

# IDH soy strategy

Connecting supply and  
demand to protect  
forests



Name: Nienke Sleurink  
Program Officer  
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# IDH essentials

Public private partnership facility

Funded by Dutch, Swiss, Danish & Norwegian ODA

Impact on SDGs

11 sector programs

12 landscape programs

50 countries, 400 companies, 30 CSOs

Building replicable models

Systemic impact research with WUR





# Global Convening

11 sector programs



Tea



Coffee



Cotton



Cocoa



Aquaculture



Palm oil



Apparel



Tropical Timber



Fresh & Ingredients



Soy



Pulp & Paper

# Local Convening

12 landscapes



**Mato Grosso, Brazil**  
soy, beef



**West Kalimantan, Indonesia**  
palm oil, pulp & paper, rubber, timber



**South Sumatra & Jambi**  
palm oil, rubber, pulp & paper



**Aceh, Indonesia**  
palm oil



**Central Highlands, Vietnam**  
coffee, spices (pepper)



**Wider Taï Forest area, Côte d'Ivoire**  
cocoa, timber, rubber



**Central Rift Valley, Ethiopia**  
flowers, fruit & vegetables



**South West Mau Forest, Kenya**  
tea



**South East Liberia**  
palm oil



**Western Liberia**  
palm oil



**Nimba, Liberia**  
mining

# Step-wise approach

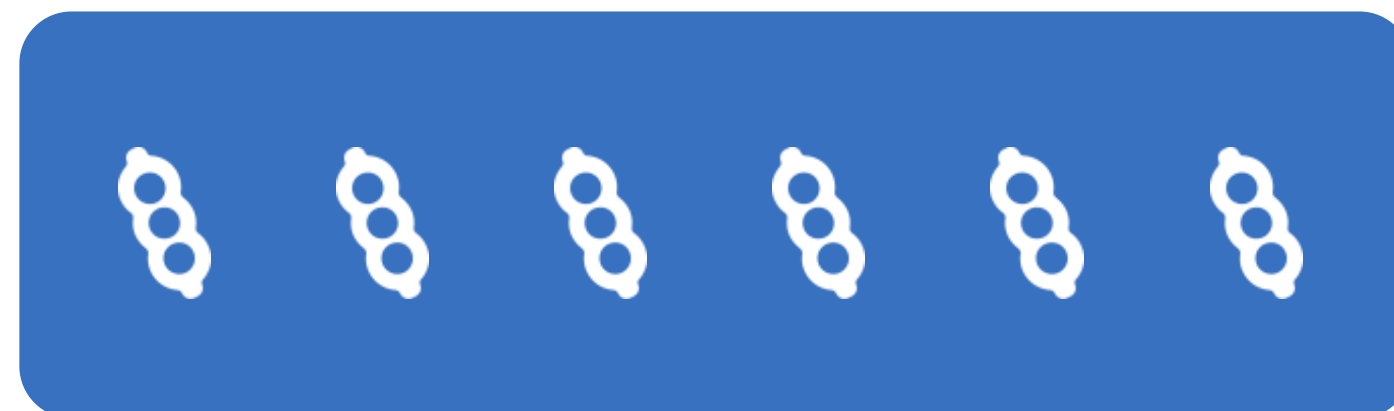
## step 1

Supporting farmers towards legality



## step 2

Supporting farmers that are legally compliant towards zero net deforestation



## step 3

Supporting the purchase of RTRS or equivalent



# Why?

1

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

2

Gives the producer a central position, instead of end-buyers or NGO's. Most farmers are not legally compliant. What does he/she need to get there?

3

So a bottom up approach, instead of focusing on niche, which recognizes steps already made.



# Strategy to achieve soy program targets

## 1. Governance

- Supporting RTRS to gain commitment for responsible soy
- Monitoring

## 2. Field

- Development and operationalization of verified sourcing areas

## 3. Market

- Convening retail & trade and investors.
- Implementation of MoU with Aprosoja, Abiove, Fefac and Fediol, including:
  - work on supply chain models;
  - project with Fefac on ZND, monitoring
  - Project with Aprosoja on improving production & VSA's



## Soy Targets

1. 50% of European soy import being responsible, + 100% by CGF companies
2. Raise the bar on soy sourcing guidelines to incorporate zero-net-deforestation
3. Develop a direct sourcing connection between the end-buyer and the producer.



# Where are we now?



## 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



# 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)



# Verified Sourcing Areas - I

## PPI compact

An agreement between public, private (incl farmers), civil society (incl community) stakeholders to enhance the sustainability and productivity of land and secure community livelihoods in exchange for forest/natural resources protection.

Objective: to turn region into a verified sourcing area.





# Verified Sourcing Areas - II

Verified sourcing areas are:

1. Beneficial to the region;
2. Defined areas;
3. With a clear governance structure;
4. Monitored by a set of simple indicators (public & aggregated farmer data);
5. With a link to the domestic & export markets



# Verified Sourcing Areas III – Example

Sorriso, Mato Grosso

TOTAL FARM AREA

1.826.535 ha

Productive Land: 1.279.735 ha

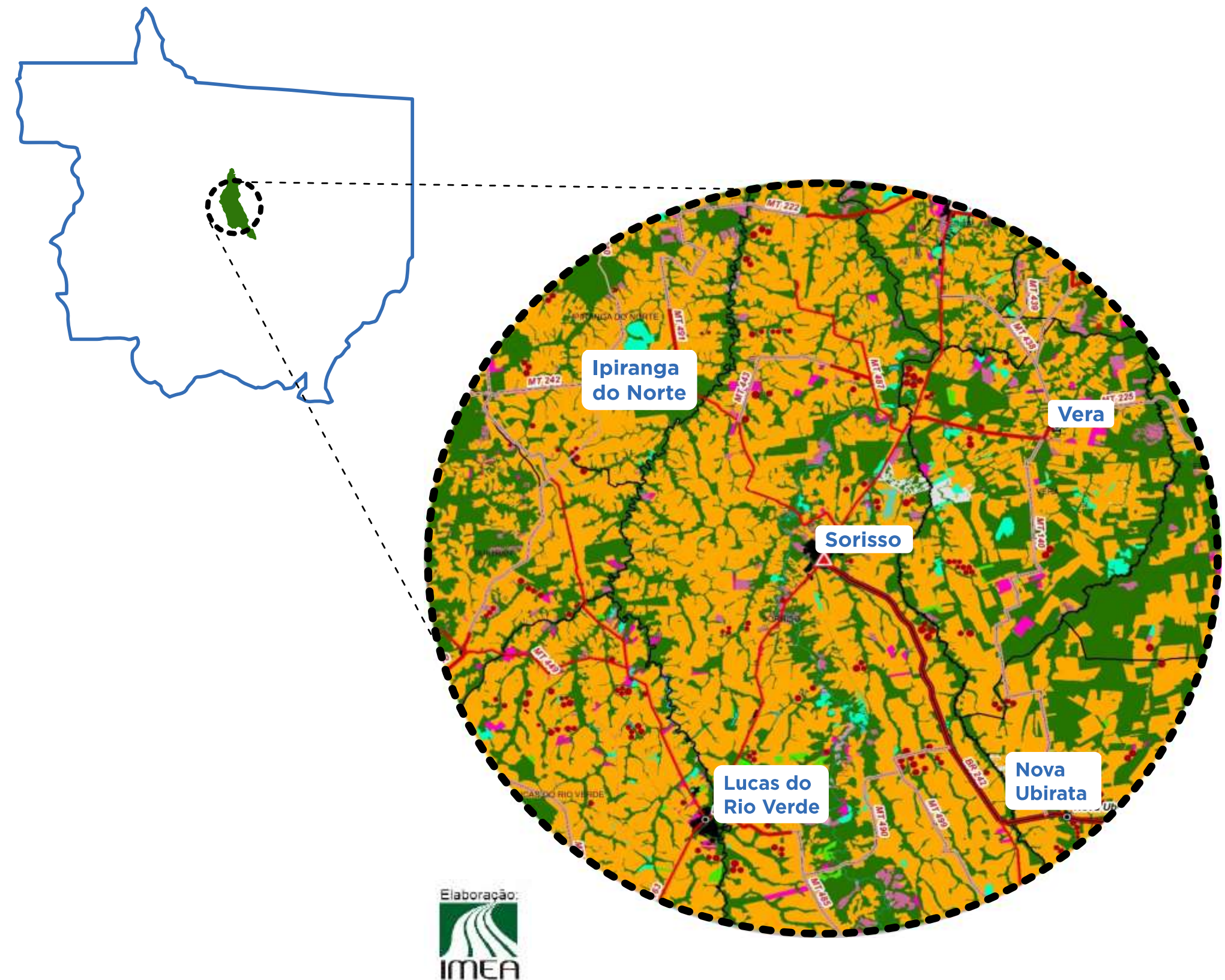
Forest Cover: 546.801 ha

PROPERTIES

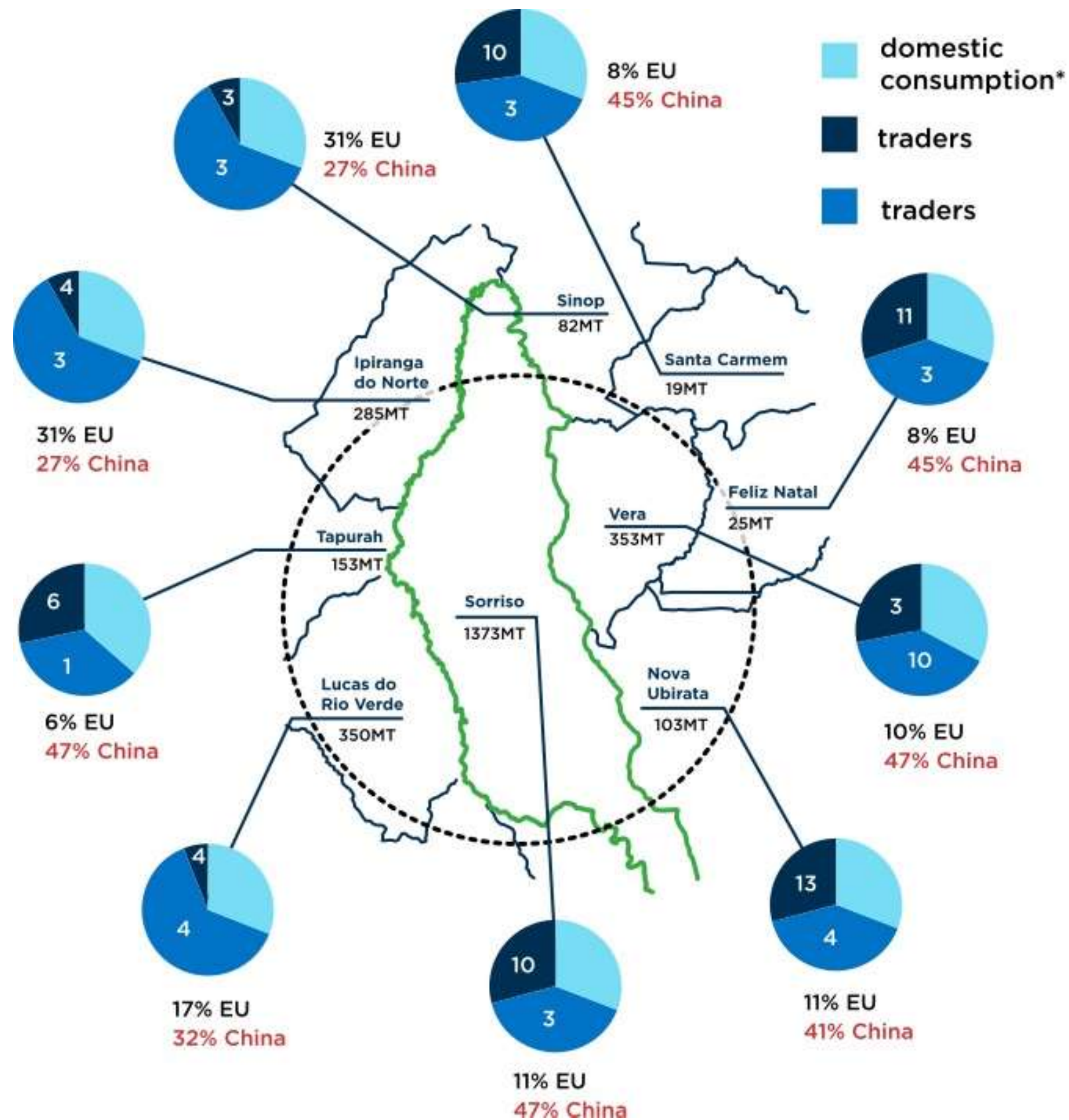
200, covering at least 50%  
productive land

PROJECT TARGETS

400 ha app restored; 10%  
annual continuous  
improvement







**Total trade volume in radius:**  
**2.700 MT, of which 405 MT**  
**(15%) goes to the EU.**  
**1080 MT (40%) goes to China.**

**69% traded by**  
**6 Abiove traders**

\*domestic consumption =  
 in part carrying over, part crushed,  
 and then 50% of that crush is exported



Thank  
you.

