



Collaborative Soy Initiative

The multiple routes to responsible sourcing: combining the best of approaches for conversion-free sustainable soy.

A narrative and a 'magicube' tool. November 18th 2021

Agenda of today's webinar: 15:00-16:30


1. Welcome and intro by the Collaborative Soy Initiative.
2. Launch narrative The Multiple Routes to Responsible Sourcing, combining the best of approaches to conversion-free sustainable soy
3. Launch dialogue tool the “Soy Magicube”
4. Examples of approaches and their combinations, by various Meta Meeting participants.
5. Test: ...and how about the EU Regulation?
6. Final thoughts and wrap up .





Welcome and intro: The Collaborative Soy Initiative

Heleen van den Hombergh
& Lieven Callewaert



Vision of the Collaborative Soy Initiative :
100 % conversion free sustainable soy
production and uptake
on a global scale



Mission of the Collaborative Soy Initiative:

- + Inform about the actions that are on-going;
- + Facilitate synergies between stakeholder initiatives and actions;
- + Come-up with new actions that are not yet done, but needed and when relevant to the above

By doing this, CSI seeks to support genuine impact on nature conservation, people's rights and responsible land use.



CSI Meta Meetings in face of overall goal 100 % conversion free sustainable soy on a global scale:

collective learning and thinking between
international and regional soy initiatives:
becoming stronger together, searching for
synergy of routes, coming to consistency while
dealing with diversity



Website... and check info hub:

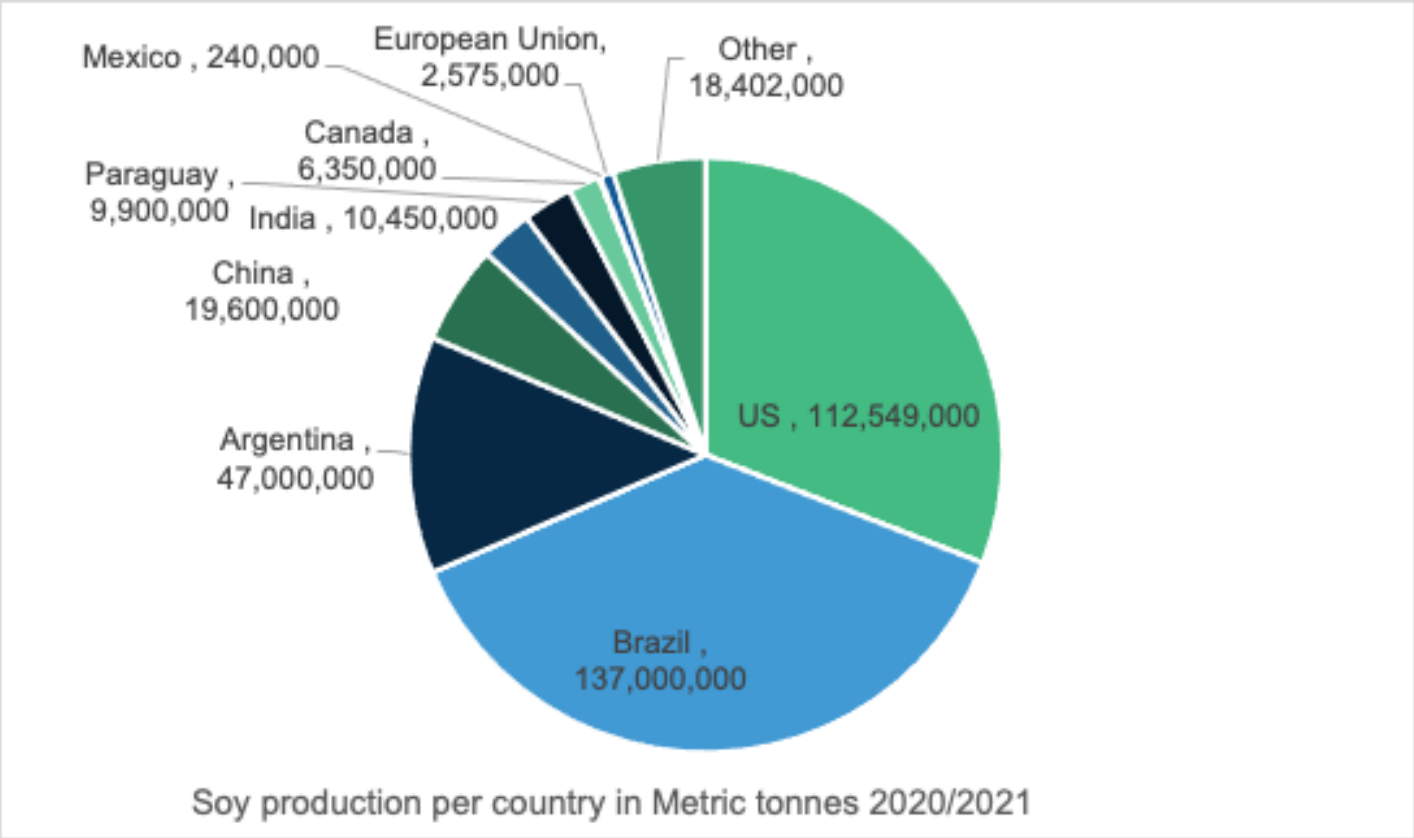
[https://thecollaborativesoyinitiative.info/
what-we-do/ongoing-activities](https://thecollaborativesoyinitiative.info/what-we-do/ongoing-activities)

Priorities identified in Meta Meetings:

1. Promote ambitious, compatible sustainability goals & targets by users/buyers to create scale for conversion free sustainable soy.
2. Based on these goals & targets create consistent (at least compatible) asks to traders and producers.
3. Develop a shared narrative of these asks.
4. Engage with traders and producers to create effective & constructive communication about asks.
5. Create incentives for producers to meet requirements.



Global soy production 364 million tonnes 20/21 (European Soy Monitor, forthcoming) occupying about 130 million hectares.



Scope: global soy production



The narrative
Multiple Routes to Sustainable Sourcing

Heleen van den Hombergh

The multiple routes to responsible sourcing

Combining the best of approaches for conversion-free sustainable soy

A narrative and “Magicube” tool

There is no single path to sustainable soy. At the Collaborative Soy Initiative we believe we can achieve our vision of 100% conversion-free sustainable soy production and market uptake on a global scale. However, there are several ways to get there, and they best work in combination.



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Bird's eye view over added values: please read the narrative!

- A. Robust certification schemes** set and control environmental and social criteria, including and beyond conversion
- B. Biome wide moratorium** esp if strong verification mechanism: one clear requirement and landscape wide effect
- C. Clean suppliers approach**...create volume of conversion-free, and avoid leakage to other biomes and markets
- D. Landscape initiatives** engage producers at all levels, government and promote additional conservation
- E. *Pre-competitive initiatives***: compatible asks, scale in volume and... resources, combine tools from A-D
- F. *Carbon footprint framework***: beyond LCA: make carbon important factor in policies. Combine tools from A-D.



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The Soy Magicube

Jane Lino

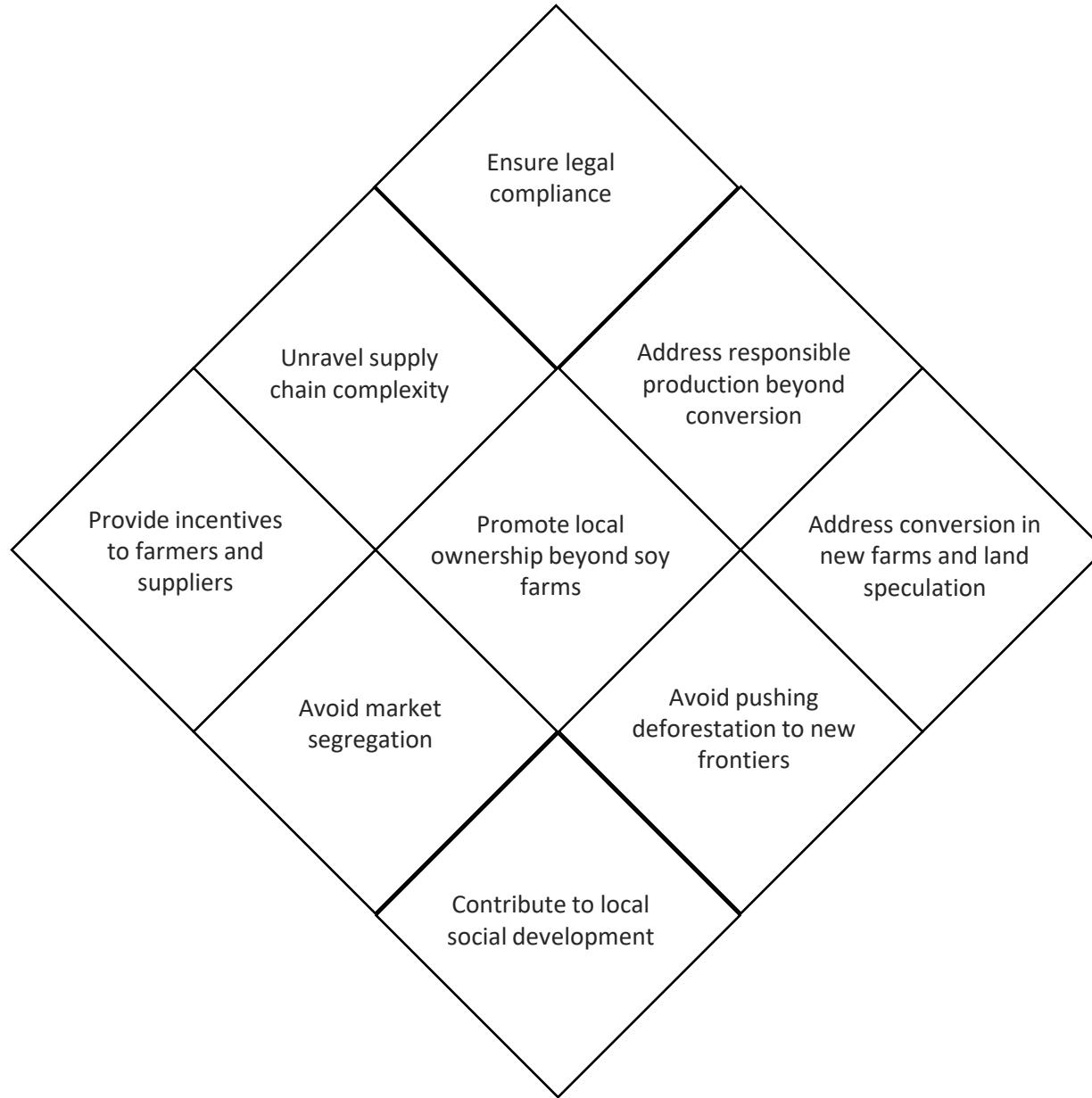
A 'magicube' for conversion free
sustainable soy:
a tool to discuss the potential
impact of combinations of
approaches

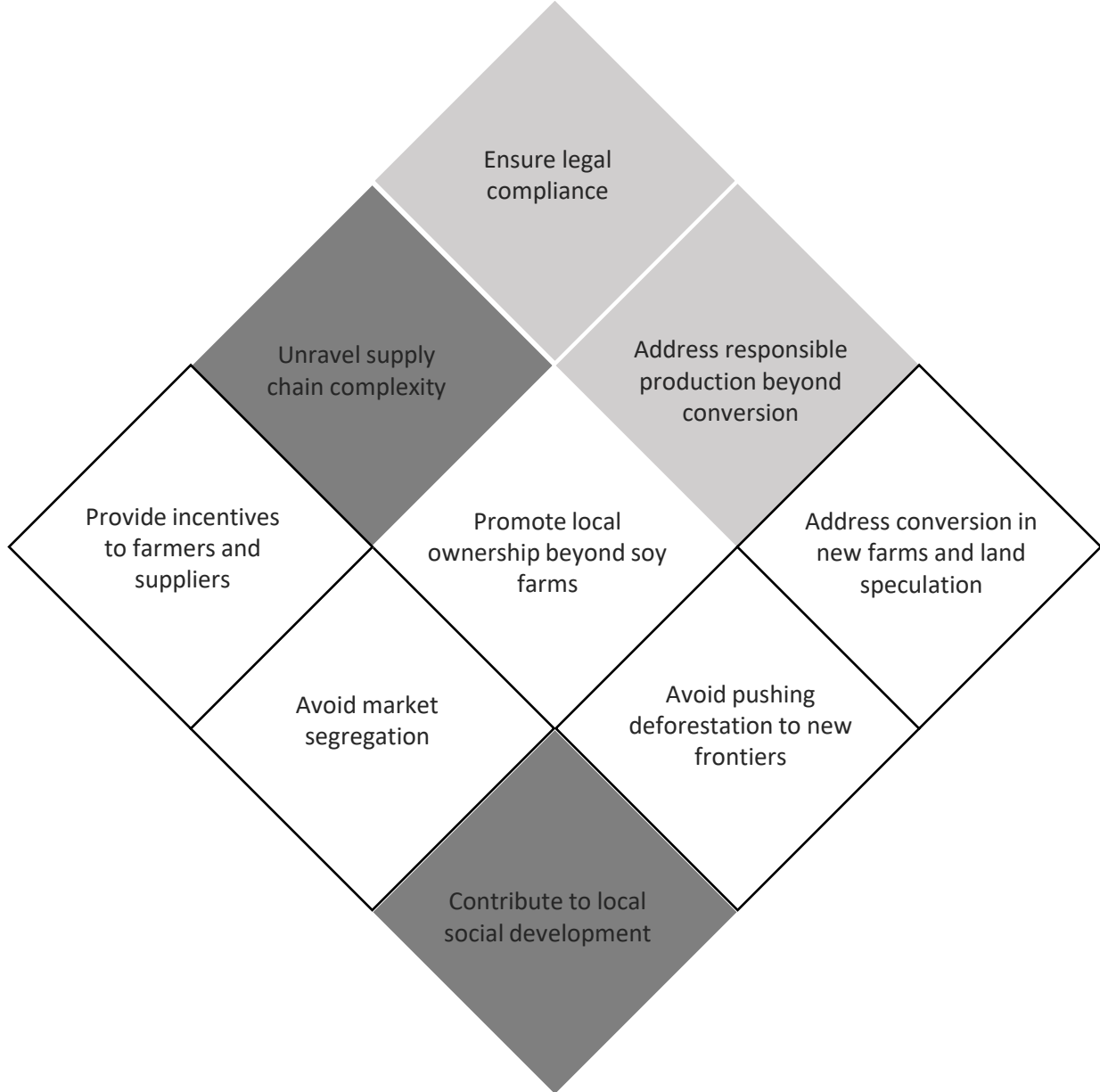


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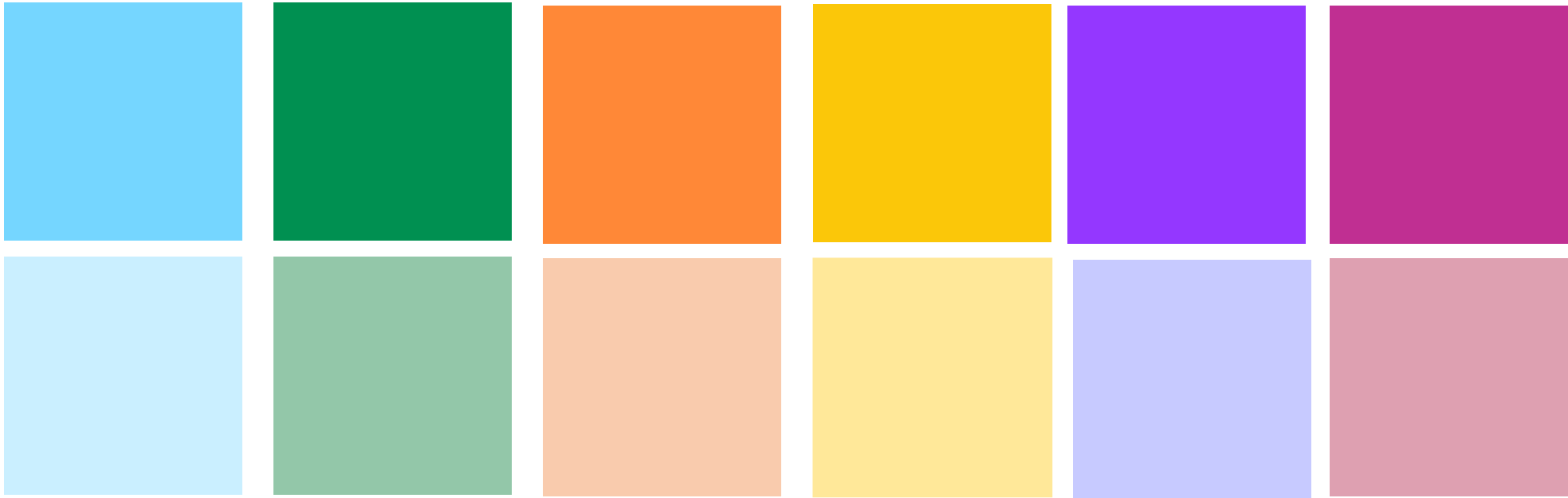


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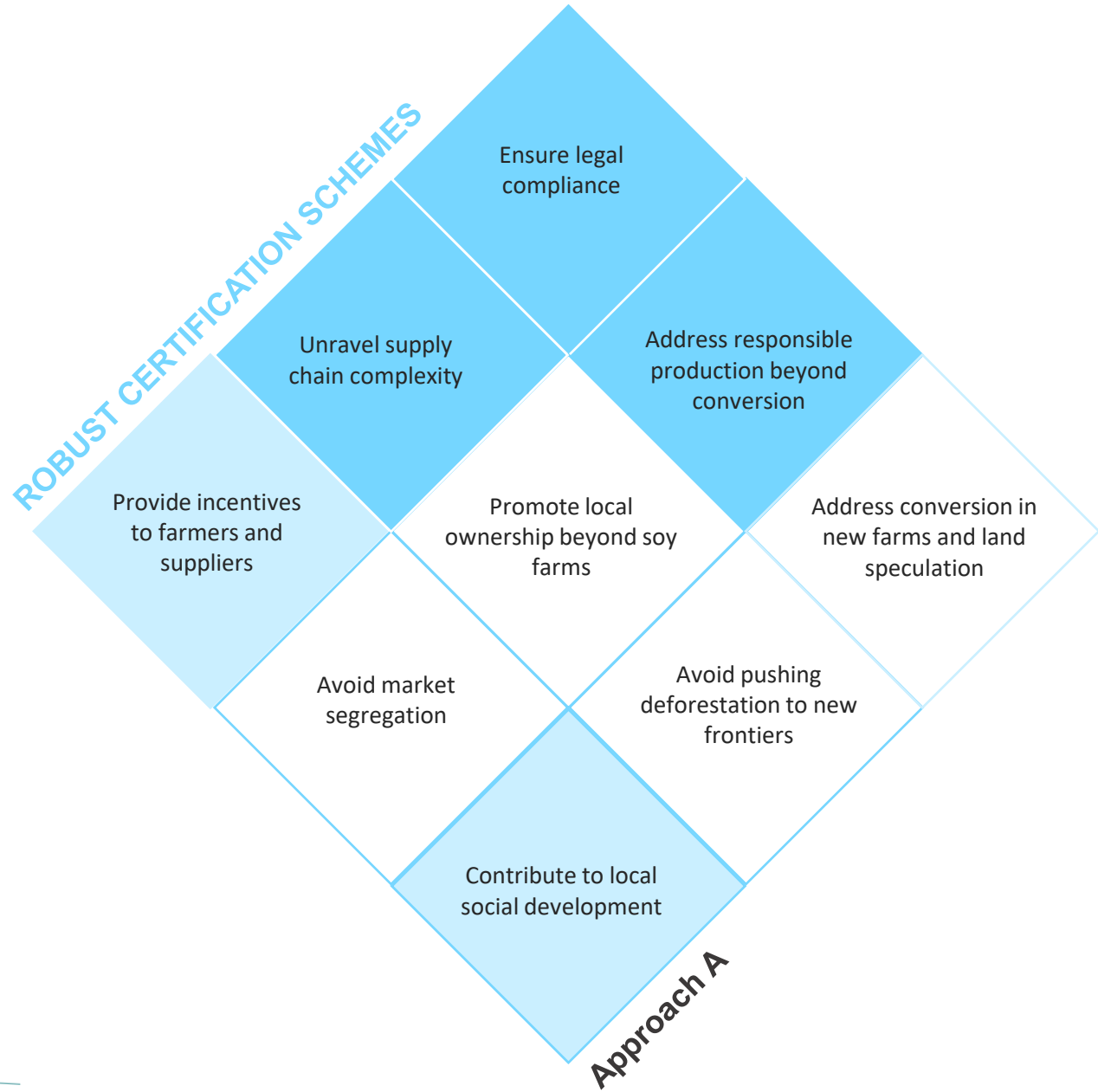




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- ◆ Potentially capable of delivering
- ◇ Not capable of delivering






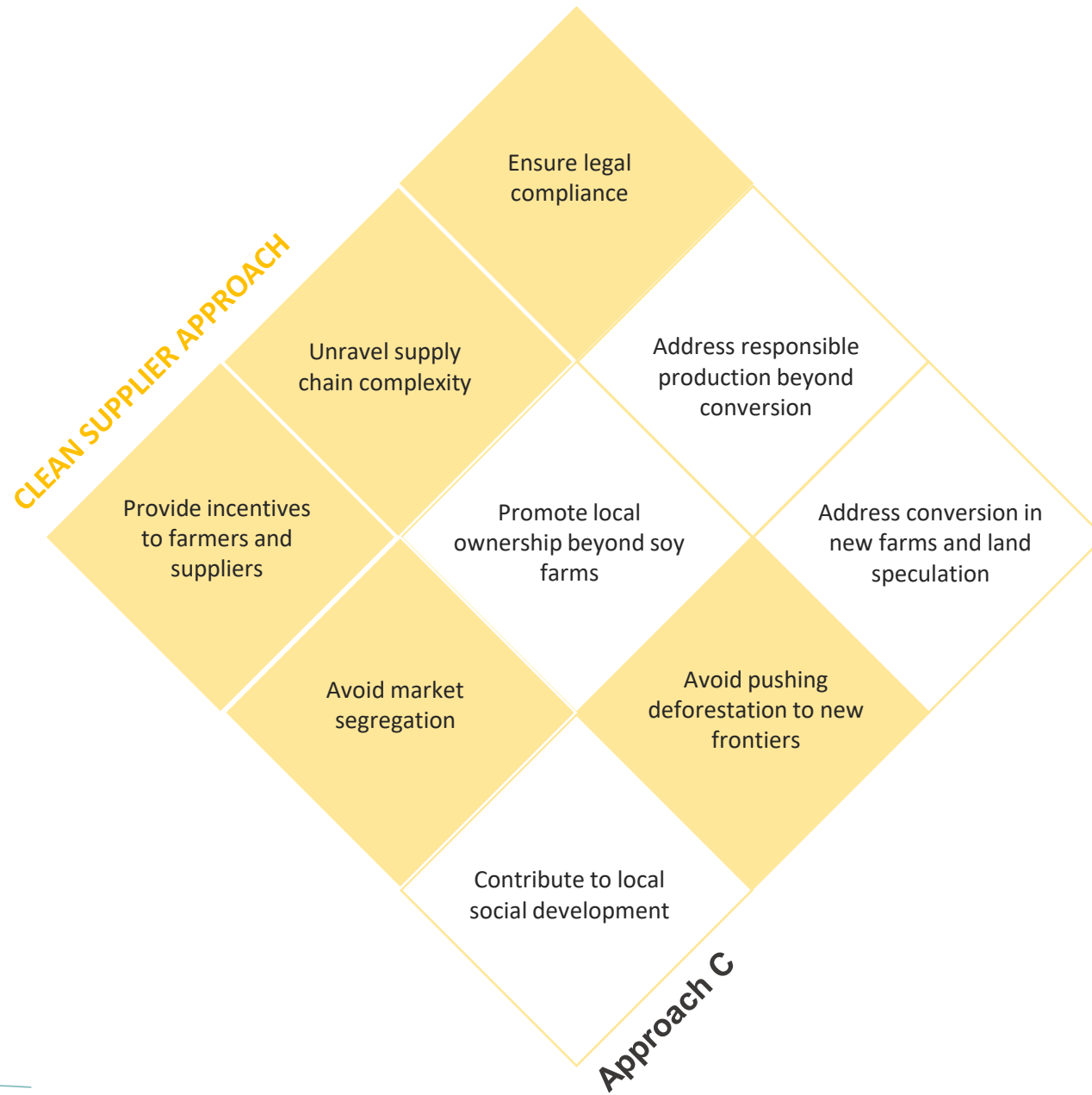
Robust Certification Schemes
Biome-wide Moratorium
Clean Supplier Approach
Landscape/Jurisdictional Initiatives
Pre-competitive Initiatives
Carbon Footprint Framework






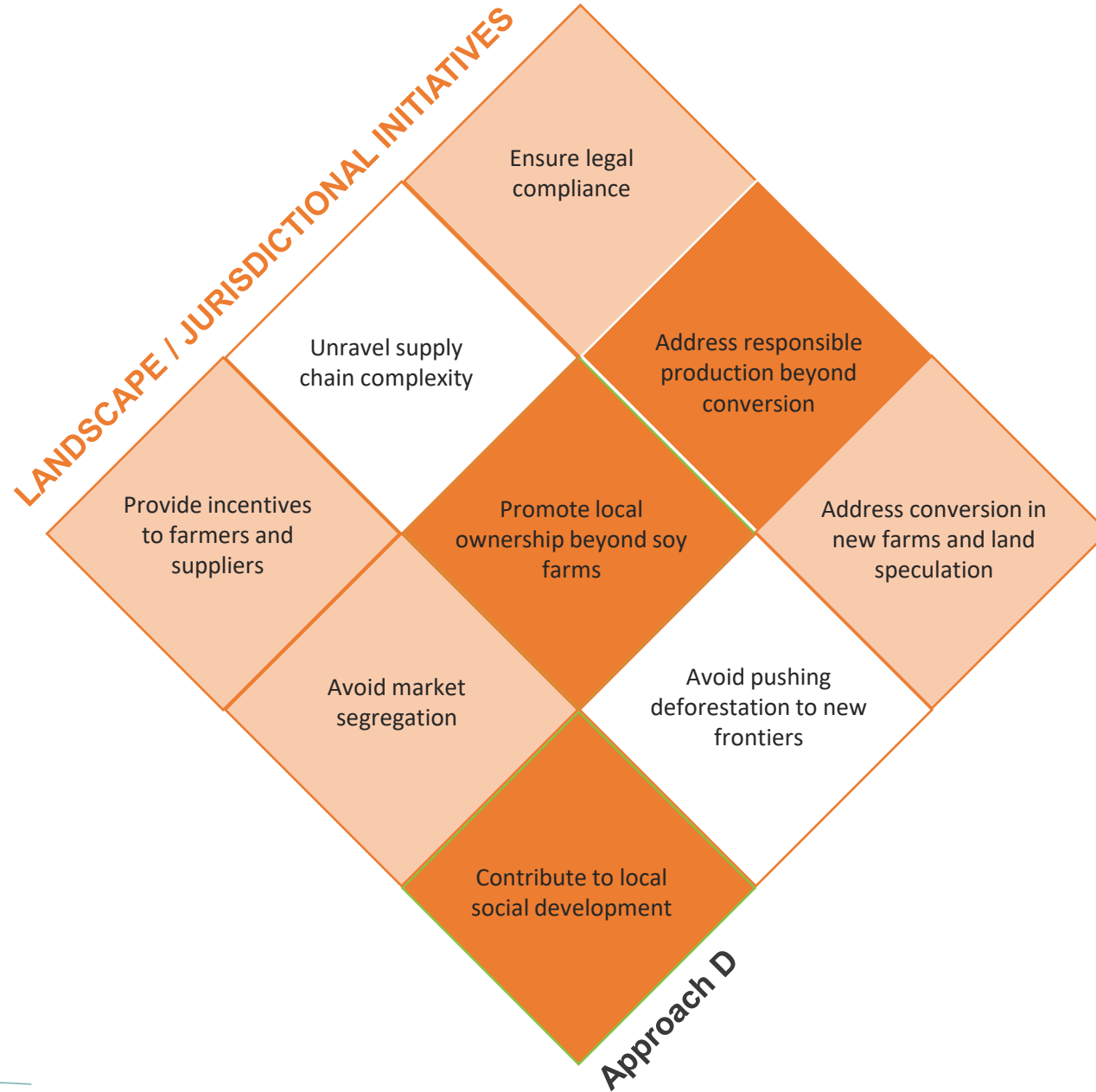
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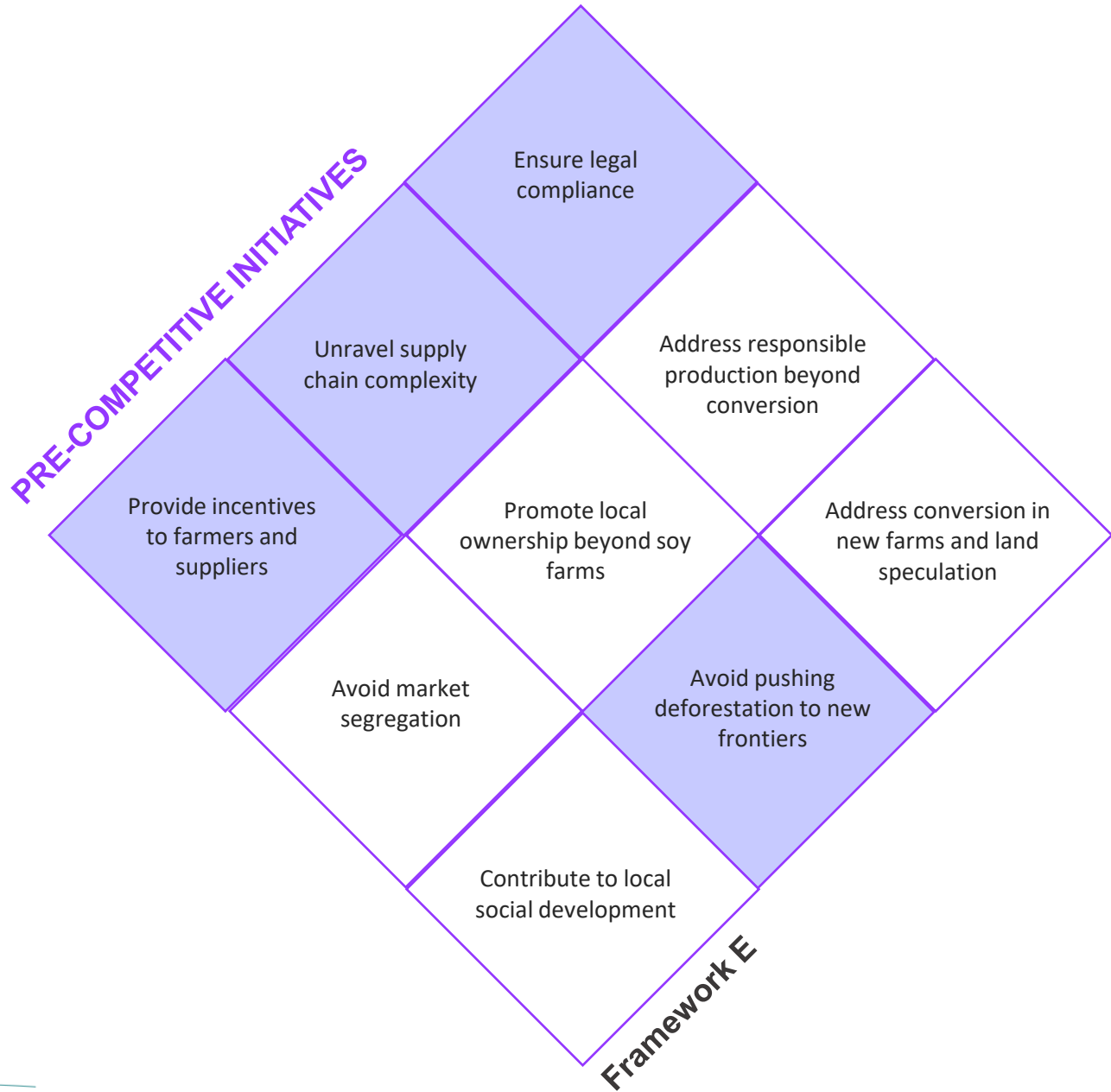
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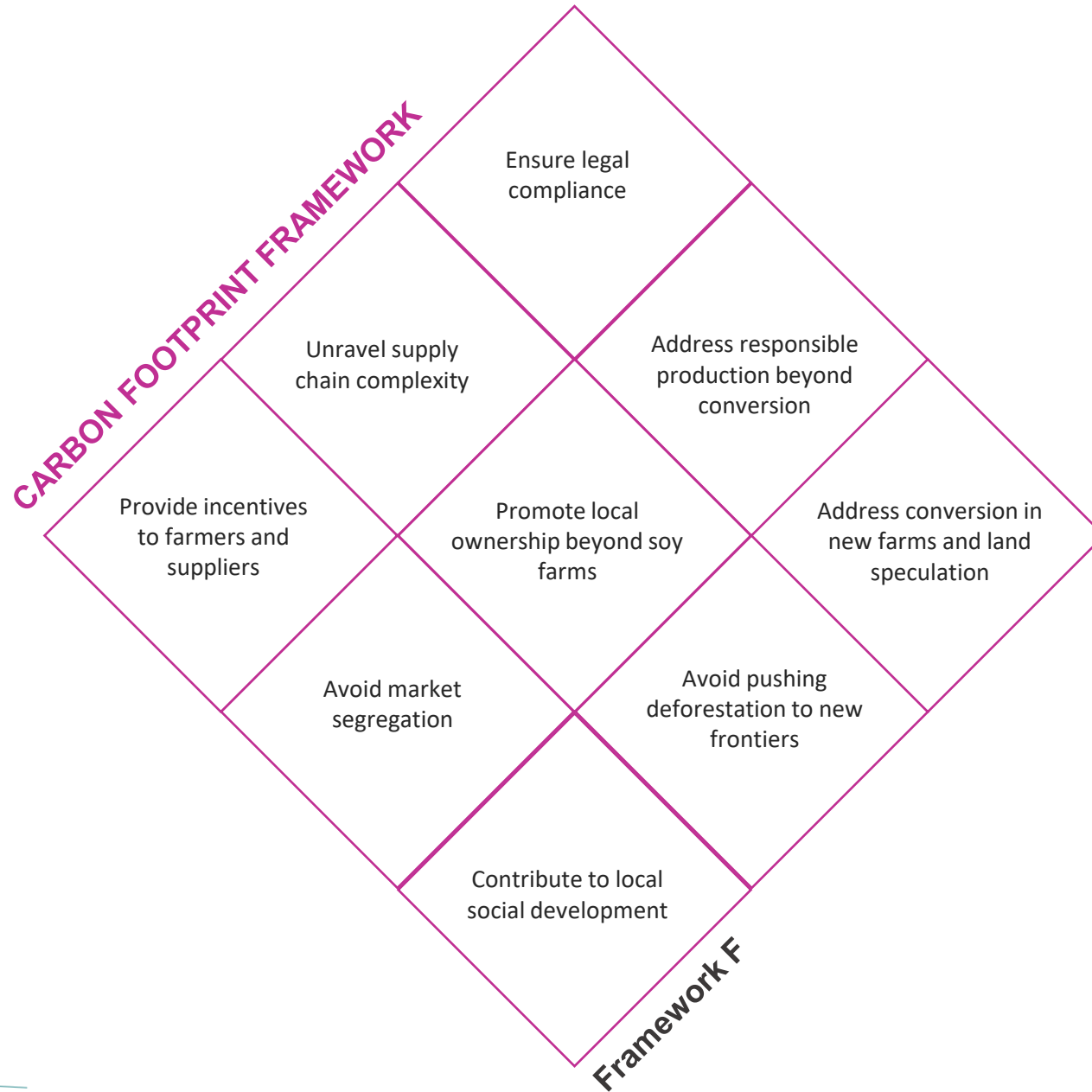





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- ❖ Robust Certification Scheme
- ❖ Biome-wide Moratorium
- ❖ Clean Supplier Approach
- ❖ Landscape/Jurisdictional Initiatives



10 min questions & dialogue





The art of combining
Retailers Soy Group
clean suppliers approach as
part of sectoral initiative

Principles for achieving deforestation free strategies

1. Credible Commitments



Every company should have effective policies regarding the sustainable production of soy that use the definitions, principles, and guidance agreed within the **Accountability Framework initiative**.

Commitments must include the presence of a cut-off date (August 2020 at the latest) after which the legal or illegal conversion of natural ecosystems is prohibited. Companies should require direct and indirect suppliers to have aligned public commitments, as well as to have time-bound action plans for delivering against them.

2. Transparency



Sourcing transparency should be provided by each link in a value chain.

Transparency must be underpinned by reliable and robust mechanisms for monitoring, reporting, and third party verification. This transparency is critical to understanding progress with the time-bound policies they have in place.

3. Engagement, not exclusion



Deliberately excluding suppliers or regions at risk of deforestation and conversion should not be the primary way of achieving a sustainable soy supply chain, and companies and financial institutions should only keep this as a last resort should all other options be exhausted.

High-risk producers and regions must be engaged as a priority, before any exclusions are considered.

4. Collaboration



Since conversion drivers are systemic, collaboration is essential to eliminate deforestation and conversion.

Biome, landscape, and large scale jurisdictional-level solutions in sourcing regions where the risk of deforestation is the highest should be the first and foremost strategic priority of any company, regardless of its place in the supply chain. How this manifests in a specific business should be reflective of its position in the system and its levers of influence.

5. Sustainable diets



Promoting sustainable diets and diversifying ranges should be prioritised.






Reducing global demand for soy will help address some of the drivers for land conversion and deforestation. However the alternatives to its use must represent a genuine lower impact whilst also supporting a reduction in the overall demand for soy.

Expectations for implementing change

→ Supply chains need to change as quickly as possible

to deliver consistent demand throughout the system. Whilst some businesses may have established ways of working with their suppliers, others may be just getting started.

The steps to the right provide a reference point for the different levels of engagement that are considered effective, starting with what is considered minimum good practice, up to best practice. Companies should move as quickly as they can to best practice.

	Step 1	Step 2	Step 3 (by 2023 at the latest)
 1. Credible Commitments	Publicly available and including a clear cut-off date of August 2020 at the latest respecting existing regional agreements Livestock-specific roadmap for compliance	Suppliers expected to match commitments Monitoring, reporting and verification system implemented	Commercial penalties for non-compliance Grievance mechanism in place Roadmap for mainstreaming sustainable diets
 2a. Transparency Livestock Producers and Downstream Actors	Soy footprint Trader disclosure Communication of expectations to suppliers	Deforestation- and conversion-free requirement codified in supplier contracts Public disclosure of requirement for suppliers to match commitments	Non-conformance remediation actions taken Proportion of suppliers implementing equivalent policies
	2b. Transparency Traders	Soy footprint Origin (country), including volumes covered by Amazon Soy Moratorium Risk assessment process and outcomes	100% of direct sourcing deforestation and conversion free to farm level verified 100% of indirect direct sourcing origin disclosure from sub-region to market
 3. Engagement, not exclusion	Risk assessment methodology Engagement in high-risk areas	Disclosure of KPI performance and actions taken by your company	Financial mechanisms or support provided to soy producers
 4. Collaboration	Membership of multi-lateral initiative (e.g. Amazon Soy Moratorium, Cerrado Working Group, Soy Transparency Coalition , Forest Positive Coalition)	Public advocacy for production and demand-side policies and regulations that will accelerate protection and restoration of forests and other natural ecosystems	Mobilising financial and/or technical support for expanded production on existing agricultural or degraded land
 5. Sustainable diets	Offering meat-alternative products Promoting feed innovation	Campaigns and promotions	Targets to increase sales of meat-alternative products to encourage higher plant-based protein in household diets



***The art of combining RTRS/ PCI
landscapes & standards work***

Produce Conserve and Include compacts & RTRS:

Sorriso compact in 2019: IDH, CAT and RTRS + Bayer + Public Sector

- Production pillar – local target to expand area under certification
- IDH + CAT Sorriso Co-funding project – 100K ha in 2022

Balsas Region compact in 2020: IDH, FAPCEN and RTRS + Bayer + Public Sector

- Contributing to the development of a productive and low carbon economy in the municipality:
- + expansion of the area under responsible production
 - + promoting conservation and restoration
 - + increasing sustainable production of small family owners,
 - + encouraging the recovery of degraded lands and integration (LCI)
 - + contributing to the implementation of the objectives of the Forest Code.

By the moment the compact was signed, by 2020 between 25 and 30% of the area planted with soybeans in Maranhão were certified by RTRS.





RTRS-Regional Approach: RTRS sustainable soy corridor in MATOPI

Port of Itaqui terminal, in the state of Maranhão, obtained Chain of Custody certification to meet the demand for RTRS certified soy with the support of Cargill---→ movement to physical supply

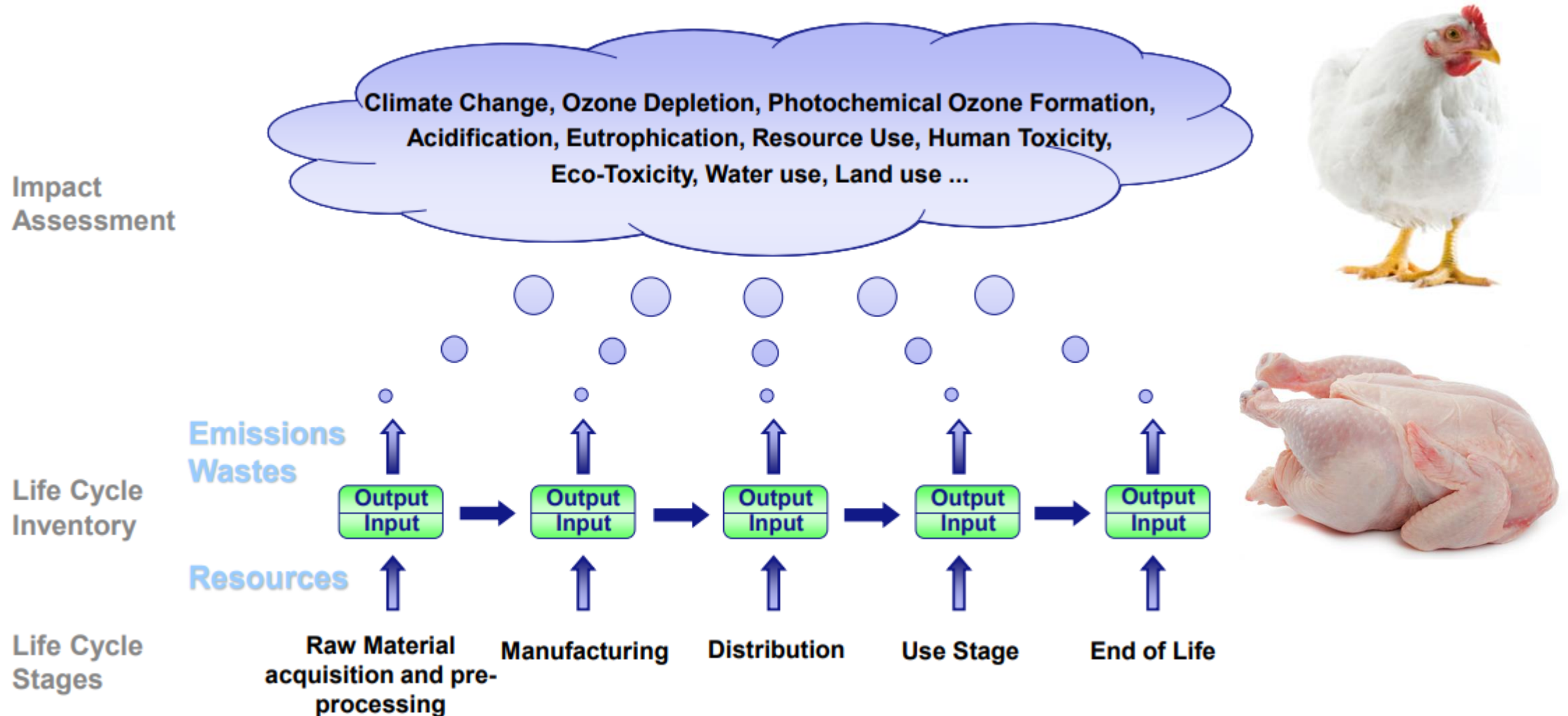


The art of combining
**CGF Forest Positive Coalition:
Soy Roadmap and guidance
on pre-competitive supplier-
and landscape engagement**



***The art of combining Proterra
& FEFAC carbon policies and
robust standards***

Life Cycle Assessment (LCA) Environmental Footprinting



Environmental Impacts Covered



European Commission

PEF

- LCA environmental footprinting (16 impact categories)

- Carbon footprinting, GHG emissions, Land Use Change (LUC)

- **Deforestation and Land Use Change** not necessarily the same (methodological) thing!



DATA COLLECTION REQUIREMENTS



SCOPE

Feed Sourcing Stage



Environmental impacts of the sourced feed ingredients



Inbound Transport

Default distances available in the PEFCR Feed

Feed Manufacturer Stage



- ▶ Factory energy consumption
- ▶ Nutritional Analysis
- ▶ List of Feed Ingredients part of the feed composition



Outbound Transport

Livestock Farm Stage



- ▶ Emissions related to feed digestion

Animal Products



Use of secondary data allowed

Company Specific Data Required

Red Meat PEFCR?

Egg PEFCR?

Poultry Meat PEFCR?

Marine Fish PEFCR?



Environmental footprint

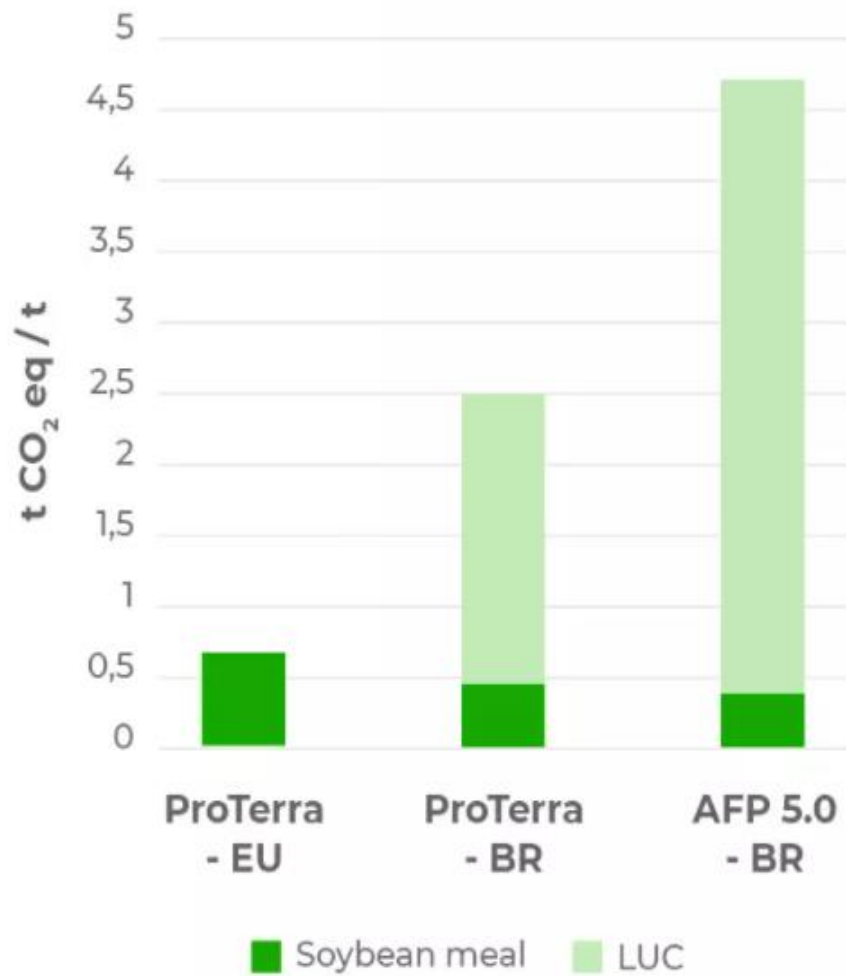
How can standards help?

Why is this needed?

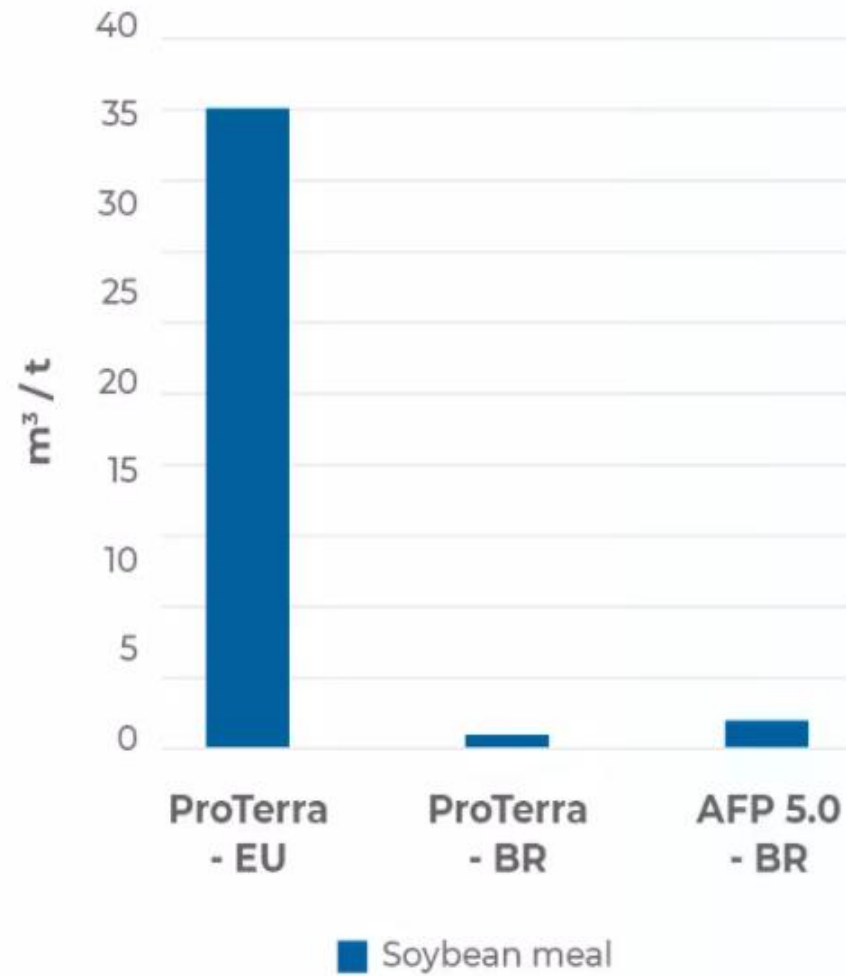
- Complexity
- Alignment do have comparable results
- High-quality, company-specific data
- Diversification for companies that invest in sustainable raw-materials
- Open-sourced data to setup supply chains solutions
- Support company commitments
- Scale up and promote collaboration



Carbon footprint



Water consumption






- ❖ Robust Certification Scheme
- ❖ Biome-wide Moratorium
- ❖ Clean Supplier Approach
- ❖ Landscape/Jurisdictional Initiatives



10 min questions





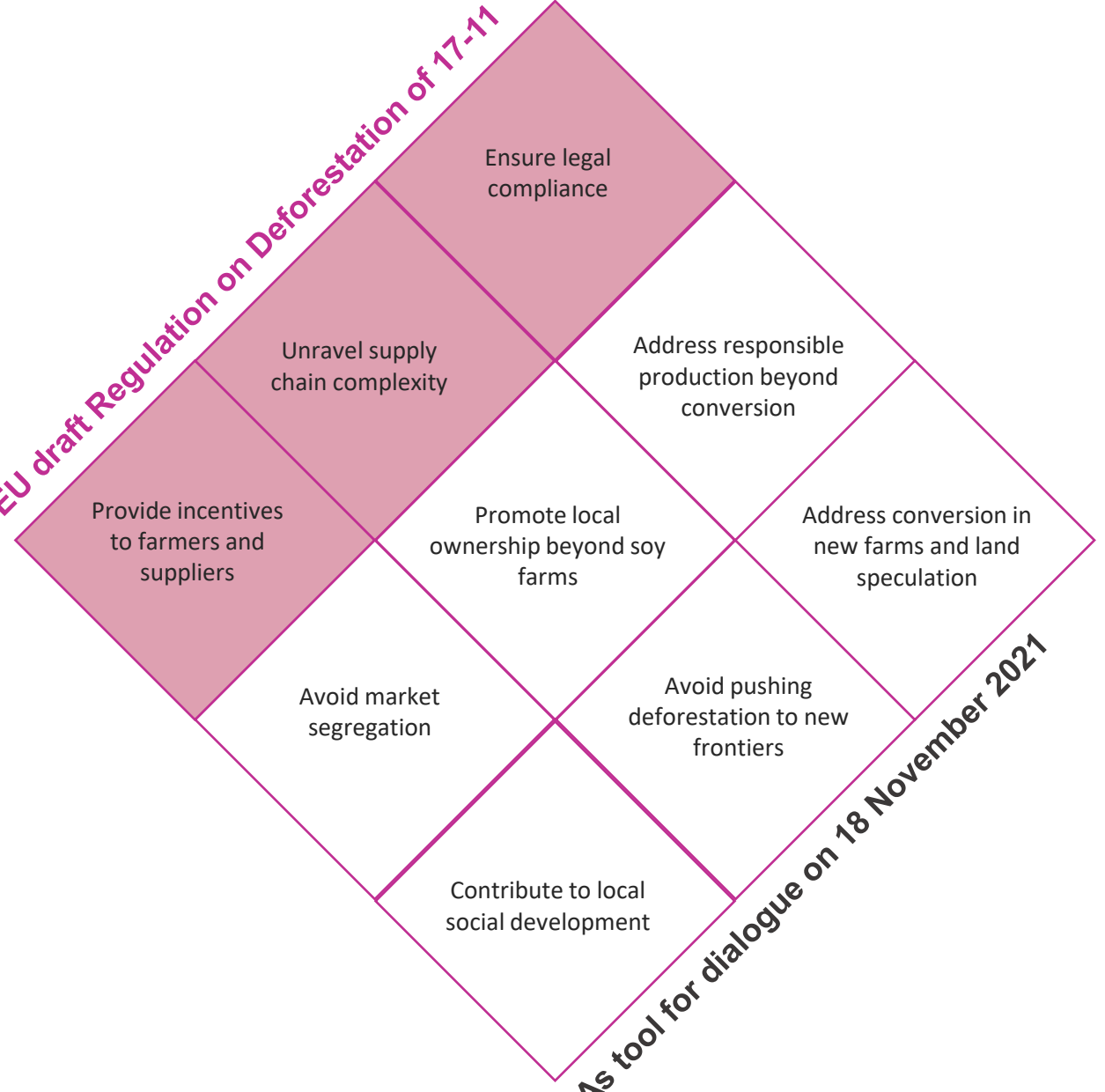
Documents on website:

<https://thecollaborativesoyinitiative.info/what-we-do/ongoing-activities/meta-meetings-of-soy-initiatives>



**Up to the test... and how about
EU Regulation on Deforestation?**

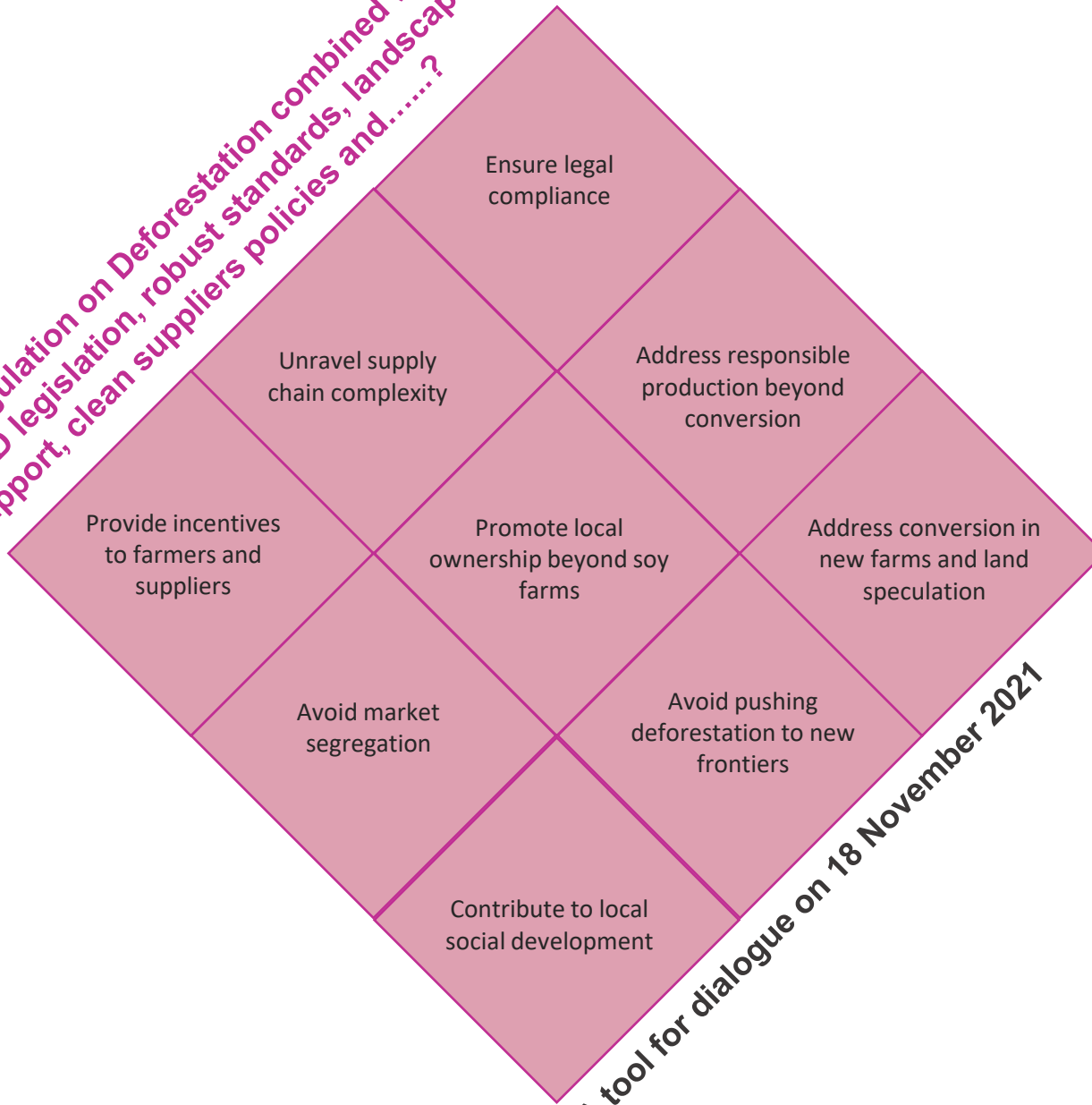
EU draft Regulation on Deforestation of 17-11



As tool for dialogue on 18 November 2021

- Capable of delivering
- Potentially capable of delivering
- Not capable of delivering

EU Regulation on Deforestation combined with HRDD legislation, robust standards, landscape support, clean suppliers policies and.....?



A tool for dialogue on 18 November 2021

- ◆ Capable of delivering
- ◆ Potentially capable of delivering
- ◇ Not capable of delivering



Final thoughts and wrap up



Multiple requirements?

+ Conversion free, + deforestation free, +
no HR infringements + legally compliant, +
good agricultural practices and +
traceable.....



Challenge: sufficient incentives

- + market access
 - + preferential sourcing
 - + premiums (and more demand)
 - + longer term agreements
 - + tax incentives
 - + sustainability linked loans
 - + payments for ecosystem services: carbon and biodiversity
-



Challenge:

**How to enhance credibility through our
collaboration?**



Moving multiple actors

Action required:

translate the concept of combining approaches to
achieve impact to:
government, traders, buyers, finance, NGOs.

Let's communicate and cooperate to achieve this impact



Collaborative Soy Initiative

Thank you for your interest and feedback

Heleen van den Hombergh

coordinator@thecollaborativesoyinitiative.info