Scaling markets, scaling impact
European market: where are we now?

**Palm Oil**

- 69% for food (2016)
- Monitoring report III by October ‘18
- Traceability technically feasible to: plantation but implementation is slow
- Supply chain models to develop direct link: in development

**Soy**

- ~7.6 MMT Responsible imported by EU 28 (of 34.5 MMT total 2015/2016)
- Monitoring system in development No
- Traceability to farm/ region
- Supply chain models to develop direct link: in development
Other markets (selection)

**China**
- Second largest importer of palm oil
- Largest importer of soy
- Largest importer of tropical timber
- Rapid growth on year-by-year basis

**India**
- Largest importer of palm oil
- Imported soy rapidly increasing
- Large importer of tropical timber
- Rapid growth on year-by-year basis
Are we after system change?

1. Objective is for responsible soy and palm to become mainstream. We therefore need to work with mainstream producers and markets.

2. Give the producer a central position. A significant volume is not legally compliant and that is where most sustainability challenges are. What does it take to get there?

3. We need a bottom up approach, combined with a global market perspective.
Step-wise approach to increase impact

**step 1**
Supporting farmers towards legality

**step 2**
Supporting farmers that are legally compliant towards zero net deforestation

**step 3**
Supporting the purchase of RTRS/RSPO or equivalent
Direct link between production and market: Verified Sourcing Areas

COMPACT + TRANSPARENT SUPPLY CHAIN + COMMITTED END BUYERS
Commitment to Support 100% Sustainable Palm Oil in Europe

We declare to work together and support each other in transforming toward a 100% sustainable palm oil supply chain in Europe by 2020

The Amsterdam Palm Oil Declaration
by the following European governments:

- Denmark
- France
- Germany
- The Netherlands
- Norway
- United Kingdom
Soy supply chain Memorandum of Understanding

Brazilian Producers - Aprosoja
Brazilian Crushers - Abiove

European Feed Industry - Fefac
European Crushers - Fediol

Objective
Accelerate demand and production of responsible soy and decrease deforestation via a landscape approach

Working together on
• Field level project and verified sourcing area (Aprosoja)
  • Monitoring & improving guidelines (Fefac)
  • Supply chain models (Abiove & Fediol)