1992
During the Rio Earth Summit, countries adopt the Convenion on Biological Diversity (CBD), with the aim of conservation and sustainable use of biodiversity and fair and equitable benefit-sharing.

1996
To support CBD objectives, the UN Conference on Trade and Development (UNCTAD) launches the BioTrade initiative.

2007
The Union for Ethical BioTrade (UEBT) is launched following an UNCTAD initiative to promote business engagement for the ethical sourcing of biodiversity.

2008
UEBT moved to independent offices and signed a memorandum of understanding with the CBD secretariat.

2015
Launch of UEBT certification for nature ingredients and the joint UEBT/UTZ herbal tea certification program.

2018
Launch of UEBT ethical sourcing system certification, in partnership with Weleda and Nature Cosmetics.

Celebrating 10 years of UEBT - Sourcing with respect for people and biodiversity.
ANNUAL REPORT 2017
UEBT
10-year anniversary
WHO WE ARE
UEBT is a non-profit association that promotes sourcing with respect. It supports and verifies companies’ commitments to innovation and sourcing that contribute to a world in which people and biodiversity thrive.

UEBT VISION
Companies’ innovation and sourcing of natural ingredients contribute to a world in which people and biodiversity thrive.

UEBT MISSION
To support and validate best practices of companies committed to ethical sourcing and innovation of natural ingredients for the benefit of people and biodiversity.

OUR STORY: HOW WE ARE MAKING CHANGE

WHEN... THEN...

... WE REALIZE how we affect our living planet by growing, collecting and using natural resources...

... WE IMPROVE the incredible richness of our ecosystems and let animals, plants and people thrive and survive...

... WE COMMIT to sourcing with respect for biodiversity and the people who benefit from it...

... WE CONSERVE our natural resources for future generations and make our business blossom in the long run...

... WE ACT according ethical principles and meet strict standards throughout our supply chains...

... WE VALIDATE our products and practices and gain recognition for our efforts...

... WE ACCELERATE biodiversity-based innovation and sourcing by investing in local capacities and good practices...

... WE TRANSFORM the way business is done and make a difference on a global scale

So, whether you’re in food, cosmetics, pharma, or any other sector, join the Union for Ethical BioTrade AND LEAD THE WAY.

OBJECTIVE OF 2017-2020 STRATEGIC PLAN
Significantly increase the positive impact of companies’ natural ingredient innovation and sourcing practices on people and biodiversity.

Priority sectors
› Beauty and personal care
› Food segments: herbal teas, fragrances and flavors
› Natural pharmaceuticals

Key Priorities
1. Branding and market recognition
2. Credible and innovative validation of ethical sourcing of biodiversity
3. Facilitating ethical sourcing
4. Institutionnal strengthening

Since 2009 UEBT has been a member of ISEAL, the global association for credible sustainability standards. We implement the ISEAL codes of good practice on standard setting, assurance and impact monitoring.
Views from UEBT Board President and Executive Director

We are celebrating 10 years of UEBT. Are you satisfied? Were objectives realised?

Rik: In 2007, when UEBT was created, the need for more business awareness on biodiversity and commitment to the BioTrade principles was clear. The main task the UNCTAD BioTrade Initiative, the International Finance Corporation and others set for UEBT was to engage private sector in BioTrade. Now, we see biodiversity awareness grow and grow, as so does the UEBT community. We are proud to have succeeded in our goal.

Bas: Indeed, over the last 10 years, UEBT contributed significantly to putting ethical sourcing of biodiversity on the corporate agenda. Sourcing with respect – and specific notions such as access and benefit sharing (ABS) and the Nagoya Protocol – are now mainstream concepts in our sector. UEBT is a well-recognized and respected actor.

Rik: But a lot remains to be done. Awareness is important, but real impact comes from changing practices on biodiversity-based innovation, traceability, or sourcing partnerships, including with local and indigenous communities.

Bas: Yes, you’re right, we are still far from the goal of transforming these sectors. Scale is one factor… UEBT remains small. This is our challenge for the years to come: upscaling efforts, promoting real change, partnering with more business and civil society actors.

Based on experience to date, how has the UEBT vision evolved?

Rik: Our vision – at its core – remains the same, but we have certainly learnt a lot. For example, we saw the critical role of biodiversity for product innovation, in the context of trend towards naturals.

Bas: Also, the emphasis of UEBT communication has shifted from the impersonal notion of “trade” to a focus on companies and their sourcing practices – because it is of course companies that drive change.

When you look at the work of UEBT, what are you most proud of?

Rik: For me, it is travelling to sourcing areas, seeing the tangible contributions that UEBT members are making to improving the livelihoods of thousands of producers, to valuing their care and daily work with the incredible richness of our planet’s biodiversity.

Bas: Yes, fully agree this is ultimately the impact we are pursuing. Just look at the map to get a sense of the variety of people, species and ecosystems involved. This wouldn’t be possible without the growing community of businesses committed to applying the Ethical BioTrade standard in their supply chains.

UEBT VISION

2007: ‘increased trade in biological resources actively contributes to the conservation and sustainable use of biodiversity, as well as to other sustainable development goals’.

2017: ‘companies’ innovation and sourcing of natural ingredients contribute to a world in which people and biodiversity thrive’.
Since 2009, UEBT assessed awareness of biodiversity, and interest in ethical sourcing in 16 different countries. Nine years of research, among 59,000 people, and hundreds of leading companies, have provided several valuable insights that may guide companies and governments in their approaches towards people and biodiversity. People’s awareness of biodiversity ranges from 40% in India (2015) to 96% in France (2017). Respondents in Latin America, a continent that hosts many mega-biodiverse countries, consistently show high biodiversity awareness (see map below).

Biodiversity: A Key Asset for Business

“What the results of 2017 Biodiversity Barometer show a growing awareness of the value of biodiversity by consumers around the world. Businesses should increase their efforts to sustainably use biodiversity.”

“The Secretariat of the Convention is excited to continue working with the Union for Ethical BioTrade, and raising awareness of biodiversity, its values for human well-being, and the ways that people and companies can protect it.”

Dr. Cristiana Pașca Palmer
Executive Secretary of the Convention on Biological Diversity

“What biodiversity is a key area of work for us. It is not only a matter of sourcing, biodiversity is also a source of innovation, nature is an inspiration for L’Oréal to develop new applications for our consumers.”

Laurent Gilbert
Sustainable Innovation Director, L’Oréal

To watch the videos of leading companies interviewed for the 2017 UEBT Biodiversity Barometer go to: www.biodiversitybarometer.org
## UEBT statement of financial position

### UEBT statement of financial position

<table>
<thead>
<tr>
<th>Assets</th>
<th>END 2017</th>
<th>END 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and short-term deposits</td>
<td>159,819</td>
<td>75,749</td>
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<tr>
<td>Project funds to be received</td>
<td>87,109</td>
<td>29,573</td>
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<tr>
<td>Receivables</td>
<td>55,976</td>
<td>49,121</td>
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<tr>
<td>Fixed Assets</td>
<td>4,464</td>
<td>1,780</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>307,368</strong></td>
<td><strong>156,223</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Liabilities and funds</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Project funds &amp; fees received in advance</td>
<td>96,592</td>
<td>53,568</td>
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<tr>
<td>Charges to be paid</td>
<td>115,262</td>
<td>62,066</td>
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<tr>
<td>Reserves and balances brought forward</td>
<td>95,514</td>
<td>40,588</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>307,368</strong></td>
<td><strong>156,223</strong></td>
</tr>
</tbody>
</table>

### UEBT income & expenditure statement

<table>
<thead>
<tr>
<th>Income</th>
<th>END 2017</th>
<th>END 2016</th>
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</thead>
<tbody>
<tr>
<td>Membership fees</td>
<td>177,290</td>
<td>153,623</td>
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<tr>
<td>Certification fees</td>
<td>85,250</td>
<td>68,000</td>
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<tr>
<td>Conference fees</td>
<td>26,573</td>
<td>18,970</td>
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<tr>
<td>Sponsorships</td>
<td>75,306</td>
<td>94,399</td>
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<td>Advisory services</td>
<td>253,026</td>
<td>71,613</td>
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<tr>
<td>Projects Grants</td>
<td>240,316</td>
<td>209,147</td>
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<td><strong>Total</strong></td>
<td><strong>857,761</strong></td>
<td><strong>615,751</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>END 2017</th>
<th>END 2016</th>
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</thead>
<tbody>
<tr>
<td>Board / Governance</td>
<td>5,344</td>
<td>8,110</td>
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<tr>
<td>Staff costs</td>
<td>481,350</td>
<td>351,299</td>
</tr>
<tr>
<td>Operational expenses</td>
<td>84,973</td>
<td>78,693</td>
</tr>
<tr>
<td>BSR conference &amp; Barometer</td>
<td>104,590</td>
<td>112,319</td>
</tr>
<tr>
<td>Project and other direct expenses(1)</td>
<td>126,578</td>
<td>61,834</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>802,835</strong></td>
<td><strong>612,256</strong></td>
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<table>
<thead>
<tr>
<th>Operational result</th>
<th></th>
<th></th>
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<tbody>
<tr>
<td>Reserves brought forward</td>
<td>54,926</td>
<td>3,496</td>
</tr>
<tr>
<td>Reserves carried forward</td>
<td>40,588</td>
<td>37,092</td>
</tr>
</tbody>
</table>

| Reserves carried forward                    | 95,514   | 40,588   |

Audited by CR Gestion et Fiduciaire S.A.

### UEBT BOARD OF DIRECTORS 2017

- **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

- **EDER RAMOS**
  - Symrise Brazil

- **CHRISTOPHE GODARD**
  - OLVEA Burkina Faso
UEBT Members

TRADING MEMBERS

Brazil
Beraca, Health and Personal Division
Centroflora Group
Natura Cosmetics
Usina São Francisco/Native Produtos Orgânicos

Burkina Faso
Agrifaso sarl
OLVEA Burkina Faso

Chile
Sociedad Agricola Y Forestal Casino

Colombia
Ecoflora

Croatia
Jan Spider

Czech Republic
Extravit s.r.o.

Egypt
A. Fakhry & Co (Provisional Member)

France
Aldivia
Cosmo International Ingredients

Germany
Firmenich Grasse
Laboratoires Expanscience
Laboratoires Prod'Hyg & LETICCC
Latitudes 23°
Prova Vanille Durable (Provisional Member)
Naturex BU Cosmetic
Serdex - SEPPIC

India
Indfrag

Italy
Capua 1880
Cilione

Madagascar
Madagascar Green Product
Sotramex Sarl

Mexico
Mexialoe Laboratorios S.A.

Nigeria
Refem Millers

Peru
Agroindustrias Osho S.A.C.
Candela

South Africa
Grounded (Provisional member)

Spain
Provital

Switzerland
Weleda

Tanzania
Novel Development Tanzania Ltd

United Kingdom
Blue Sky Botanics

United States
Aromatics USA

Zimbabwe
B'Ayoba (Pvt) Ltd. (Provisional Member)
Kaza Natural Oil (Provisional Member)
Organic Africa

AFFILIATE MEMBERS

Angola
BioDivSourcing

Bolivia
Fundación amigos de la naturaleza (Friends of Nature foundation – FAN)

Brazil
Imaflora
Movimento Empresarial Brasileiro pela Biodiversidade (MEBB)
Tozzini Freire Advogados - Environmental Practice Group

Colombia
Fondo Biocomercio
Biointropic

France
Cruchon Développement
Rongead

Latin America
Development Bank of Latin America (CAF)

Peru
Instituto Peruanos de Productos Naturales (IPPN)
Promperú

U.S.A.
International Finance Corporation (IFC)

Vietnam
Vimames

Zimbabwe
Bio-Innovation Zimbabwe
PhytoTrade Africa

Contact UEBT

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List of UEBT members as of June 2018