



ROUND TABLE ON RESPONSIBLE SOY ASSOCIATION (RTRS)

UTOQUAI 29/31 | 8008 ZURICH, SWITZERLAND

Minutes No. 158 of the Executive Board Meeting held on

Wednesday and Thursday, February 20 and 21, 2019, 8:00 to 17:30, Piauí, Brazil time
(in accordance with article 21, section [1] of the RTRS Statutes).

Agenda:

1. Approval of the Executive Board Meeting Minutes No. 157.
2. Ratification of the appointment of Lieven Callewaert as third RTRS Vice-President.
3. Approval of deadlines for members and non-members to notify attendance to the GA.
4. Approval of the proposal for the deforestation assessment in Brazil.
5. Application for recognition of RTRS as compliant against the sustainable sourcing code for agricultural product for the Tokyo 2020 Organizing Committee of the Olympic and Paralympic Games: Approval of the submission of the application to Tokyo 2020 Organizing Committee of the Olympic and Paralympic Games.
6. Fundação Espaço Eco certification impact research: presentation of the results and next steps.
7. Update on ISEAL membership process.
8. EU roadmap on communication on deforestation: Approval of RTRS statement/reaction for the public consultation.
9. RTRS Communication Strategy 2019.
10. Advances on the RTRS website.
11. Update on RT14.
12. RT14 Awards: Approval of candidates' proposal.
13. "Beyond 2020" – RTRS Strategy. Selection of advisor. Approval of advisor's fee proposal.
14. Revision of the resolution passed at the Executive Board meeting held on October 18, 2017, regarding the validity term of the credits.
15. Actions to be adopted in connection with Members in default of certain obligations (delivery of annual progress report and payment of fees).
16. Follow up on RTRS Trading Platform analysis.
17. January 2019 Key Performance Indicators (KPIs).
18. Update on Syntegration & future role of RTRS.
19. Any other business.
20. RTRS Strategic Meeting: "Beyond 2020" – RTRS Strategy.
21. Next steps.
22. Closing.

A. Introduction

The meeting of the Executive Board of the Round Table on Responsible Soy Association (RTRS) starts on Wednesday, February 20, 2019 at 8:00 Piauí, Brazil time.



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Physical Participants:

RTRS Executive Board members:

- Lieven Callewaert, Alliance 4 Soy, (constituency: Industry, Trade and Finance): lieven.callewaert@soy4brands.org
- Jorn Jasper Schouten, ACT Commodities (constituency: Industry, Trade and Finance):
JSchouten@actcommodities.com
- Oswaldo de Carvalho Junior, Earth Innovation Institute (constituency: Civil Society Organizations):
ocarvalho@earthinnovation.org
- Ulises Javier Martinez Ortiz, Fundación Vida Silvestre (constituency: Civil Society Organizations):
ulises.martinez@vidasilvestre.org.ar
- Hernán Zunino, The Nature Conservancy (TNC), (constituency: Civil Society Organizations):
hernan.zunino@tnc.org
- Juliana de Lavor Lopes, AMAGGI (constituency: Producers): juliana.lopes@amaggi.com.br
- Gisela Introvini, FAPCEN (constituency: Producers): giselaintrovini@hotmail.com
- Marina Born, CALDENES (constituency: Producers): marina.engels@responsiblesoy.org

Gotomeeting Participants (February 20, 2019):

- Belinda Katharine Howell, RSG (constituency: Industry, Trade and Finance): belinda.howell@rpog.org

RTRS Secretariat:

- Marcelo Visconti, RTRS Executive Director:
marcelo.visconti@responsiblesoy.org
- Laura Villegas, RTRS Secretariat:
laura.villegas@responsiblesoy.org
- Daniel Kazimierski, RTRS Secretariat:
daniel.kazimierski@responsiblesoy.org
- Ana Andreani, RTRS Secretariat:
ana.andreani@responsiblesoy.org
- Mariana Aguilar, RTR Secretariat:
mariana.aguilar@responsiblesoy.org

Special guests invited:

- Cid Sanches, RTRS External Consultant Brazil:
cid_sanches@yahoo.com.br
- Ariane Louwaege, RTRS External Consultant Europe:
ariane@thegreenconnection.be

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- Luiz Saucher, Associação Amigos da Terra (constituency: Civil Society Organizations): catsorriso3@catsorriso.com.br.
- Rafael Selvaggio Vinas, Basf: rafael.vinas@basf.com

Marina Born, 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

The Executive Director 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. 157.*

Minutes No. 157 are reviewed page by page.

In the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“The Executive Board meeting minutes No. 157 are approved (by consensus).”

2. *Ratification of the appointment of Lieven Callewaert as third RTRS Vice-President.*

Marina Born reminds the Executive Board that at the Executive Board meeting held on December 11, 2018 the present members of the Executive Board agreed to accept Belinda Howell's resignation to the RTRS Vice-Presidency, to nominate Lieven Callewaert to replace her and to table this subject in the agenda of the subsequent Executive Board meeting for ratification.

In the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“The appointment of Lieven Callewaert as third RTRS Vice-President is approved (by consensus)”

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3. *Approval of deadlines for members and non-members to notify attendance to the GA.*

Daniel Kazimierski explains that the RTRS Secretariat proposes to set the deadline for RTRS Members and non-members to notify their attendance to the 13th General Assembly on June 7, 2019.

In the absence of any objections, Marina Born confirms that the Executive Board approves the suggested deadline for receiving applications of RTRS Members and non-members to attend the 13th General Assembly.

The RTRS Executive Board resolves the following:

“Setting the deadline for RTRS Members and non-members to notify their attendance to the 13th General Assembly on June 7, 2019, is approved (by consensus).”

4. *Approval of the proposal for the deforestation assessment in Brazil.*

Daniel Kazimierski presents the topic and confirms that the RTRS Secretariat will contact recognized Accreditation Bodies (OAA & INMETRO) to carry out this assessment, which will include two stages: (i) the first stage involves analyzing images to review deforestation and conversion; and (ii) the second stage involves a) analyzing forced labor in all farms (through the list of the Labor Ministry), and b) conducting unannounced audits to verify working conditions in farms representing 10% of the aggregate number of group certified farms to be randomly selected. He explains that this proposal is oriented mainly towards group certifications, which are far more numerous in Brazil than in other countries. This means that the goal is to focus on higher risk cases.

Juliana de Lavor Lopes takes the floor and reinforces the scope of the proposal presented, stating that within the assessment points, the deforestation, working conditions and forced labor were the main issues raised within the Task Force Brazil.

Oswaldo de Carvalho Junior remarks that due to the current political scenario in Brazil, there is certain information, such as information from the IBAMA, which might not be available.

Ulises Javier Martinez Ortiz suggests including -in the analysis proposed by the RTRS Secretariat- not only the assessment on group certifications but also multi-site and individual certifications and proposes that -in the future- assessments should be carried out in all countries, especially in Argentina, Paraguay and Uruguay. He further proposes to carry out such country assessments on a yearly basis.

Marcelo Visconti suggests -in order to improve efficiency and looking to the future- to develop a random-based criterion to determine, on a yearly basis, a certain number of



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producers to be assessed. Lieven Callewaert, on his part, suggests that RTRS could create categories according to the potential risk so that producers can be properly classified and assessed.

In the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“The proposal for the deforestation assessment in Brazil, which includes the analysis on deforestation/conversion, forced labor and working conditions, considering not only group certifications but also multi-site and individual certifications, is approved (by consensus).”

5. *Application for recognition of RTRS as compliant against the sustainable sourcing code for agricultural product for the Tokyo 2020 Organizing Committee of the Olympic and Paralympic Games: Approval of the submission of the application to Tokyo 2020 Organizing Committee of the Olympic and Paralympic Games.*

Cid Sanches takes the floor and provides a summary of the RTRS' trip to Japan in April 2018, which included a meeting at the Tokyo 2020 Organizing Committee of the Olympic and Paralympic Games' head office and the invitation for RTRS to apply for recognition as compliant against the sustainable sourcing code for agricultural product for the Tokyo 2020 Organizing Committee of the Olympic and Paralympic Games.

Marina Born asks the Executive Board members if there are any further comments or questions related to the approval of the Japanese application documents and the recognition of RTRS as compliant against the sustainable sourcing code for agricultural product for the Tokyo 2020 Organizing Committee of the Olympic and Paralympic Games.

In the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“The submission of the application for recognition of RTRS as compliant against the sustainable sourcing code for agricultural product for the Tokyo 2020 Organizing Committee of the Olympic and Paralympic Games is approved (by consensus).”

6. *Fundação Espaço Eco certification impact research: presentation of the results and next steps.*



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Daniel Kazimierski introduces Rafael Selvaggio Vinas from Fundação Espaço Eco, who will present the results of the certification impact research.

Rafael Selvaggio Vinas takes the floor and informs the main outcomes and conclusions of the certification impact research, which includes the outlining of an RTRS roadmap towards the development of a Monitoring & Evaluation (M&E) system that will allow RTRS to systematize the information currently available in the certification bodies auditing reports by defining a data collection and analysis system. Rafael Selvaggio Vinas presents an evaluation data sheet that will improve the mechanism through which certified farmers' data is collected and will allow to include such data into any kind of calculation tool with the purpose of measuring such data, including greenhouse gases (GHG).

With regards to the calculation tool and the data measurement, both Marina Born and Juliana de Lavor Lopes stresses the need to guarantee the global representativeness among different stakeholders of the indicators defined.

Ulises Javier Martinez Ortiz wonders about the indicators, taking into consideration that the RTRS Standard involves a management and process-based scheme, and asks about the baseline to compare results.

Lieven Callewaert suggests starting to collect and analyze some data and asks the RTRS Secretariat to present three different ways to compare the results.

Jorn Jasper Schouten suggests including the Cool Farming Tool as part of the M&E system for the GHG calculations. Juliana de Lavor Lopes suggests analyzing such tool before selecting the one to be used as part of the M&E system. She further states that, as per her experience, tools currently available in the market use default and fixed values and information that do not represent all regions and actors involved, leading to non-reliable or non-realistic results.

Jorn Jasper Schouten further proposes to communicate the outcomes and conclusions of this research during the RT14. Juliana de Lavor Lopes supports this proposal stressing the importance of communicating to the demand and the producers about the benefits of becoming certified.

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

7. *Update on ISEAL membership process.*

Ana Laura Andreani and Daniel Kazimierski present this topic.

Jorn Jasper Schouten suggests communicating that RTRS is applying for the ISEAL membership.



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The rest of the RTRS Executive Board members support Jorn Jasper Schouten's approach and therefore agree to communicate that RTRS is applying for the ISEAL membership.

After a brief exchange of views on this matter, the Executive Board members decide to move to the next item in the agenda.

8. *EU roadmap on communication on deforestation: Approval of RTRS statement/ reaction for the public consultation.*

Laura Villegas presents this topic related to the publication of the European Union (EU) roadmap on the "Communication on Stepping up EU Action against Deforestation and Forest Degradation" issued by the European Commission (EC) on December 19, 2018, which meets the call made by the Amsterdam Declaration Partnership (ADP) signatories on November 1, 2018.

By way of introduction, Ariane Louwaege explains that since the consultation is open to public feedback, the RTRS Executive Board members should decide if this is an opportunity to strengthen RTRS position as a global platform on soy for discussion and debate and as a tool (referring to the certification scheme) that strives to help to step up EU action against deforestation and forest degradation.

After such introduction, Ariane Louwaege and Laura Villegas present the proposed statement to be submitted.

Juliana de Lavor Lopes expresses that RTRS should participate and state a position within the framework of this public consultation because the deforestation issue was one of the main reasons why RTRS was created. She further suggests not presenting RTRS as the only alternative to achieve the goal pursued.

The Executive Board members found the statement's content proper and agree that its structure should be modified to be clearly aligned with the key pillars proposed by the EU roadmap.

In the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

- "To make a statement within the framework of the public consultation related to the "Communication on Stepping up EU Action against Deforestation and Forest Degradation", on February 25, 2020 (by consensus)."



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- “To approve the content of the RTRS’ statement subject to certain adjustments in its structure to be properly aligned with the key pillars proposed by the EU roadmap (by consensus).”

9. RTRS Communication Strategy 2019.

Laura Villegas takes the floor and shares a quick background of the RTRS communication approach presented in 2017 and the RTRS communication road map along with a summary of all the communication activities being conducted, as well as an overview of the current RTRS communication integrated campaigns.

Bearing this in mind, Laura Villegas presents an improved RTRS communication strategy and approach for 2019, which focuses on the RTRS’ brand and includes the implementation of a European advocacy strategy. Laura Villegas stresses the need to engage an external agency that helps RTRS to identify and handle all matters related to the public affairs and facilitate the creation of useful channels through which conduct sustained and strategic actions, instead of implementing isolated actions.

Juliana de Lavor Lopes and Marina Born remark the importance of working with a global agency.

Out of two options presented, the agency Hill+Knowlton Strategies, based in Belgium, is selected for a one-year contract. After the expiration of such initial term the agency’s performance and results obtained will be assessed in order to further evaluate the possibility of a long-term relationship.

Marina Born asks about the communication in Argentina and mentions that the certified production in Argentina is decreasing. Jorn Jasper Schouten ascertains that no special market has been created for Argentinian producers and suggests offering benefits in order to attract them. Lieven Callewaert opines that producers should be interested in certifying their production because of its benefits and not just for obtaining premiums for their credits.

Laura Villegas agrees and expresses that in order to develop an effective communication approach in Argentina, Uruguay and Paraguay, RTRS should have a long-term communication strategy, and -for that purpose- such communication strategy needs to be included and approved as a key priority within the budget preparation process. Laura Villegas further remarks that projects like ISEAL and its requirements (M&E system) will provide with more information and data that will allow RTRS to strengthen the value of the RTRS certification and therefore to attract more producers on the one hand and to add value to the communication approach for this region on the other hand.

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Marina Born emphasizes the global approach that the RTRS communication should have. She further explains that even with a limited budget, there are many alternatives, for example, working with international PR agencies (like Reuters) that are capable to support the spread of RTRS' news on a global level. Laura Villegas agrees with Maria Born's recommendation.

Laura Villegas continues to inform about other communication actions currently being carried out. She presents a brand video as a reference to determine the kind of audiovisual piece some stakeholders are suggesting for RTRS.

The Executive Board members debate on the topic and agree that an RTRS brand video should address the sustainable market and, indirectly, consumers, with the objective of creating awareness of the RTRS brand.

Laura Villegas informs that the Secretariat will circulate a brief about the RTRS brand video with all the specifications (target public, channels and messages) and will submit it for the approval of the RTRS Executive Board through a circular decision. The Executive Board members agree with this proposal.

After a brief exchange of views on this matter, the Executive Board members decide to move to the next item in the agenda.

10. *Advances on the RTRS website.*

Laura Villegas presents an update on the status of the development of the RTRS website started in September 2018. She provides a summary of the preparation process (benchmarks, content revision, file mapping, etc.), and informs about the new navigation scheme and new features and functionalities of the website.

After a brief exchange of views on this matter, the Executive Board members decide to move to the next item in the agenda.

11. *Update on RT14.*

Laura Villegas presents the topic and introduces the eight sponsors and the main topics and focus of both RT14 sessions to be held on June 11 and 12, 2019. She further makes a review of the invited speakers.

The Executive Board members agree with the approach.

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.

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12. *RT14 Awards: Approval of candidates' proposal.*

Laura Villegas presents the proposal for the RT14 Awards which aims to recognize significant contributions towards (i) achieving the RTRS mission, and (ii) boosting changes within the sustainable soy sector.

Ulises Javier Martinez Ortiz suggests picking up a proposal discussed in previous Executive Board meetings related to the possibility of granting an award to the end user who bought the largest amount of certified material (both physical material and credits) during the previous year. According to the Trading Platform Rules the category "end user" comprehends purchasers of certified material (both physical material and credits) other than those who purchase for reselling purposes. The rest of the Executive Board members support the suggestion and therefore agree to include such category.

Marina Born asks the Executive Board members if there are any further comments or questions related to the approval of the RT14 Awards.

In the absence of any objections, Marina Born confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

"To approve the RT14 Awards proposal and the granting of an award to the end user who purchased the largest amount of certified material (both physical material and credits) during the previous year (by consensus)."

13. *"Beyond 2020" – RTRS Strategy. Selection of advisor. Approval of advisor's fee proposal.*

Marcelo Visconti presents three possible advisors that could assist RTRS in developing the "Beyond 2020" – RTRS Strategy.

He further reminds that during the Executive Board Meeting held in December 2018 the RTRS Secretariat suggested working with a global advisor (Proforest), but as per request of some Executive Board members the RTRS Secretariat presented other two possible advisors which were recommended by certain Executive Board members of the Industry, Trade and Finance constituency.

Marcelo Visconti further ascertains that the "Beyond 2020" – RTRS Strategy will take the Executive Board members and other stakeholders and referents of the soy sector, about one year and a half of work, and -after its endorsement by the Executive Board members- it will be presented for approval at the 14th General Assembly to be held in 2020.



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After a debate on the subject and based on several reasons, the Executive Board members agree to disregard the proposals of Malik Management and Schuttelaar & Partners and decide to discuss the proposal submitted by Proforest.

As consensus regarding the approval of Proforest's proposal could not be reached, Marcelo Visconti initiates the voting process at the constituency level. Since the simple majority is not reached within the Industry, Trade and Finance constituency, a second voting process is conducted within such constituency to determine whether the members of such constituency desire to exercise their veto power or not. After the second voting, Marcelo Visconti confirms that the Industry, Trade and Finance constituency by unanimity of votes of the present members has decided to exercise its veto power and, consequently, the resolution is rejected.

The RTRS Executive Board resolves the following:

"Schuttelaar & Partners and Malik Management's proposals are rejected (by consensus)."

"The Proforest's proposal for the "Beyond 2020" – RTRS Strategy is rejected (as a result of the exercise of the veto power by the Industry, Trade and Finance constituency)."

In view of the foregoing, Juliana de Lavor Lopes proposes to request for a combined proposal from Proforest and Malik Management. Ulises Javier Martinez Ortiz shares his concerns regarding a combined proposal which may not be efficient for RTRS in terms of process, time and cost. After a new debate on the subject, the Executive Board requests the Secretariat to ask for a combined proposal from Proforest and Malik Management to be presented in April's Executive Board Meeting. In order to obtain a combined proposal, when RTRS Secretariat communicates this decision to the proposed candidates (Proforest and Malik Management), every effort should be made by them in order to present a proposal that will be of added value to the whole development of the "Beyond 2020" RTRS Strategy and will minimize inefficiencies and operational costs.

After a brief exchange of views on this matter, the Executive Board members decide to move to the next item in the agenda.

14. *Revision of the resolution passed at the Executive Board meeting held on October 18, 2017, regarding the validity term of the credits.*

Daniel Kazimierski introduces the topic and informs that it was included in this Executive Board meeting's agenda as per request of certain Executive Board members in order to resume the discussion held during the Executive Board meeting held on December 11, 2018 in relation to the validity term of the credits.



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Jorn Jasper Schouten suggests reviewing the resolution by which it was decided to give a five-year validity term to the credits owned by producers and suggests reducing their validity term.

Juliana de Lavor Lopes states that although the Executive Board should review such resolution on a yearly basis, until the proper balance between demand and offer is not achieved, RTRS should keep the five-year validity term for credits own by certified producers. She further remarks that demand is not increasing and if the validity term is changed again RTRS would run the risk of losing certified producers.

The Executive Board members agree not to change the resolution taken during the Executive Board meeting held on October 18, 2017: "a) the validity of the credits issued after December 31st 2015, will be extended to 5 years from the moment the production is included/registered in the RTRS Trading Platform.; b) the credits issued before January 1st, 2016 will expire on December 31st, 2020; and c) these resolutions will be revised on a yearly basis in order to reach an adequate balance between the supply and demand behaviors."

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.

15. *Actions to be adopted in connection with Members in default of certain obligations (delivery of annual progress report and payment of fees)*

Marcelo Visconti introduces the topic.

Firstly, Marcelo Visconti shares (i) the results of an analysis related to Members that resigned to RTRS leaving unpaid fees (between the years 2016, 2017 and 2018), and (ii) possible courses of action in this respect to be presented for approval during the Executive Board meeting to be held on April 25, 2019 which include:

- The write-off of the debts of Members resigning to RTRS and leaving unpaid fees (between the years 2016, 2017 and 2018);
- Posting on the RTRS website the list of Members who resigned to their memberships without having previously paid their defaulted annual membership fees.

Marcelo Visconti further informs the Executive Board members about the current RTRS Members owing more than two years of overdue membership fees and the possible courses of actions in this respect to be presented for approval during the Executive Board meeting to be held on April 25, 2019, which include:

- At the first Executive Board meeting to be held after October 1, 2019 (or October 1st of any subsequent year thereafter), the Executive Board will approve the

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suspension of the membership of those Members in default of their annual membership fee payment obligation for more than 6 months, as set forth in Article 39(8) of RTRS Statutes.

- At the first Executive Board meeting to be held after April 1, 2020 (or April 1st of any subsequent year thereafter), the Executive Board will approve and submit to the consideration of the General Assembly the expulsion of those Members who by such date remain in default of their obligation to pay the annual membership fee due on April 1st of the previous calendar year, as set forth in Article 8(1) of RTRS Statutes.

Marcelo Visconti also refers to the 2018 membership fees collection and annual report analysis as of January 31, 2019, which shows an outstanding financial performance (91%).

With regards to the overdue membership fees and the overdue extraordinary membership fees, for the year 2018, Marcelo Visconti suggests that the Secretariat should continue pursuing their collection.

Then, Marcelo Visconti refers to the possible sanctions to be implemented in connection with Members in default of their payment obligations.

Ulises Javier Martinez Ortiz takes the floor and shares his view against the proposal of amending Article 8 of the RTRS Statutes in order to provide RTRS with more resources to encourage compliance with Members' obligations, but suggests introducing in the agenda for the 13th General Assembly a proposal for resolution to be voted by RTRS Members, containing the following sanctions:

- From April 1, 2020, access to the RTRS Trading Platform will be suspended for those RTRS Members in default of their annual membership fee.
- A 20% penalty fee will be charged to those RTRS Members who fail to pay their respective annual membership fee by April 1, 2020 (or April 1st of any subsequent year thereafter).

The Executive Board members support Ulises Javier Martinez Ortiz suggestion.

Jorn Jasper Schouten takes the floor and remarks the need of working on how to create value for the RTRS Members. He further refers to the possibility of increasing the amount of the RTRS membership fee, but at the same time increasing the benefits associated to the good performance developed beforehand.



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Jorn Jasper Schouten also suggests the possibility of offering a discount on the membership fee for those members who purchase credits. Lieven Callewaert supports Mr. Schouten's suggestion.

Juliana de Lavor Lopes supports the idea of working on actions that create value for the RTRS Members and stresses the fact that RTRS has been working on initiatives to increase demand, but it still does not increase the way supply does. She further remarks that it is important for RTRS Members to understand that belonging to a global round table is a value itself.

Marcelo Visconti confirms that, together with the RTRS legal and financial counsels, he will analyze the possibility of implementing discounts on membership fees, in order to determine if this course of action meets the RTRS Statutes and the Swiss Law's provisions.

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

16. *Follow up on RTRS Trading Platform analysis*

Laura Villegas introduces the topic and refers to the outcomes resulting from the meeting of the Trading Platform Working Group held in October 18, 2018, in Amsterdam, which main objective was to determine possible features and procedures upon which the RTRS Trading Platform shall function, specifically to:

- (i) strengthen the credibility and transparency of the RTRS Trading Platform;
- (ii) improve the RTRS Trading Platform in terms of usability; and
- (iii) fine-tune the execution of transactions.

After a constructive discussion, the Executive Board members request the Secretariat to continue working on the subject and to prepare draft resolutions related to this topic in order to submit them for approval of the Executive Board in due course.

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.

17. *January 2019 Key Performance Indicators (KPIs).*

Daniel Kazimierski presents the KPIs showing the final quantity of material (physical and credits) certified during 2018 and the 28% increase in sales during the same year. He also informs the Executive Board members about the numbers of January 2019 and February 2019, both showing an increase in sales comparing to the same month in 2018.



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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.

18. *Update on Syntegration & future role of RTRS*

Lieven Callewaert presents the topic and provides the Executive Board with an update on the latest issues regarding Syntegration and the latest conclusions of the Steering Committee.

Marina Born expresses her concern about the discussions held during the last Syntegration Steering Committee meeting, where it was proposed to consider Syntegration as an initiative different and independent from RTRS. She further ascertains that Syntegration is an RTRS initiative still under development and as far as the RTRS Executive Board is concerned, based on the discussions held to the date, it remains under the RTRS' governance.

Marina Born further remarks that the Syntegration initiative should help RTRS to fulfill its role as a global platform on soy and to achieve the mission and objectives provided for in the RTRS Statutes.

Lieven Callewaert states that many relevant actors might not be willing to participate in Syntegration if the initiative is branded under the RTRS' name and thus also governed by RTRS.

Marina Born remarks that RTRS should be working on how to reinforce its role as the main global platform on soy.

Juliana de Lavor Lopes states that Syntegration was created in 2016 as part of the strategy to ensure RTRS being the global roundtable on soy.

Ulises Javier Martinez Ortiz supports Marina Born and Juliana de Lavor Lopes' approaches and opines that if Syntegration becomes a different and independent organization -mainly but not exclusively from a governance perspective- that would bring confusion to the soy market.

The Executive Board members ask the Secretariat to communicate the outcome of this discussion to the Syntegration Steering Committee, reinforcing this message in further meetings in order to facilitate discussions on the way forward and create clarity.

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.

19. *Any other business.*



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In view of the upcoming RT14, the Executive Board members decide to discuss about certain RTRS key messages.

In such respect, Jorn Jasper Schouten suggests modifying the “stepwise approach” criteria and not visibly differentiating the RTRS supply chain modules (e.g.: Credits, Mass Balance and Segregation), as it has been done thus far. Juliana de Lavor Lopes supports this approach.

The Executive Board members agree with the following communication approach regarding the RTRS certified material (credits and physical flow): “RTRS has to offer different options to the market so that companies have the chance to choose the option that better suits their policies. All options have an equal value and RTRS should not boost nor promote any of them within a “stepwise approach”: CREDITS; REGIONAL CREDITS; MASS BALANCE (Site Mass Balance); COUNTRY MATERIAL BALANCE AND SEGRAGATION.”

Jorn Jasper Schouten takes the floor and asks for an update on the RTRS Conversion Factors System and the Soy Footprint Calculator.

The RTRS Secretariat informs that the conversion factors system for sub-products is estimated to be ready for presentation during the RT14. The RTRS Secretariat also ascertains that although it will endeavor its best efforts to speed the development of the conversion factors system for feed and food-products, complying with the estimated deadline will be challenging. The RTRS Secretariat further informs that the calculator is estimated to be developed after the RT14.

Jorn Jasper Schouten remarks that the conversion factor system and the Soy Footprint Calculator are priorities for RTRS. Marcelo Visconti and Laura Villegas agree and confirm the process is being duly carried out and further remark that their results and delivery date will depend on different factors like the duration of the research, the quality of the results, etc.

The Executive Board members agree that the Soy Footprint calculator and conversion factors system will be value-added instruments for RTRS members and people in general. They further agree on setting a first stage in which only RTRS Members will have access to the conversion factors system report and the Soy Footprint Calculator, and a second stage in which non-members will have access to a short version of the report, but will have to apply for membership if they want to have access to the full version of the report, which provides the justification and explanation on the process followed to calculate the conversion factors.

The meeting of the Executive Board of the Round Table on Responsible Soy Association (RTRS) continues Thursday, February 21, 2019 at 8:00 Piaui, Brazil time.



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20. RTRS Strategic Meeting: "Beyond 2020" – RTRS Strategy.

Marcelo Visconti states that the objective of today's meeting is to think about the organization on a mid to long-term basis. For that reason, it is important to develop a profound strategy, as it was proposed and approved during the Executive Board meeting held in November 2018. The main objective is to collectively define where RTRS stands today, where it wants to go and through which competitive advantage it will reach its objectives. He further stresses that this should be a collective work which includes the participation of not only the Executive Board members, but also of key frontrunners Members and external stakeholders.

The Executive Board decides to take a different approach from the one proposed in the agenda under item number 20, and a profound brainstorming takes place.

After an extensive and valuable exchange of ideas -and as a summary- the Executive Board members agree that the approach of the "Beyond 2020" – RTRS Strategy should include the definition of key strategic actions to be implemented in order to reinforce the role of RTRS both as a global round table and as an outstanding and leading certification scheme.

The Executive Board members further agree on the following pillars and priority actions, which were specifically developed during the day through the following chart:

RTRS	
ROUND TABLE	CERTIFICATION
<ul style="list-style-type: none">• Definition• Government Engagement• Collaboration (sustainable farming + other organizations)• Positioning RTRS among other initiatives (Public/Strategic issues)	<ul style="list-style-type: none">• Stepwise approach• Demand (aggressive marketing actions)• Finance as driver (not only banks; not only farms, it is supply chain and others)• Impact (e.g. GHG, hectares preserved, people indirect impacted, and other data that adds to the stories)
<ul style="list-style-type: none">• Global Scope (e.g. Asia)• Membership added value• Governance (shared knowledge and values)	

21. Next steps.

The Executive Board members agree to take the following steps:

- Decide on the combined proposal from Proforest and Malik Management in order to facilitate and support the development of the strategy during the Executive Board meeting to be held on April 25, 2019.



ROUND TABLE ON RESPONSIBLE SOY ASSOCIATION (RTRS)

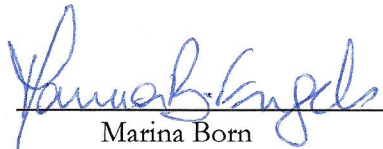
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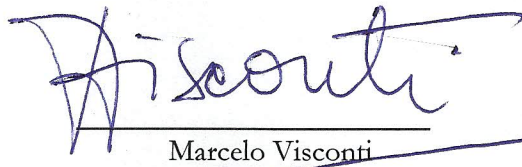
- Work on the strategy process within the RTRS Executive Board and other actors that could support and add value and expertise to the process, between 2019 and first semester 2020.
- Present the “Beyond 2020” RTRS Strategy during the 14th General Assembly to be held in 2020.

22. *Closing.*

The meeting is closed on Thursday, February 21, 2019 at 17:30 Piaui, Brazil time.

February 21, 2019.


Marina Born
President of RTRS Executive Board


Marcelo Visconti
Executive Director of RTRS