Minutes No. 167 of the Executive Board Meeting held on

Tuesday, December 10, 2019, 15:00 to 18:00, CET time (in accordance with article 21, section [1] of the RTRS Statutes).

Agenda:

1. Approval of the Executive Board meeting minutes No. 166.

2. November 2019 Key Performance Indicators (KPIs) & Priorities Update.

3. Actions to be adopted in connection with Members in default of certain obligations: approval of the suspension of Members listed in Annex #3, who, by December 10, 2019, continue to have overdue debts and have not yet presented a payment plan.


5. Approval of the RTRS Standard on Responsible Corn Production Draft V0.2, to be further submitted to a second Public Consultation.


7. Update on RT15: outlines & objectives.


9. Any other business.

10. Closing.

A. Introduction

The meeting of the Executive Board of the Round Table on Responsible Soy Association (RTRS) starts on Tuesday, December 10, 2019 at 15:00 CET time.

Participants: RTRS Executive Board members:

- Juliana de Lavor Lopes, Amaggi (constituency: Producers): juliana.lopes@amaggi.com.br
- Maria Cristina Delicato, Associação Amigos da Terra – CAT Sorriso (constituency: Producers): cristinadelicato@terra.com.br. (Alternate for Anadir Regina Graça Paiva): dudypaiva@hotmail.com
- Gisela Regina Introvini, FAPCEN (constituency: Producers): giselaintrovini@hotmail.com
- Ulises Javier Martinez Ortiz, Fundación Vida Silvestre (constituency: Civil Society Organizations): ulises.martinez@vidasilvestre.org.ar
- Hernan Zunino, The Nature Conservancy (TNC) (constituency: Civil Society Organizations): hernan.zunino@tnc.org
• Oswaldo de Carvalho Junior, Earth Innovation Institute (constituency: Civil Society Organizations): ocarvalho@earthinnovation.org

• Jorn Jasper Schouten, ACT Commodities (constituency: Industry, Trade and Finance): JSchouten@actcommodities.com

• Stefan Heinke, Bayer AG, (constituency: Industry, Trade and Finance): stefan.heinke@bayer.com


RTRS Secretariat based in Zurich:

• Ingrid Korn, RTRS Administration Officer: ingrid.korn@responsiblesoy.org

RTRS Secretariat based in Buenos Aires:

• Marcelo Visconti, RTRS Executive Director: marcelo.visconi@responsiblesoy.org

• Laura Villegas, Communications Officer: laura.villegas@responsiblesoy.org

• Daniel Kazimierski, Technical Unit Officer: daniel.kazimierski@responsiblesoy.org

• Ana Laura Andreani, Technical Unit Analyst: ana.andreani@responsiblesoy.org

Special guests invited:

• Cid Sanches, RTRS External Consultant: cidsanches64@gmail.com

• Mabel Fernández, RTRS Financial External Consultant: mabelau.fernandez@gmail.com

Ulises Javier Martínez Ortiz, Vice-President of the RTRS Executive Board, chairs the meeting and welcomes the participants to the Executive Board meeting. The agenda is presented, and participants are asked whether any additional topics should be included. No other topics are included. The meeting begins.
B. Quorum and proposals

Ulises Javier Martinez Ortiz ascertains that the quorum required to validly pass resolutions has been reached. The Executive Board considers the following items on the agenda:

1. *Approval of the Executive Board meeting minutes No. 166.*

Minutes No. 166 are reviewed page by page.

In the absence of any objections, Ulises Javier Martinez Ortiz confirms that the Executive Board approves the resolution.

| The RTRS Executive Board resolves the following: |
| "The Executive Board meeting minutes No. 166 are approved (by consensus)." |

2. *November 2019 Key Performance Indicators (KPIs) & Priorities Update.*

The November 2019 Key Performance Indicators are presented to the Executive Board members. The indicators show that sales until November 2019 registered an increase of 28% over the same period of 2018. Such increase is perceived as a trend, since approximately 30 new and relevant buyers are now participating in the RTRS certified material market.

It is further informed that purchases registered within the Mass Balance market in 2019 has significantly increased by 200,000 tons of certified material compared to 2018, mainly explained by the increasing demand from the biofuels market.

With regards to the number of certified tons of RTRS' material, the indicators show that, although in 2019 there has been a decrease in the total volume, RTRS has already achieved three million tons and will finish 2019 with 3.6 million tons. This implies that a decrease in the amount of certified material will be registered this year, in comparison with 2018.

In Argentina, however, the certified production has increased from 370,000 to more than 500,000 tons of certified material. This increase is explained by several factors, namely the climate conditions resulting in an increase of yields, an increase in soy cultivated areas and the registration of new producers.

Regarding certified production in stock, it is confirmed that around 5 million credits are available in the market up until this date.

The number of certified producers remain the same as in 2018. The only exception is India, where a decrease was registered due to the shrinkage in demand. RTRS, however, is expecting 3,000 new producers that are striving to meet all the requirements of the RTRS Standard. With regards to Mozambique, the Executive Board members are informed that due to the lack of support in order to afford the certification process, the Mozambique growers' group has discontinued the RTRS certification.
In connection with memberships, the Executive Board members are informed that 12 organizations joined RTRS in 2019.

Jorn Jasper Schouten takes the floor and suggests looking up for other certification schemes to further analyze and understand the trend of the sustainable soy market.

Hernán Zunino takes the floor and suggests developing a Key Performance Indicator to show the rate between production and demand of RTRS certified material. Such rate would be helpful not only to calculate how much certified material is produced and how much of that certified material is demanded, but also to analyze how demand is reacting towards supply within the sustainable soy market. Daniel Kazimierski ascertains that in order to achieve a representative number, such rate should be calculated every six months.

The Executive Board members agree with Hernan Zunino’s suggestion.

Thereupon, an update on the priorities is presented. With regards to the Umbrella RTRS Story, building on the good performance of the Zero Means Zero campaign, the Executive Board members agree that for the moment the communication should be focused on such campaign.

Regarding the European Outreach, it is informed that the process of interviews is finished, and the recruitment is expected to be completed in January 2020.

In respect of the Collaborative Soy Initiative, it is informed that the Collaborative Soy Initiative Steering Committee members responded positively to the comments of the RTRS Executive Board discussed during the Beyond 2020 strategy meeting held in St Gallen in November.

Finally, reference is made to the remaining priorities. The Executive Board members are informed that the “Beyond 2020” RTRS Strategy, the RTRS Standard for Responsible Corn Production, the ISEAL membership application process and the RTRS Conversion Factors System are moving forward as planned.

Since no further comments or questions are posed on the subject, the Executive Board members decide to move to the next item in the agenda.

3. Actions to be adopted in connection with Members in default of certain obligations: approval of the suspension of Members listed in Annex #3, who, by December 10, 2019, continue to have overdue debts and have not yet presented a payment plan.

Reference is made to the list attached in Annex #3 to the agenda for this Executive Board meeting. Out of the eight Members mentioned in such list, two have already paid their debts, four have presented a payment plan and the remaining two expressed their intention to withdraw from membership.
As a consequence of the above, it is proposed (i) not to suspend the four Members that have presented a payment plan and set a deadline for them to pay their overdue debts, and (ii) take note about the two Members that decided to withdraw from membership. Therefore, the RTRS Executive Board members agree that there is no need to impose any suspension.

The RTRS Executive Board resolves the following:

“The suspension of Members listed in Annex #3 attached to the agenda for this Executive Board meeting is rejected (by consensus).”

“To write-off the debts of the two Members mentioned in Annex #3 attached to the agenda for this Executive Board who decided to withdraw from membership (by consensus).”

The Executive Board members further agree that (i) the two Members who withdrew from membership will have to pay an amount equal to their overdue membership fees in case they decide to become RTRS Members again in the future (as set forth in Article 8(4) of RTRS Statutes); and (ii) during the Executive Board physical meeting to be held in February 2020, the situation of the four Members who presented a payment plan will be reviewed.”


A letter from Vruti, alongside with a background regarding such organization and its commitment towards RTRS as a former member of the Executive Board and current certified producer is presented to the Executive Board members.

Vruti requests the RTRS Executive Board to support such organization in the selling of RTRS credits (amounting to 15,408 approximately).

Jorn Jasper Schouten remarks that the current global environmental agenda is driving the demand to other regions, such as Brazil and Argentina. He further mentions that RTRS might evaluate the possibility of finding a collaborator in Asia, in order to foster the demand of RTRS certified material in India.

Jorn Jasper Schouten also highlights the value of the blind trade option of the RTRS Trading Platform, as well as the negative impact the RTRS Regional credits option might have on certain RTRS certified producers in India and China.

The Executive Board members are informed that the RTRS Trading Platform is estimated to be upgraded in January 2020- resulting in an increase of its transactions efficiency.

Jorn Jasper Schouten and Ulises Javier Martinez Ortiz ask the RTRS Secretariat to analyze the scenario of removing the regional alternative from the blind trade option within the RTRS Trading Platform and present it in the next Executive Board physical meeting to be held in February 2020.

After a brief exchange of views, the Executive Board members decide to move to the next item in the agenda.
5. Approval of the RTRS Standard on Responsible Corn Production Draft V0.2, to be further submitted to a second Public Consultation.

The status on the development of the RTRS Standard on Responsible Corn Production is presented.

The first public consultation period of 60 days has concluded. During this period, several comments were received and analyzed by the Working Group members and were further included in the RTRS Standard on Responsible Corn Production Draft V0.2.

It is further mentioned that after the approval of this RTRS Standard on Responsible Corn Production Draft V0.2, the document will be submitted for a second period of public consultation of 40 days in order to comply with ISEAL requirements.

Once the second consultation period is completed, the RTRS Secretariat will gather all the comments received and will organize a conference call with the Working Group members only if needed in order to be able to deliver a final draft version of the document in early February 2020.

The final version of the “RTRS Standard on Responsible Corn Production” will be presented to the Executive Board for approval during the physical meeting to be held on February 12 in Sorriso, Brazil. It will then be submitted for the approval of the RTRS Members by means of a written resolution (in accordance with Article 12.2 of RTRS Statutes) during March 2020.

Consequently, it is expected that the RTRS Standard on Responsible Soy Production will start to be implemented in April 2020.

The RTRS Executive Board resolves the following:

“The RTRS Standard on Responsible Corn Production Draft V0.2 is approved (by consensus).”


The Annual Summary Communication “RTRS Highlights 2019” is presented.

The Executive Board members are informed that following the preliminary conclusions of the “Beyond 2020” RTRS Strategy discussions in St. Gallen, this communication will focus on the performance and outcomes of RTRS as both a multi-stakeholder global platform on responsible soy and as a certification scheme.

It is further informed that the Annual Summary Communication “RTRS Highlights 2019” will be issued in January 2020.

Since no comments or questions are posed on the subject, the Executive Board members decide to move to the next item in the agenda.
7. **Update on RT15: outlines & objectives.**

An update on the venue and dates for the RTRS Annual Conference (RT15) is presented.

Due to the fact that the date of the Amsterdam Declarations Partnership’s meeting has been rescheduled for November 2020, the Executive Board members wish to review the decision taken during the Executive Board meeting held on November 27, 2019, in connection with the venue and dates for the RTRS Annual Conference (RT15).

Based on budgetary matters and the possible engagement opportunities at the European Union level, Brussels is proposed again as the location for the RT15.

With regards to the date for the RT15, it is proposed to hold such conference on June 9 and 10, 2020.

Luiz Carlos Iaquinta Filho agrees with the location proposed.

Jorn Jasper Schouten asks to approach other roundtables, such as the Roundtable on Sustainable Palm Oil (RSPO) or Aquaculture Stewardship Council (ASC), in order to hold a back-to-back event with one of them.

Aukje Berden supports the proposal and remarks the need to safeguard the identity, spirit and objectives of the RTRS Annual Conference.

Jorn Jasper Schouten offers to contact Innovation Forum and work on the possibility to hold a back-to-back event with them.

Marcelo Visconti agrees on working with Innovation Forum in order to hold a back-to-back event and suggests that if RTRS reaches an agreement with Innovation Forum by Friday December 13, the RT15 should be held on June 4 and 5, 2020, in London. If no agreement is reached, the RT15 should be held on June 9 and 10, 2020, in Brussels. In this sense, the Executive Board will be informed of the proposed schedule through an email by the Secretariat. Further, the decision on the date and location of RT15 will be formally approved during the next Executive Board meeting, on February 12, 2020.

Since no further comments or questions are posed on the subject, the Executive Board members decide to turn the discussion to the RT15 outlines and objectives.

Certain topics are introduced to frame the RT15’s discussions, namely the “Beyond 2020” RTRS Strategy, producers and buyers dialogue (focusing on mass balance), Chaco Region, the European Union & Asia’s role, climate change and gender.

Stefan Heinke suggests trying to focus on a few consolidated topics and to increase collaboration with other organizations, such as The Global Roundtable for Sustainable Beef (GRSB).

Aukje Berden agrees with Stefan Heinke and suggests focusing on a collaboration scheme “beyond soy”, approaching other sectors, such as consumers; retailers; The Consumer Goods Forum (CGF); the dairy, protein and feed sectors; among others. She further stresses the need to work on a more interactive annual conference.
Jorn Jasper Schouten agrees with Stefan Heinke and Aukje Berden’s suggestions.

Stefan Heinke further suggests bringing a keynote speaker.

Gisela Regina Introvini suggests including “new technologies” as a topic within the RT15 agenda. Stefan Heinke and Aukje Berden agree on including such topic and suggest approaching it from a scientific perspective in order to guarantee its accuracy.

Aukje Berden further suggests framing the topic as “farming technologies” and “environmental footprint.”

The Executive Board members commit themselves to complete a brief survey in order to gather concrete feedback and suggestions to consolidate and build the RT15.

Since no comments or questions are posed on the subject, the Executive Board members decide to move to the next item in the agenda.


The Statement of the Zero Means Zero campaign “Beyond Deforestation” is presented and positioned as the closing communication statement for the Zero Means Zero campaign to be concluded in January 2020.

Such statement will focus not only on deforestation but also on the concept of “sustainability” as a holistic approach to enhance social and good agricultural practices.

Furthermore, the Executive Board members are informed that the closing statement of the Zero Means Zero campaign will be communicated in January 2020, via (i) the RTRS website, (ii) email, and (iii) social media.

Juliana de Lavor Lopes asks to check and explicitly include in the communication the official source of the figures on the Cerrado. Ulises Javier Martinez Ortiz and Hernan Zunino confirm that they will help in checking the official source of said figures.

The RTRS Executive Board resolves the following:

“The closing statement of the Zero Means Zero campaign is approved, subject to the confirmation of the official source of the figures on the Cerrado (by consensus).”

9. Any other business.

The Executive Board members decide not to discuss any other business.

10. Closing.

The meeting is closed on Tuesday, December 10, 2019 at 18:00 CET time.

Ulises Javier Martinez Ortiz
RTRS Vice-President

Marcelo Visconti
Executive Director of RTRS

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