



Sustainability and U.S. Soy Impact and business drivers

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COLLEGE VOICES

The environment is Gen Z's No. 1 concern – and some companies are taking advantage of that

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MILLENNIALS AND GEN ZS FEAR BUSINESS LEADERS ARE NOT CURRENTLY FOCUSED ON PROTECTING THE ENVIRONMENT.

60% of all respondents fear business will deprioritize combatting climate change in the aftermath of the pandemic.



2021 Deloitte Global Millennial and Gen Z Survey Report

Global Food and Retailer Company Perspectives



Responsible Sourcing
Requirements and Guidance in
Place to Address....

#1
Climate
change

#2
Biodiversity
loss

#3
Water
scarcity

Responsible Sourcing May Include...

- Certified and/or Benchmarked by Other Organizations
- Assessed as Compliant by Third Party
- Sourced From Low-Risk Countries
- Verified through other Programs (SSAP, RTRS)

All 4 Companies have Regenerative Agriculture initiatives.

Japan has the highest number of supporters of the Task Force on Climate-related Financial Disclosures (TCFD)

| | |
|--------------|------------|
| Japan | 527 |
| UK | 384 |
| US | 345 |
| Australia | 125 |
| France | 117 |

Source: Task Force on Climate-related Financial Disclosures 2021 Status Report



SDGs & Environmental Impact

SSOY

U.S. Soy advances Nutrition & Food Security, Climate-forward Solutions, and Progress for People and Communities

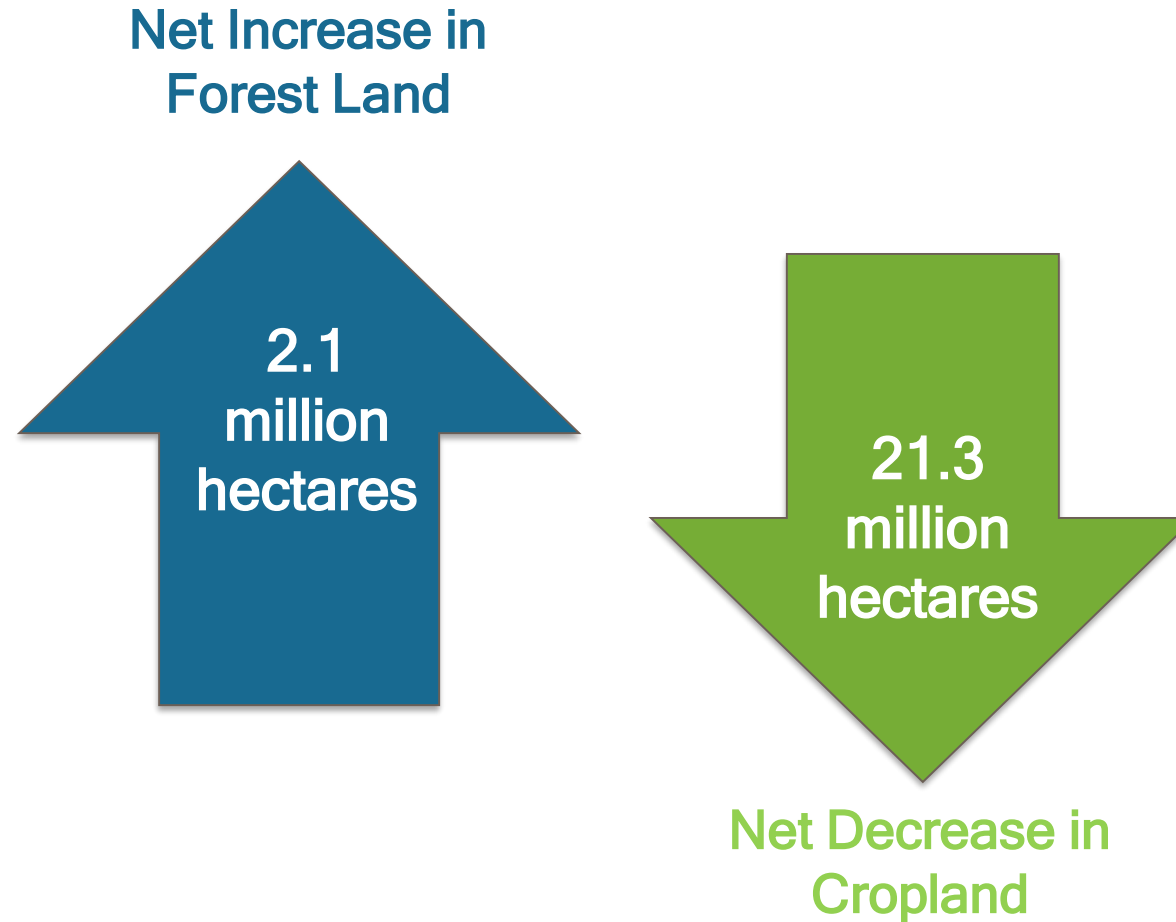


SDG 2.4

“By 2030, ensure **sustainable food production systems** and implement **resilient agricultural practices** that increase **productivity** and production, that help **maintain ecosystems**, that strengthen capacity for adaptation to climate change, extreme weather, drought, flooding and other disasters and that progressively **improve land and soil quality.**”

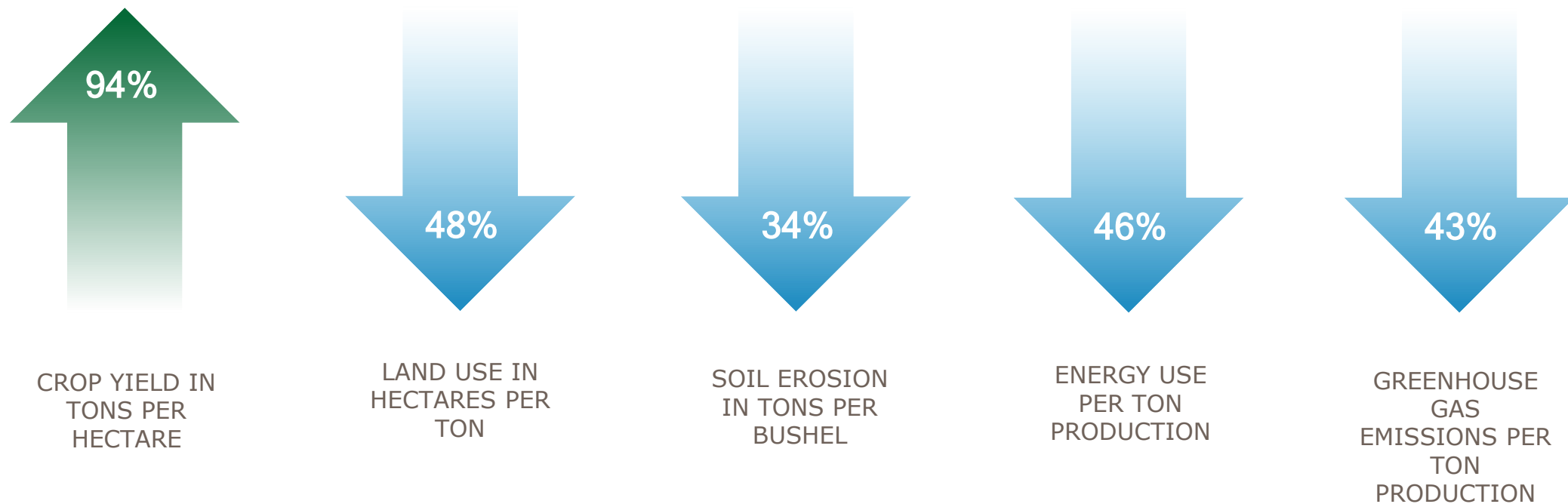


U.S. Forest Land Increased, Cropland Decreased 1980-2017.



SOURCE: National Resources Inventory Summary Report

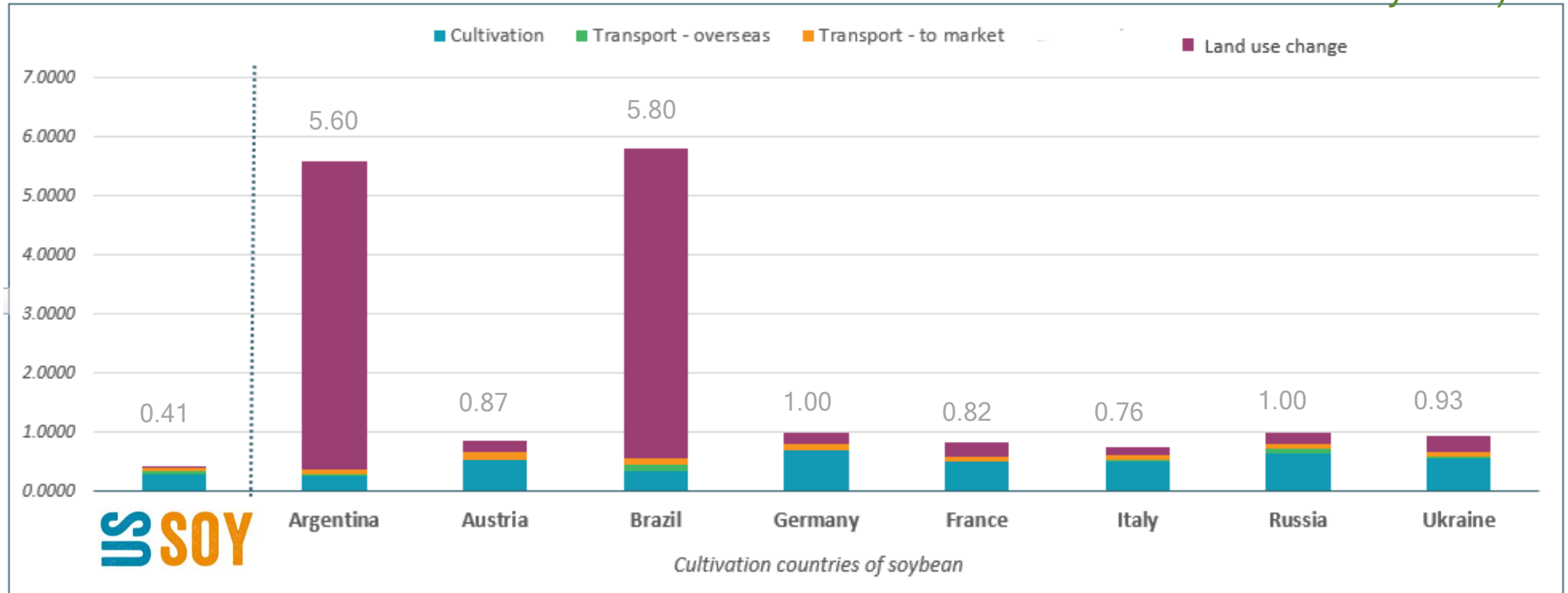
Environmental Impact of U.S. Soybean Production (1980-2020)



Field to Market: The Alliance for Sustainable Agriculture, 2021. Environmental Outcomes from On-Farm Agricultural Production in the United States (Fourth Edition). ISBN: 978-0-578-33372-4

Carbon footprint of U.S. Soy

Carbon footprint (including LUC) of soybean for Japan market (kg CO₂-eq/kg soybean)



Source: Blonk Consultants, Agri-footprint

*Results based on default emission modelling, including land use change emissions, according to the rules of the PEFCR-Feed guidance document (European Commission, 2018) as implemented in the Agri-Footprint5.0 database. Specific supply chains may have different results.



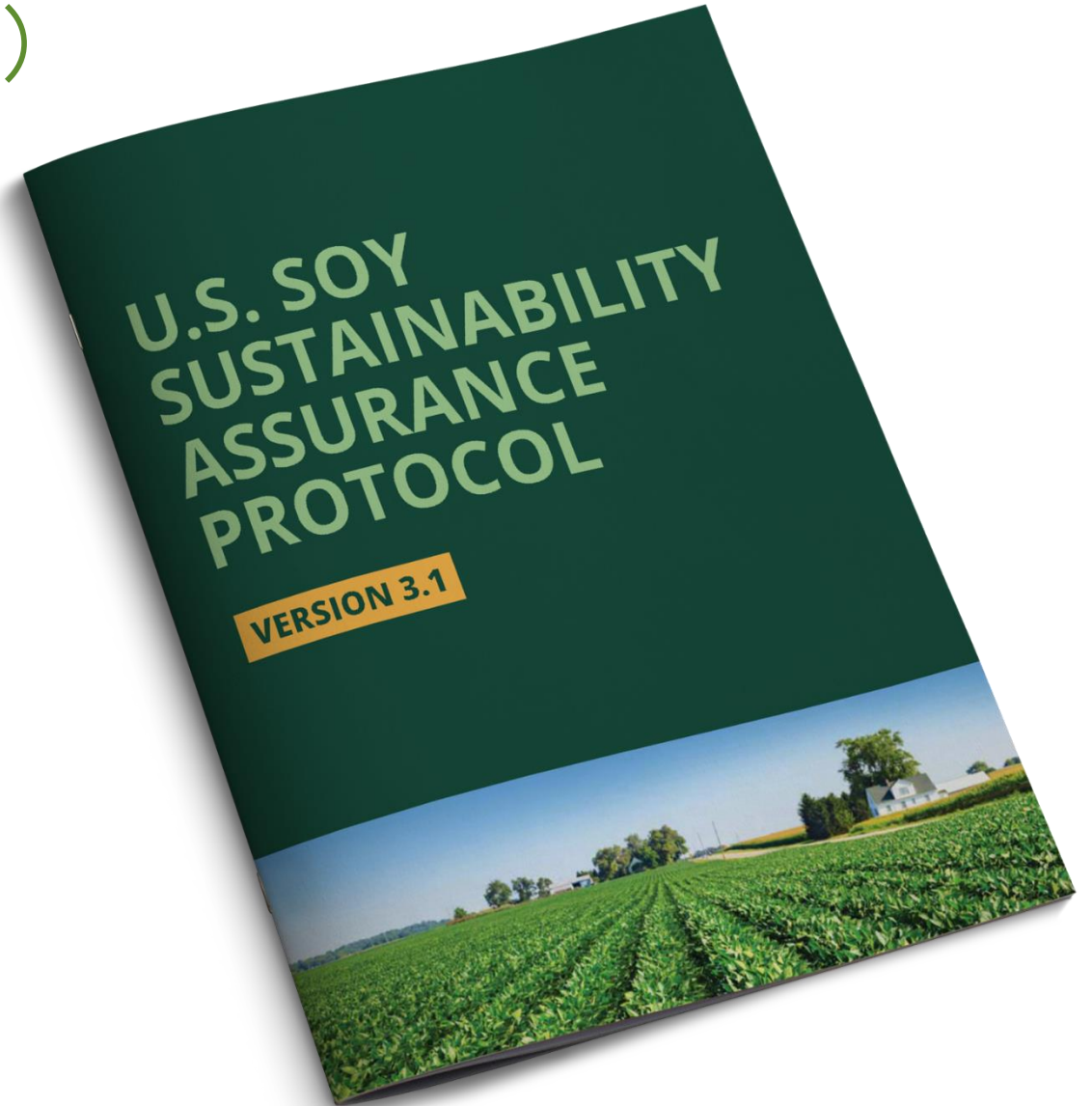
U.S. SSAP

U.S. Soy Sustainability Assurance Protocol

 U.S. SOY

U.S. Soy Sustainability Assurance Protocol (SSAP)

- Scheme designed to meet sourcing guidelines in international market
 - Four Directives
- Aggregate/mass balance
- Third party audit
- Certification
- Continuous Improvement Goals



U.S. Soybean Sustainability Assurance Protocol

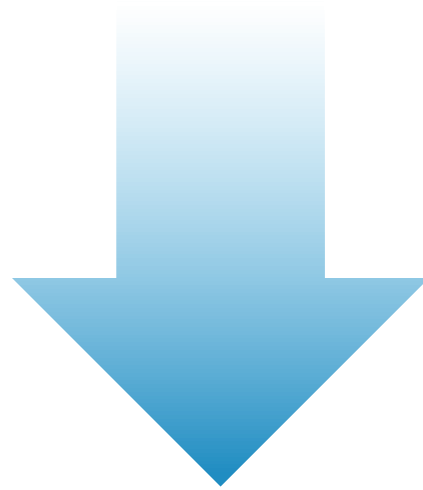
FOUR DIRECTIVES WITH CONTROL MEASURES & REGULATIONS

1. Biodiversity and High Carbon Stock
Wetland, grassland, forest, biodiversity
2. Production Practices
Conservation tillage, crop rotation, precision farming
3. Public and Labor Health, and Welfare
EPA, EEO, OSHA
4. Continuous Improvement
CRP, Conservation programs, training and info sharing

By 2025, U.S. Soybean Farmers Aim to:

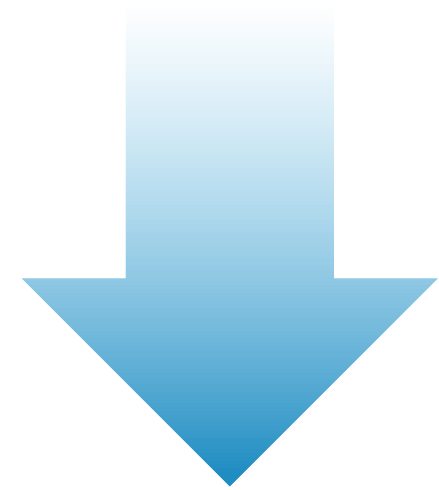
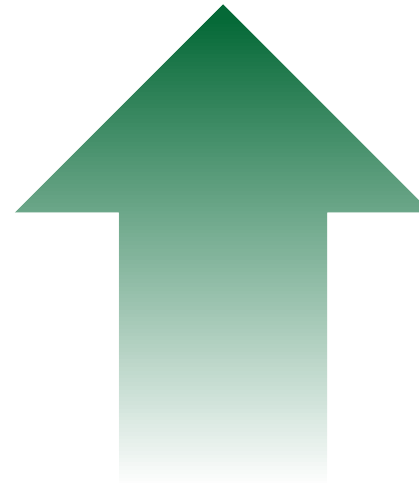


REDUCE LAND
USE IMPACT BY
10 PERCENT



REDUCE SOIL
EROSION 25 PERCENT

INCREASE ENERGY
USE EFFICIENCY
BY 10 PERCENT



REDUCE TOTAL
GREENHOUSE
GAS EMISSIONS BY 10
PERCENT

These continuous improvement goals were adopted by key U.S. Soy organizations in 2014 and are based on Field to Market 2000 benchmark.



Leveraging the SSAP

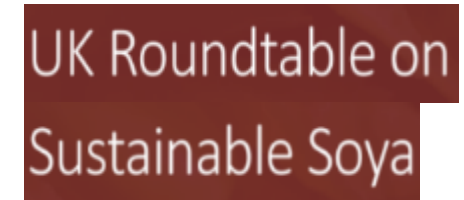
Recognized throughout the Industry

SSOY

U.S. Soy Sustainability Assurance Protocol (SSAP)

Globally recognized and 4x Transferable Certificates

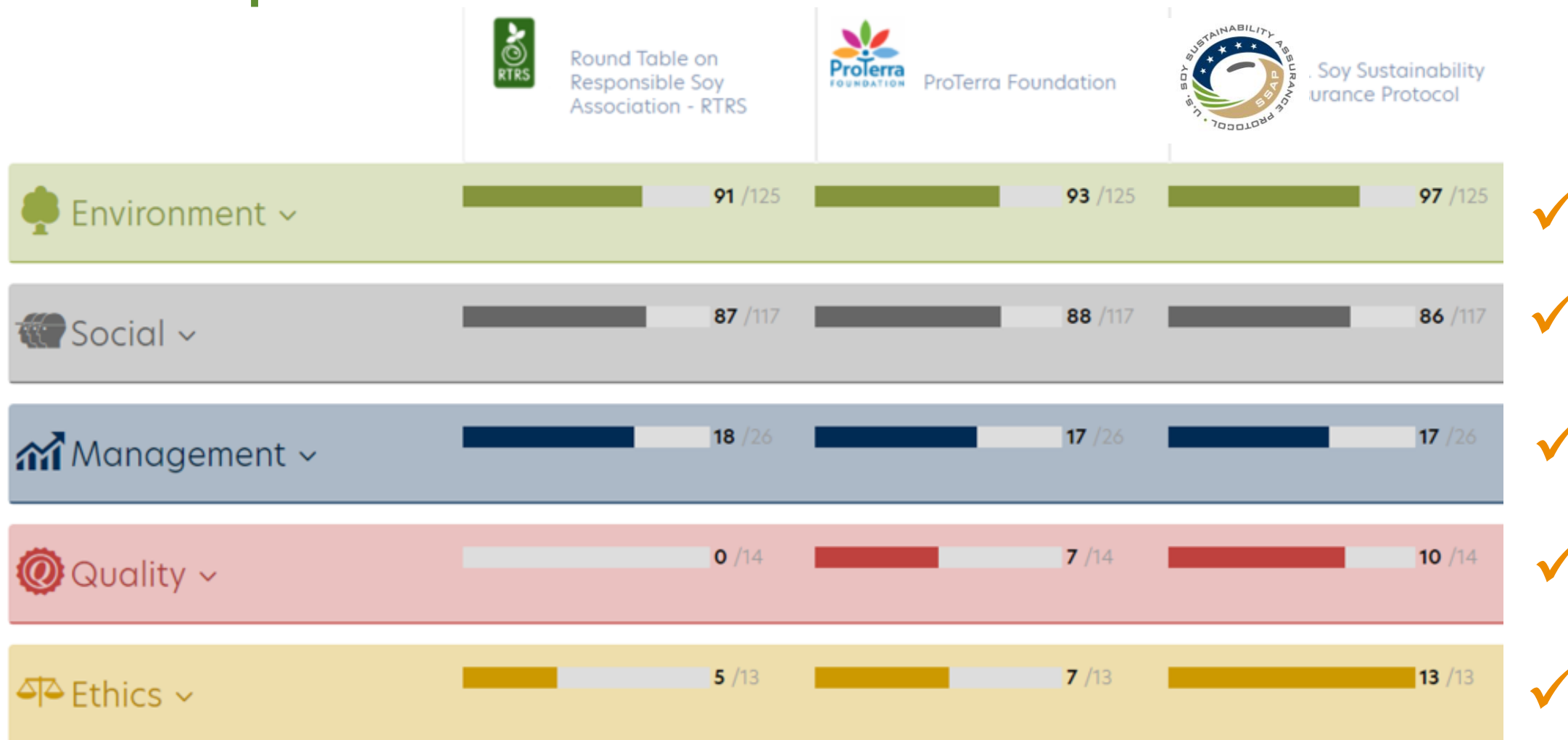
- ISO verified process by SGS, the world's leading inspection, verification, testing & certification company
- Positively benchmarked by:



EU-Renewable
Energy
Directive

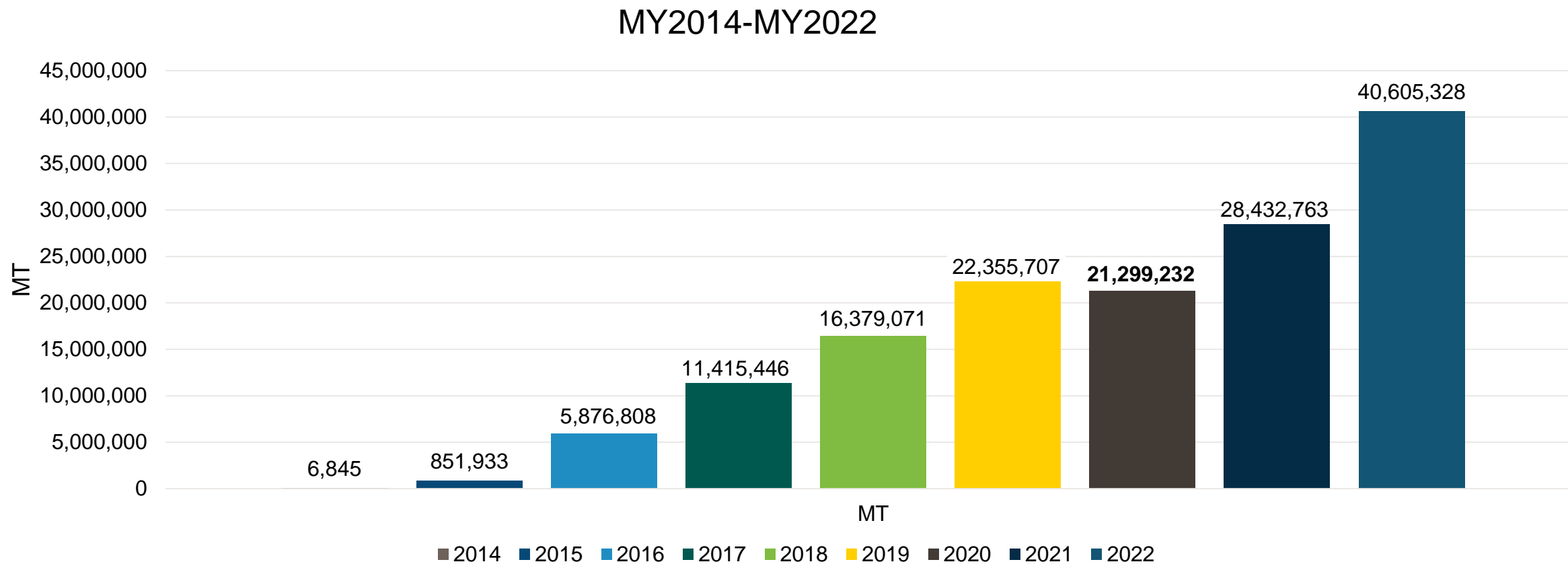


Comparison of Schemes



Source: International Trade Centre, EU Feed Industry Sustainable Soy Sourcing Guidelines, Dec 2021

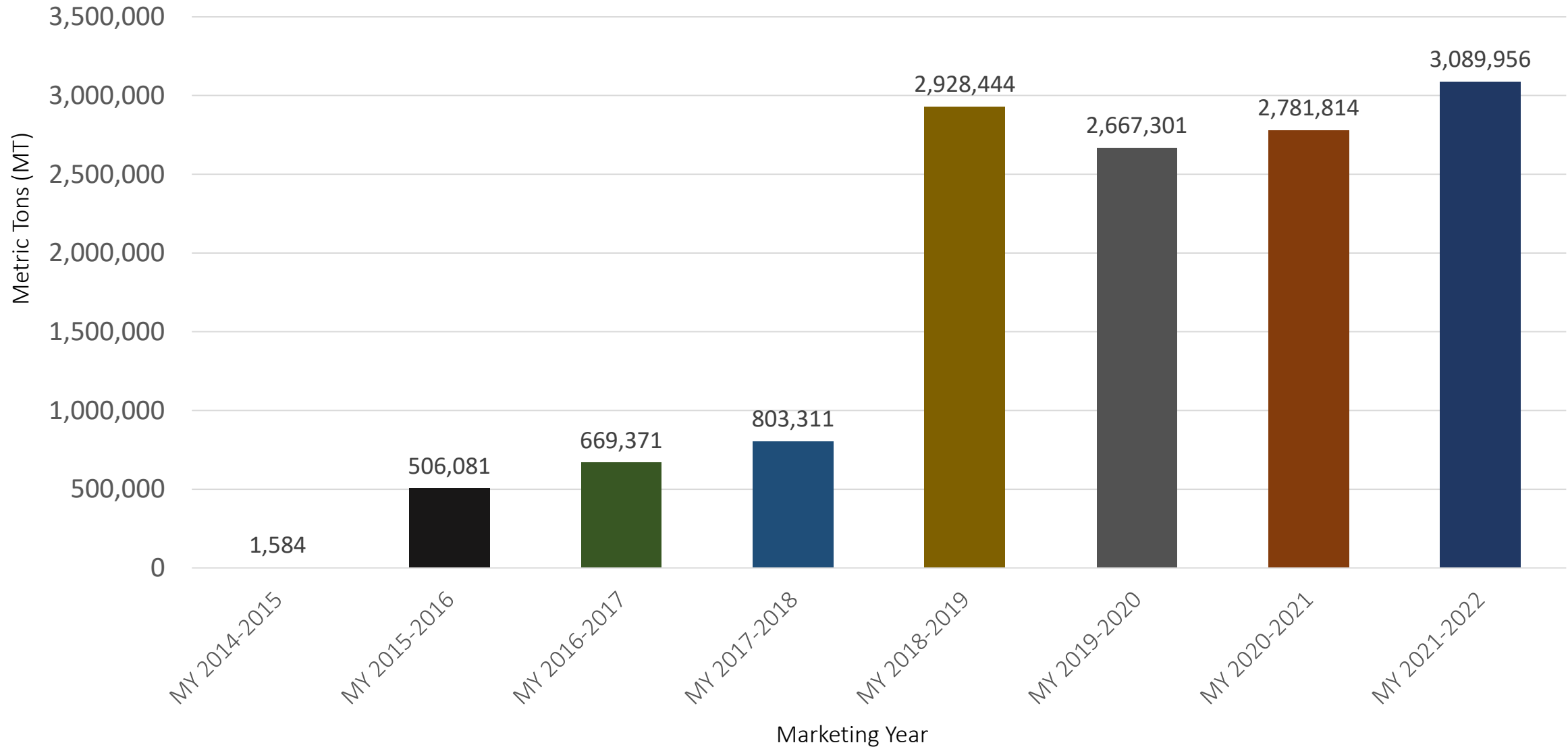
Verified Sustainable U.S. Shipments for Marketing years 2014-2022



U.S. Soy Products verified sustainable Marketing Year 2022 by Region (as a % of Total Exports)

| Region | MY22 Exports (9/01/2022) | Verified Sustainable Exports (MTs) (11/8/2022) | Percent |
|--------------------|-----------------------------|--|---------|
| Americas | 14,509,420 | 8,197,291 | 56% |
| Europe | 6,054,255 | 4,227,027 | 70% |
| Greater China | 31,650,325 | 20,068,465 | 63% |
| MENA | 5,519,413 | 633,948 | 11% |
| Northeast Asia | 3,361,653 | 3,089,956 | 92% |
| South Asia | 1,968,291 | 560,094 | 28% |
| Southeast Asia | 5,744,354 | 3,828,547 | 67% |
| Sub-Saharan Africa | 997 | 0 | 0% |
| TOTAL | 68,808,708 | 40,605,328 | 59% |

Verified Sustainable U.S. Shipments for MY15-MY22 Northeast Asia



Sustainable U.S. Soy Label - Northeast Asia

- The Sustainable U.S. Soy logo is currently being used on 916 stock keeping units (SKUs) or packaging across the globe.
- In NEA, the Sustainable U.S. Soy label is being used on 382 products and growing. Most of those products are in Japan.
- The South Korean global food giant Lotte Foods now uses the Sustainable U.S. Soy label on packaging for its high oleic soybean oil.



Examples SUSS Logo in Japan



Product : **TOFU**

Company : Sagamiya Foods



Examples SUSS Logo in Japan



Product : **TOFU**
Company : Miyoshi Food



Promoted as safe and secure soy grown under contract.
Print SSAP mark since 2018

外国産大豆

現在、三好食品工業ではアメリカのサウスダコタ州で10年以上契約栽培を行っています。
サウスダコタ州はアメリカの北部に位置し、冬では降雪するにも関わらず大豆が育ちます。そのため、害虫が定着しにくく、大豆栽培時に農薬が少なくすむため、安心な大豆が栽培できるとされています。また、単作で、農薬・品種改良を行うことで安定した供給が可能となっています。
海外の大豆畑といえども毎年は必ず訪ね、毎年の大豆の品質チェックを開始しています。その他、新品種や地域適応性に強い、新しい地域での栽培も毎年研究し、より良い品種を探しています。



Promoting the company's commitment to U.S. soybeans on its official website

Product : **TOFU**
Company : Itami Food



SSAP adopted by a long-established tofu store found in 1958 in Hokkaido



受賞歴

アメリカ大豆サステナビリティ アンバサダーアワード2018 受賞



当店自慢の本場豆腐「HANAMIZUKI もめん」が、「アメリカ大豆サステナビリティ アンバサダーアワード2018」を受賞しました。この豆腐は、北海道産の大豆「とよみづき」に近い特性を持つ、アメリカ・バージニア州産の「MHL1028」という品種を使用しており、「とよみづき」とバージニア州の花「ハナミズキ」にちなんで名づけられました。この受賞を機に、札幌市はサステナブル（＝持続可能）な方法で生産されているMHL1028を学校給食で使用することを決定しました。

U.S. Soy Ambassador Award 2018 on official website

Product : **Soy Oil & SOYBEAN**
Company : Saitama Ryokoku

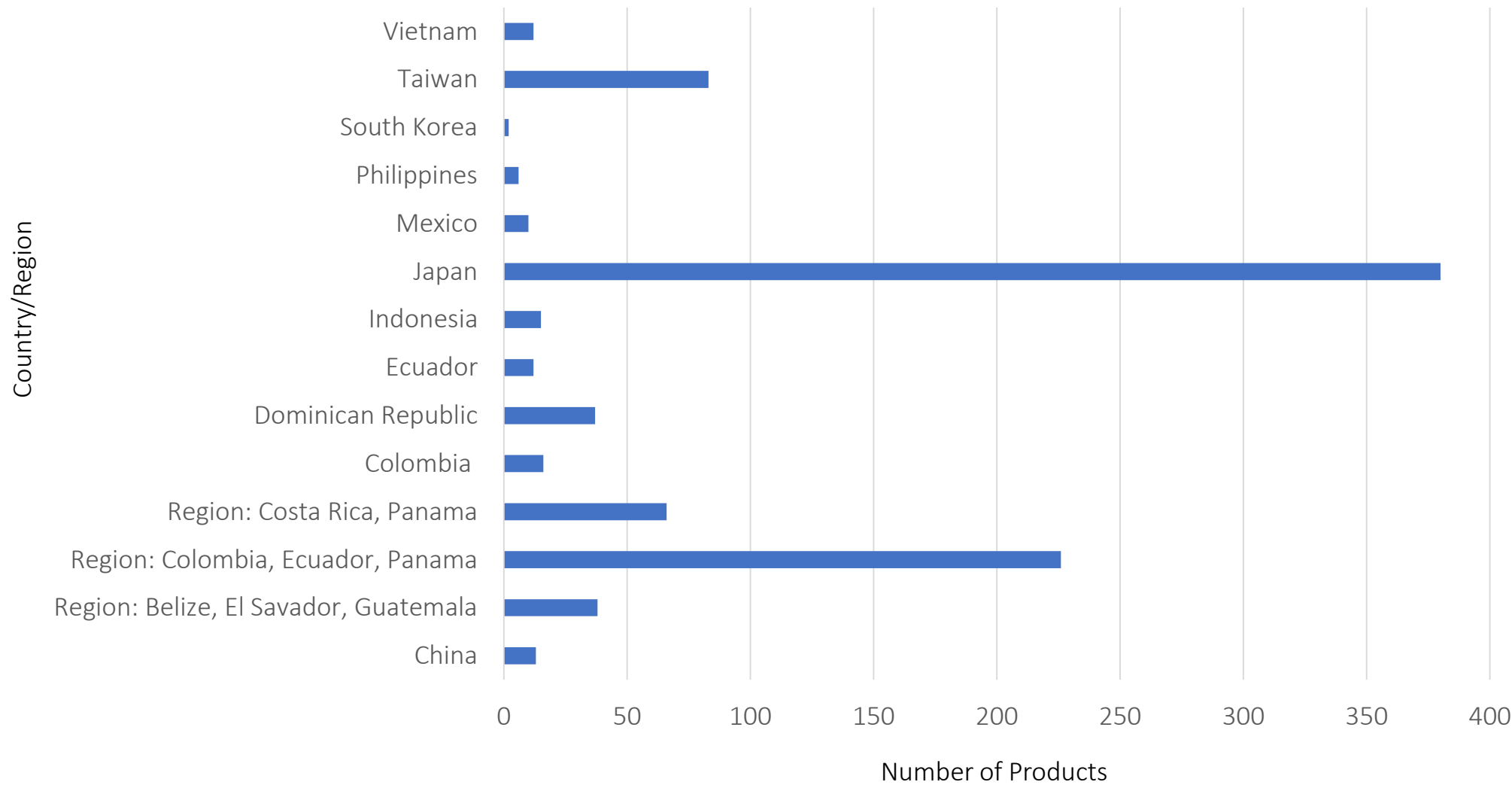


サステナブルな生産方法に基づいた安心・安全な輸入大豆を提供します

当社の輸入大豆の多くは、当社と十年以上の取引があるアメリカ合衆国・オハイオ州のSchwartz Farmsで生産されたNon-GMO大豆と、商社と連携し現地のサプライヤーから提供頂いた加工適正に優れた大豆となります。豆腐加工適正にすぐれた高タンパク大豆、味噌、豆乳にすぐれた高品質大豆などを取り揃えております。



Number of Products by Country





Transferable SSAP Certificates

SSAP Transferable Certificates

- SSAP transferable certificates allow exporters of U.S. Soy to transfer certificates to their international buyers
- They also allow international buyers to transfer certificates down the value chain from buyer to seller
- The original exporter shipment certificate can be transferred a total of 4 times
 - Certificate transferability helps exporters improve certificate transparency and record keeping among their international customers
 - Customers benefit by receiving a sustainability certificate in their name, for the exact amount, and for the exact product type of their global deliveries
 - SSAP transferable certificates can also be used in customers' sustainability reporting

SSAP Transferable Certificates

- Exporters and customers can register on www.USSES.org
- After registering, customers can request certificates from their existing exporters or their sellers of U.S. Soy abroad, directly from their customer account.
- For more questions on the SSAP and SSAP transferable certificates, contact us at sesadmin@ussec.org



Certificate of SUSTAINABILITY

ACCORDING TO THE U.S. SOYBEAN SUSTAINABILITY ASSURANCE PROTOCOL

This is to verify that soybeans or soy products described herein were produced in compliance with U.S. laws, regulations, production practices, and audit process as listed in the U.S. Soy Sustainability Assurance Protocol.

| | |
|---|--|
| NAME OF SELLER <input type="text"/> | PRODUCT <input type="text"/> |
| SELLER REPRESENTATIVE <input type="text"/> | METRIC TONS* <input type="text"/> |
| CUSTOMER NAME <input type="text"/> | DATE OF DELIVERY <input type="text"/> |
| CERTIFICATE NUMBER <input type="text"/> | DATE OF CERTIFICATION <input type="text"/> |
| | CARRIER IDENTIFICATION <input type="text"/> |

*Quantity shown is only valid on date of certification. Contact Seller for updated volume.

SOY EXPORT SUSTAINABILITY, LLC
16305 Swingley Ridge Rd., Suite 200
Chesterfield, MO 63017
USA

CERTIFICATE VALIDATION
Use the Certificate Number and the Certificate Code to validate this certificate on the secure SES Certification Portal (ussec.org)

CERTIFICATE CODE
All Soy Sourced & Shipped from the U.S.A.

SES 

SSAP Customer Certificate

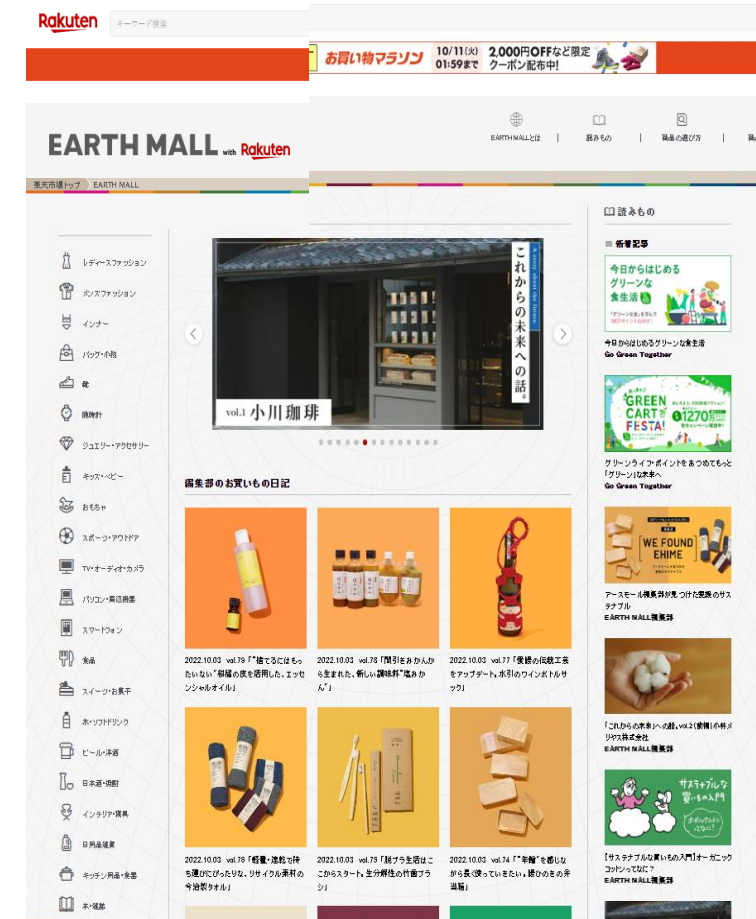


What does the future hold

SSOY

What will the future bring?

- Consumers want **TRANSPARENCY** that their food is produced **SUSTAINABLY**
- Two-thirds of consumers are more attracted to brands focused on making the world a better place
 - E.g. [Earth Mall with Rakuten](#): 130,000+ sustainable labeled products. 2021 sales up 290%+, Site traffic up 5x
- Carbon version of calories
 - E.g. Marubeni and Sustainable Management Promotion Orgn. experiment with changing consumer behavior by displaying carbon footprint of food menu items
- The world is changing - U.S. Soy and USSEC are here to deliver solutions!



USSOY.ORG

USSEC.ORG | USSOY.ORG