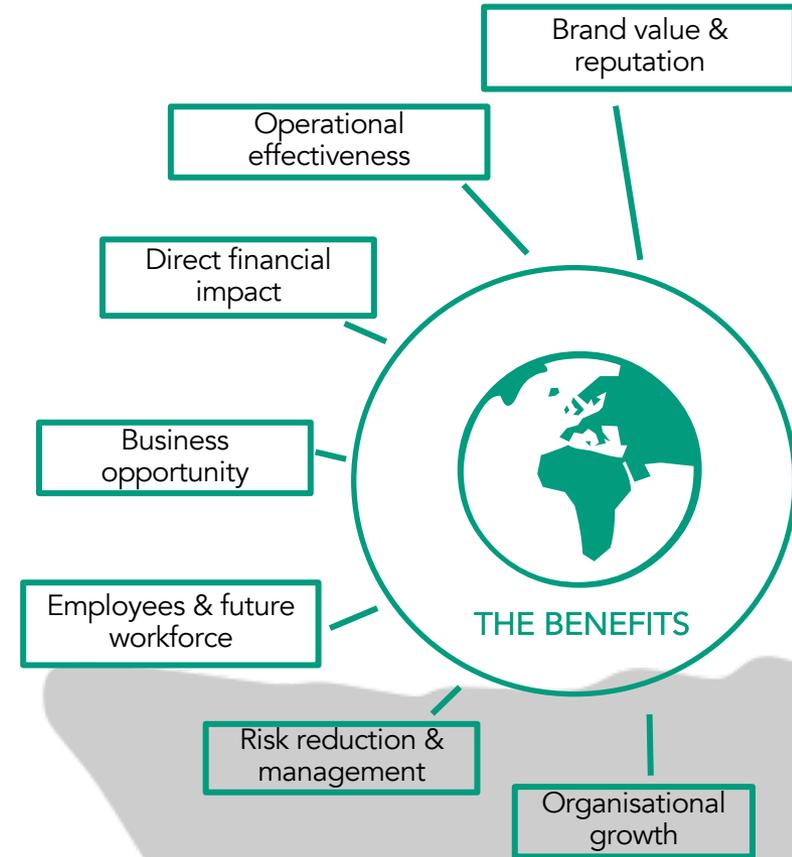
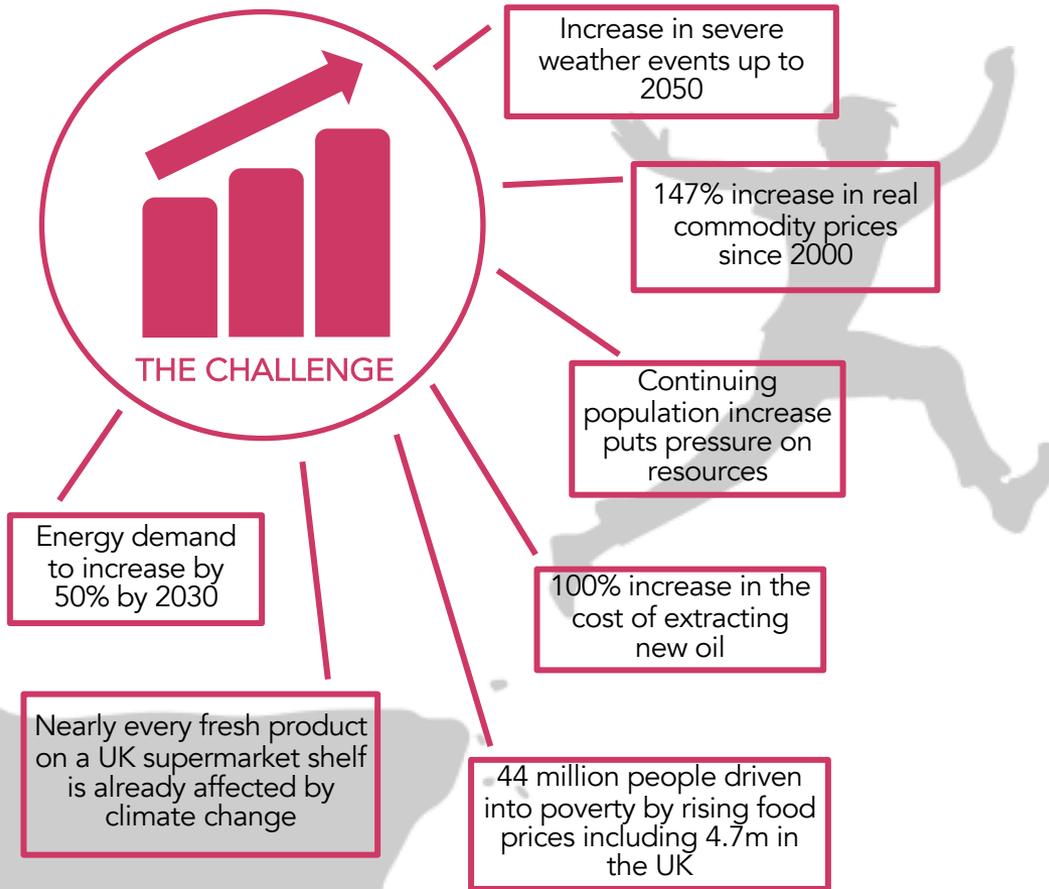




Welcome to ETANTE



# Why sustainability?



# Our story

Founded  
in 2014

Competitive &  
transparent fees

Cross sectoral inc brands,  
retail, food service, third  
sector & financial services  
to date

ETANTE'S FOCUS & VISION

Specialist sustainability  
& communications  
agency

Built from a conviction that activity must enhance  
& protect a client's business & profitability

# Our ethos



Sustainability is more than just a 'nice to do'



It should drive your profitability, success & enhance trust



World class communications will increase brand value



Greater resilience leads to greater success

# Our team



Julian

- Lead consultant personally supporting on all activity
- Nearly 20 years experience, including in-house for Walmart & Tesco
- Global expert on environmental & social sustainability
- Passionate advocate of sustainability's role in delivering business & societal benefits
- Network spans governments, brands, retail, campaigners, researchers & media



Emma

- Consultant supporting on data & brand communications
- Degree level environmentalist, specialised in conservation management
- Previous roles include researching GIS in New Zealand forestry, tourism, travel & education
- Experienced in marketing, data analysis & practical conservation

We also collaborate with selected experts who compliment our own skill sets, in areas such as agriculture, circular economy, culture change, engagement, ethical trading, modern slavery & supply chains.

# Our three lens focus



## Responsible

- Communication strategy
- Modern slavery
- Report management
- Stakeholder engagement
- Cross sector collaboration
- Legislation compliance

## Resilient

- Strategy writing
- Circular economy
- Sustainable sourcing
- Risk management
- Policy development
- Internal governance

## Profitable

- Reputation management
- Competitor analysis & materiality
- Business case development
- Internal engagement
- Short term team support
- Project management

# Our approach



1. A tailored approach that works for you and your team



2. Activity carried out by senior level experts



3. Flexible costs including fixed fee or ongoing contracts



4. Ways of working to suit your needs

# Some of our clients

## Finance



Managed production of the 2016 CSR report including defining a new reporting direction, data collation, copywriting and sign-off



Analysed and benchmarked key European retailers to identify leading examples of supplier collaborative practices and produced a practical toolkit for others. Delivered with Source Sustainable

## Third sector



Analysis of European outreach programme, development of new stakeholder engagement strategy and support on delivery. Delivered with Creative Concern



Multiple projects including development of business case for sustainable new product development and Special Advisor to Courtauld 2025

## Food service



Multiple projects including strategic advice to the Board, communications, proactive sustainable commodity sourcing and development of a circular economy plan



Review of global supply chain risks, analysis and development of tools to avoid occurrence of modern slavery. Delivered with Source Sustainable

## Pro bono & non-core support



Member of the British Land's Sustainability Advisory Panel reporting into CFO supporting delivery of the Places People Prefer strategy



Supported development of food systems thinking with in-depth supply chain knowledge for the Dutch Government

## Retail / FMCG



Multiple projects including internal governance review, outreach, energising delivery of sustainability goals and management of CSR report



Development and delivery of bespoke supplier engagement activity to enhance learnings across categories. Delivered with 3Keel

"... when Julian set up ETANTE I recognised that he had a compelling proposition with his industry background & deep knowledge on sustainability. I quickly brought him in with a remit to provide close support to my global team around innovation & gaining advantage through driving sustainability" – VP Innovation & Sustainability

"... ideas Julian developed were innovative & his execution was efficient. His extensive experience as an in-house sustainability practitioner has helped him shape ETANTE into a practical consultancy focused on getting things done" – Head of Climate Change

"... pleasure to work with Julian who is knowledgeable, insightful & easy to work with. He's operationally focused & delivered to a high standard & according to schedule" – CSR Manager

## Our feedback...

"... the audience & students were very enthusiastic & energized following Julian's talks. This stems from his experience with leading Brand companies & ability not only to bring the subject alive but to identify key trends" – Professor of Sustainability & Business

"... knowledgeable, efficient & proactive & I would be happy to employ him as a consultant again" – Supply Chain Director

"... quickly got what we were about & established a rapport with our senior team which enabled us to gain traction on some tricky projects very quickly" – Commercial Director

"... supported us on a multitude of activities from global sourcing & commodities to strategy creation & enhancing engagement. He approaches every objective with a positive approach, is efficient, fun to work with & brings real tangible business value" – Head of Sustainability

"... passionate, motivated, extremely well connected & is a true insider to the retail & FMCG sector. He gave us valuable insight & on the ground support which had a major positive impact on our activities this year" – Executive Director



Get in touch:  
[Julian.Walker-Palin@ETANTE.co.uk](mailto:Julian.Walker-Palin@ETANTE.co.uk)  
[www.ETANTE.co.uk](http://www.ETANTE.co.uk)  
+44 7887 713169

