



DAY 1 | November 14, 2017 Strategy Building

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| 10:30 | Registration for Days 1 and 2 | |
| 10:45 | <p>Welcome and introduction</p> <p>Why are we here? Defining your expectations</p> | <ul style="list-style-type: none"> - Aileen Ionescu-Somers, Ph.D, Professor and Dean, Applied Research & Collaboration, BSL - Jane Duncan, Director of Operations, SAI Platform |
| 11:15 | <p>Relevance of sustainability to the food & beverage business context</p> <p><i>How does your sustainable sourcing strategy contribute to achieving the SDGs?</i></p> | Interactive knowledge brokering session with experts from the companies and organisations listed below |
| 12:15 | <p>Using sustainable sourcing for commercial benefit and value creation</p> <p><i>How to overcome barriers, leverage promoting factors and have your sustainable sourcing strategy contribute to your commercial success?</i></p> <p><i>How do you structure and communicate a robust business case?</i></p> | <p>With at least one focused industry best practice case study example</p> <p>NGO/Not-for-Profit Representative:</p> <ul style="list-style-type: none"> - Mercedes Tallo, Market Transformation, <i>The Rainforest Alliance (RA)</i> <p>Industry Representative:</p> <ul style="list-style-type: none"> - Nigel Davies, Manufacturing and Sustainability Director, Muntons |
| 13:15 | Lunch/Networking – Day 1 | |
| 14:00 | <p>Implementing sustainable sourcing - initial decisions to be made</p> <p><i>What is the step-by-step implementation process for a sustainable sourcing strategy?</i></p> | Introducing three interactive knowledge building and sharing sessions, including best practices from SAI Platform member companies |
| 14:15 | <p>a) Identifying sustainability priorities and requirements</p> <p><i>How do you set priorities and build a coherent sustainable sourcing program around them?</i></p> | <p>Industry Representatives:</p> <ul style="list-style-type: none"> - Duncan Pollard, AVP, Stakeholder Engagement in Sustainability, Nestlé - Rozanne Davis, Head of Fruit, <i>innocent drinks</i> <p>NGO/Not-for-Profit Representatives:</p> <ul style="list-style-type: none"> - Scott Poynton, Founder, <i>The Forest Trust (TFT)</i> |



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| | | <ul style="list-style-type: none"> - Mercedes Tallo, Market Transformation, <i>The Rainforest Alliance (RA)</i> |
| 15:15 | <p>b) Developing your sustainable sourcing portfolio</p> <p><i>What sustainability criteria and requirements do you wish to achieve? What are the roles of internally and externally defined standards?</i></p> | <p>Retail Representative:</p> <ul style="list-style-type: none"> - Mike Barry, Director of Sustainable Business, <i>Marks & Spencer</i> <p>Industry Representatives:</p> <ul style="list-style-type: none"> - Duncan Pollard, AVP, Stakeholder Engagement in Sustainability, <i>Nestlé</i> <p>NGO/Not-for-Profit Representatives:</p> <ul style="list-style-type: none"> - Scott Poynton, Founder, <i>TFT</i> - Mercedes Tallo, Market Transformation, <i>RA</i> - Mathieu Lamolle, Senior Advisor, <i>International Trade Center (ITC)</i> |
| 16:15 | Coffee and networking break – Day 1 | |
| 16:45 | <p>c) Implications for your sourcing model</p> <p><i>How do you implement sustainability standards in your company's supply chain?</i></p> | <p>Industry Representatives:</p> <ul style="list-style-type: none"> - Duncan Pollard, AVP, Stakeholder Engagement in Sustainability, <i>Nestlé</i> - Nigel Davies, Manufacturing and Sustainability Director, <i>Muntions</i> <p>NGO/Not-for-Profit Representatives:</p> <ul style="list-style-type: none"> - Scott Poynton, Founder, <i>TFT</i> - Mercedes Tallo, Market Transformation, <i>RA</i> - Mathieu Lamolle, Senior Advisor, <i>ITC</i> |
| 17:45 | <p>Keynote address and discussion:</p> <p><i>Thought provoking bird's eye views on critical world water challenges and agriculture, and the role of companies in addressing them</i></p> | <p>Keynote Speaker:</p> <ul style="list-style-type: none"> - Hans Jöhr, Corporate Head of Agriculture, <i>Nestec SA</i> |
| 18:45 | Cocktail and Dinner – Day 1 | |



Strategy Embedding

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| 8:30 | Refresher from day one | - Aileen Ionescu-Somers , Ph.D, Professor and Dean, Applied Research & Collaboration, BSL |
| 8:45 | SAI Platform/ITC practical tools <i>What tools will help you to implement your sustainable sourcing strategy?</i> | - Jane Duncan , Director of Operations, SAI Platform NGO/Not-for-Profit Representative: - Mathieu Lamolle , Senior Advisor, ITC |
| 10:00 | Coffee Break/Networking – Day 2 | |
| 10:20 | Applying your strategy at farm level <i>How do you choose the right partners for the crop/region/issue, engage with farmers and overcome hurdles to implementation?</i> <i>How do you share learning in a pre-competitive way to help the entire industry to drive accelerated implementation?</i> | NGO/Not-for-Profit Representatives: - Mercedes Tallo , Market Transformation, RA - GIZ, TBC Industry Representatives: - Nigel Davies , Manufacturing and Sustainability Director, Muntons - Rozanne Davis , Head of Fruit, <i>innocent drinks</i> |
| 11:20 | Transparency, connectivity and proximity through technology <i>Can you use technology to tackle “farm to fork” and “fork to farm” challenges?</i> | Company Representative: - Thomas Camenzind , EMEA Food Manager, Google (TBC) Not-for-Profit Representatives: - Sarah Roversi , Settlor, <i>Future Food Institute (TBC)</i> and/or - Sandra Carrera , Advisor, Sustainability and Value Chains, ITC |
| 12:00 | Multi-stakeholder case study: dealing with Volatility, Uncertainty, Complexity, Ambiguity <i>What is the learning for companies from a challenging multi-stakeholder dilemma?</i> | Includes a case discussion on the challenges and successes multi-stakeholder initiatives related to the Doñana Berry Project – on water management in the protected area of Huelva, Spain |



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| 13:00 | Lunch/Networking – Day 2 | |
| 14:00 | <p>Rolling out the sustainable sourcing strategy internally</p> <p><i>How do you influence and adapt the company's culture, processes and structures to enable implementation and optimize the strategy?</i></p> | <p>Interactive knowledge sharing session on barriers and promoting factors to roll out your sustainable sourcing strategy</p> <p>Industry Representative:</p> <ul style="list-style-type: none"> - Guy Hogge Global Head – Sustainability, Louis Dreyfus Company (TBC) |
| 16:15 -16:30 | <p>Distilling the learning into take-home value</p> | <p>All participants</p> |