

# UEBT ANNUAL REPORT



2015

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## Union for Ethical BioTrade

The Union for Ethical BioTrade (UEBT) is a member-based non-profit association that promotes the 'Sourcing with Respect' of ingredients that come from biodiversity. Members adopt sourcing practices that advance sustainable business growth, local development and biodiversity conservation. UEBT was created in 2007 as a spin off from the United Nations to promote business engagement in BioTrade.

### Mission

To promote Ethical BioTrade practices by offering UEBT members independent verification, technical support, and networking opportunities for biodiversity-based innovation and sourcing.

### Vision

To be the leading association of companies that are involved in biodiversity based innovation and sourcing, driving sustainable business growth, local development and biodiversity conservation.

### Priorities UEBT Strategic Plan 2014-2016

- A. To grow UEBT membership through proactive member acquisition, particularly in the food and cosmetics sector;
- B. To offer increased market recognition for Ethical BioTrade efforts of UEBT members;
- C. To support members in the implementation of Ethical BioTrade practices;
- D. To measure the up-take of Ethical BioTrade practices and their impact on local sustainable development.



Since 2009 UEBT is full member of ISEAL. The ISEAL Alliance is the backbone of the sustainability standards and certification movement, and global leader in defining and communicating what good practice looks like for them. Its membership is open to all multistakeholder sustainability standards and accreditation bodies that demonstrate their ability to meet the ISEAL Codes of Good Practice. UEBT membership to the ISEAL Alliance speaks to the credibility of UEBT as a leading sustainability standard system.

See also: [www.isealalliance.org](http://www.isealalliance.org)

# Words from UEBT Board Presidents



**Rodrigo Brea**



**Bas Schneiders**

In December 2015 Bas Schneiders (Weleda) took over the Presidency of the UEBT Board of Directors from Rodrigo Brea (Natura Cosmetics). Rodrigo held this position for a period of 2 years.

## Rodrigo, how do you look back on your Board term?

When I took over office in December 2013, I still held the position of supply chain director at Natura. UEBT had just finalized its strategic planning for 2014-2016, and agreed on a roadmap to make UEBT the leading association of companies involved in biodiversity based innovation and sourcing, driving sustainable growth, local development and biodiversity conservation. Since, we have been able to make significant progress on two key priorities: increasing market recognition for the Ethical BioTrade commitments of member companies, and providing support to UEBT members and governments on issues related to Ethical BioTrade.

## Can you give an example?

Over the last years cooperation with UEBT member companies has deepened, and we provided valuable advice to companies and governments on the issue of Access and Benefit Sharing, a new topic that is key to biodiversity based innovation. In the same period, UEBT started offering certification services to its members. I am very pleased that Natura was able to play a leading role in shaping this service, as it worked with UEBT to certify its Amazon suppliers. At the same time UEBT also launched an innovative certification program for herbal tea, together with UTZ and leading companies in the herbal tea market.

## Do you want to say any last word as UEBT chair?

I wholeheartedly encourage all members of UEBT to be bold and innovative in making a tangible contribution to UEBT's vision: to advance sustainable business growth, local development and biodiversity conservation! I look back with satisfaction on my time with UEBT, and wish Bas Schneiders a fruitful term as Board President.

## Bas, what drove you to take over the UEBT Presidency?

Weleda is the world's leading natural organic cosmetic company. As a fully natural company, our business directly depends on biodiversity, and we are deeply committed to sustainable supply chains that promote biodiversity conservation and local development. As Head of International Strategic Sourcing at Weleda, I understand the vital importance of ethical sourcing of biodiversity, both for Weleda as for the sector in general. I also see the importance of actively integrating suppliers and stakeholders in sustainable and fully transparent supply chains.

The UEBT Board Presidency allows me to tap directly into my experience and provide strategic direction to UEBT, as well as actively promote a much needed sector transformation towards ethical sourcing of biodiversity.

## What priorities have you set for your Presidency?

UEBT has embarked on the right path, so first of all we should consolidate ongoing efforts. At the same time, it is important that UEBT gains more visibility and grows the number of active members, in order to have more impact on protecting and enhancing biodiversity. In this I encourage UEBT to be innovative, promoting real change among its members and the sector.

UEBT should also find ways to further increase collaboration among its members. For instance, to standardize approaches towards our suppliers with respect to ethical sourcing and biodiversity. These will be key priorities for me as Board chair. Weleda will lead by example, participating actively in UEBT on these issues.

# Words from the Executive Director



**Rik Kutsch Lojenga**

## Ethical BioTrade supporting global development agenda

UEBT was created in 2007 to support business up-take of BioTrade. How does UEBT work and where does its work stand in 2015?

Indeed, UEBT was established in 2007 with the support of the United Nations Conference on Trade and Development (UNCTAD). Its aim is to promote private sector involvement in BioTrade, for which UEBT developed the Ethical BioTrade standard, an internationally recognized standard based on UNCTAD's BioTrade Principles and Criteria. The standard is the basis for the independent verification of Biodiversity Management Systems of UEBT members, and of the UEBT certification for natural ingredient supply chains. It thus provides orientation to companies for putting ethical sourcing of natural ingredients in practice, and has had an impact well beyond the UEBT member companies.

I am proud to report that there is a growing number of companies that are actively promoting Ethical BioTrade practices in over 400 supply chains around the world. UEBT has also worked hard to raise business awareness on biodiversity. Through the biodiversity barometer and its annual conferences UEBT achieved a lot, particularly in the cosmetic sector. However, much more needs to be done, and it is good to see that our new Board chair has taken this up as one of his priorities.

"UNCTAD actively promotes BioTrade by seizing development opportunities for biodiversity-rich countries arising from the implementation of the SDGs. UEBT and UNCTAD are closely collaborating in incorporating the private sector's vision and experiences into sustainable development strategies."

Bonapas Onguglo, Head of Branch Trade, Environment, Climate Change and Sustainable Development Branch, UNCTAD

In 2015 the UN adopted the Sustainable Development Goals. How does UEBT contribute to the SDGs?

As the Ethical BioTrade standard seeks to advance several internationally recognized sustainable development objectives, it is no surprise that it has been found to contribute to at least 11 of the 17 SDGs, as can be seen in the box.

By adopting the Ethical BioTrade sourcing principles, UEBT members are thus directly contributing to the SDGs. We recently prepared a report on how UEBT members contribute to the SDGs, which resulted in a series of inspiring examples. I would highly recommend reading this publication.

<p><b>P1 Conservation of biodiversity</b> (e.g. maintaining or restoring ecosystems where sourcing of natural ingredients takes place)</p>	
<p><b>P2 Sustainable use of biodiversity</b> (e.g. training, sustainable management, preventing negative environmental impacts of sourcing activities)</p>	
<p><b>P3 Fair and equitable benefit sharing</b> (e.g. dialogue, equitable prices, contribution to local development and compliance with ABS requirements)</p>	
<p><b>P4 Socio-economic sustainability</b> (e.g. traceability and mainstreaming of Ethical BioTrade in management system)</p>	
<p><b>P5 Compliance with regulation</b> (e.g. CITES, CBD and the Nagoya Protocol)</p>	
<p><b>P6 Respect for rights of actors</b> (e.g. human rights, rights of indigenous peoples and local communities, adequate working conditions)</p>	
<p><b>P7 Clarity about land tenure</b> (e.g. right to use the land and the natural resources)</p>	

BioTrade Principles and Criteria and the Sustainable Development Goals

# Priority A

## To grow UEBT membership through proactive member acquisition



### Centroflora expands its commitment to UEBT



**Peter Andersen,**  
President of the Centroflora Group

In 2015, the Centroflora Group – whose pharmaceutical unit was already a part of UEBT – took the step of joining at the group level. The Centroflora Group develops and commercializes plant extracts for the personal care, nutrition and health sectors. It is based in Brazil, paying special attention to the rich biodiversity of this country, the Centroflora Group offers a wide variety of extracts from plants in different

continents and operates worldwide. Peter Andersen, President of the Centroflora Group, explains the rationale for expanding the commitment to UEBT and Ethical BioTrade.



**CENTROFLORA GROUP**

*Partnerships for a better world.*

### What motivated the Centroflora Group to join UEBT?

For us, expanding our UEBT membership was a logical step. In today's market, companies need to ensure the propagation of their activities. What I mean is that activities need to be structured in a way that they can be easily communicated to clients and consumers. Communication is really critical: it generates awareness and adds market value. And it must be continuous – that is why you need structured approaches... and persistence!

For a company, a structured, systematic approach is essential to understand its actions, assess the risks, and define what should be improved in order to add value in the sourcing areas. Once a company approaches its business in this more structured manner, it can also create opportunities – both business and communication opportunities.

Our collaboration with UEBT began with Vegeflora, one of the Centroflora Group's units, which works with jaborandi for the production of pilocarpine. At the time, Ethical BioTrade concepts were new to us. We considered them primarily as tools for improved supply chain practices. Now, through our experience and exchange with UEBT, we can see that Ethical BioTrade offers mechanisms and tools for our business as a whole. It provides the type of systems and structures we were looking for.

UEBT has also redesigned some of its concepts and developed a new, more intelligent approach, for its verification system. It is now much more focused on assessments and guidance looking at companies' biodiversity management system, through tools like the IPA, which is valuable in analyzing biodiversity-based risks within the business.

It is for these reasons that Centroflora decided to expand its UEBT membership. Being a UEBT member brings great value. For us, it is clear that the way that the Centroflora Group conducts its business, along the lines of Ethical BioTrade, distinguishes us in the pharmaceutical and nutraceutical markets.



### What does 'Sourcing with Respect' mean to Centroflora?

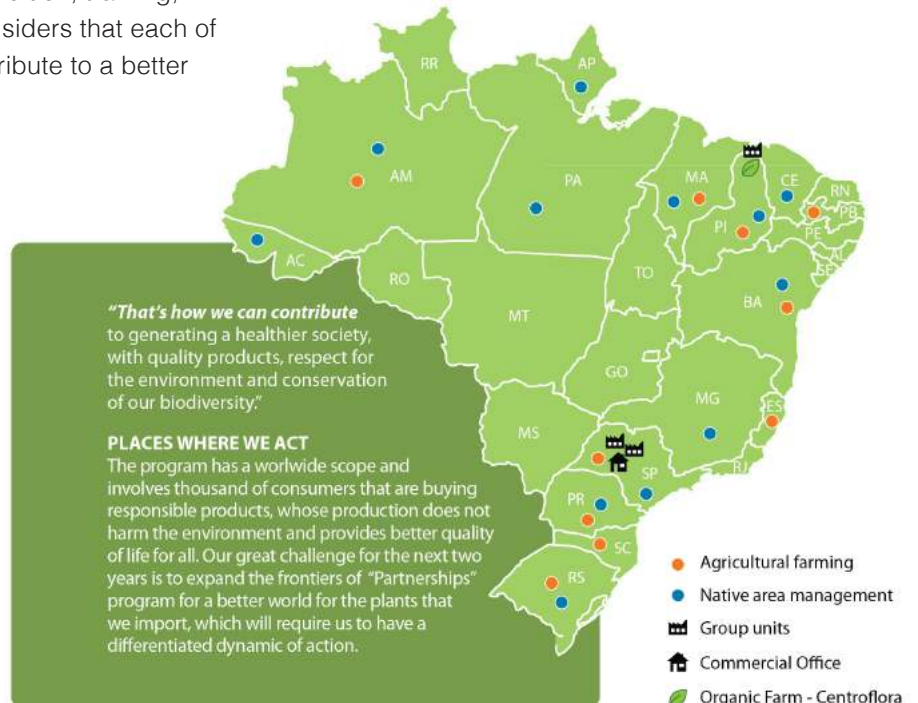
Actually, the theme of the 'Partnership for a Better World' program, which Centroflora Group created 13 years ago, is 'supply with respect'. The sense is that a company that is sourcing biodiversity can, through its activities, add value to the work of its local partners and promote the conservation of biodiversity and the respect for people. This is a happy coincidence that brings Centroflora and UEBT even closer together. Both organizations are working towards the same goal, promoting 'sourcing with respect', respect for biodiversity and people.

## Priority A

### To grow UEBT membership through proactive member acquisition

Today, the Centroflora Group has supply chains – fava d'anta is one example – that are fully based on value addition, training, transparency and partnership. Centroflora considers that each of its supply chains should be a trigger and contribute to a better world.

We know that, though we have come a long way, there is still a lot to do. Sustainability cannot be an immediate outcome, it is a path to be walked, step by step. Again, the path to sustainability depends on the persistence and determination of the company, its staff and its partners.



Scope of the "Partnerships for a Better World" Program

### What measures taken for the implementation of ethical sourcing practices would you highlight? And are these actions recognized by your customers?

Something to highlight in how we put in practice Ethical BioTrade is that Centroflora now makes decisions based on an analysis of risks in its supply chains, facilitated by the use of the UEBT tool for assessing ingredients. We are able to make informed decisions about where and how to act.

In addition, we are working on a specific program for the "ethical use of socio-biodiversity". Through this program, we can apply the Ethical BioTrade standard in a more structured format, ensuring the traceability of ingredients and the monitoring of impacts at the local level through specific indicators, which we are developing for supply chains such as guarana, açai and fava d'anta, for example.

As mentioned, UEBT membership ensures the Centroflora Group a differentiated position in the market, as well as

improved internal structures. It also allows us to work better on issues such as traceability and ABS, with more transparency and guidance provided by internationally-recognized standards. This is quite important for markets where we operate.

### What do you see in the future for the collaboration between Centroflora and UEBT?

We believe that we can communicate better, if we communicate together. UEBT should be one of the ways in which Centroflora communicates its work and projects. Similarly, Centroflora should increasingly communicate on UEBT to the market in which it operates.

Centroflora also hopes that UEBT will expand its horizons and become better known and more active in the pharmaceutical and nutraceutical industry. This would be a great step towards sustainability in these sectors that work with many supply chains for natural ingredients.

# Priority B

## To offer increased market recognition for Ethical BioTrade efforts of UEBT members



### Native's Fernando Alonso on ethical sourcing in Brazil



**Fernando Alonso,**  
Organic Products Manager  
of Native

Fernando Alonso, the Organic Products Manager of Native, reflects on challenges and opportunities for Ethical BioTrade in Brazil, and talks about Native's experience with raising consumer awareness for ethically sourced products of his company.



Native is the world's largest exporter of organic sugarcane and a member of the Balbo Group.

### What is Native's approach to the sourcing of natural ingredients?

Since the beginning of its activities, Native was concerned about the ethics of its sourcing activities and since then relied on the sourcing of organic sugarcane, one of its most important raw materials. Organic certification assured that Native complied with legal obligations, such as environmental and labor aspects, which was an important differentiator in the highly competitive sugarcane market.

Yet, over time we saw that merely observing legal requirements was not sufficient and that we needed a better understanding of the supply chain to ensure that ethical practices are implemented along this chain. This is why Native opted to join UEBT. UEBT's management

system helped us in developing a clearer idea of the entire production process, to better know our suppliers, to recognize the value of biodiversity, which is a decisive improvement going beyond the requirements of organic certification. For Native there are two approaches of Ethical BioTrade that are fundamental to the sugarcane sector and for which Native stands out in the market: one is respect for labor issues, the other is environmental conservation.

In the last 2 editions of the Biodiversity Barometer Native was increasingly recognized by Brazilian consumers as a company that respects biodiversity. How important is it for the brand? What kind of actions do you believe are responsible for this recognition?

This recognition is crucial because it shows us that we are on track. In 2013-2014, Native began its marketing campaign, emphasizing the conservation and restoration of local biodiversity. Native has the goal to improve its communication to motivate the end consumer to learn more about biodiversity and to value our conservation and sustainable practices. Native invested heavily to get this message across to its consumers through campaigns in newspapers and magazines, product packaging, website, etc.

The UEBT Biodiversity Barometer shows that all these efforts are paying off, that we are meeting our goals, differentiating us in the market. Today, the UEBT Biodiversity Barometer is a great thermometer for Native; it is the only quantitative reference that confirms that we are achieving our goals.

Earlier in the interview you commented on the benefits of being a UEBT member. Could you give us some examples of how UEBT has been adding value to Native's business?

Being a UEBT member gives Native access to a platform of potential customers that really care about ethical sourcing. Previously, our unique selling point was organic, and we limited ourselves to supplying companies seeking organic inputs. Today our USP expands, besides organic customers we got other companies interested in the ethical sourcing of alcohol and sugar.



## Priority B

To offer increased market recognition for Ethical BioTrade efforts of UEBT members

“The UEBT Biodiversity Barometer shows that all these efforts are paying off, that we are meeting our goals, differentiating us in the market.”

A good example is the agreement we recently signed with The Body Shop, a company guided by the search for suppliers that meet its fair trade criteria. In this case, being a UEBT member was a great competitive advantage for Native. The partnership with The Body Shop is a mayor step forward for the sugarcane market, as it is not limited to a mere business partnership, but also funds the implementation of projects focusing on biodiversity and people that work in the supply chain.

In your opinion, how can Ethical BioTrade practices add value to a complex sector such as sugar and alcohol?

Currently, business practices for sugarcane in Brazil are regulated by CONSECANA. One of the objectives of this entity is to establish and control prices in the conventional sugarcane market. Unfortunately, the price of commodities like sugarcane does not take into account all costs.

The price is determined by supply and demand rules. With the economic situation of the country, the sector is currently experiencing difficulties and internalizing costs can be a problem for the alcohol industry.

In addition, the price of alcohol fuel is regulated by the government, which does not provide favorable market conditions for producers. Ethical BioTrade can therefore encourage this industry to think differently and put ethics on top of the agenda. This would motivate a reflection on more adequate compensation for farmers, as well as best practices in labor rights and environmental conservation, which would raise Brazil to the next level. In Brazil there are some initiatives in this direction, such as Fair Trade, but this is geared towards small producers. I recognize that it is important, but does not solve the problem of the sugarcane sector.



Native's marketing campaign "Generating Biodiversity" was very successful in raising consumer awareness on biodiversity

## Priority B

To offer increased market recognition for Ethical BioTrade efforts of UEBT members



### Angela Pinhati on the value of UEBT membership & certification



**Angela Pinhati,**  
Industrial Director of Natura

Natura Cosmetics is one of the founding members of UEBT. Natura, a Brazilian multinational, ranks within the top 20 of biggest beauty companies in the world. Its products include the popular Ekos line, which uses emblematic ingredients from Brazilian biodiversity. Angela Pinhati is Industrial Director of Natura and member of the UEBT Board of Directors.



### What motivated Natura to be part of an association such as UEBT?

Natura has always been a frontrunner on the issue of sustainability and biodiversity. Yet, though Natura is a large company and has worldwide recognition for its sustainability efforts, it has limited offices around the world. This is a limitation in terms of engaging with other companies and stakeholders. Natura has looked for other channels that allow dialogue on these subjects, which are often complex and new to the market. And UEBT – which Natura joined in 2008 – has proved a valuable platform for such exchange, allowing us to learn and reflect on our actions.

In addition, UEBT tools, processes and standards are useful mechanisms that help Natura improve its operations. It is important to us that an international and widely recognized organization verifies Natura's activities; this brings transparency and trust to our brand.



### Does UEBT membership continue to be valuable for Natura?

The value of our membership depends on UEBT's ability to reinvent itself and introduce trends and innovations to its members. For a company like Natura it is crucial to have partners who are ahead of the market.

Natura recognizes that UEBT is playing this role. We can see this through the new tools it offers, or the recently developed UEBT Certification Program. As one of its longstanding board members, Natura always encourages UEBT to innovate, which is key in a market in which novelty is a must.

### You commented on the UEBT Certification Program. Can you tell us more about this?

We partnered with UEBT to integrate Natura's supplier requirements with those of the UEBT certification. Like this we developed a company based certification program that guarantees a robust monitoring of Ethical BioTrade practices along our strategic supply chains. With this new program, UEBT is adding a lot of value to Natura. The UEBT Biodiversity Barometer shows that consumers recognize Natura for the respect it has for people and biodiversity. The UEBT certification offers us additional assurances in this respect.

The big challenge now is to expand this concept beyond the domain of the field producers in the Amazon, with which we are working directly. The companies that provide other ingredients for Natura should also actively implement biodiversity management systems and monitor their strategic supply chains closely. The best would be for Natura suppliers to become member of UEBT.

### How can UEBT support Natura to achieve its medium and long-term sustainability targets?

We count on UEBT to continue to expose Natura to innovative experiences, either through its conferences or company working groups, or through new tools. We also look to UEBT to jointly develop approaches. For example, the Natura certification program for UEBT should be a living program that is revisited and improved frequently together with UEBT to ensure it remains cutting edge.

## Priority B

To offer increased market recognition for Ethical BioTrade efforts of UEBT members

### Biodiversity Barometer 2015

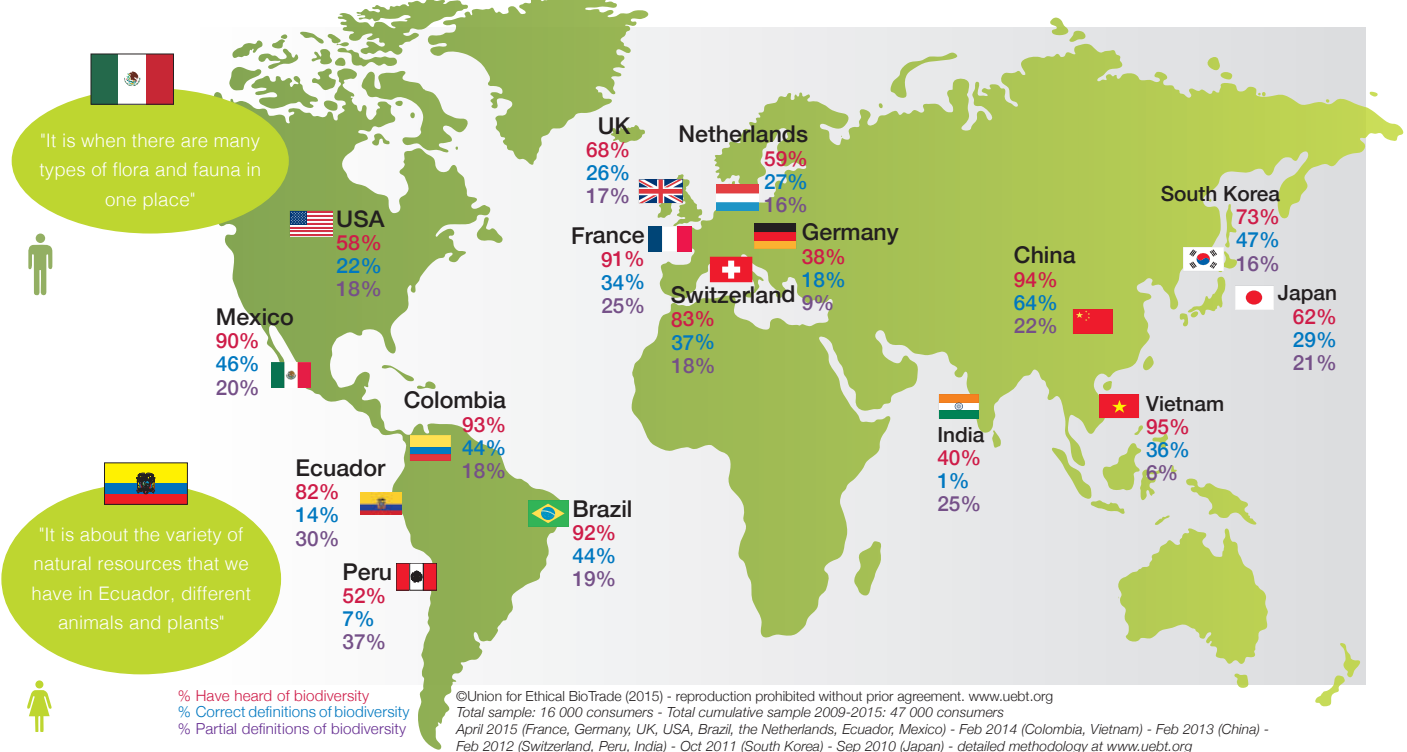
Since 2009, independent market research companies have surveyed 47,000 consumers in 16 countries for the UEBT Biodiversity Barometer. In 2015 the following countries were included: Brazil, Ecuador, France, Germany, India, Mexico, The Netherlands, United Kingdom, United States. You can read the full barometer by clicking on the link.

“As consumers grow more aware, opportunities exist for brands that respect biodiversity to position themselves around this issue. They can respond to demand for information, while offering them a way to contribute to biodiversity conservation when purchasing products”,  
Rik Kutsch Lojenga, UEBT Executive Director

“As we come to the second half of the United Nations Decade on Biodiversity, let us all work together to reach out and increase understanding on biodiversity.”  
Braulio Ferreira de Souza Dias, Executive Secretary of the CBD



UEBT Biodiversity Barometer - Biodiversity awareness around the world - IPSOS survey



Click on the picture and watch interviews conducted for the Biodiversity Barometer.



This publication has been made possible through the support of public and private organisations. Follow the link to learn more about the Biodiversity Barometer and sponsors.

## Priority B

To offer increased market recognition for Ethical BioTrade efforts of UEBT members



### Views from UTZ and Martin Bauer on the UEBT/UTZ herbal tea program



**Britta Wyss Bisang,**  
Program Director at UTZ



**Sebastian Sieben,**  
Managing Director of Martin Bauer

In January 2015, UEBT and UTZ launched a joint herbal tea program. UEBT/UTZ certified herbal teas are already on German supermarket shelves. Products with UEBT/UTZ certified herbal tea will soon also be available in other countries.

We asked Britta Wyss Bisang, Program Director at UTZ, and Sebastian Sieben, Managing Director of Martin Bauer, the first herbal company that adopted the UEBT/UTZ certification, to share their views on this collaboration.



“The innovative herbal work of UEBT and UTZ Certified, both full ISEAL members, is a living proof of how ISEAL’s strategic goal to increase efficiency through collaboration is put into practice.”  
Karin Kreider, ISEAL ED

### Britta Wyss Bisang

#### Why did UTZ and UEBT decide to join forces on herbal tea?

Back in 2013 UTZ was repeatedly approached by herbal tea companies wanting to use the UTZ certification seal. UTZ was already available for black and green teas and an extension to herbal teas seemed a valuable addition to the tea range.

We decided to reach out to UEBT, which already worked with herbals, to develop the program together. In this way, we combined the strengths of both organisations:

UTZ has a well-established traceability system and recognized label, UEBT has direct experience with specialty ingredients, as well as a standard assurance approach for this sector. Two years later we were able to launch an innovative joint program for herbal teas.



#### What is innovative about this program?

Firstly, there is the collaboration between UEBT and UTZ itself: we broke new ground by deciding to integrate our standard and assurance requirements for this program. This allowed us to pursue the missions of both UTZ and UEBT, while keeping in mind the realities of the herbal tea sector. Secondly, the collaboration with UEBT opened

### Sebastian Sieben

#### What is Martin Bauer’s approach to sustainable sourcing?

Martin Bauer started thinking about a holistic sustainability approach back in 2008. We were pushed by a desire for more transparency along our supply chains, and the ability to assess and influence the impact of our buying choices on both people and nature.

Sustainable sourcing is one of the cornerstones of our strategy. But a lot of our herbal tea components are ‘minor’ crops in comparison to the big commodities, and they are complicated to grow or to collect.

#### What brought you to partner with UEBT and UTZ?

In 2011 Martin Bauer introduced an internal company standard, the mabagrown® standard. As this was a great success, we decided to take one more step and transform our system to fulfill the criteria of independent standard organizations and obtain external validation.

We were happy to have the opportunity to partner with UTZ and UEBT, as we liked the pragmatic approach, flexibility and geographical reach of these organizations.

#### What did the UEBT/UTZ certification entail in practice?

We integrated the UTZ/UEBT herbal tea requirements

## Priority B

To offer increased market recognition for Ethical BioTrade efforts of UEBT members



new assurance approaches. For instance, UEBT has the possibility to integrate the standard requirements of UEBT/UTZ into a company standard. UEBT also offers processing companies the possibility to set up Internal Monitoring Systems that allow for certification of multiple herbal supply chains around the world. In this way Martin Bauer, the first company that adopted the UEBT/UTZ certification, is able to certify over 50 suppliers against our requirements in a cost-effective manner. All this, while assuring the rigor and the credibility that is expected from sustainability standards like UTZ and UEBT.

### How do you look back at the collaboration between UTZ and UEBT?

We are pleased with how the partnership has evolved. Of course we knew UEBT from the ISEAL Alliance and our organisations have common interests, but you never know how it works out until you embark on the actual journey. The close-knitted collaboration in the herbal tea program requires fluid interaction between both our staff. The decision of UEBT to share offices with UTZ in Amsterdam has greatly helped.

### What does the future hold?

First of all we want to grow the herbal tea program, so that we can contribute to a transformation of the sector. We are also looking to extend the program beyond herbal tea. By the end of 2016, start of 2017, we hope to be able to offer vanilla for purposes other than herbal teas.



into our own mabagrown® program. This required adjustments in our assurance system, in our standard, and above all in the practices that our suppliers adopt in the field.

Luckily we had already progressed a lot with our mabagrown® program. Such commitments require a huge load of work and they are costly and complex, as it takes years to develop such a program, build up internal structures, convince your partners and roll out from one farmer to the next until you reach significant volumes.

### How do your clients respond?

We can feel a strong and serious interest in the industry on this issue, even beyond our 'start up' customers. This both motivates us and enables us to grow our share of sustainably sourced components continuously. Indeed, we hope to be able to source the majority of our items sustainably within the next 10 years.

### How do you look at the collaboration with UTZ and UEBT?

We are excited about the opportunity to have UTZ and UEBT contribute to our work and vice versa, to be able to support the creation of the UTZ standard for herbal infusions and become a UEBT member.



UTZ is committed to creating a better, more sustainable world. UTZ is the largest program for coffee and cocoa and has certification schemes in other commodities including (herbal) tea, rooibos and hazelnuts. The UTZ certified label features on over 20,000 different products across 135 countries.

#### Martin Bauer Group

Martin Bauer is a supplier of herbal and fruit infusions. It offers premium-quality herbal and fruit infusions, medicinal teas, flavoured black and green teas, herbal powders and botanicals in the business-to-business sector. Martin Bauer's product range includes more than 200 plants. It procures botanicals from more than 80 countries in all five continents for customers in both the food industry and phytopharmaceutical industry.

# Priority C

## To support members in the implementation of Ethical BioTrade practices

### Opportunities and Challenges of Access and Benefit Sharing



**Maria Julia Oliva,**  
Senior Coordinator for Policy and Technical Support at UEBT

Recent years have seen new rules and practices linked to biodiversity-based innovation. We talked to Maria Julia Oliva, UEBT's Senior Coordinator for Policy and Technical Support, and a leading international expert on access and benefit sharing rules and practices, about key developments and UEBT activities regarding ABS.

In 2015, the Nagoya Protocol on access and benefit sharing (ABS) reached over 65 ratifications. What other milestones or trends are important to note?

Last year was, in many ways, a significant year for the implementation of ABS requirements and best practices. First of all, we need to take a step back and realize how remarkable it is that we are all talking about ABS implementation. In 2007, when UEBT began talking about new rules and practices for biodiversity-based innovation, most companies working with natural ingredients had never heard of ABS. I had to begin every presentation by clarifying that I was not going to discuss Anti-lock Brake Systems!

Now an international framework on ABS – the Nagoya Protocol – is in force and countries are moving steadily towards its national implementation through laws and regulations. In 2015, the European regulations on ABS came fully into force. Companies conducting biodiversity-based R&D in Europe must now gather information on compliance with ABS requirements in the provider countries. In 2015, Brazil overhauled its ABS requirements, adopting a system of notification, rather than access permits. South Africa amended its ABS regulations, including a new type of permits for so-called 'biotrade' activities. India began applying its benefit sharing guidelines, which establish certain parameters within which any benefit sharing must take place.

And not to mention the range of countries that are currently developing new ABS requirements, including Mexico and Morocco.

### What is the role of UEBT in responding to these trends?

As UEBT focused on ABS rules and best practices early on, we have been able to gather a trove of information, contacts and practical experiences. All of these valuable assets are put to the service of UEBT members and partners as they navigate ABS requirements and implement best practices. This is important because ABS is still a complex topic. It is complex for policy-makers working to develop or revise rules that are practical and effective. It is complex for providers from small companies, associations or local communities that want to safeguard their rights and engage in a dialogue. And it is complex for companies that need to define what exactly ABS means for their activities and supply chains.

To give you a few examples of UEBT work on ABS in the course of 2015:

We have built a partnership with the ABS Capacity Development Initiative and PhytoTrade Africa – this has allowed, for example, ABS policy-makers perspectives of companies working with natural ingredients. Through a project supported by the Dutch Ministry for Economic Affairs, UEBT has prepared a series of 'ABS fact sheets' which demystify ABS requirements in various countries, pointing out what really needs to be done, who is involved, how long it takes, etcetera.



Watch a video on ABS by Phytotrade Africa, UEBT and the ABS Capacity Development Initiative

## Priority C

To support members in the implementation of Ethical BioTrade practices

We also continue to provide training workshops on ABS, which are widely known for their interactive, no-nonsense approach to the topic! These training workshops, as well as UEBT tools such as ABS assessments and templates, have been successfully adapted for a range of actors, from government ministries in Morocco and local communities in Ecuador to Symrise – a major global player in fragrance and flavors – in Germany.

### And what lies ahead on the topic of ABS?

There is still much work to be done. I dream of a workshop on ABS where there are finally more answers than questions... but we are on our way. 2016 will be important, with the second meeting of the Parties to the Nagoya Protocol, as well as a growing number of

countries advancing on refining their ABS requirements and procedures. For example, there will be additional guidance on the scope of ABS requirements in the European Union, work that UEBT is involved in.

For companies, there will be more and more experiences that can be shared and learnt from. The 2016 UEBT conference on "The Beauty of Sourcing with Respect," for example, will have companies walking participants, step-by-step, through their experiences with ABS systems and permits.

And UEBT hopes to continue playing an important role advancing and coordinating the efforts of the many actors in making ABS not only a reality, but a tool that effectively advances Ethical BioTrade and the CBD objectives.

"We have been working with UEBT for the last 3 years, and they have constantly demonstrated their worldwide expertise on ABS issues. The specific ABS assessments, their pragmatic tools, their training sessions and consultancy meetings have been extremely useful to help us build and confirm our ABS risk management approach. The team is always available and very professional. We really appreciate working with UEBT."

Nicolas Jegouic, Agronomy Department Manager, Naturex BU Cosmetic



Click on images to access the briefing papers

## Priority C

To support members in the implementation of Ethical BioTrade practices



### Eder Ramos talks about the partnership between Symrise and UEBT



**Eder Ramos,**  
Global President of Cosmetic  
Ingredients at Symrise

Since 2012 UEBT has been working closely with Symrise on several different levels. We asked Eder Ramos, Global President of Cosmetic Ingredients at Symrise, and member of the UEBT Board of Directors, to explain the rationale and activities of this collaboration.



#### Why work together with UEBT?

For Symrise, ethical sourcing of biodiversity is a strategic issue. Biodiversity is critical in our business – from sourcing of raw material to product innovation. This is particularly true in Brazil, one of the world's most biodiverse countries. Developing expertise and projects around ethical sourcing of biodiversity is thus paramount for Symrise, and UEBT is a logical partner on these topics.

#### How did the collaboration between Symrise and UEBT start?

In 2012, the Brazilian Symrise Scent and Care Division joined UEBT. Since then, we have expanded our collaboration. In 2014, Symrise entered into a partnership with UEBT at the global level. This was also working on the Symrise Amazon project.

#### What does the global partnership with UEBT entail?

It focuses on Symrise's vision for biodiversity. UEBT, along with the German NGO Global Nature Fund, supported Symrise in developing and implementing a Biodiversity Agenda. Through this Biodiversity Agenda, Symrise will be able to offer its clients innovative and ethically sourced solutions that contribute to local biodiversity conservation

and social inclusiveness. To this end, Symrise set six targets for 2020.

"Developing expertise and projects around ethical sourcing of biodiversity is paramount for Symrise, and UEBT is a logical partner on these topics."

#### Tell us about some of these targets.

For example, by 2020 Symrise aims to have developed new innovative raw materials from biodiversity through centers of excellence established for this purpose in Madagascar and Brazil - our work with Symrise Amazon falls under this target.

Another target is fully integrating biodiversity considerations in Symrise's R&D procedures, in line with the Nagoya Protocol and the rules established in various countries for access and benefit sharing (ABS) and biodiversity-based innovation. This target considers the EU regulation on ABS, as well as the laws and regulations in countries where biological materials are sourced.

Other targets relate to assessing supply chains with regard to ethical sourcing of biodiversity, training staff, and adopting biodiversity-friendly measures on our premises.

#### You mentioned Symrise Amazon; can you explain this project?

Symrise Amazon is one of the company's lighthouse projects. It is a center of excellence on biodiversity-based sourcing and innovation, established in Ecoparque in the Brazilian Amazon. Ecoparque is an industrial and ecological park, bringing together companies that share a desire to promote sustainable businesses in the Amazon. It was created by Natura Cosmetics, and I am proud to say that, in 2015, Symrise then became the first company to join the Ecoparque facilities.

We have now moved our processing facilities for botanicals from Sao Paulo to Ecoparque. We have also started sourcing and processing oils and butters from the Amazon, which were launched at the Incosmetics trade fair in April 2016. Soon, we will also be offering Amazon fragrances, for which we are already undertaking R&D.



## Priority C

To support members in the implementation of Ethical BioTrade practices



### How does Symrise Amazon work with UEBT?

Symrise Amazon follows the UEBT guidelines on sourcing and R&D. All Amazon ingredients are certified against the UEBT standard to assure our clients that our ingredients are ethically sourced. The UEBT certification is an important step in our strategy to bring the richness of Amazon ingredients to consumers around the world.

### And, as a last question, what are your aspirations as UEBT Board member?

When I joined the UEBT Board, one of my key objectives was to raise the visibility of UEBT in the market. I offer my experience in the fragrance and flavor sector to provide strategic direction and to help UEBT grow, encouraging other companies in the sector join forces with us. For example, I believe the joint UEBT and Symrise projects are interesting initiatives that help raise the visibility of the organization.



Symrise works with several native plant species coming from the North and North East of Brazil.

## Priority C

To support the implementation of Ethical BioTrade practices



### Andreas Gettkant talks about UEBT's support to promote Ethical BioTrade in Mexico



**Andreas Gettkant,**  
Director of the Project  
"Governance of Biodiversity"

In 2015, UEBT supported the bilateral project "Governance of biodiversity: Fair and equitable sharing of the benefits arising from the utilization and management of biological diversity" in Mexico. Andreas Gettkant, the project director of GIZ, talks about the collaboration with UEBT to promote knowledge on ABS and Ethical BioTrade in Mexico, as well as on the findings of

UEBT's Biodiversity Barometer, which was conducted in Mexico for the first time.



### What do you want to achieve with this project?

The main purpose of the project is to assist Mexico in its efforts to ensure that key actors – such as government agencies, indigenous peoples and local communities, civil society, academia and private sector – advance the fair and equitable sharing of the benefits derived from the use of biological diversity, including genetic resources. It is one of the first bilateral cooperation projects in the world with this approach.

### UEBT has been working together with the project over the past year. Can you give us some examples of the joint activities?

We carried out a number of activities jointly with UEBT, in order to empower indigenous peoples and local communities, and to enforce competencies in government agencies, civil society, the academia and the private sector. In particular, the work with UEBT focused on topics such as access to genetic resources and fair and

equitable benefit sharing (ABS) and Ethical BioTrade practices. For example, the aim of the collaboration on ABS is strengthening capacities, as a way to build a solid foundation for the ongoing development of a regulatory framework in Mexico. In collaboration with local partners, we held various workshops and dialogues on ABS, with the aim of gradually introducing the basic concepts in ABS and the Nagoya Protocol, the practical context in which these concepts should be applied, experiences in other countries and regions with ABS legislation, and the perspectives and needs of the private sector. On Ethical BioTrade, the focus is explaining how the Ethical BioTrade standard functions and promoting its application in supply chains in Mexico.

"The importance of interacting with the private sector is to raise awareness about the relevance of biodiversity. Biodiversity is not only resources, but many people are involved behind it. Behind each project, for each substance, each product there are people - civil society, consumers, private sector and the state - and with the support of all, progress can be made towards the conservation and sustainable use of Mexico's and the world's natural capital."

Pedro Álvarez-Icaza Longoria,  
General Coordinator of Biological Corridors  
and Resources at the National Commission  
for Knowledge and Use of Biodiversity  
(CONABIO)



Additionally, it is important to note that, through our collaboration, the UEBT Biodiversity Barometer 2015 included – for the first time – Mexico. The insights into the biodiversity awareness of Mexican consumers, as well as consumers of other countries, have proved extremely interesting. Another noteworthy output of our collaboration was the international conference "Biodiversity, Innovation and Business: Opportunities and New Rules for the Private Sector". The conference, which also involved our local partners CONABIO and the Secretariat of Environment and Natural Resources (Secretaría de Medio Ambiente y Recursos Naturales, SEMARNAT), brought together leading brands like Natura Cosmetics, Symrise and Unilever to share their experiences and present the strategies of companies engaged in biodiversity-based innovation to achieve sustainable business growth, local development and biodiversity conservation.

## Priority C

To support the implementation of Ethical BioTrade practices



### Biodiversidad, innovación y negocios: oportunidades y nuevas reglas para el sector privado



Conference on Biodiversity, Innovation and Business: Opportunities and New Rules for the Private Sector - Mexico 17 November 2015



Click on the picture to access street interviews conducted for the Biodiversity Barometer in Mexico.

The project “Governance of biodiversity: Fair and equitable sharing of the benefits derived from the use and management of biological diversity” was launched in 2013. It is an initiative in the framework of the bilateral cooperation between Mexico and Germany. The project is implemented by the National Commission for Knowledge and Use of Biodiversity (CONABIO) and the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ). Its work will continue through 2017.

### What lessons can be learnt from the collaboration?

The collaboration with UEBT has been valuable for the project. Access to UEBT expertise, along with practical experiences and examples, in the fields of ABS and Ethical BioTrade were very much appreciated by our partners. UEBT provided the high level of knowledge and professionalism that we needed for our work in Mexico. One particular area where we feel the collaboration with UEBT added great value was the contact and dialogue with private sector companies. Also very useful for our Mexican partners – even beyond the specific objectives of the project - was understanding and engaging with the Ethical BioTrade Standard and advancing discussions on applying criteria for sustainable use of biodiversity in Mexico.

# Priority D

## To measure the up-take of Ethical BioTrade practices and their impact on local sustainable development



### Annette Piperidis on the impacts of Weleda's UEBT membership



**Annette Piperidis,**  
Manager Sustainable  
Sourcing, Weleda

Weleda is a world-renowned brand of beauty products and naturopathic medicines. It is headquartered in Switzerland and represented in over 50 countries on all five continents. Weleda produces hundreds of natural cosmetics and thousands of pharmaceuticals, still partly sourcing medicinal plants from its own gardens. Responsible dealings with both nature and people have always

formed part of Weleda activities, since Rudolf Steiner, its founder, articulated his vision of a company completely at the service of human beings and the world as a whole. As part of its commitment to sustainability, Weleda joined UEBT in 2011.



### Weleda recently won the Swiss Ethics Award. Congratulations! What achievements does this award recognize?

The jury of the Swiss Ethics Award highlighted that with Weleda's commitment to the standard of UEBT, it has chosen a highly sophisticated framework to carry out its responsibilities towards people and nature. The jury commended both the type of sustainability challenges that Weleda is taking up as part of this commitment, like Access and Benefit Sharing, as well as the directness and consistency in which the commitment is being implemented. It also mentioned that Weleda deserves respect for its courage to embark on potentially controversial and open-ended learning processes.



Left to right: Bettina Wyciok (Head of Sustainability), Annette Piperidis (International Strategic Purchasing Coordinator), Werner von Allmen (Swiss Excellence Forum), Michael Brenner (Executive Board member), Marcel Locher (Sustainability).  
Image: Mediaktion

### What impact has Weleda's commitment to UEBT had within the company?

By implementing a structured process, in which we linked UEBT requirements to our supplier releases, employees in departments like Sourcing, Quality, R&D were sensitized on the aspects of the UEBT standard in all our supply chains. Through strong integration of our approach in Marketing, Sales and Communications, we can communicate and support long-term sustainability projects and partnerships. The management-based approach we adopted for the UEBT membership also allowed us to reduce reputational risks, secure our supply at stable prices, and improve the quality of our raw materials.

### Has the relationship with Weleda's suppliers changed as well?

Due to the high recognition to all parties involved in our supply chains, we were able to build up partnerships and trust. For our partners it is highly valuable to have long-term security in planning and growing, which enables them to make long-term investments. Stable market conditions, as well as adding value to local biodiversity, offers them better and new business opportunities.

## Priority D

To measure the up-take of Ethical BioTrade practices and their impact on local sustainable development



### Can you give examples of how Weleda's actions have contributed to biodiversity conservation and local development in sourcing areas?

In Mexico, Weleda has a partnership with a supplier that sources sesame seeds from a cooperative. At the beginning of this partnership, 3000 hectares were converted to certified organic farming. We also paid fair prices, based on cost, which assures that the farmers' income in the area is stable and a basis for local development. We recently decided to conduct a UEBT audit to assess the sesame supply chain and identify potential for further improvement. As a result of the audit our supplier has now created a new position for sustainability and social projects within the company. An example of one of the projects that has been started is to record biodiversity in the cultivation areas, as well as monitor the future development of local biodiversity, in collaboration with the Ministry for Environment.

In Sri Lanka, Weleda has launched a project for organic and sustainable cultivation of sandalwood trees. The goal is to increase the number of sandalwood trees in Sri Lanka and to contribute to the livelihoods of local communities. Our partner in Sri Lanka runs a family-owned company. Part of the project, to which Weleda financially contributes, is to create a plant nursery and a training and education center for the collectors. This center focuses not only on sandalwood, but also on the cultivation of vegetables, tea and cinnamon trees. This is to conserve the variety of crops that are cultivated and eaten, as well as to expand and diversify local incomes. The local company now independently harvests and commercializes, with an organic certification.



Sandalwood is used in Weleda's "Jardin de Vie - Agrume"

### Does Weleda report on its progress on UEBT commitments?

Weleda reports on progress with regard to our UEBT targets in its annual and sustainability report. We also communicate on various raw material projects through our websites, brochures and presentations.

SOCIAL
<hr/> <b>Goals set</b> <hr/>
Validation of all raw material suppliers according to the Weleda UEBT standard (Union for Ethical BioTrade) by 2015.
<hr/> <b>Achievements 2014</b> <hr/>
Risk assessment completed, definition of measures and auditing of (upstream) suppliers successfully started.
<hr/> <b>Goals 2015</b> <hr/>
The goal will be continued. Development of an uniform assessment system for suppliers in collaboration with UEBT members.

The UEBT Standard is one of the key indicators in Weleda's Annual and Sustainability Report 2014

# UEBT Board of Directors 2015



Bas Schneiders  
Weleda  
Board President



Gastón Vizcarra  
IPPN  
Board Vice President



Angela Pinhati  
Natura Cosmetics  
Board Treasurer



Gustavo Urrea  
Fondo Biocomercio



Pierre Charlier  
de Chily  
Aldivia



Cyril Lombard  
PhytoTrade Africa



René Gomez García  
Development Bank  
of Latin America



Eder Ramos  
Symrise Brazil



Christophe Godard  
OLVEA Burkina  
Faso

The UEBT Secretariat is based in Amsterdam, The Netherlands. UEBT has a Latin America office based in Brazil.

# Introducing new UEBT Board Members



**Christophe Godard,**  
Supply Chain and Quality  
Manager of Olvea Burkina Faso

Christophe Godard joined the UEBT Board of Directors in 2015. Christophe Godard is Supply Chain and Quality Manager of Olvea Burkina Faso, a UEBT member since 2013. UEBT talked to Christophe about the value of ethical sourcing practices for his company and where he sees the priorities for the work of UEBT.



## Please tell us a bit about Olvea Burkina Faso?

Olvea Burkina Faso was founded in 2008 as the Shea butter production unit of Olvea Vegetable Oils. It is located in Bobo Dioulasso (Burkina Faso), which is the heart of the Shea country. Shea butter is a raw material highly valued by the cosmetic industry for its hydrating properties. For us, it is also an opportunity to develop organic and sustainable supply chains, with a respect for local people and environment. Olvea BF works directly with women's cooperatives, providing them with a secure market and remuneration that is fair, transparent and higher than the market price. A premium system is in place since 2010. All this guarantees customers improved quality and complete traceability of the product, right down to the tree. Even more importantly, through this approach, Olvea BF connects the women collecting the Shea nuts directly with the cosmetics market, thus ensuring the added value remains at the local level.

## How do you promote Ethical BioTrade along your supply chains?

Olvea BF works along various lines to promote Ethical BioTrade. For example, it is important to raise awareness of the ethical sourcing of biodiversity. We do this in cooperation with different partners – from producers



to customers. Work with producers on biodiversity awareness is essential: they are primary actors for the conservation of natural resources such as the Shea tree. We also work closely with the government, especially the Ministry of Environment of Burkina Faso, to identify threats to biodiversity and to define possible actions to address these threats. And we reach out to our service providers, working with them to provide technical support to producer organizations. Last but not least, we bring the topic of biodiversity to the attention of our customers, to fully engage them in ethical sourcing practices along the supply chain.

Olvea BF also has various projects addressing the social and biodiversity aspects of sourcing Shea nuts. For example, one of these projects focuses on Shea tree management, protection and preservation. Activities include training (in 2014 alone, more than 30 women collecting Shea nuts received in-depth training on more than 10 techniques for sustainable use and conservation of the Shea tree) and other support (such as to help producers to access improved cooking stoves, in order to reduce the quantity of firewood used for boiling the nuts).

And, of course, Olvea BF advances ethical sourcing practices through the implementation of its UEBT work plan. That is, we develop Ethical BioTrade targets and take measures, including on assessments, strategy, partnerships, mapping, management system, and monitoring and evaluation to ensure ethical sourcing is a part of our day-to-day work and not only a mid-term vision!

### What's ahead for Olvea BF?

We have just inaugurated a new factory, in April 2016. This new processing unit allows Olvea BF to increase the quality and quantity of the Shea butter produced, while optimizing the quality and competitiveness of its production. This is also an ecological facility: solar panels cover 20% of the energy used by the plant; and it has bioclimatic architecture and innovative technologies, such as a biomass boiler fueled by Shea cakes.

It is important to note that this facility will also allow us to develop new production lines. We already started the process of diversifying our product portfolio this year, with the production of virgin organic sesame oil for the food industry. This will guarantee producers an additional source of income, and secure business opportunities. We are also working in partnership with cooperatives and beekeepers to ensure sustainable practices in the production of beeswax. Finally, Olvea BF has partnerships with research institutions such as the Institute for the Environment and Agricultural Research of Burkina Faso aiming to develop native seeds supply chains over the coming years.



Photo: Dominique Rolland for Yves Rocher

### What motivated you to recently join the UEBT Board?

From our experience in Burkina Faso, we know partnerships are crucial to develop ethical supply chains. UEBT is a valuable platform for such partnerships. Olvea BF, as a UEBT member, considers that UEBT should emphasize its role in creating and consolidating partnerships (with civil society, government, development cooperation, etcetera) and develop innovative ways of funding for ethical sourcing of biodiversity. Working with our large network of suppliers and customers, we also know that UEBT needs to increase its recognition. A focus on partnerships would give more added value to UEBT members and help to make the UEBT more visible. I joined the UEBT Board to bring my motivation and fresh perspectives to contribute to building UEBT into a leading actor in biodiversity.

More generally, I firmly believe that the protection of the biodiversity concerns us all, so that everybody needs to contribute. This is also where the idea of partnerships and the role of UEBT must be highlighted. Ethical sourcing of biodiversity is not a challenge only for companies, or governments, or civil society. We must all work together to achieve the ambitious goal of biodiversity protection.



# External Auditors - DAO Financial Experts SARL



## UEBT statement of financial position

Financial Year	End 2015	End 2014
<b>Assets</b>	<b>EUR</b>	<b>EUR</b>
Cash and short-term deposits	83,989	23,905
Project funds to be received	20,441	30,000
Receivables	26,527	75,637
Capital Assets	-	3,353
Fixed Assets	3,561	5,342
<b>Total</b>	<b>134,517</b>	<b>138,236</b>
<b>Liabilities and funds</b>		
Project funds & fees received in advance	58,286	45,102
Charges to be paid	39,138	66,442
Short term cash credit	-	19,000
Reserves and balances brought forward	37,092	7,692
<b>Total</b>	<b>134,517</b>	<b>138,236</b>

## UEBT income & expenditure statement

Financial Year ending 31st of December	2015	2014
<b>Income</b>	<b>EUR</b>	<b>EUR</b>
Membership fees	137,338	108,430
Certification fees	60,000	-
Conference fees	26,311	24,462
Sponsorships	142,300	81,000
Advisory services	33,826	73,746
Projects Grants	318,756	410,668
Other revenue streams	38,437	85,699
<b>Total</b>	<b>756,968</b>	<b>784,004</b>
<b>Expenses</b>		
Board / Governance	10,014	7,381
Staff costs	382,012	456,452
Operational expenses	84,434	104,308
BSR conference & Barometer	156,076	83,231
Project and other direct expenses <sup>1</sup>	95,032	128,583
<b>Total</b>	<b>727,567</b>	<b>779,955</b>
<b>Operational result</b>	<b>29,401</b>	<b>4,049</b>
Reserves brought forward	7,692	3,642
<b>Reserves carried forward</b>	<b>37,092</b>	<b>7,692</b>

<sup>1</sup> Mainly travel and local consultant expenses related to projects, advisory services and certification activities

# Letter from the auditors

## CR Gestion et Fiduciaire SA

### **Report of the statutory auditor on the limited statutory examination to the Board of Directors and the Ordinary General Assembly of Union for Ethical BioTrade, Geneva**

As statutory auditor, we have examined the financial statements (balance sheet and income statement) of Union for Ethical BioTrade for the year ended December 31st, 2015.

These financial statements are the responsibility of the Board of Directors. Our responsibility is to perform a limited statutory examination on these financial statements. We confirm that we meet the licensing and independence requirements as stipulated by Swiss law.

We conducted our examination in accordance with the Swiss Standard on the Limited Statutory Examination. This standard requires that we plan and perform a limited statutory examination to identify material misstatements in the financial statements. A limited statutory examination consists primarily of inquiries of company personnel and analytical procedures as well as detailed tests of company documents as considered necessary in the circumstances. However, the testing of operational processes and the internal control system, as well as inquiries and further testing procedures to detect fraud or other legal violations, are not within the scope of this examination.

Based on our limited statutory examination, nothing has come to our attention that causes us to believe that the financial statements and the proposed appropriation of available earnings do not comply with Swiss law and the company's articles of incorporation.

CR Gestion et Fiduciaire SA



Francesco A. Zagato  
Expert-réviseur agréé

Geneva, March 18th, 2016

Enclosures

Financial statements (statement of income and statement of financial position and notes)

# UEBT Trading Members



## Brazil

Centroflora Group - \*05/2011  
Beraca, Health and Personal Division - \*11/2010  
Natura Cosmetics - \*05/2007  
Palmaplan Agroindustrial LTDA - \*2014  
Solabia Biotecnologica - Unit II - \*05/2013  
Symrise, Aromas & Fragâncias Ltda - \*10/2012  
Usina São Francisco/Native Produtos Orgânicos - \*09/2013



## Burkina Faso

OLVEA Burkina Faso - \*03/2013



## Colombia

Ecoflora - \*12/2009  
Labfarve - \*05/2007



## France

Aldivia - \*05/2007  
Cosmo International Ingredients - \*2015  
Firmenich Grasse - \*2014  
Laboratoires Expanscience - \*12/2011  
Laboratoires Prod'Hyg & LETICC- \*2015  
Latitudes 23 - \*09/2013  
Naturex BU Cosmetic - \*2014  
Serdex - Division of Bayer HealthCare - \*11/2008



## Germany

Ecoterra - \*2014  
Martin Bauer GmbH & Co. KG. - \*2014



## India

Indfrag - \*2014



## Italy

Cilione - \*12/2014



## Madagascar

Sotramex Sarl - \*03/2013  
Symrise Madagascar - \*12/2015



## Mozambique

Bio Oleos de Maxixe (BOM) - \*12/2010



## Peru

Agroindustrias Osho S.A.C. - \*2014  
Candela - \*05/2007  
Productos Alimentarios Misky - \*08/2010  
Villa Andina - \*03/2010



## Switzerland

Weleda - \*10/2011



## Tanzania

Novel Development Tanzania Ltd - \*12/2011



## United Kingdom

Blue Sky Botanics - \*05/2010



## Vietnam

Traphaco SaPa - \*12/2014  
Vietroselle - \*12/2014



## Zimbabwe

Organic Africa - \*05/2010

\* Date the company became full Trading member

# UEBT Affiliate Members



## Angola

BioDivSourcing - \* 2014



## Bolivia

Fundación amigos de la naturaleza (Friends of Nature foundation – FAN) - \*05/2008



## Brazil

Imaflora - Instituto de Manejo e de Certificação Florestal e Agrícola - \*10/2012  
Movimento Empresarial Brasileiro pela Biodiversidade (MEBB) - \*10/2012  
Tozzini Freire Advogados - Environmental Practice Group - \*02/2013



## Colombia

Fondo Biocomercio - \*05/2008  
Biointropic - \*2015



## France

Cruchon Développement - \*09/2012  
Rongead - \*07/2012

## Latin America

Development Bank Latin America (CAF) - \*07/2012



## Peru

Instituto Peruano de Productos Naturales (IPPN) - \*03/2013  
Promperu - \*05/2007



## U.S.A.

International Finance Corporation (IFC) - \*05/2007



## Vietnam

Vimames - \*2014



## Zimbabwe

Bio-Innovation Zimbabwe - \*10/2011  
PhytoTrade Africa - \*05/2007

\* Date the company became Affiliate member

## Members that left in 2015

### Trading Members

DHG Nature One Member Limited Company  
Farmaverde  
Hersil SA; Division Linea Natural  
Nam Duoc Company Limited  
The Savannah Fruits Company

### Affiliate Members

Forests Alive

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