

Fifteen EU and US companies that could help cut deforestation risk from Brazil-China leather trade (company list)

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The following table accompanies the blog *Fifteen EU and US companies that could help cut deforestation risk from Brazil-China leather trade*. This is the fourth in a series of blogs about the use of Brazilian beef and leather in China.

The table shows the names of the 15 brand-owners and retailers, their industries, their headquarter locations, and the reasons for which they were identified as important in the Brazil-China leather supply chains. All companies are headquartered in the EU or the United States of America (US), and all operate in the car, shoe or furniture manufacturing and/or retail industries.

Table 1. Fifteen key ‘powerbroker’ companies headquartered in the EU or US that manufacture and/or retail shoes, cars or furniture; are significantly exposed to the risk of Brazilian deforestation in their leather supply chains via suppliers in China; and have significant share in key markets.

Company name	Headquarters	Industry	Why this company is important
BMW AG	Germany	Automotive	One of the top five buyers of car seats from Lear Corporation and a customer of Adient. (See article 2 for why Lear and Adient are important suppliers.) Has significant market share: e.g. it is one of the top three companies in the global luxury car market and one of the top five car brands in UK.
Daimler AG	Germany	Automotive	One of the top five buyers of car seats from Lear Corporation. Also buys from Adient: Daimler's Mercedes division is Adient PLC's second biggest customer in Europe, accounting for 7% of Adient's global sales. (See article 2 for why Lear and Adient are important suppliers.) Daimler exports car seats from China, e.g. Beijing Benz, Daimler's joint venture with China's BAIC, exports Lear car seats from China to India for installation in Daimler's Mercedes-Benz cars. Daimler has significant market share, being one of the top three car manufacturers globally and in Europe by revenue; its Mercedes-Benz division is one of the top three luxury car manufacturers in the world.

Company name	Headquarters	Industry	Why this company is important
Ford Motor Company	USA	Automotive	One of the top five buyers of car seats from Lear Corporation, and Adient's biggest customer globally. (See article 2 for why Lear and Adient are important suppliers.) Has significant market share: e.g. Ford is one of the top four car manufacturers globally and in the US, and a leading car brand in the UK.
General Motors Company	USA	Automotive	One of the top five buyers of car seats from Lear Corporation and Adient PLC. (See article 2 for why Lear and Adient are important suppliers.) Leather parts may be exported from China for use in GM car assembly elsewhere, but also some GM cars are assembled in China and exported to the US and Europe. GM has significant market share, being one of the top four car manufacturers globally, in the US, and in China.
Volkswagen AG	Germany	Automotive	A customer of Lear Corporation and Adient PLC; Adient PLC's biggest customer in Europe and joint-second biggest customer, accounting for 10% of Adient's global sales. (See article 2 for why Lear and Adient are important suppliers.) Volkswagen has significant market share, being one of the four biggest car manufacturers globally and in the UK, with its Audi division being one of the top three in the global luxury car market.
Ashley Furniture Industries, Inc.	USA	Furniture	Manufactures furniture in China and exports sofas from China. Has significant market share: is the second biggest home furnishings company in the world and the biggest in the USA.
DFS Furniture PLC	UK	Furniture	Key retailer of Chinese-made HTL furniture in the UK, where it is the second biggest home furnishings company. (See article 2 for HTL's importance.)

Company name	Headquarters	Industry	Why this company is important
Inter IKEA Holding B.V.	Netherlands	Furniture	Manufactures sofas in China; exports furniture from China; sources cattle leather sofas from sofa manufacturers in China; and uses significant amounts of Brazilian leather in furniture manufacturing. Has significant market share: is the biggest home furnishings company globally and one of the top three furniture manufacturers in many individual countries including European countries and the US.
La-Z-Boy, Inc.	USA	Furniture	China-based manufacturers produce La-Z-Boy furniture. La-Z-Boy imports leather sofas to the US, e.g. from China-based Superb Creation, an importer of leather from Brazil into China. Also has sales presence in China through licensing arrangement with KUKA. (See article 2 for KUKA's importance.) Has significant market share: is the third biggest home furnishings company in the US (excluding bed-specialists) and one of the biggest home furnishings companies in the world.
Macy's, Inc.	USA	Furniture	Key retailer of HTL furniture in the USA. (See article 2 for HTL's importance.) Has significant market share: one of the biggest department store retailers in the USA and globally.
Adidas AG	Germany	Footwear	About a fifth of Adidas footwear is made by various companies in China, including Yue Yuen Industrial Corporation. (See article 2 for Yue Yuen's importance.) Ships shoes containing leather from China to various countries including Colombia, India, Indonesia, Mexico, Peru and US. Has significant market share: is the second biggest footwear company in the world by sales, and one of the top five in the US and China.
New Balance, Inc.	USA	Footwear	Customer of Yue Yuen Industrial Corporation. (See article 2 for Yue Yuen's importance.) Has significant market share: is one of the ten biggest footwear company in the world, China and the US by retail value.

Company name	Headquarters	Industry	Why this company is important
Nike, Inc.	USA	Footwear	Over a quarter of Nike Brand footwear is made by various companies in China, including Yue Yuen Industrial Corporation. (See article 2 for Yue Yuen's importance.) Ships shoes containing leather from China to various countries including Chile, Indonesia, Pakistan and US. Has significant market share: is the biggest footwear company in the world, China, and the US by sales.
Skechers USA, Inc.	USA	Footwear	Most Skechers shoes are made in China and Vietnam. Ships shoes from China to various countries including Colombia, Kazakhstan, Mexico and US. Has significant market share: is the third biggest footwear company in the world by sales and one of the top three brands in the USA.
VF Corporation	USA	Footwear	Customer of China-based manufacturer Yue Yuen Industrial Corporation and ISA TanTec, whose joint venture, Heshan Bestway Leather Product Ltd., imports Brazilian leather into China. (See article 2 for Yue Yuen's importance.) Has significant market share: is the sixth biggest footwear company in the world by sales and owns several global leading brands.

A variety of trade data, market research, industry and government sources, and company websites were used in this research.

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