Minutes No. 188 of the Executive Board Meeting held on

Tuesday, March 29, 2022, 15:00 to 18:00 CEST time (in accordance with article 21, section [1] of the RTRS Statutes).

Agenda:

1. Approval of the Executive Board meeting minutes No. 185.
2. Approval of the Executive Board meeting minutes No. 186.
3. Approval of the Executive Board meeting minutes No. 187.
4. Update on the Chain of Custody (CoC) Standard reshaping project.
5. Advances on the proposal of system of incentives to support smallholder producers.
6. Priorities update.
7. Any other business.
8. Closing.

A. Introduction

The meeting of the Executive Board of Round Table on Responsible Soy Association (RTRS) starts on Tuesday, March 29, 2022 at 15:00 CEST time.

Participants: RTRS Executive Board members:

- Juan Quaine, Salentein Argentina B.V. (constituency: Producers): jquaine@salentein.com
- Enrique Molas, Productores de Soja Paraguay (constituency: Producers): enrique.molasa@gmail.com
- Gisela Regina Introvini, FAPCEN (constituency: Producers): giselaintrovini@hotmail.com
- Sébastien Terwagne, French Soy Producers (constituency: Producers): sebastien.terwagne@gaiago.eu (Alternate for Damien Lecuir)
- Lieven Callewaert, Alliance4Soy, (constituency: Industry, Trade and Finance): lieven.callewaert@soy4brands.org
- Gerhard Adam, Bayer AG, (constituency: Industry, Trade and Finance): gerhard.adam@bayer.com
- Jacobus Pienaar, Woolworths Holdings Limited South Africa, (constituency: Industry, Trade and Finance): kubus@woolworths.co.za
Melissa Brito, TNC, (constituency: Civil Society): melissa.brito@tnc.org

RTRS Secretariat based in Zurich:
- Romina Pipino, RTRS Administration Officer: romina.pipino@responsiblesoy.org
- Evert Raymakers, RTRS’s Europe Outreach and Engagement Manager: evert.raymakers@responsiblesoy.org

RTRS Secretariat based in Buenos Aires:
- Marcelo Visconti, RTRS Executive Director: marcelo.visconti@responsiblesoy.org
- Laura Villegas, Communications Officer: laura.villegas@responsiblesoy.org
- Pablo Nicolini, Business Development & Technical Unit Officer: pablo.nicolini@responsiblesoy.org
- Ana Laura Andreani, Technical Unit Coordinator: ana.andreani@responsiblesoy.org

Special guests invited:
- Cid Sanches, RTRS External Consultant: cid.sanches@rcba.co.br
- Mabel Fernández, RTRS Financial External Consultant: mabelau.fernandez@gmail.com
- Lukas Vogt, ACT Commodities: LVogt@actcommodities.com
- Thiago Masson, TNC: thiago.masson@tnc.org
- Robert W.J. Stam, Peterson: rstam@onepeterson.com
- Natalie Sluggett, Peterson: nsluggett@onepeterson.com
- Juliana Gomide Tondowski, Peterson: igomide@onepeterson.com

Lieven Callewaert, 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

Lieven Callewaert 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. 185.

Minutes No. 185 are reviewed page by page.

In the absence of any objections, Lieven Callewaert confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“To approve the Executive Board meeting minutes No. 185 (by consensus).”

2. Approval of the Executive Board meeting minutes No. 186.

Minutes No. 186 are reviewed page by page.

In the absence of any objections, Lieven Callewaert confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“To approve the Executive Board meeting minutes No. 186 (by consensus).”

3. Approval of the Executive Board meeting minutes No. 187.

Minutes No. 187 are reviewed page by page.

In the absence of any objections, Lieven Callewaert confirms that the Executive Board approves the resolution.

The RTRS Executive Board resolves the following:

“To approve the Executive Board meeting minutes 187 (by consensus).”

4. Update on the Chain of Custody (CoC) Standard reshaping project.

An update of the reshaping project of the RTRS Chain of Custody Standard and the new Chain of Custody module is presented to the Executive Board. In this respect, the progress on the stakeholder engagement is shared with the Executive Board members, specifically the results from the first consulted stakeholder group (traders).

With regards to the timeline review it is remarked that the delivery date of the project was extended due to the extremely positive response from stakeholders willing to participate on the process which resulted in an increase of more than half (from 21 to 45) of the planned number of interviews out from ten different groups (traders, feed compound producers, food producers, nutrition, retailers, etc.). It is further remarked that extending the timeline for interviews adds great value to the project due to the
sectorial representativeness achieved along with the associated findings from the consultations.

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

5. **Advances on the proposal of system of incentives to support smallholder producers.**

A proposal of incentives to smallholder producers and a preliminary approach to implement potential adjustments to the structure and membership fees is presented to the Executive Board.

In this regard, it is explained that at the Executive Board meeting held on December 15, 2021, the Executive Board approved Madhya Bharat Consortium of Farmers Producer Company Limited (MBCFPCL)’s request for a write-off of 50% of its overdue RTRS Certification Fee. In this same Executive Board meeting, members decided to reflect on the topic with a deeper and more holistic view and, consequently, mandated the RTRS Secretariat to present a proposal on the subject.

To begin with, a set of potential incentives to support smallholder producers is described, such as (i) gaining a detailed understanding of how group managers of smallholder producers operate (including, operational costs, surface areas of the plots, distances between the different fields of the group, particularities between groups in different countries, etc.); (ii) consulting and analyzing other associations’ approaches towards smallholders (e.g. BCI, RSPO); (iii) exploring new approaches for membership and certification fee specifically oriented to foster the role of smallholders based on information collected during a particular analysis process (e.g. proposals considering the productive region, the minimum productive unit per region, etc.); among several other suggestions.

Moving on to the implementation of certain adjustments on membership fees, it was mentioned that as part of the “Beyond 2020” RTRS Strategy, the RTRS Participating Members were proposed with an increase on the membership fee amount for the Industry, Trade and Finance constituency as of January 2022 while such adjustment for the Producers and Civil Society Organizations constituencies is expected take place as of January 2023. Consequently, such resolution was submitted to their consideration and, on November 21, 2021 the RTRS Participating Members, by means of a written resolution, approved the new membership fees amount in accordance with Article 39(4) of RTRS Statutes.

Regarding the fee amount adjustments for the Producers and Civil Society Organizations constituencies, a list of potential actions is shared, which actions include working on an RTRS value proposition; analysing the particularities of each constituency; consulting with other multistakeholder associations and analysing their approaches regarding similar same constituencies; among others.

In light of the information received, Executive Board members mandate the RTRS Secretariat to form a working group, including Executive Board members and Secretariat staff, to work on both subjects discussed above, i.e.: (i) incentives to smallholders'
producers, and (ii) adjustments to the structure and membership fees for Producers and
Civil Society Organizations constituency.

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

6. **Priorities update.**

The RTRS Priorities 2022 are presented to the Executive Board members.

The status and achievements made so far on each of RTRS Priorities 2022 are reported
to the Executive Board members.

Based on the presentation, the Executive Board concludes that RTRS Priorities seem to
be moving smoothly.

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

7. **Any other business.**

Before the beginning of the discussion, Juan Quaine declares a potential conflict of
interest related to the item on the agenda due to the relationship of a member of his
family with Control Union and, therefore, withdrawals from the discussion.

Executive Board members are informed about Cerquality’s certified farms in Brazil and
updated on the status of the process of analysis the RTRS Secretariat has been running.

Executive Board members decide to move on to the next item on the agenda.

8. **Closing.**

The meeting is closed on Tuesday, March 29th, 2022 at 18:00 CEST time.

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Lieven Callewaert
RTRS President

Marcelo Visconti
Executive Director of RTRS