Marks and Spencer plc

Constituency: Industry, Trade & Finance

Date: 6th March 2018

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

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Hazel Culley, hazel.culley@marks-and-spencer.com, +44 779 531 8511

Person reporting (If different)

Gill Higgins, Gillian.Higgins@marks-and-spencer.com, +353 87 138 5210

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 require 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 2013 we committed to annually purchase 15,000 tonnes of Round Table Responsible Soy (RTRS) credits. This is equivalent to circa 25% of M&S total 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

Total: 59,000 tonnes.
Direct Use: 400 tonnes
Indirect Use: 49,600 tonnes

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

We commissioned KPMG to carry out an analysis and calculation of M&S direct and indirect soy consumption.

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:

Tier 1: Direct Soy = 400 tonnes per annum

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

We used the CGF Soy Ladder categories as follows:

Tier 2: Meats = 28,800 tonnes
Tier 3: Eggs and Dairy = 6,400 tonnes
Tier 4a: Meat as ingredient = 21,600 tonnes
Tier 4b: Dairy/Egg Ingredients = 2,100 tonnes
Tier 5: Soy by-products = 0 tonnes

Other relevant information on this topic
By protein type, chicken was the highest at 21,800 tonnes, followed by fish at 14,500 tonnes.

Operations related to RTRS Soy

<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>0</td>
<td>0</td>
<td>15,000</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?

Purchased directly.

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.
The 15,000 Credits is equivalent to circa 25% of M&S total soy consumption.

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

Yes, we published the following statement on our website: As a leader in encouraging responsible soy sourcing, in 2013 we committed to purchase 15,000 tonnes of Round Table Responsible Soy (RTRS) certificates each year for three years. This is equivalent to the soy used in all M&S Oakham™ chicken products and the largest volume made by any UK retailer. 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.


Other relevant information on this topic
n/a

**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)

As above

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

We do not have a plan or timeline to achieve this target.

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

Please state annual targets/strategies, including its 2017 target if applicable

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.

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>
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<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>15,000</td>
<td>15,000</td>
<td>15,000</td>
</tr>
<tr>
<td>TOTAL</td>
<td>15,000</td>
<td>15,000</td>
<td>15,000</td>
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</tbody>
</table>

Other relevant information on this topic
n/a

**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 National Initiative on 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.

No.

Other relevant information on this topic
n/a

Other support activities

Did your organization provide support towards RTRS certification for producers, such as training, in producing countries?
If so, please specify.

No.

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.

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

No.

Other relevant information on this topic
n/a

Other comments

n/a