MEMBER ANNUAL PUBLIC REPORT
2015

Waitrose Ltd

* If there is any information that you consider as confidential or sensitive, or violates any commercial law please fill it with "CONF".

Constituency: Industry, Trade & Finance

Date: March 2016

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

Riyaz Dhalla, riyaz.dhalla@waitrose.co.uk, 01344824970, Doncastle Road, Southern Industrial Area, Bracknell, RG12 8YA

Person reporting (If different)

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

Retailer (sale of Waitrose branded food products that contain soya based ingredients/derivatives; sale of Waitrose branded meat, poultry, egg, milk and farmed fish fed on diets that include soya)

Please state in which regions the organization operates

UK

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

UK

What is the organization’s policy on soy

Please provide link if available

http://www.waitrose.com/content/waitrose/en/home/inspiration/about_waitrose/the_waitrose_way/gm.html

Operations related to soy

What is your organization’s annual soy footprint?

Please state direct use and indirect use, in tonnes

The indirect use of soy in animal feed in the production of Waitrose Branded meat, poultry, egg, milk and farmed fish accounts for the majority of our soya footprint. Our dedicated Producer groups have calculated...
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this to be 51396 T. Over 60% of this is already ProTerra Certified.
Our own label soy drink products used 75T of ProTerra Certified soya during 2015.
In addition we have estimated the annual soy footprint for ingredients and derivatives such as soya flour,
soya lecithin etc used in Waitrose branded products to be less than 1000 T. We purchase RTRS soya credits
on an annual basis to cover this usage.

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

→ We have a mechanism for calculating our soy ingredient footprint for own label products via our
specification and purchasing systems. Our livestock, poultry and aquaculture producer groups record actual
soya usage in feed rations on an on-going basis. Meat and poultry raw material from these sources are also
used in our further processed products such as ready meals, pies and sandwiches etc. and are included in
these calculations.

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)
Please specify per tier as defined by CGF (http://www.theconsumergoodsforum.com/the-consumer-goods-forum-helps-make-soy-footprinting-possible)
Tier 1: Directly purchased soy and its derivatives
Tier 2: Raw meat feed.
Tier 3: Eggs and diary.
Tier 4A: Meat in processed food products.
Tier 4B: Eggs and dairy in processed food products
Tier 5: Sundry indirect (embedded) soy and soy derivatives

→ 75 T is used in the production of Waitrose branded soy drink. This soya is ProTerra Certified.

We purchase 1000 RTRS Credits on an annual basis to cover other ingredient usage in Waitrose branded
products (e.g. soya flour, soya lecithin etc)

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 and specify the scope, where relevant (national/international, own brands/all brands, etc)
Please specify per tier as defined by CGF (http://www.theconsumergoodsforum.com/the-consumer-goods-forum-helps-make-soy-footprinting-possible)

→ Tier 2 : Total 44607 T used in feed for the production of own label meat, poultry and UK farmed fish

Tier 3 : Total 6789T used in feed for the production of own label eggs and milk

Other relevant information on this topic

→ Tier 2: of the volume quoted above 25545 T is ProTerra Certified

Tier 3 : of the volume quoted above 6029 T is ProTerra Certified

i.e over 60% of the total soya used in feed rations is already ProTerra Certified
Operations related to RTRS Soy

<table>
<thead>
<tr>
<th>RTRS Certified Soy Purchased/used in 2015</th>
<th>Segregated</th>
<th>Mass Balance</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1: Directly purchased soy and its derivatives</td>
<td></td>
<td></td>
<td>1000</td>
</tr>
<tr>
<td>Tier 2: Raw meat feed.</td>
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<td></td>
</tr>
<tr>
<td>Tier 5: Sundry indirect (embedded) soy and soy derivatives</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
<td>1000</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?

Waitrose were the 1st UK retailer to purchase soya credits in 2012 and we have continued to purchase 1000 credits in each of the subsequent years (2013, 2014, 2015, 2016)

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

The 1000 RTRS soya credits are purchased to cover usage as ingredient and derivatives in Waitrose branded products (e.g. soy flour, soy lecithin etc).

What are the main products and/or brands that contain RTRS certified soy or embedded soy?

note comments above

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

Our non GM Policy requires our supply chains to source physical Non GM RTRS or ProTerra Certified soya where this is commercially available. Currently over 60% of the soya based ingredients used in animal feed by our supply chains is non GM ProTerra Certified.

75 T of Pro Terra Certified soya was used in the production of Waitrose Branded soya drink products during 2015.

Waitrose is a signatory of the soya moratorium, a collective group of organisations representing the European Soya customer group. The feed used by our UK livestock, poultry and aquaculture producer groups is also produced in accordance with the FEMAS responsible procurement module which is soya moratorium compliant. Further information is provided on our website via the link below:

http://www.waitrose.com/content/waitrose/en/home/inspiration/about_waitrose/the_waitrose_way/gm.html.html

Other relevant information on this topic

1 Where ‘soy’ is mentioned this refers to all products (beans, oil, meal, hulls, lecithin, derivatives, etc) and both direct and indirect use.
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 have been purchasing RTRS Soya credits on an annual basis since 2012 to cover usage as food ingredients and derivatives.

Our aim is to ensure all soya usage in Waitrose branded food products and that used in feed for the production of our meat, poultry, egg, milk and farmed fish is procured from physical certified sources deploying sustainable soya certification schemes such as those operated by RTRS and the ProTerra Foundation where commercially available.

Our Progress is reported via the website link below:

http://www.waitrose.com/content/waitrose/en/home/inspiration/about_waitrose/the_waitrose_way/gm.html

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

we have a commitment to use physical certified sustainable soya by 2020 sourced via sustainability schemes such as those operated by RTRS and the ProTerra foundation where commercially available

http://www.waitrose.com/content/waitrose/en/home/inspiration/about_waitrose/the_waitrose_way/gm.html

What milestones has your organization defined for its responsible soy use?
Please state annual targets/strategies, including its 2016 target if applicable

note progress via link provided

http://www.waitrose.com/content/waitrose/en/home/inspiration/about_waitrose/the_waitrose_way/gm.html

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

<table>
<thead>
<tr>
<th>(tonnes)</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Segregated</td>
<td>Mass Balance</td>
<td>Credits</td>
<td>Segregated</td>
</tr>
<tr>
<td>Direct use</td>
<td>1000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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Indirect use

TOTAL

Other relevant information on this topic

Membership & Promotion

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

- Information relating to RTRS Membership and sustainable soya commitment is communicated to internal and external audiences via our website http://www.waitrose.com/content/waitrose/en/home/inspiration/about_waitrose/the_waitrose_way/gm.html.htm

How did your organization support or promote RTRS?

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

- Waitrose has been a member of RTRS since 2010 and has been actively engaged in developing the Retailer Soya Group. The Retailer Soya Group is represented on the RTRS Executive Board. We have continued our support for RTRS through our membership of the RTRS, purchase of RTRS Soya Credits, networking with RTRS members, the RTRS secretariat and RTRS EB at various conferences.

We have contributed to the development of Retailer Soya Group (RSG) requirements for responsible soy and the Consumer Goods Forum Sustainable soy sourcing guidelines (CGF). Both the RSG requirements for responsible soy and CGF sourcing Guidelines include certification schemes operated by RTRS and the ProTerra Foundation.

As part of the Retailer soya group, we helped facilitate dialogue between RTRS and the ProTerra Foundation culminating in the development of a memorandum of understanding between the two organisations.


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

If so, please specify.

- We have participated in networking opportunities with RTRS at a number of conferences and workshops including the RTRS meeting in London in 2012, the Swiss Soya network Workshop in Zurich in 2012, the Pro Terra conference held in Rotterdam in 2013 and the Danube soya congress held in Germany in 2013.

We are active participants in the review of the RTRS Standard P&C’s via the Retailer Soya Group.
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.

➡ Waitrose was the 1st UK Retailer to purchase RTRS Credits in 2012 and we have continued to purchase RTRS credits on an annual basis.

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

➡ We are involved in a number of research activities relating to feed sustainability and this is communicated via our website

http://www.waitrose.com/content/waitrose/en/home/inspiration/about_waitrose/the_waitrose_way/gm.html

additional links are provided below:

http://waitrose.pressarea.com/pressrelease/details/78/CORPORATE%20NEWS_13/5619


http://sustainableforageprotein.org/

https://www.forumforthefuture.org/project/protein-challenge-2040/overview

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

➡ Regular feedback on RTRS Working Group activities and Public consultations is relayed to the secretariat via the Retailer Soya Group representative on the EB.

Other relevant information on this topic

➡
Other information or comments

Waitrose is a signatory of the soya moratorium, a collective group of organisations representing the European Soya customer group. The feed used by our UK livestock, poultry, and aquaculture producer groups is produced in accordance with the FEMAS responsible procurement module which is soya moratorium compliant. The Soya Moratorium has been extended to May 2016.


We are actively engaging with the GTS Working Group via the European Soya Customer Group Forum to ensure any post Moratorium replacement mechanism is sufficiently robust to maintain current rigor.