



Lidl Soy Initiative

Danube Soya Protein Partnerships

May 19, 2022



We are Lidl

For customers everywhere



Internationalization

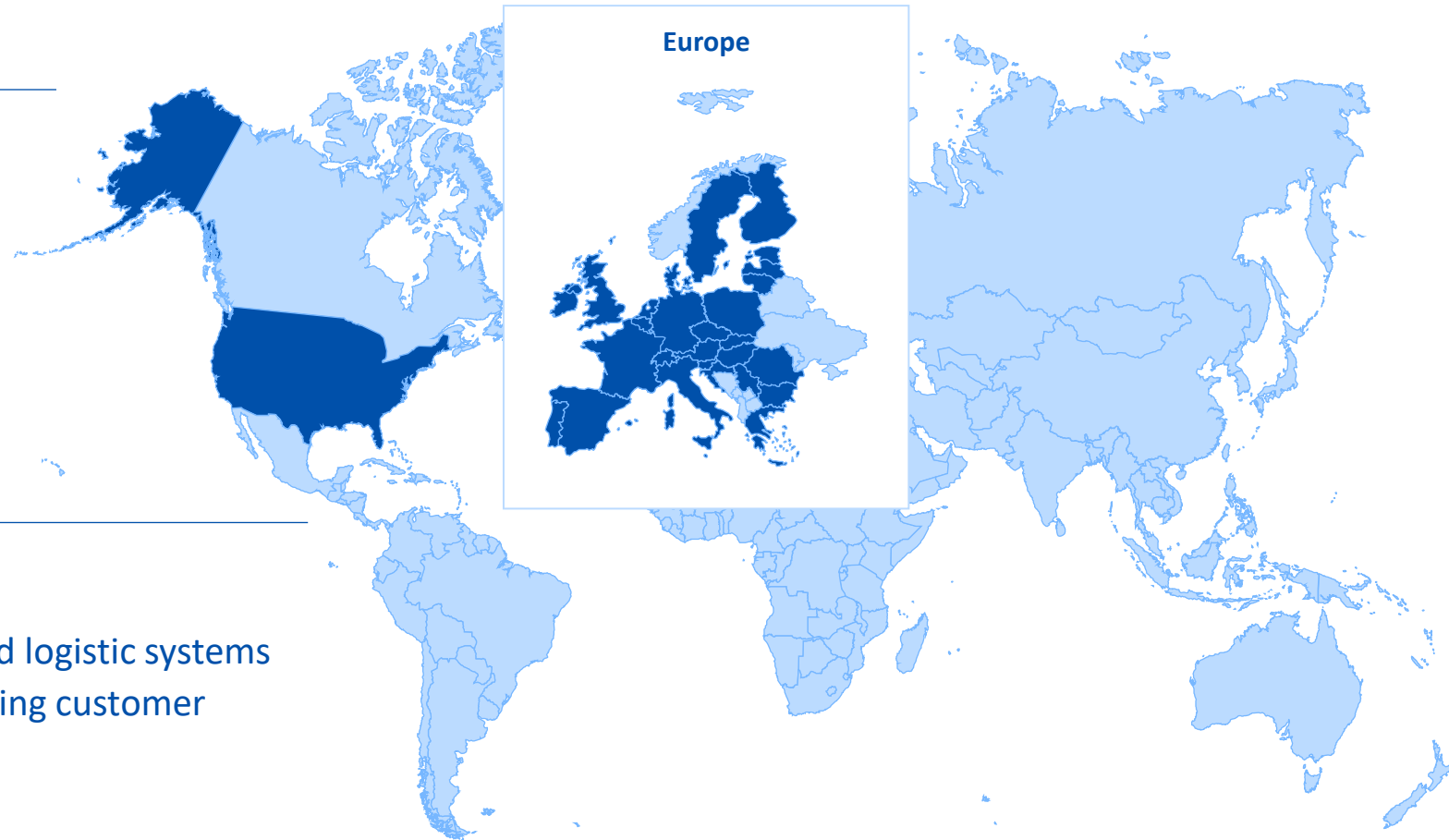
Lidl currently operates stores in 31 countries.

In Asia, we are represented by local employees.



Investments

Ongoing modernization of our stores and logistic systems enable us to successfully adapt to changing customer needs.



We are Lidl

In a nutshell



96,3 bn.
Euro Sales*



around 11,550
Stores



over 341,000
Employees



31
Countries with stores

*FY 2020

5/19/2022

Donau Soja Plattform - The Future of Protein Supply in Europe for Europe

Sustainability

For us, **assuming responsibility** means working on the questions today that we will need to address tomorrow.

While we are preparing **for a better tomorrow**, we are taking all the steps necessary so that our actions are good for the planet, good for people and good for our customers.

→ **Our focus topics**



How do we proceed?



Lidl Soy strategy

01 Understand the impact

Transparency: Soy Mapping
Determination of the soy footprint

- Conversion factors
- Supplier data

02 Establish standards

Purchasing certificates for soy feed

- RTRS
- Danube Soy

Meat alternatives:
soy from European origin by the end of 2022 – best case Danube Soy certified

03 Promote alternatives

Increase the use of alternative protein sources:

- Alternative feed protein
- Increase of meat/dairy alternatives by the end of 2022

04 Drive change

- Lidl Soy Initiative
- Protein Partnership
- Commitments: Danube Soya, RTRS, FONEI
- Cerrado Manifest
- WWF Industry Statement

History – Lidl Soy Initiative

RTRS project

Direct Trade Credits for 7 countries



2017 – 2021

Tbc 2022

2017 – 2019

ProTerra

MB Direct Trade credits



Danube Soya

Protein Partnership



2019 – 2021

Tbc 2022



Long term

Danube Soya Segregated flows





04 Drive change

We are committed to initiatives and projects.



Lidl Soy Initiative

4th pillar

Member of the Executive Board Danube Soya

- Protein partnership with Danube Soya / Europe Soy

2019: Serbia and Croatia

2020: Serbia, Croatia, Ukraine

2021: Serbia, Croatia, Bosnia, Ukraine and Moldawia



Why supporting Protein Partnerships?



Purchase of certificates is a necessary means of increasing the demand for deforestation-free soy and corresponding cultivation



Switching to segregated flows of goods requires cooperation and is only viable as an industry solution

Protein Partnership 2019/2020

Project

- **Training of farmers** about best production technologies in soybean production and Danube Soya standard requirements
- **Research and reporting** about sustainability performance for defined indicators



> **1000**

Farmers



13

Cooperatives



> **60.000**

Certified Tons

11 | 2019 – 11 | 2020



Sustainability performance 2019/2020

Due to the Protein Partnership, **60,000 tons Danube Soya-certified soy beans** became additionally available. It contributed thereby to...



Avoiding deforestation

532 hectares of forest areas in Brazil* and Europe



Reducing CO₂ emissions

201,498 t CO₂-eq emissions in Brazil*

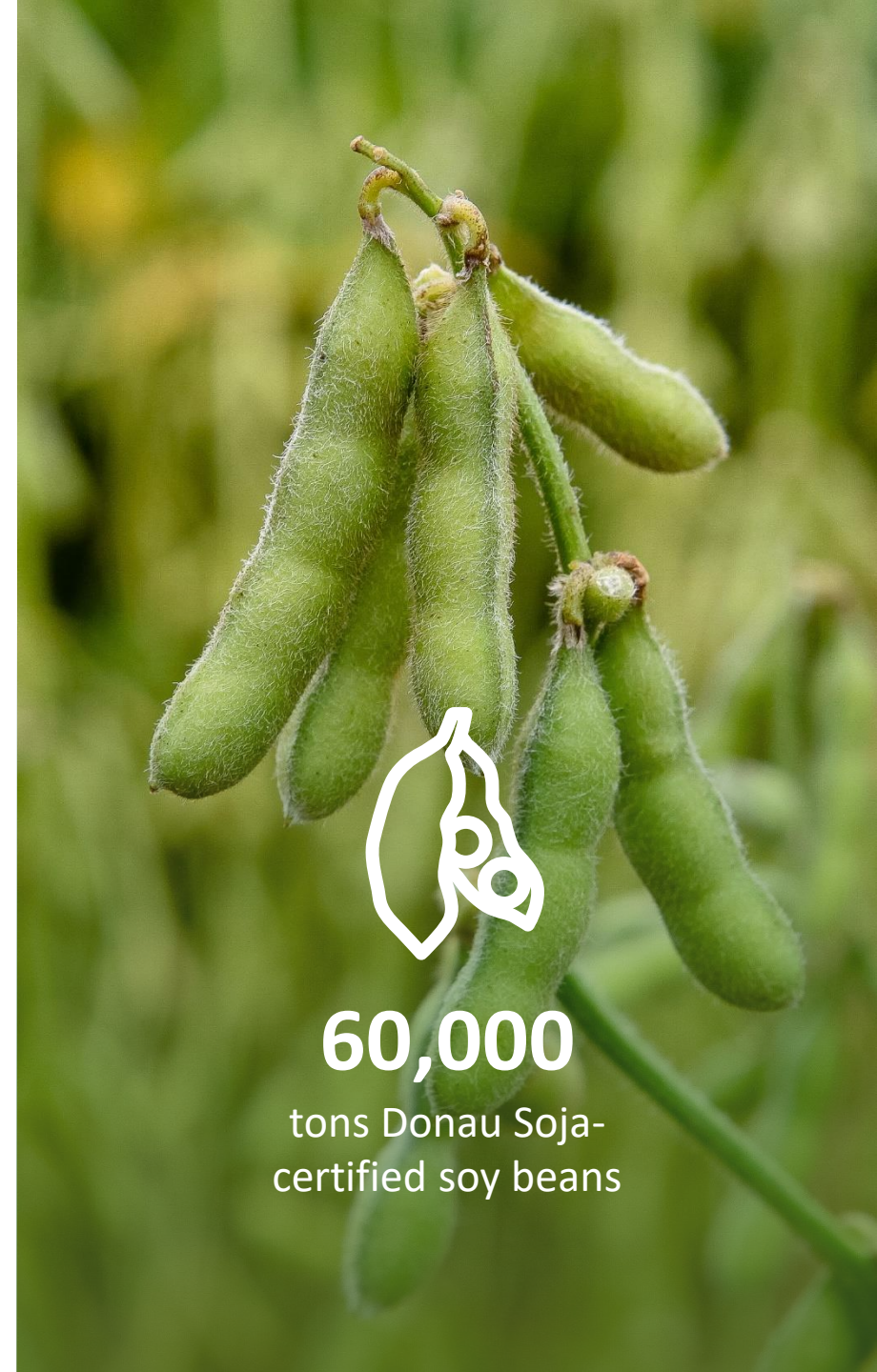


Supporting biodiversity protection

3,660 litres of desiccants (e.g. Glyphosate or Diquat)**

* Donau Soja (2020), calculation based on PAS 2050-1

** Donau Soja (2020), calculation based on expert estimation on average desiccant application in Croatia and Serbia



60,000

tons Donau Soja-
certified soy beans

Protein Partnership 2020/2021

Project

- **Knowledge transfer activities** in best production technologies in soybean production and Donau Soja/Europe Soya standard requirements
- **Research and reporting** about sustainability performance for defined indicators



3

Countries



> 900

Farmers



18

Cooperatives



> 125.000

Certified Tons

| 02 – 12 | 2021 |



Sustainability performance 2020/2021

Due to the Protein Partnership, **125,000 tons of Danube Soya/ Europe Soya certified soy beans** became additionally available. It contributed thereby to...



Avoiding deforestation

1,104 hectares of forest areas in Brazil* (and Europe)



Reducing CO₂ emissions

442,080 t CO₂-eq emissions in Brazil*

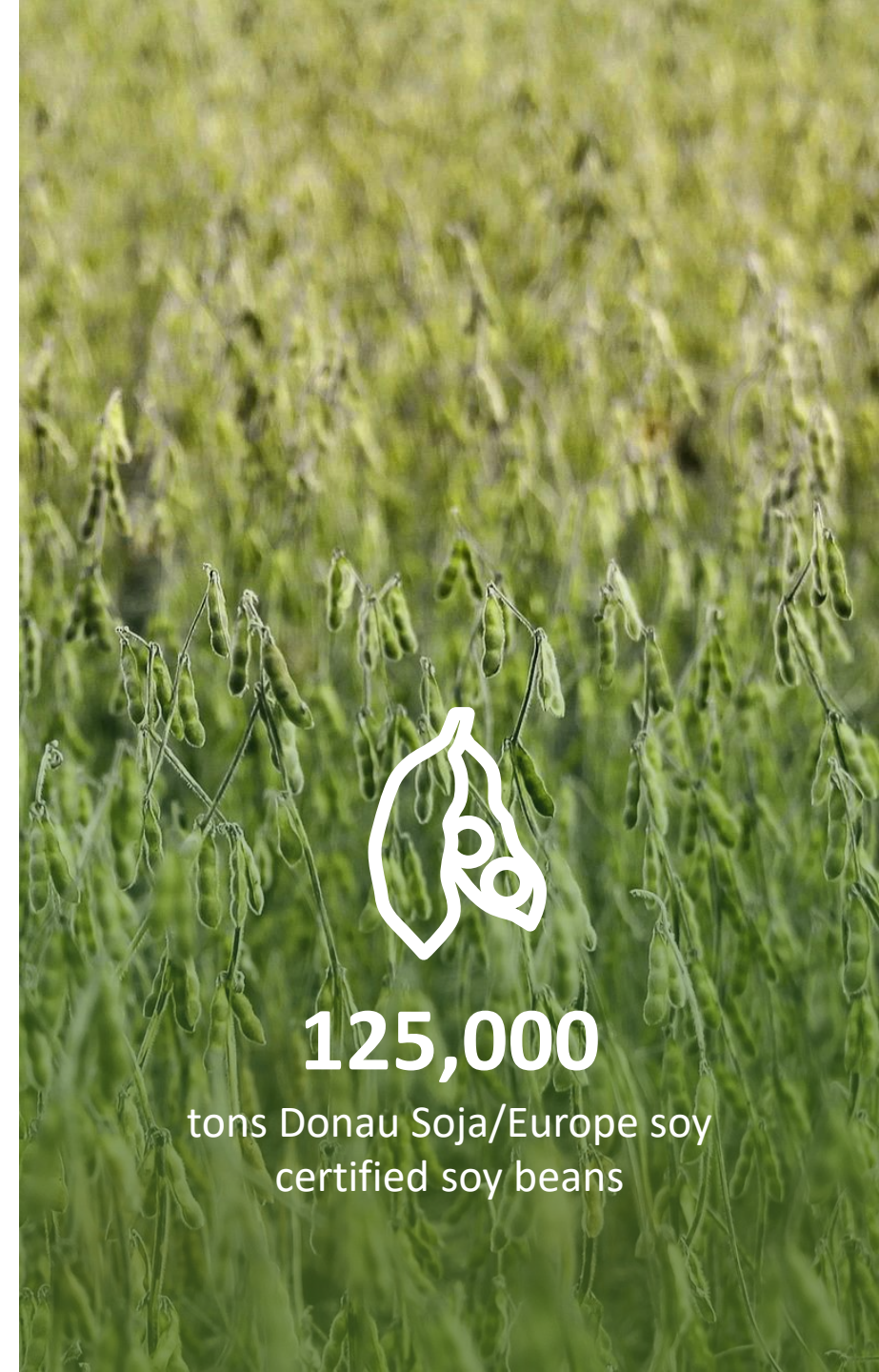


Supporting biodiversity protection

7,378 litres of desiccants (e.g. Glyphosate or Diquat)**

* Donau Soja (2020), calculation based on PAS 2050-1

** Donau Soja (2020), calculation based on expert estimation on average desiccant application in Croatia and Serbia



Examples: segregated soya flows

Lidl AT

All feed for hens in Austria is fed with Danube Soya → segregated flow of goods for fresh eggs since 2013



Lidl AT

Since 2018 animal welfare fresh pork products have been fed with Danube Soya



Lidl RS

Since 2021 fresh eggs with the Danube Soya logo in store



Conclusion

Short term

Expanding the commitment of the Protein Partnerships for 2022



Offer sustainable volumes as alternatives for Brazilian soya from Europe



Significantly increase available volumes of sustainable soya

Long term



Set up further segregated flows

