



SOCIAL & ENVIRONMENTAL
ANNUAL IMPACT REPORT
2022 to 2023

THE FMCG PROBLEM STOCK SOLVERS.

DIVERTING OVER £450MILLION WORTH OF FOOD AND DRINK FROM
LANDFILL FOR OVER 28 YEARS.

FY JUNE 22 – MAY 23

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THE FMCG PROBLEM
STOCK SOLVERS

We first measured our B Impact at the end of May 23. This report outlines our impact from June 22 – May 23.

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LEADERSHIP LETTER



THE FMCG PROBLEM STOCK SOLVERS

For almost three decades, Shropshire Trading has been at the forefront of rehoming problem stock, sparked by an encounter that ignited our founder, Simon's, passion for change. Witnessing a truckload of perfectly good yoghurts destined for landfill despite having ample shelf life remaining spurred the inception of Shropshire Trading. Within a fortnight, our first sale of residual stock marked the start of our mission to tackle food waste.

Since then, we've remained committed to preventing food wastage. In a world where almost one-third of all food produced goes to waste, we're focused on doing our part to reduce this troubling statistic. Especially in times of economic uncertainty, we're proud to play a role in promoting greater food equity.

A significant portion of the problem stock we handle finds new homes through discount retailers, where it's sold, on average, at half of the recommended retail price, providing substantial savings to shoppers. This accessibility extends to

lower socioeconomic households, ensuring that everyone has access to affordable food options.

Reflecting on the past year, I'm incredibly proud of our team's achievements. Despite our small size, we've rehomed a record volume of stock while also initiating steps towards B Corp certification. Our commitment to environmental responsibility is woven into everything we do, driving us to make tangible changes.

As we continue our journey, I want to extend my sincere gratitude to our dedicated staff, loyal customers, and supportive suppliers. It's through your ongoing support and collaboration that we're able to make a real difference in tackling food waste and promoting sustainability.

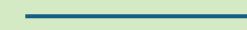
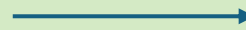
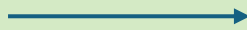
Jemima Boroughs

Managing Director, Shropshire Trading LTD

WHAT WE DO



THE FMCG PROBLEM
STOCK SOLVERS



A supplier/manufacturer has 4,600 cases of short dated soft drink cans (250ml) with only 4 months shelf life.

Their retail customer will only take product with 75% life. They need a home for this stock that doesn't upset their marketplace.

The supplier/manufacturer contacts a member of our trusted team at Shropshire Trading, outlining the details of their problem stock.

We speak to our wide customer base, personalising the offer for each customer.

Once confirmed, our wonderful logistics team arranges the speedy distribution of stock around the UK and EU.

Payment can be made before delivery. We pride ourselves on being the best payers in the industry.

SURPLUS

At Shropshire Trading, we have nearly 30 years' experience purchasing and selling residual stock.

You can rest assured with our full supply chain traceability and discretion that your products and brands will be looked after.

Surplus can arise for many reasons, and we have a solution that works for you.

Working to find a home for your stock, whatever that involves along the way, from distribution to relabelling.



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STOCK SOLVERS

8000

TONNES OF FOOD
REDIRECTED FROM
POTENTIAL WASTE

20.8M

ITEMS REHOMED

475

PALLETS OF PRODUCT
RELABELLED

10M

BOTTLES OF DRINK NOT
DOWN THE DRAIN

ENVIRONMENTAL

Since our first truck of yogurts, Shropshire Trading has been dedicated to minimising food waste's impact on the planet.

In 2023, we calculated our UK carbon footprint, excluding customer and supplier emissions. This assessment gives us an overview of our impact and identifies areas for improvement to maximize positive change. We also became a carbon neutral company.

<0.0001

CARBON INTENSITY SCORE*

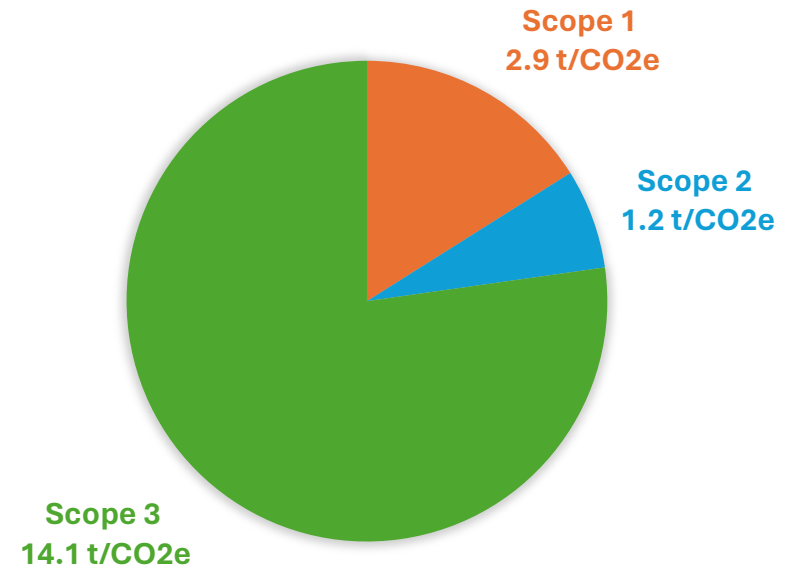
Prior to becoming a Carbon Neutral Business

Carbon
Neutral
Britain™



THE FMCG PROBLEM
STOCK SOLVERS

2023 SCOPE CARBON EMISSIONS



GOVERNANCE

A robust governance structure is vital for our growth, facilitating staff support and internal processes. The decision to pursue B Corp certification exemplifies our commitment to continuous improvement. We welcome the guidance on changes to our policies and practices as we embark on this journey.

- ✓ **ALL EMPLOYEES HAVE A JOB DESCRIPTION**
- ✓ **ALL EMPLOYEES HAD AN ANNUAL REVIEW**
- ✓ **ALL EMPLOYEES OFFERED GROUP DISCOUNT ON PRIVATE HEALTHCARE**
- ✓ **REGULAR BOARD MEETINGS AND TRANSPARENCY WITH EMPLOYEES**
- ✓ **DECISION TO PURSUE B CORP AGREED**



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PLANS FOR **2024...**

- **ALL EMPLOYEES OFFERED FULL PRIVATE HEALTHCARE**
- **REVIEW AND AMEND OUR ARTICLES OF ASSOCIATION IN LINE WITH B CORP**
- **DEMONSTRATE OUR COMMITMENT TO A GREENER FUTURE BY JOINING THE BETTER BUSINESS ACT COALITION**
- **BECOME ACCREDITED BY THE GOOD BUSINESS CHARTER**

OUR TEAM

Our team is our greatest asset, and we prioritise their well-being. We offer a range of benefits to promote work life balance and professional growth.

100 HOURS

OF INDIVIDUAL AND
GROUP TRAINING

8 DAYS

OF PAID TEAM FUN
TIME TOGETHER (WITH
MANY PINTS SHARED)

- ✓ ALL EMPLOYEES RECEIVED ANNUAL BONUS
- ✓ FLEXIBLE WORKING ARRANGEMENTS (AFTER 12 MONTHS EMPLOYMENT)



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PLANS FOR

2024...

- REVIEW ALL EMPLOYEES HOURLY WAGE AND ADJUST TO THE REAL LIVING WAGE
- IMPLEMENT ANNUAL STAFF ENGAGEMENT SURVEY
- EXPAND OUR STAFF TEAM



COMMUNITY

At Shropshire Trading, we value the importance of local community. We are always brainstorming ways to do more. That's why we're revamping our policies and practices to benefit both our amazing staff and our incredible local community.

**FOOD PARCELS
DONATED**

QUARTERLY

TO



THE FMCG PROBLEM
STOCK SOLVERS

PLANS FOR 2024...

- PAID VOLUNTEER DAY FOR STAFF
- CHARITY MATCHED FUNDRAISING POLICY
- ESTABLISH OFFICIAL CHARITY PARTNERSHIP WITH



CUSTOMERS

With the rate of inflation reaching a 40-year high, households are pinched more than ever. 90% of our stock is rehomed into discount retailers. The food and drinks we distribute around the UK helps to get food into the hands of those facing the biggest financial challenges.

SAVED THE UK

£12M

ON THEIR SHOPPING BILL

- ✓ **DISCREETLY AND EFFICIENTLY
DISTRIBUTE STOCK ACROSS THE UK &
EU**
- ✓ **MAINTAIN BRAND VALUE IN
TRADITIONAL RETAIL MARKETPLACE**



THE FMCG PROBLEM
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PLANS FOR 2024...

- **IMPLEMENT THE NET PROMOTER
SCORE SURVEY TO MEASURE CLIENT
SATISFACTION**

THANK YOU

The numbers you're seeing in this report? Well, they're all thanks to our incredible team of colleagues who go above and beyond to find a home for residual stock.

You never know, the next pallet we save might just be saved by you!

If you would like to find out more about us, or join us on this journey give our friendly team a call, or drop us an email on:

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