange and Related Documents]

based on the ISO 14021 definition of Recycled Content, with interpretations based on the US Federal Trade Commission Green Guides].

Organic agriculture is defined as a production system that sustains the health of soils, ecosystems and people. It relies on ecological processes, biodiversity and cycles

the manufacturing process. Excluded is the reutilization of materials such as rework, regrind or scrap generated in a process and capable of being reclaimed within the same process that generated it. Post-Consumer Material means material generated by households or by commercial, industrial and institutional facilities in their role as end-users of the product that can no longer be used for its intended purpose. This includes returns of materials from the distribution chain [Textile Exchange GRS 4.0.

Regenerative agriculture is a holistic approach to land management that focuses on rehabilitating ecosystems through regenerating topsoil, increasing biodiversity,

The Book and Claim supply chain model supports the production of RSPO certified sustainable oil palm (CSPO) products through the sale of RSPO Credits

In-Conversion Organic describes the process of transitioning from 'conventional' to organic agriculture. This process usually requires 3 years. In-Conversion Organic and

A document issued by the certification body which verifies that an organization is competent to produce and sell specified claimed materials in conformity with a Standard.

A document issued by a certification body that verifies that products being sold or shipped from one organization to another conform to a given Standard and may be treated

Recycled

Regenerative

**Organic Book and Claim Scope Certificate** 

In-Conversion

Transaction

Certificate **Brand License/** 

44

A contract between your business and a 3rd party, which states the expectations for both parties. Membership **Product Sustainability at Zalando** 

(CoC)

License

45

**Product Sustainability at Zalando** 

These are sometimes required for the use of certain fibers and materials [Wikipedia, License]

Glossary

An accredited third-party carrying out auditing and certification in accordance with the provisions set out in the applicable Standard and the ACP. An accredited certification body may issue scope certificates and transaction certificates. [Textile Exchange, Terms & Definitions for Textile Exchange and Related Documents]

Chain of Custody

A system to document and verify the path taken by a defined input material through all stages of transfer and production, to the final product. The chain of custody preserves

A system to document and verify the path taken by a defined input material through all stages of transfer and production, to the final product. The chain of custod the identity of the input material. [Textile Exchange, Terms & Definitions for Textile Exchange and Related Documents]

A test report from a 3rd party laboratory which details the testing lab, test method, outcomes and results.

A type of intellectual property consisting of a recognizable sign, design, or expression which identifies products or services of a particular source.

A type of intellectual property consisting of a recognizable sign, design, or expression which identifies products or services of a particular source.

These are sometimes required for the use of certain fibers and materials. [Wikipedia, <u>Trademark</u>]

A license is an official permission or permit to do, use, or own something. A license is granted by a party to another party as an element of an agreement between those parties.

# Let's change the game Together.

As we continually work to improve our approach to products with sustainability attributes, we welcome your questions and feedback.

Please don't hesitate to contact us at: <a href="mailto:sustainability@zalando.de">sustainability@zalando.de</a>

Want to make sure that you receive our sustainability updates? Sign up for our quarterly sustainability newsletter <a href="here">here</a>!