

**Particulars**

**About Your Organisation**

**Organisation Name**

Mary Kay Inc.

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**Corporate Website Address**

marykay.com

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**Primary Activity or Product**

- Manufacturer
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**Related Company(ies)**

No

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**Membership**

Membership Number	Membership Category	Membership Sector
4-0394-14-000-00	Ordinary	Consumer Goods Manufacturers

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**Consumer Goods Manufacturers**

**Operational Profile**

1.1 Please state what your main activity(ies) is/are within manufacturing

- Home & Personal Care Goods
  - Personal Care
- Own-brand

**Operations and Certification Progress**

2.1 Do you have a system for calculating how much palm oil and palm oil products you purchased?

Yes

2.2.1 Do you manufacture for:

Own Brand

2.2.2 Total volume of Refined Palm Oil or Refined, bleached, and deodorized (RBD) Oil Palm sold in the year:

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2.2.3 Total volume of refined Palm Kernel Oil sold in the year:

0.70

2.2.4 Total volume of other Palm Oil Derivatives and Fractions sold in the year:

388.00

2.2.5 Total volume of all oil palm products you sold in the year:

388.70

2.3 Palm oil volume sold in the year in your own brands that is sourced through RSPO-certified physical supply chains:

**In Your Own Brand**

No	Description	Refined palm oil/Refined, bleached, and deodorized (RBD) oil palm (Tonnes)	Palm Kernel Oil (Tonnes)	Palm based derivatives or fractions (Tonnes)	Volume of Palm Kernel Expeller used / processed and/or traded in the year (Tonnes)
1	Book & Claim			388.00	
2	Mass Balance				
3	Segregated				
4	Identity Preserved				
5	Total volume of oil palm products that is RSPO-certified		0.70	388.00	

**2.4.1 What type of products do you use CSPO for?**

Mary Kay purchases CSPO for use in personal care products.

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**2.5 What is the percentage of certified sustainable palm oil in the total oil palm products your company sells in:**

Europe --%  
 India --%  
 China --%  
 South East Asia --%  
 North America --%  
 South America --%

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**2.6 What is the percentage of certified sustainable palm kernel oil in the total palm kernel oil your company sells in:**

Europe --%  
 India --%  
 China --%  
 South East Asia --%  
 North America --%  
 South America --%

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**Time-Bound Plan****3.1 Date expected to/or started to use any RSPO certified palm oil products - own brand**

2013

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**3.2 Date expected to be using 100% RSPO certified palm oil products from any supply chain option - own brand**

2014

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**3.3 Date expected to be using 100% RSPO certified palm oil from physical supply chains (Identity Preserved, Segregated and/or Mass Balance) - own brand products**

2025

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**3.4 Do your (own brand) commitments cover your company's companies' global use of palm oil?**

y

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**3.5 Does your company use CERTIFIED SUSTAINABLE PALM OIL products in goods you manufacture on behalf of other companies?**

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**3.6 Which countries that your organization operates in do the above commitments cover?**

Argentina, Armenia, Australia, Belarus, Brazil, Canada, China, Colombia, Czech Republic, Germany, Hong Kong, Ireland, Kazakhstan, Korea, Republic of, Lithuania, Malaysia, Mexico, Moldova, Republic of, Poland, Portugal, Russian Federation, Singapore, Slovakia (Slovak Republic), Spain, Taiwan, Province of China, Ukraine, United Kingdom, United States, Uruguay

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**3.7 What are your interim milestones towards achieving RSPO certification commitment to your own-brands (year and progressive CSPO%) - please state annual targets/strategies**

Mary Kay has purchased Green Palm certificates to cover 100% of the known palm oil derivatives used in our products.

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**3.8 Date of first supply chain certification (planned or achieved)**

2033

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**Trademark Related**

**4.1 Do you use or plan to use the RSPO trademark on your own brand products?**

No

**Please explain why**

The use of the RSPO trademark is not in our current marketing plan.

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**GHG Emissions****5.1 Are you currently assessing the GHG emissions from your operations?**

Yes

**5.2 Do you publicly report the GHG emissions of your operations?**

No

**Please explain why**

Mary Kay is a privately held company. We have chosen not to publicly report at this time.

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**Actions for Next Reporting Period****6.1 Outline actions that will be taken in the coming year to promote sustainable palm oil.**

Mary Kay includes responsible sourcing our palm oil in our supplier education. We plan to continue participating in the GreenPalm certificate program.

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**Reasons for Non-Disclosure of Information****7.1 If you have not disclosed any of the above information, please indicate the reasons why**

Confidential

- Others:

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**Application of Principles & Criteria for all members sectors****8.1 Related to your sourcing, do you have (a) policy/ies, that are in line with the RSPO P&C such as:**

Water, land, energy and carbon footprints

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Land Use Rights

Ethical conduct and human rights

Labour rights

Stakeholder engagement

None of the above

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**8.2 What steps will/has your organization taken to support these policies?**

Mary Kay continuously seeks opportunities to improve our environmental performance and find ways to be even more sustainable. Through our Pink Doing Green program, Mary Kay addresses water conservation, waste reduction and energy conservation.

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**Commitments to CSPO uptake**

**As you don't source 100% CSPO through physical supply chains (IP/SG/MB), please answer the following questions:  
Do you have plans to?**

No

**Please explain why**

As our ingredients are derivatives of palm oil, we have found it challenging to source 100% CSPO through physical supply chains. As the supply of CSPO increases, we hope to purchase more derivatives of CSPO.

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**9.1 Do you have plans to immediately cover the gap using Book & Claim?**

Yes

**How and when do you plan to immediately cover the gap using Book & Claim?**

Mary Kay has purchased GreenPalm certificates to offset 100% of our use of palm oil derivatives.

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## **Concession Map**

**10.1 Does your company or any subsidiary of your company own or manage oil palm plantations?**

No

**Please explain why**

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## Challenges

### 1 What significant economic, social or environmental obstacles have you encountered in the production, procurement, use and/or promotion of CSPO and what efforts did you make to mitigate or resolve them?

Transparency with the supply chain is the largest obstacle we have encountered. Mary Kay has partnered with raw material suppliers since 2012 to better define and understand our use of palm oil.

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### 2 How would you qualify RSPO standards as compared to other parallel standards?

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#### Cost Effective:

Yes

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#### Robust:

Yes

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#### Simpler to Comply to:

Yes

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### 3 How has your organization supported the vision of RSPO to transform markets? (e.g. Funding; Engagement with key stakeholders; Business to business education/outreach)

We include a statement on sustainable sourcing in our raw material guidelines. Additionally, RSPO is included as a topic at our annual raw material supplier meeting to encourage our suppliers to also support the vision of RSPO.

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### 4 Other information on palm oil (sustainability reports, policies, other public information)

Mary Kay Sustainable Sourcing Policy Statement: Mary Kay Inc. encourages responsible sourcing of our ingredients and respect for the biological diversity of our planet. Our business practices promote the conservation of natural resources, respect the cultural identities of traditional communities and comply with all applicable regulations. To support our commitment to this effort, we are partnering with our suppliers in a Responsible Procurement Program. We require our suppliers to use all reasonable efforts to comply with appropriate sourcing regulations and best practices to ensure the integrity of the world's resources. Furthermore, Mary Kay Inc. is a member of the Roundtable for Sustainable Palm Oil (RSPO). We encourage our suppliers to sustainably source palm oil and its derivatives. Additionally, we purchase GreenPalm credits to support the sustainable palm industry.

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