



*Progress Update 2021*

# LETTER FROM OUR CEO



2020 was a challenging year for all of us and our planet. At SOP we believe that with every challenge comes an opportunity and we all work to seize those. We recognize that building a sustainable economy starts inside each own organization, and we renewed our efforts to increase sustainability within our company as well as for our customers.

SOP, in April 2021, was awarded an ESG rating of AA+, with alignment on over 60% of 16 SDGs, according to the standard "Certification's ESG Rating:2020", as a result of our efforts within our own organization and of the realization of solutions that promote economic, environmental and social sustainability in the Agricultural world.

This is why, also in this challenging year, we chose to put the people at the center of our activities, and we are pleased to have found solutions:

- to preserve each job in our company, by promoting safe working practices and helping our collaborators with children during home-schooling
- to provide ongoing support to our customers, onsite, with our products, and online, via new digital collaboration tools
- to promote the alignment to all 17 SDGs among our customers through a series of webinars and personal meetings.

Our commitment to the United Nations Global Compact and its principles has become even stronger over the past year as we believe that only companies which create sustainability across their entire value chain can truly prosper in the future.



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# SOP

The 2050 challenge asks us to feed 9 to 10 billion people without compromising the needs of future generations. We believe that the only way to achieve this goal is through Sustainable Intensive Agriculture.

Founded in 2001 by Marco Poggianella, the Italian company SOP - Save Our Planet places sustainability at the center of its activities.

Thanks to our propriety technologies we have been producing for almost 20 years products for agriculture and livestock farming that interact with the microbial and biological activity of soil, plants, and animals, triggering a self-promoting virtuous circle and reducing the emissions of gases and other pollutants. SOP solutions include products:

- for **CROPS**, which help the farmers to reduce the use of synthetic fertilizers, thus reducing the cost and the environmental impact of cultivating corn, wheat, soy, alfalfa, cover crops...
- and for **ANIMALS**, which improve their health and their feed conversion efficiency, thus improving the production of milk, meat, eggs... providing the farmers extra sources of income, while reducing their managing costs
- for **WASTE MANAGEMENT**, which reduce the emissions of odors, ammonia, and GHGs, reducing the impact on the environment and the surrounding communities.

The efficacy of the products has been tested and proven by numerous scientific studies carried out by some of the best universities in Italy and the world.

The SOP products are currently distributed by key players in the agribusiness sector in North America and Europe, where thousands of farmers are already achieving what SOP considers true sustainability: economic, environmental and social benefits.

## 1 FODDER CROPS

SOP products improve water and nutrient uptake, allowing farmers to grow forage for their animals with fewer chemical inputs and with higher resilience towards climate related stress



## 2 FOOD CROPS

SOP products for viticulture, horticulture and other food crops allow farmers to produce safe and nutritious food with lower chemical inputs and with higher resilience towards climate related stress



## 3 LIVESTOCK FARMING

SOP products improve the quantity and quality of animal source foods, reducing at the same time the production and release of odors, ammonia and GreenHouse Gases



## 4 WASTE MANAGEMENT

SOP manure additives improve the value of manure as fertilizers, reducing the production and release of odors, ammonia and GreenHouse Gases



## 6 HORSE & PET

SOP created a line of natural products for the well-being of horses and pets



## 5 FOOD WASTE

SOP started a project in Mexico for the reduction of food waste, with an innovative packaging that reduces molds on bread



## 7 INDUSTRIAL COOPERATIONS

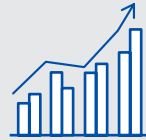
SOP collaborates with several industrial partners in the search of solutions to improve sustainability within their processes





# HIGHLIGHTS

## 2020



### Sales increase

SOP registered in 2020 an increase of its turnover of 16.6%, thanks to new business opportunities and the consolidation of existing markets.



### 5 certified customers for Sustainability

The efficacy of SOP solutions for fields, animals and waste management allowed 5 customer farms to obtain an ESG rating of between A- to A+ according to the "Certification's ESG rating:2020" scheme.

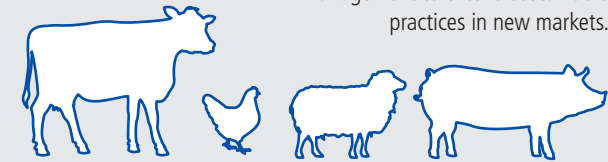


### 4 SCIENTIFIC PUBLICATIONS

The efficacy of SOP solutions in reducing the carbon and environmental footprint of agricultural operations, while improving their economics, has been proven with 4 scientific publications in international journals.

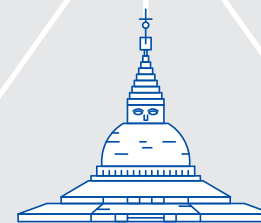
### 7 new products

SOP launched 7 new products for crops, animals and waste management to extend sustainable practices in new markets.



### 5 new scientific research projects to promote resilient agriculture

SOP has started 5 new research projects with Universities and Research institutes to quantify the impact of SOP solutions on crops, livestock operations and waste management.



### Start of Ag project in Nepal

SOP has started a collaboration with the "Care and Kindness" NGO to promote a more modern and sustainable agriculture in a village in Nepal, with the supply of products for crops and the technical assistance of its technicians.



### Project in Mexico to reduce food waste

SOP has started a project to reduce food waste in Mexico, linked to the contrast of the development of molds on bread.



### SOP LAGOON RECEIVED "Solar Impulse Efficient Solution" Label.

SOP LAGOON was awarded the Solar Impulse Foundation label as one of the first 1000 efficient and currently available solutions to fight Climate Change.

# Respecting the Ten Principles of the United Nations Global Compact

## = HUMAN RIGHTS

**Principle 1:** Businesses should support and respect the protection of internationally proclaimed human rights; and

**Principle 2:** make sure that they are not complicit in human rights abuses.

### **Principle 1:**

SOP supports and respects human rights within its organization and across its supply chain.

It implements policies to protect its collaborators (such as ISO 45001 certified procedures for safety at work) and to support them with their needs, for example enabling remote working for all office employees.

SOP complies with the national regulations on health insurance and also offers an additional health insurance for its collaborators.

SOP promotes open dialogue between collaborators and management and there has been no complaint about unfair treatment from any of the SOP employees.

### **Principle 2:**

SOP is not complicit in human rights abuses. SOP has selected its suppliers, only in EU countries, that comply with national and international standards for human rights.

Moreover, SOP started a project in Nepal to increase the competitiveness of the local agricultural economy, with the aim of preventing young people from moving to other countries, which do not respect human rights.

# Respecting the Ten Principles of the United Nations Global Compact

## LABOUR

**Principle 3:** Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;

**Principle 4:** the elimination of all forms of forced and compulsory labour;

**Principle 5:** the effective abolition of child labour; and

**Principle 6:** the elimination of discrimination in respect of employment and occupation.

### **Principle 3:**

SOP fully supports the right of association of its employees and collaborators. Its Code of Ethics includes the right of all people to bring forward their needs. SOP installed a box for anonymous suggestions on any topic, including unfair treatment and labour conditions.

### **Principle 4:**

SOP adheres to the national contracts with respect to working hours and conditions. SOP has policies to organize the efforts of its collaborators to minimize extra work. In special occasions, the extra working hours are compensated with economic benefits or equivalent rest periods.

### **Principle 5:**

SOP sources its raw materials only from EU companies that abide by national regulations regarding child labour.

### **Principle 6:**

SOP does not discriminate against people according to their gender, nationality or religious beliefs. SOP employs 66% women, from finance, to R&D, to production as well as people of different nationalities, solely based upon their level of competence and values.

# Respecting the Ten Principles of the United Nations Global Compact



## ENVIROMENT

**Principle 7:** Businesses should support a precautionary approach to environmental challenges;

**Principle 8:** undertake initiatives to promote greater environmental responsibility; and

**Principle 9:** encourage the development and diffusion of environmentally friendly technologies.

### Principle 7:

SOP vision is also SOP's corporate name, which is Save Our Planet. All of its activities are designed to improve the impact of human interactions with the environment.

SOP compensates all the emissions from its premises with certified reforestation of over 30 hectares forests in Costa Rica since 2004.

SOP chooses entirely and easily recyclable packaging materials and designs products that are used at low dosages, to reduce the end-of-life wastes.

SOP is ISO 14001:2018 certified for Environmental Management.

### Principle 8:

SOP designs, promotes and distributes solutions that allow its customers to improve the environmental impact of their activities.

SOP products for crops allow farmers to reduce the need of synthetic fertilizers, to improve water efficiency and to improve the quality of their soil.

SOP products for animals allow livestock operations to reduce ammonia and GHG emissions from barns.

SOP products for waste management allow farmers to reduce ammonia, GHG emissions and energy linked to manure storage, handling and distribution in the field.

Moreover, the quality of SOP treated liquid manure improves, with a better LCA than that of untreated manure in several impact categories (Borgonovo et al., Sustainability 2020).

### Principle 9:

SOP continuously collaborates with several research partners to study and assess the efficacy of its solutions for the environment.

SOP actively promotes and distributes its solutions in 20 countries worldwide.

SOP promotes environmental awareness via its social media channels, with an ongoing column on Sustainability in the online magazine "Ruminantia" and with a proprietary publication regarding both environmental and sustainability topics.



# Respecting the Ten Principles of the United Nations Global Compact

## ANTI-CORRUPTION

**Principle 10:** Businesses should work against corruption in all its forms, including extortion and bribery.

### **Principle 10:**

SOP is committed to respecting all national and international regulations on corruption, bribery and extortion.

Its Code of Ethics also includes a policy on gifts for its collaborators with decision making authority. SOP also promotes the transition to traceable payment methods for all of its customers.

# SOP CERTIFICATIONS



SOP Progress Update 2021

## A sustainable Company with an “AA+” ESG rating

SOP has obtained an “AA+” ESG rating from the new certification scheme “Certification ESG Rating: 2020”, which integrates ESG principles with the 17 sustainable development goals of the United Nations (UN SDGs) and evaluates the alignment of the company with the principles of the ISO standards.

SOP has a certified alignment with a score higher than 60% on 16 SDGs as a result of its efforts within its organization and along its value chain.



SUSTAINABLE COMPANY  
SOP S.r.l.  
N° 0061/2020

*SOP went through a very long and thorough Sustainability Certification process, according to the “Certification’s ESG Rating:2020”© standard (based on the worldwide recognized ISO schemes), with the goal of obtaining an objective evaluation of its own impact on economy, society and environment. SOP was certified as a Sustainable Company with an ESG rating “AA+”, with certified alignment with a score of over 60% to 16 of the 17 Sustainable Development Goals (SDGs). This is an official and globally recognized certification. Our approach is sustainable, our products are sustainable and the customers that use them are sustainable, improving their activities, their products and their role within the global value chain.*

Marco Poggianella

## UNI EN ISO 9001:2015 QUALITY MANAGEMENT

SOP is ISO 9001 certified since the beginning of its activities in 2001. All activities in SOP, from R&D to production, are managed according to SOP’s quality management: all activities are planned, monitored and corrected when needed with respect to a constant improvement of its operations.



UNI EN ISO 9001:2015

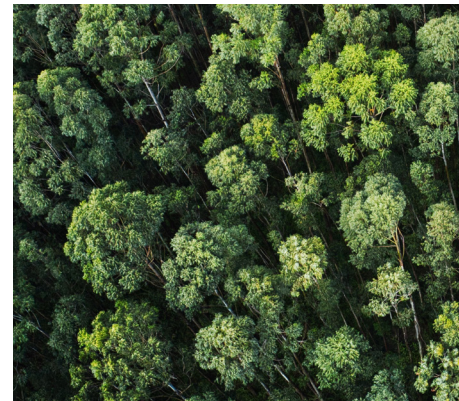


## UNI EN ISO 14001:2015 ENVIRONMENTAL MANAGEMENT

SOP is ISO 14001 certified for the environmental management of its operations. All processes are carefully monitored and managed in order to reduce waste and contaminants to air, soil and water.



UNI EN ISO 14001:2015



## UNI EN ISO 45001:2018 OCCUPATIONAL HEALTH & SAFETY MANAGEMENT SYSTEM

SOP is ISO 45001 certified for the health and safety of its collaborators. SOP has always adopted procedures to prevent accidents at work, from the provision of customized DPI for the workers to lightweight products for ease of handling.



UNI ISO 45001:2018



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