Marks & Spencer

**Constituency:**

**Date:** 25/3/2019

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

Mike Barry, mike.barry@marks-and-spencer.com, +44 776 763 `3658
Hazel Culley, hazel.culley@marks-and-spencer.com, +44 779 531 8511

Person reporting
(If different)

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

- Marks and Spencer plc (M&S) is one of the leading retailers in the UK with two distinct business units: Food, which accounts for 60% of Group Revenue, and Clothing and Home which accounts for 40% of Group Revenue. Although the majority of revenue comes from UK stores and M&S.com, products from both divisions are exported to Europe, Asia and the Middle East.

Activities specifically linked to soy are predominately in our animal protein supply chains (ruminant meat, poultry, pig, dairy, eggs and fish, including animal proteins used as ingredients in other products), where soy is a key raw material in animal feed. Soy is also used as a direct input into products such as soy milk and yoghurt, soy sauce and chocolate.

Please state in which regions the organization operates

- UK, Europe, Asia and the Middle East.

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

- Entire Organisation

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

- M&S policy on soy is to source from locations which do not contribute to deforestation, with the goal of achieving zero deforestation from the use of soy in the production of M&S products by 2020. We aim to halt illegal deforestation through accelerating the implementation of relevant legal frameworks in soy producing countries (such as the Forest Code within Brazil), while ensuring the parallel development and implementation of measures to exclude all deforestation from soy supply chains.

We required our major soy-using livestock suppliers of monogastric (i.e. pigs and poultry) and farmed fish species to source soy-containing feed to a standard that has been confirmed as meeting the requirements of the European Feed Manufacturers Federation (FEFAC) Soy Sourcing Guidelines. In April 2019 we have updated our policy to narrow the standards we accept to 5 key standards including RTRS and we also outline our ambition to move from a credit based system to mass balance and ultimately physical supply. In 2013 we committed to annually purchase 15,000 tonnes of Round Table Responsible Soy (RTRS) credits and in 2018
have increased this amount to 25,000 credits approx. which is approx. 1/3 of our soy consumption. We aim to continue this commitment while working with industry and other stakeholders to establish ways to scale up availability of deforestation-free soy within mainstream markets.

**Operations related to soy**

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

- 71,000 tonnes – indirect usage + approx. 400 tonnes direct usage

Do you have a system for calculating your (direct and indirect) production, purchase, trade or use of soybeans or derivatives?
- We have worked with the consultancy 3 Keel to track our usage in animal feed, this is the first year we have worked with 3 Keel on soy and learnt a lot about the process of tracking

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)

We used the CGF Soy Ladder categories as follows:

<table>
<thead>
<tr>
<th>Tier 1: Direct Soy</th>
<th>= 400 tonnes per annum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 2: Meats</td>
<td>= 48,000 tonnes</td>
</tr>
<tr>
<td>Tier 3: Eggs and Dairy</td>
<td>= 3000 tonnes</td>
</tr>
<tr>
<td>Tier 4a: Meat as ingredient</td>
<td>= 17,000 tonnes</td>
</tr>
<tr>
<td>Tier 4b: Dairy/Egg Ingredients</td>
<td>= 3,100 tonnes</td>
</tr>
<tr>
<td>Tier 5: Soy by-products</td>
<td>= 0 tonnes</td>
</tr>
</tbody>
</table>

Other relevant information on this topic
- By protein type: Poultry 30,000 tonnes, pork: 14,000 tonnes, Beef: 6,100 tonnes, lamb 6000 tonnes, Fish & sea food 7000 tonnes

**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></td>
<td></td>
<td>25,000 (M&amp;S) + 5,850 (supplier)</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?

- 3 Keel checked supplier declaration as part of reporting process

What type of products do you use RTRS soy for?
(Specify supply chain options), direct and indirect.

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1 Where ‘soy’ is mentioned this refers to all products (beans, oil, meal, hulls, lecithin, derivatives, etc.) and both direct and indirect use.
→ Indirect soy usage

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


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)

→ We are committed to purchasing RTRS certificates but will be working with our supply chain to move towards a more physical supply of sustainable soy. This will include RTRS but will also recognise other schemes

Does your organization expect to use 100% RTRS soy? If so, by when?

→ As above

What milestones has your organization defined for its responsible soy use? Please state annual targets/strategies, including its 2018 target if applicable

→ Our suppliers will be required to show that they support sustainable soy usage by the end of 2020. This will include RTRS but is not limited to RTRS.

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>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></td>
<td>30,000</td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td>30,000</td>
<td></td>
</tr>
</tbody>
</table>

Other relevant information on this topic

→ M&S policy on soy used in our products is to source from locations which do not contribute to deforestation, with the goal of achieving zero deforestation from the use of soy in the production of M&S products by 2020.

By 2025, the 50 key raw materials (including soy) used for M&S products will come from sources verified as respecting the integrity of ecosystems, the welfare of animals and the wellbeing of people and communities. This will cover over 80% of M&S raw material usage by volume.

**Membership & Promotion**

How did your organization provide information about its RTRS membership to internal and/or external audiences?
As above, we publish a statement on our website, including a link to the RTRS website. We also promote the benefits of RTRS as members of the Cerrado Manifesto Business Statement of Support Coalition, The UK Round table on Responsible Soy, The CGF Soy Buyers Coalition and the Retailers Soy Group, where we discuss our RTRS membership and Credit purchases.

How did your organization support or promote RTRS?
E.g. what internal and external activities were organized?

→ As above

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

→ RTRS is featured in the M&S supplier policy.

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.

→ M&S invested in a three-year Solidaridad development programme in Paraguay that was designed to increase the capacity of soy smallholders to meet RTRS standards.

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

→ As above

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

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Other relevant information on this topic

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Other comments

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