## CEFETRA

### Constituency:

<table>
<thead>
<tr>
<th>Industry, Trade &amp; Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date: 22-03-2018</td>
</tr>
<tr>
<td>Primary contact responsible for the institutional commitment to RTRS</td>
</tr>
<tr>
<td>(name, e-mail, phone number, office address)</td>
</tr>
<tr>
<td>➔ Roel Baakman, +31 10 4007919, Boomjes 40, 3011 XB Rotterdam, The Netherlands</td>
</tr>
<tr>
<td>Person reporting</td>
</tr>
<tr>
<td>(If different)</td>
</tr>
<tr>
<td>➔</td>
</tr>
<tr>
<td>Please state what the main activities of your organization are, both overall and those specifically linked to soy production:</td>
</tr>
<tr>
<td>➔ Cefetra is a trade and supply company. Cefetra imports soya into Europe for the feed industry</td>
</tr>
<tr>
<td>Please state in which regions the organization operates</td>
</tr>
<tr>
<td>➔ Importing soya from Brazil, Argentina, Paraguay</td>
</tr>
<tr>
<td>Is the person reporting for the entire organization or a specific region? (please, state which one)</td>
</tr>
<tr>
<td>➔ Entire organization</td>
</tr>
<tr>
<td>What is the organization’s policy on soy</td>
</tr>
<tr>
<td>please provide link if available</td>
</tr>
</tbody>
</table>

### 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. We trade around 3 mln mt of soybean meal, 0.1 mln mt of soybeans, 0.1 mln mt soya oil; 0.5 mln mt soya hulls

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

➔
MEMBER ANNUAL PUBLIC REPORT
2017

Operations related to RTRS Soy¹

<table>
<thead>
<tr>
<th>RTRS Certified Soy Purchased/used in 2017</th>
<th>Segregated</th>
<th>Mass Balance</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>211,458</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.

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

→

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 ambition of Cefetra to grow in volume of RTRS-certification, however, this depends as well on the demand of the feed industry in Europe.

What milestones has your organization defined for its responsible soy use? Please state annual targets/strategies, including its 2017 target if applicable

→ It is the ambition of Cefetra to make certified soya mainstream. With the CRS standard, Cefetra provides farmers with the opportunity to first certify the soya production according CRS and jointly working towards RTRS to achieve larger volumes of certified soya. Please see as well the following link: http://www.certifiedsoya.com/introduction/timeline/

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

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Segregated</td>
<td>Mass Balance</td>
<td>Credits</td>
</tr>
<tr>
<td>Direct use</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indirect use</td>
<td>300,000</td>
<td>300,000</td>
<td>300,000</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.
MEMBER ANNUAL PROGRESS REPORT
2017

TOTAL

Other relevant information on this topic

- Besides a growth in volume for RTRS, Cefetra envisions growth in volume for CRS in order to facilitate a stepwise approach towards RTRS. See also the timeline on the

Membership & Promotion

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

- Last year newsletters were send out 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?

- Cefetra has finished a pilot project, in collaboration with AFA and Shell, regarding the implementation of RTRS-certification at small and medium-size farms, using the cooperative structure (AFA). With this project, Cefetra and Shell provided support to AFA, and help them develop an infrastructure, and introduce RTRS-certification within their cooperative.

- Cefetra provides farmers a stepwise-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.

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.

Other relevant information on this topic

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 has finished a pilot project, in collaboration with AFA and Shell, regarding the implementation of RTRS-certification at small and medium-size farms, using the cooperative structure (AFA). With this project, Cefetra and Shell provided support to AFA, and help them develop an infrastructure, and introduce RTRS-certification within their cooperative.

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
Did your organization participate in RTRS working groups or courses?
If so, please specify.

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

Other relevant information on this topic

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Other comments

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