## Cefetra

**Constituency:** Industry, Trade & Finance

**Date:** 13-3-2019

**Primary contact responsible for the institutional commitment to RTRS**
(name, e-mail, phone number, office address)

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**Person reporting**
(If different)

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**Please state what the main activities of your organization are, both overall and those specifically linked to soy production:**

- *Cefetra is a trade and supply company. Cefetra imports soya into Europe for the feed industry.*

**Please state in which regions the organization operates**

- *Importing soya from Brazil, Argentina and Paraguay.*

**Is the person reporting for the entire organization or a specific region? (please, state which one)**

- *Entire organization*

**What is the organization’s policy on soy**
please provide link if available


### Operations related to soy

**What is your organization’s annual soy footprint?**
Please state direct use and indirect, in tonnes

- *We are not a producing company, we only trade soya. We trade around 3 million MT of soyabean meal, 0.1 million MT of soybeans, 0.1 million MT soya oil and 0.5 million MT soya hulls on a yearly basis.*

**Do you have a system for calculating your (direct and indirect) production, purchase, trade or use of soybeans or derivatives?**

- *Yes, the total amount of traded soya is recorded via a computer system.*

**What is the total volume of your (direct) soy use (beans, meal, oil, hulls, lecithin, derivatives).**
Please specify per category and specify the scope, where relevant (national/international, own brands/all brands, etc)

- *N.a.*

**What is the total volume of your (indirect or embedded) soy use (beans, meal, oil, hulls, derivatives, e.g. in feed for animal products)**
Please specify per category

- *N.a.*

**Other relevant information on this topic**

- *""
Operations related to RTRS Soy

<table>
<thead>
<tr>
<th>RTRS Certified Soy Purchased/used in 2018</th>
<th>Segregated</th>
<th>Mass Balance</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0</td>
<td>0</td>
<td>292.392</td>
</tr>
</tbody>
</table>

Did you purchase this yourself directly or did your supplier do this? If your supplier did so, how did you specify and verify this?

- The volume is certified/purchased by Cefetra.

What type of products do you use RTRS soy for?

(Specify supply chain options), direct and indirect.

- To supply sustainable soya to our customers, and to forward it to customers who use it for their soya usage.

Did your organization make any public claims related to the production, trade and purchase of RTRS soy?

Please provide link.

- No

Other relevant information on this topic

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Time bound plan for Responsible Soy

What date did your organization start, or does it plan to start using or supporting RTRS soy via purchases? (including all supply chain options)

- Already in 2011 Cefetra started with certifying producers according to RTRS.

Does your organization expect to use 100% RTRS soy?

If so, by when?

- It is the goal of Cefetra to grow in volume of RTRS-certification. However, this depends also on the demand of the European (Feed) Industry, which is at this moment lacking.

What milestones has your organization defined for its responsible soy use?

Please state annual targets/strategies, including its 2018 target if applicable

- It is the goal of Cefetra to make certified soya mainstream. Within the CRS standard, Cefetra provides farmers with the opportunity to first certify the soya production according CRS and jointly work towards RTRS to achieve larger volumes of certified soya.

Please quantify your commitment or estimated purchase/use of Certified Responsible Soy in the table below

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>(tonnes)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct use</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Segregated</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mass Balance</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credits</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indirect use</td>
<td>211.458</td>
<td>292.392</td>
<td>400.000</td>
</tr>
<tr>
<td>Segregated</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mass Balance</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credits</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td>211.458</td>
<td>292.392</td>
<td>400.000</td>
</tr>
</tbody>
</table>

1 Where ‘soy’ is mentioned this refers to all products (beans, oil, meal, hulls, lecithin, derivatives, etc.) and both direct and indirect use.
Other relevant information on this topic

- In 2019, Cefetra will try to move a few farmers from CRS to RTRS (the step-wise approach), as CU and Cefetra think they have reached the level of RTRS. However, what we currently see is that not all farmers are willing to make this transition, due to the low prices of RTRS, as RTRS will receive more money than the farmer (which seems unfair).

**Membership & Promotion**

How did your organization provide information about its RTRS membership to internal and/or external audiences?

- Last year newsletters were sent to customers with regards to certified soya. The websites of Cefetra also provide information regarding RTRS and CRS. Furthermore, the sustainability specialists of Cefetra attended multiple meetings/workshops about responsible soya, in which Cefetra has advised the supply chain about the importance, opportunities and implementation of certified responsible soya.

How did your organization support or promote RTRS?

E.g. what internal and external activities were organized?

- See also above. Moreover, Cefetra provides farmers with the step-wise approach to help farmers to go via CRS-certification to RTRS-certification. In that respect, Cefetra collaborates with Bayer CropScience to certify farmers in Brazil. Moreover, Cefetra works together with supply chain partners and farmers in some small projects to start with certification.

Did the organization proactively encourage other companies (supplier, customer, and colleague) to support or become members of the RTRS?

If so, please specify.

- Cefetra actively approaches customers to provide information about the different sustainable certification programs, by which responsible soy is promoted. Additionally, information is provided how the soya usage can be covered by the credits of these different sustainability programs.

Cefetra has been a speaker at conferences for the feed industry/grain trading. Moreover, Cefetra assists multiple companies in Europe with developing their soymeal policies.

Other relevant information on this topic

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**Other support activities**

Did your organization provide support towards RTRS certification for producers, such as training, in producing countries?

If so, please specify.

- Yes, Cefetra thinks it is important to continuously improve the sustainable level of the farmers within its CRS program. As such, it helps them to achieve RTRS certification (i.e. via the step-wise approach). Over the last years, we have worked closely with farmers in the CRS program and we expect that some of the farmers within the CRS program have reached the RTRS level and we will try to convince them to certify according to RTRS in 2019.

Did your organization raise/contribute funds in order to support capacity building and other activities? If so, please specify which organization were supported, the nature of the activities and the amount of funds that were contributed

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Did your organization participate in RTRS working groups or courses?


If so, please specify.

⇒ Yes, several people of Cefetra took actively part in the discussions during the RTRS-conference.

Other relevant information on this topic

⇒

**Other comments**

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