Solidaridad
CHANGE
THAT MATTERS
RTRS EU TASK FORCE LAUNCH

RTRS IN 8 STATEMENTS

Gert van der Bijl, Solidaridad
GERT VAN DER BIJL

Solidaridad Network International Soy Programme coordinator

Member of RTRS executive board

Based in the Netherlands
WE BRING TOGETHER SUPPLY CHAIN ACTORS TO IMPROVE PRODUCTION,

ENSURING THE TRANSITION TO A SUSTAINABLE AND INCLUSIVE ECONOMY THAT MAXIMIZES BENEFIT FOR ALL
SOLIDARIDAD INITIATES PROGRAMMES IN KEY SECTORS WORLDWIDE
A FEW FACTS ABOUT OUR SOY PROGRAMME

- Long history of working with critical NGOs on soy in South America
- Diverted from working with protesters to supporting improvement after 2006
- Funding: Dutch government, IDH, Moore Foundation and others
- In 2014 working with 130,000 soy producers in 38 projects in 9 countries
# SOLIDARIDAD FARMER SUPPORT PROJECT IN SOY
(COOPERATION WITH RTRS)

**NUMBER OF FARMERS REACHED IN 2014**

<table>
<thead>
<tr>
<th>Country</th>
<th># farmers</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>2,000</td>
</tr>
<tr>
<td>India</td>
<td>75,000</td>
</tr>
<tr>
<td>Mozambique</td>
<td>25,000</td>
</tr>
<tr>
<td>Malawi</td>
<td>20,000</td>
</tr>
<tr>
<td>Ghana</td>
<td>1,500</td>
</tr>
<tr>
<td>Bolivia</td>
<td>2,500</td>
</tr>
<tr>
<td>Paraguay</td>
<td>2,600</td>
</tr>
<tr>
<td>Argentina + Brazil</td>
<td>500 (1.1 mln ha)</td>
</tr>
</tbody>
</table>
SOLIDARIDAD
PARTNERSHIPS IN 2012 / 2013 INCLUDE

- Marks & Spencer
- Unilever
- Arla
- FrieslandCampina
- Ben & Jerry's
- Cono
STATEMENT 1

“RTRS IS GREENWASH FOR TRADERS AND MULTINATIONALS”
“RTRS IS GREENWASH FOR CARGILL AND SIMILAR COMPANIES”

- If this was true, traders would not be so reluctant in promoting RTRS in Europe and in producing countries.

- In the real world, most traders will only step in if they are forced to do so by market demand.
STATEMENT 2

“RTRS IS GREENWASHING GM”
More than 80% of worldwide soy production is GM
RTRS certifies both GM and non-GM soy
Sustainability issues are there in GM and non-GM soy
If companies want non-GM RTRS soy it is possible + there is ample supply through ProTerra
EU imports 35 mln tons of soy, of which also 80% GM
Also in Germany and France, 70 – 80% of soy is GM
STATEMENT 3

“RTRS CERTIFICATION IS TOO DIFFICULT FOR SMALLHOLDERS”
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- RTRS certification is not easy. And it should not be!
- Farmers need to comply with 99 indicators of which 52 immediately.
- Legal compliance huge issue: do you want to be linked to production that is not legal compliant?
- South America: 90% production on farms with >100 ha. In 2013 17.200 farmers certified, including 16.500 small farmers in India + 200 Brazilian family farmers
- The proof is there!
STATEMENT 4

“RTRS IS A GOLD STANDARD”
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- It is not!
- Some producers found it too demanding, some NGOs found it far too weak
- Proposal for stricter requirements on deforestation and pesticides were on the table as well
- The RTRS standard is the result of a multistakeholder process between producers, buyers and NGOs: the optimal compromise: ambitious but doable!
STATEMENT 5

“BRAZILIAN PRODUCERS DO NOT SUPPORT RTRS OR ITS STANDARD”
After the RTRS deforestation criterion was approved in 2009, the Brazilian farm organization Aprosoja + the soy trade umbrella organization ABIOVE stepped out. They did not believe that buyers would really pay for deforestation requirements beyond the law. But farmers are clear: if buyers pay they can supply RTRS soy. There are three organizations in the RTRS board representing Brazilian soy farmers.
STATEMENT 6

“WE SHOULD AIM FOR PHYSICAL SUPPLY OF RTRS SOY AS SOON AS POSSIBLE”
It is about cost effective stimulation of sustainability, not about product quality

So far, most RTRS soy traded is book & claim: transaction between producer and buyer without link to the physical soy flow

Advantage of ‘book & claim’ is that premium paid ends up directly with producers that certify

Mass balance and segregation more expensive affordable at reasonable price if volumes are high(er) or if you lower the bar on sustainability

“WE SHOULD AIM FOR PHYSICAL SUPPLY OF RTRS SOY AS SOON AS POSSIBLE”
TRACEABILITY MODELS
SOURCE: NEW FORESIGHT
STATEMENT 7

“SUPPLY OF RTRS SOY MAY BE TOO LOW AND PRICE TOO HIGH”
(THE SO-CALLED NON-GM SCENARIO)
There is a surplus of RTRS soy at the moment and many producers complain there is no one buying their RTRS soy

As a result of support projects (Soy Fast Track Fund) there is availability of 2 million tons additional ‘certifiable’ already

If there is more demand, more supply will follow
STATEMENT 8

“RTRS SOY IS VERY EXPENSIVE”

RTR$?
“RTRS SOY IS VERY EXPENSIVE”

- Price of soymeal is between € 350 – 450 / ton
- Costs of RTRS: around € 2-3/ ton*: 0.5 -1%!
- Animal feed has 5 -25% of soy meal
- Result in terms of cost per unit:

*KPMG: Sustainable Insight -A roadmap to responsible soy (2013)
COSTS OF RTRS SOY PER UNIT

PER KILO / PER LITRE / PER EGG

How much more would we have to pay if we use RTRS certified soy?
PER KILO / PER EGG
ARE YOU RESPONSIBLE?

- Soy has a long value chain, with many actors
- It is easy to look for someone else to solve the issue

RTRS SOY IS AVAILABLE AT REASONABLE AND AFFORDABLE PRICE.
THE CHOICE IS YOURS!