

# Certification Fee Policy

## Version 1.0



This is a public document of the Round Table on Responsible Soy Association (RTRS), for any comments regarding the content of this document or the RTRS Standard please contact the:

**RTRS Technical Unit:**  
[technical.unit@responsiblesoy.org](mailto:technical.unit@responsiblesoy.org) and cc: [info@responsiblesoy.org](mailto:info@responsiblesoy.org)

## **i. Introduction**

RTRS is an international non-profit civil association organized under the laws of Canton Zürich, Switzerland, which promotes the responsible production, trade and use of soy in order to make it economically viable, socially beneficial and environmentally appropriate.

To achieve its goal RTRS has developed a standard that sets forth a number of principles that must be observed in order to consider the production of soy responsible, including (i) legal compliance and good business practices, (ii) responsible labor conditions, (iii) responsible community relationships, (iv) environmental responsibility, and (v) good agricultural practices. Compliance of these five principles is assessed through a total of 106 indicators.

The principal objective of RTRS is “to promote the growth and the use of responsible soy through cooperation with the supply chain and open dialogue between its stakeholders,” therefore, the use of, communications relating to, and claims against, RTRS’ trademarks must be made in accordance with such purpose, and with the rules set forth in the RTRS Use of the Logos & Claims Policy. Thus, RTRS reserves the right to revoke the use of such trademarks in case it determines users are not using the trademark in accordance with the policy. To this end, “RTRS” has been registered as a trademark in most of the relevant jurisdictions where RTRS operates.

RTRS does not conduct direct audits of compliance with its standards but assigns this task to certification bodies. In order to be licensed to conduct assessment audits and grant certificates of compliance with RTRS standard, certification bodies must sign the RTRS General Terms and Conditions for Certification.

Certification bodies are responsible for auditing and granting RTRS certificates, through qualified RTRS lead auditors. Certificates are issued in case the certification body’s client is found to be in compliance with the RTRS Standard for Responsible Soy Production through the satisfaction of the required number of principles, criteria and indicators, designed to be used by that client to implement responsible production practices.

Once certified against the RTRS Standard for Responsible Soy Production, the certificate is uploaded to the online platform along with the information on the volume of the producer’s certified soy production. The producer is also granted with credits equivalent to the volume of its certified soy production.

Producers having a valid certificate can trade the RTRS certified material:

- a) as a credit, which ensures sustainability; or
- b) as physical flow, which ensures not only sustainability but also traceability.

## **II. Certification Fee**

### **1. What is the Certification Fee?**

RTRS-certified material certainly evokes producer’s commitment to social and environmental responsibility producing soy that complied with five basic principles entailed in RTRS Standard. Being a certified producer is a seal of competitiveness, reputation and sustainability of natural, environmental and social resources, since it brings the following benefits:

- It ensures that soy is produced in environmentally correct, socially appropriate and economically viable process, deforestation and conversion-free.
- Provides a management tool and a sustainable strategy, globally recognized and applicable worldwide.
- Enables sustainable trade and use of soy for multiple purposes: human consumption, animal feed, biofuels, etc.

- It represents a solution for global sustainability goals: markets committed to responsible supply chains.
- It is a credible tool that ensures process transparency: a rigorous and robust verification and certification system.

In practice, the issuance of the certificate grants the producer with a license for the use of RTRS intellectual property, including the right to use RTRS' trademark and logo indicating that the soy has been produced by a grower that meets the RTRS Standard for responsible soy. In the use of RTRS trademarks and logo, Producers must observe certain statements addressed to them and listed in RTRS Use of the Logo & Claims Policy, as it is stated in General Terms and Conditions for Certification governing the relationship between certification bodies and RTRS.

As a result of being entitled with abovementioned benefits and rights, the soy producer shall underpin RTRS' purpose by being chargeable with a fee named "Certification Fee."

Since the certified soy producer will be entitled to use RTRS' trademarks, conditions for the use are outlined in the RTRS General Terms and Conditions for Certification, which provide for the following:

- The producer's obligation to pay RTRS a variable fee in an amount to be determined in accordance with the Certification Fee Policy as a condition for the issuance of a certificate, which variable fee shall be independent and additional to any other fee agreed between the certification body and the producer as consideration for the assessment audits.
- The obligation for the certification bodies to include the producers' obligation to pay such variable fee to RTRS in the contract to be entered into between the certification body and the producer applying for certification under RTRS standard.
- The certification body's obligation to cause the execution by the producer of an RTRS Intellectual Property User Form as a condition for the use of RTRS trademark.
- The certification body's obligation to obtain producer's acknowledgement through the execution of the RTRS Intellectual Property User Form of the fact that the authorization for the use of RTRS trademark shall immediately terminate in the event certification expires, is revoked or somehow terminates, for whichever reason, and/or if case the producer happens to somehow be in infringement of the terms and conditions set forth in the RTRS Use of the Logo & Claims Policy.
- Non-transferability nor assignability of certificates and/or of any right or obligation arising therefrom, except for those the transfer or assignment of which may be authorized by RTRS in accordance with RTRS Use of the Logo & Claims Policy and the terms and conditions applicable to the online platform where transactions of certified material must be recorded.

## **2. Certification Fee Amount**

The Certification Fee payable to RTRS by the sellers of certified material amounts to €0.30 per ton of certified soy and €0.10 per ton of certified corn.

## **3. Certification Fee Payment Trigger**

In order to alleviate the financial burden of the certification for producers and, in that way, to encourage the use of the RTRS standard, the cost which the Certification Fee represents is differed in time until the moment the producer transfers the certificate allowing more producers who do not have the initial capital for this payment to certify their soy production under the RTRS standard.

## **4. Payment Conditions**

The Certification Fee shall be paid by wire transfer to the RTRS' bank account to be notified to the Client.

Certification Fee shall be payable within 30 (thirty) calendar days from the date of the relevant invoice.

All payments shall be made free and clear of and without deduction for or on account of taxes (unless the Client is required to make such payment subject to the deduction or withholding of taxes, in which case the sum payable by the Client shall be increased to the extent necessary to ensure that RTRS receives a sum net of any deduction or withholding equal to the sum which it would have received had no such deduction or withholding been made or required to be made).

## **5. Default**

Access to the Online Platform will be suspended to any seller of certified material having overdue amounts (i) exceeding €50,000 or (ii) which have remained overdue for more than 90 (ninety) calendar days.