Journey to Watershed Stewardship

Jerry Lynch
Chief Sustainability Officer
General Mills
We produce and market more than 100 consumer brands in more than 100 countries on six continents.

- **$17.8 billion** Global net sales*
- **$1.9 billion** Net earnings
- **$153 million** Community contributions
- **41,000 employees** About half work outside the United States
- **100+ consumer brands** Our many brands can be found in more than 100 countries on six continents
- **$5.2 billion** Net sales for our international business segment*
- **147 years** We have been making lives healthier, easier and richer for more than a century

*Excludes $1.3 billion proportionate share of joint venture sales
All figures represent fiscal 2013 results and U.S. dollars.
Declining resources and ecosystem services

Increasing demand for resources and ecosystem services
OUR GOALS – Reduce our environmental footprint and sustainably source the raw materials we use in our products.

- **Reduce** resource usage in our operations
- **Increase** sustainability of ingredients

- **Collaborate to improve** global water stewardship
- **Advance** socially responsible supply chains
10 Priority Ingredients Sustainably Sourced by 2020

Palm Oil
Vanilla
Cocoa
Fiber Pkg
Sugarcane
Sugar beets
Wheat
Oats
Corn
Dairy
Initiating collaborations to assure water for all in the Upper Snake River Basin, Idaho
Historic drought – a case for über-collaboration
Thank You