

What We Leave Behind

At dōTERRA, we care about the Earth. After all, it's in our name—dōTERRA is Latin for “gift of the Earth,” and we believe wholeheartedly that because the planet has given us such beautiful gifts as essential oils, it's our responsibility to protect, defend, and nurture it.



Over the past few years, we've continuously worked to reduce our footprint on the planet, while maintaining high standards in purity for our products. As we continue to pursue what's pure, we also prioritize the protection of the Earth.

Big Changes

Last year, we made monumental changes to our packaging and shipping methods to further our mission of protecting the planet. From how we ship our products to protecting the land we use to grow plants for essential oils, we're constantly evolving how we do business and how we treat the planet in the process.

New shipping boxes, less plastic, and paper alternatives have helped us make strides toward a more sustainable dōTERRA. We made major adjustments, like using shipping boxes made from sustainable forestry that have less corrugate and include more recycled materials and printing with soy-based ink. Plus, all our shipping materials are now recyclable.

And we didn't stop there. While our current bubble mailers are recyclable, they're specialty recyclables and need to be taken to a facility—not just dropped in your curbside bin. For over two years, we've been working toward a better option. The solution: a paper-based mailer that is made of over 90 percent recycled materials and is coated with a water-based solution that's environmentally friendly and will stand up to the average wet-weather situation. We've put them through internal testing—testing their durability in wet conditions from our warehouse to your door—in addition to a rigorous UPS ship test just to make sure.

You'll receive your dōTERRA® order intact, with less waste, and because these new eco-mailers are 100 percent curbside recyclable, we're saving you any extra hassle. Plus, this new mailer reduces our carbon footprint across warehouses and shipping, and even creates time savings and speed improvements in the fulfillment process. It's an all-around win!

Sometimes, it's not what we ship, but what we don't ship that counts. By no longer using air pillows and bubble wrap and switching to paper alternatives, we cut down on unsustainable plastics in our packaging. In fact, if you took all the air pillows we've removed from our shipping and lined them up, they'd stretch from Tokyo, Japan, all the way to Kona, Hawaii! We've also reconfigured our shipping logic to drastically reduce the number of multipackage shipments. Fewer shipments help reduce our carbon footprint even further.

Innovating for the Future

As we create new products, we continually search for better ways to support natural resources. We've branched out with some of the materials we're using—opting for aluminum and glass to cut down on single-use plastic. You'll notice that much of the packaging for the new **abōde™** line uses aluminum, which is easy to curbside recycle. This shift in thinking will help dōTERRA protect the planet as we strive to evolve toward more eco-friendly packaging for all our products.

On top of using less plastic and more paper alternatives, dōTERRA is heavily focused on using post-consumer recyclables (PCR) in our packaging. Have you ever taken your recycling bin to the street and worried that nothing will ever actually be done with those recyclables? Well, we're doing something with them. By using PCR, we divert materials from the waste stream and use them in the production of other commodities. Rather than letting items end up in a landfill, we give them a new life as dōTERRA packaging.

And that's not all! By simply reconfiguring the shape of our shipping boxes, we use 40 percent less cardboard than our previous boxes. And those reconfigured cardboard boxes are constructed of 30 to 50 percent recycled PCR. That means the recycled paper and cardboard from your curbside bin could return to you as a dōTERRA shipping box.

While our Lindon Distribution Center has employed the new shipping boxes since May 2020, we're on schedule for both Dallas and Atlanta to join in by the end of 2021. To add to the benefits, all shipping boxes are curbside recyclable.



Your Part

We're doing our best to innovate and change to help the planet, but we can't do it alone. Every neighborhood is different—this means not all dōTERRA product packaging can be dropped into your curbside bin. One obvious example is glass. Throughout the US, it's normal to take glass recyclables to a local drop-off bin.

dōTERRA uses glass for our pure essential oils because of its nonreactive nature, but it takes a little extra effort to recycle the essential oil bottles when they're empty. The good news is that recycling your bottles makes a big difference!

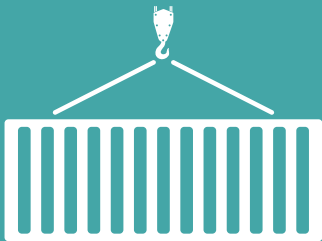
Glass is made with readily available and abundant materials and most glass is infinitely recyclable, which means it can be used over and over without any loss of quality or purity. PCR glass comes from bottles and glassware typically found in peoples' homes: dōTERRA essential oil bottles, glass water bottles, spaghetti sauce jars, and so on. Post-Industrial Recycled (PIR) glass comes from things like glass bottles rejected in the manufacturing process for imperfections.

Both types of recovered glass are used to create "cullet," which—when used in the creation of new glass products—lowers the melting temperature required to produce new glass. Using cullet saves energy, reduces emissions, and reduces the amount of virgin raw materials needed to produce new glass containers.

The amber-colored bottles filled with your favorite dōTERRA essential oils are made of 34 percent PCR glass, 25 percent PIR glass, and 41 percent raw material.

So, though it may take an extra trip to your local glass drop-off location, recycling is well worth it in the lifecycle of your glass. In the US, you can visit <https://sourcetoyou.com/en/helping-the-environment-for-local-recycling-resources>. It's important to always carefully check your recyclables to ensure they can be processed through your local municipality.

Reducing Our Footprint



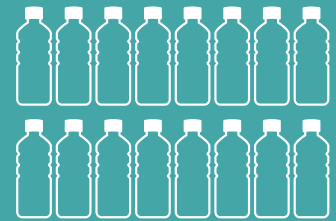
By the end of 2021, dōTERRA will have saved more than 5,000,000 square feet of corrugate in our US distribution centers just by transitioning to new shipping boxes.



All preassembled kits and diffuser packaging now use pulp trays that are completely recyclable rather than plastic tray inserts.

83%
Less
Packaging

The **dōTERRA Nutrition** packaging uses 83 percent less packaging material than the **Slim & Sassy® TrimShake** line before it. That's 78,000 fewer pounds of packaging material over the course of a year.



By replacing bubble wrap and air pillows with paper alternatives, we've reduced our plastic waste by 170,000 pounds. That's equal to 8,000,000 single-use water bottles!



All dōTERRA new paper alternatives are curbside recyclable.



“We continue to make progress on our commitments relating to environmental stewardship—even during periods of significant growth and complexities.”

Corey Lindley, Founding Executive



Our Partnership

We're always evolving in our mission to protect and honor the Earth. Though we aren't perfect yet, it's our goal to continue changing in ways that benefit the planet. We're not just worried about the pursuit of purity—we're concerned about our world and what we'll leave for our children. As we partner together to live more conscious, purposeful lives that protect the planet, we can have peace of mind that our children and their children will enjoy this beautiful planet for many years to come.

More Than Essential Oil

Part of being a sustainable essential oil company is taking great care when harvesting plants. Over-harvesting is a serious problem in our industry and fragile ecosystems can be disrupted by irresponsible sourcing practices. Our commitment to the planet includes being stewards of these precious natural resources. If we can't source an oil sustainably, we don't source it at all.

Here are just a few ways that we're helping the planet in areas where we source essential oils:

- In 2021, we're planting more than 135,000 native trees in Hawaii, where **Sandalwood (Hawaiian)** essential oil is sourced. This planting, along with the more than 100,000 native trees planted in 2020, is among the largest reforestation efforts ever in the history of Hawaii.
- **Arborvitae** essential oil is sourced by extracting it from the sawdust of a sustainable forestry program in British Columbia. Once the essential oil is extracted, the sawdust is returned and used by paper mills for pulp production.
- Black spruce trees are mainly harvested for the lumber, pulp, and paper industries. When a tree is harvested, the trunk is quickly stripped of its branches and needles. Once the timber has been harvested and hauled away, a dōTERRA key partner goes in to gather all the branches and needles left behind. These leftover materials are then steam-distilled for powerful and beautiful **Black Spruce** essential oil.



Look for the dōTERRA PCR logo on your dōTERRA packaging. Any packaging or products with this logo are recyclable, and they also pull recycled plastics from the waste stream and reuse them to create new product packaging, helping us create an eco-friendlier lifecycle for all the materials we use to bring dōTERRA products to the world.

- An added environmental impact bonus is that after the black spruce remnants have been distilled, the branches and needles are taken to a local powerplant, where they're burned to produce energy. From this process, they also produce steam, which then powers the distillation process again. This creates a closed-loop system for maximum environmental sustainability and responsibility.
- dōTERRA understands the need for sustainable and responsible sourcing of Boswellia species resins for **Frankincense** essential oil. Along with key partners, we work closely with harvesting communities and resin-sorting warehouses for continuously improved traceability and transparency of these supply chains.
- We've also developed a Harvesting Best Practices manual and are currently working with partners to conduct tree care trainings with harvesters, beginning with areas that will benefit the most.
- dōTERRA developed some of the first Boswellia species nurseries in harvesting areas, which will critically help ensure the long-term viability and sustainability of the Boswellia species.
- The dōTERRA wholly owned entity in New Zealand, aōTERRA, collects and processes the byproduct needles and branches from sustainable plantation harvests in the Queenstown area, as well as young preconing Douglas fir trees to prevent uncontrolled spread, producing the world's finest **Douglas Fir** essential oil. The production of essential oil from young "wilding" trees in preconing stages, as well as the plantations being harvested, helps prevent further spread of new trees, while also providing a sustainable outlet for these invasive trees to be removed. The removal of these "wilding" trees in turn supports the ecosystem through the regeneration of native species.