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“The Supply Chain Manager”

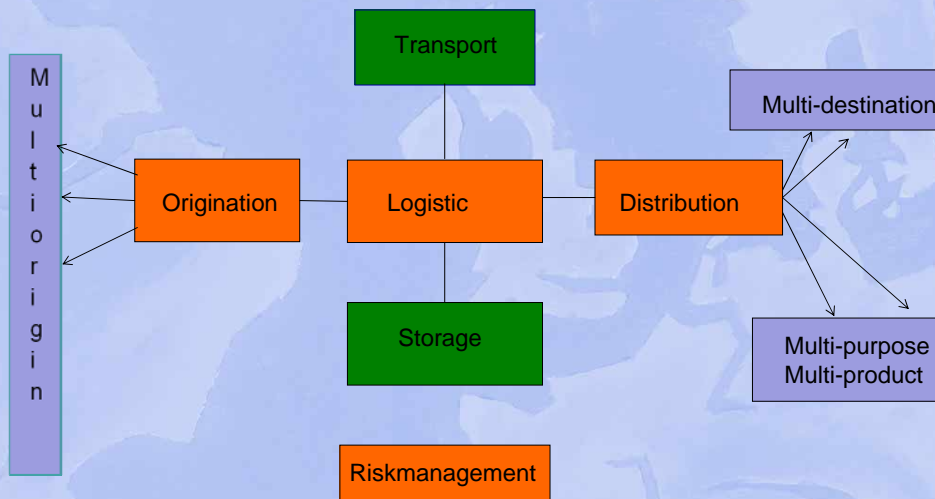
A trader’s view on the RTRS

Hamburg June 2010

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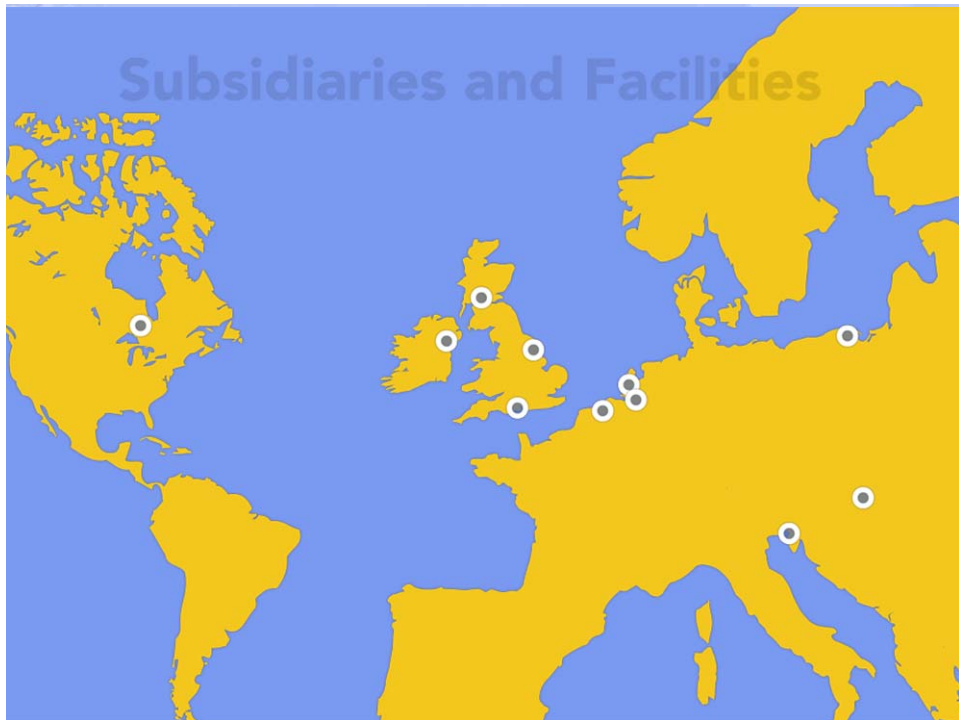
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Cefetra Model



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Cefetra Group

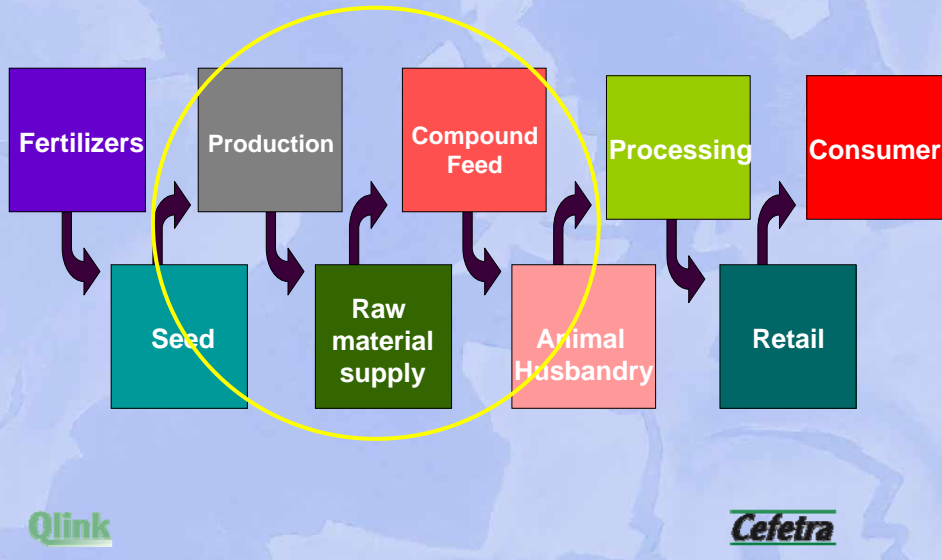
Figures

- Turnover Euro 3 billion
- Turnover 15,5 mio tons
– 6 mio tons soya
- Equity Euro 90 mio
- Employees 175

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Feed & Food Chain



Sustainable Production

Sense of urgency

- Increased world demand Feed - Food - Fuel
- Limited land availability
- Limited water availability



Tight Balance

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Sustainable Production

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Food/Feed Security

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Sustainability in Supply

- What we need is a sustainable production of raw materials to supply the feed, food and fuel industries in the decades to come



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Sustainable Production

High level approach

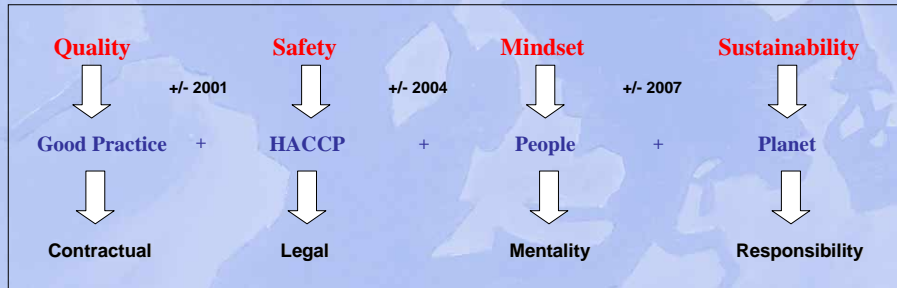
- Improve Social Conditions
- Respect Regulations / Laws
- Improve Environmental Conditions
- Improve Farm Management (Best practice)



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Lessons learnt from the GMP+ implementation



Reactive → **Proactive**
Black Box → **Transparency**

A blue arrow labeled "Focus" points from the left side (Reactive, Black Box) to the right side (Proactive, Transparency).

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Sustainability

Use the knowledge that we have accumulated in the GMP+ process

- Increase knowledge / awareness
- Select the right partners / right mentality / right mindset
- Use existing Tracking & Tracing
- Get going

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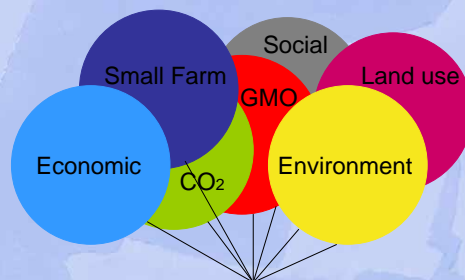
Sustainability

However

- Feed / Food Safety is not negotiable

Whereas

- Sustainability is more dynamic
 - Social and political discussion, small vs large farms, GMO, etc. etc.



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Sustainability

Important

- Realize your objectives step by step
- Final result will be the sum of individual steps



- Don't try to be at the final stage at once



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Sustainability

Choose the right criteria

- Social, Legal, Environmental, Best Practice
- Simplify the discussion (theme by theme)

- Separate GMO from the sustainability discussion
 - Use it as a modular item

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Choose realistic ambition level

- Product, Region, etc.
- Standard / Protocol
- Tracking & Tracing
 - Book & Claim vs Mass Balance vs Segregation
- Time Frame

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Like Feed Safety, it is a mainstream topic

- Low cost
- Connect with other initiatives (Feed, Food, Fuel)
- Uniform standards

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Sustainability

Keep it clear



No overgrowth of certificates



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The RTRS Principle is:

- The development, implementation and verification of one global standard
- The commitment of all stakeholders involved in the value chain of soybeans

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Implementation RTRS standard takes time

- Global standard
- Mutual agreement of all stakeholders
 - different interests and backgrounds
 - different priorities on P & C
- High ambition level



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Sustainability

Need Frontrunners to:

- Create sense of urgency
- Create awareness
- Create critical mass
- Organize chains
- Select the right partners
- Set up specific flows

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Sustainability

Role Cefetra

- Be a frontrunner
- Step by step approach
- Use RTRS as guide
- Finally come to a situation that all Soy is RTRS approved!!

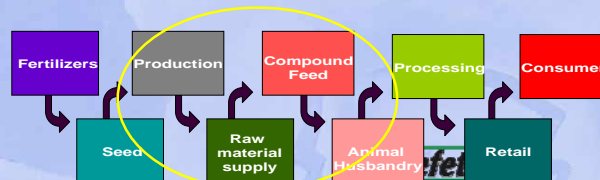
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Sustainability

In our part of the food chain

- We have to be Pro-active
- Make discussion transparent
- Focus on mainstream
- Have a challenging time path
- Show progress
- Create Uniform Standards
- Communicate with other chain members



Sustainability

Let us convert ideas into actions!!

