

## Community Trade Principles

The Body Shop supports fair trade.

As the pioneer of fair trade in the toiletries and cosmetics industry, our vision is to present a model to industry that others can follow. Through our unique Community Trade programme we foster trading relationships directly with marginalised communities around the world from whom we source high quality, natural ingredients, gifts and accessories.

Our ultimate objective is to satisfy our demand for natural ingredients, gifts and accessories in a fair way, to maximise sustainable benefits to our supplier communities and to meet customers' expectations of The Body Shop as an ethical retailer. We believe that the success of each of these three goals is dependent upon the other.

### Our Commitments:

- ♦ We will work towards predictable and long-term trading relationships with communities
- ♦ We will guarantee a living wage for our community trade suppliers and their workers
- ♦ We will support initiatives in the supplier's community that contribute to sustainable development

### We will work towards these commitments by:

- ♦ Including Community Trade ingredients, gifts and accessories in new product development wherever appropriate and possible
- ♦ Aligning corporate and personal objectives to the success of the Community Trade programme
- ♦ Ensuring that our demand is appropriate and sustainable by assessing the capacity of each supplier, and working where possible to manage the business level placed to that which the supplier can support
- ♦ Benchmarking our Community Trade Supplier Guidelines against the highest external standard, e.g. Smallholder Guidelines of the Ethical Trade Initiative and Fairtrade Labelling Organisation.
- ♦ Undertaking regular participatory audits, and providing all suppliers with clear information and feedback to assist in maximising long-term benefits
- ♦ Working with suppliers to access the market place in order to reduce community dependency on The Body Shop
- ♦ Creating in-store communication to raise awareness of the benefits of Community Trade to our customers
- ♦ Engaging with the wider fair trade community to share best practice and address common issues

### Facts about Community Trade in 2006

- ♦ More than half The Body Shop® core lines and many of our trend items now contain one or more Community Trade ingredients. Part of our accessories and gift packaging is also sourced through the programme
- ♦ The Body Shop Community Trade Programme includes 31 communities in 24 countries around the world
- ♦ Each year, we purchase over £5 million worth of ingredients, gifts and accessories through the CT programme

