

## Supply Chain Certification

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A Business Model For The Future.



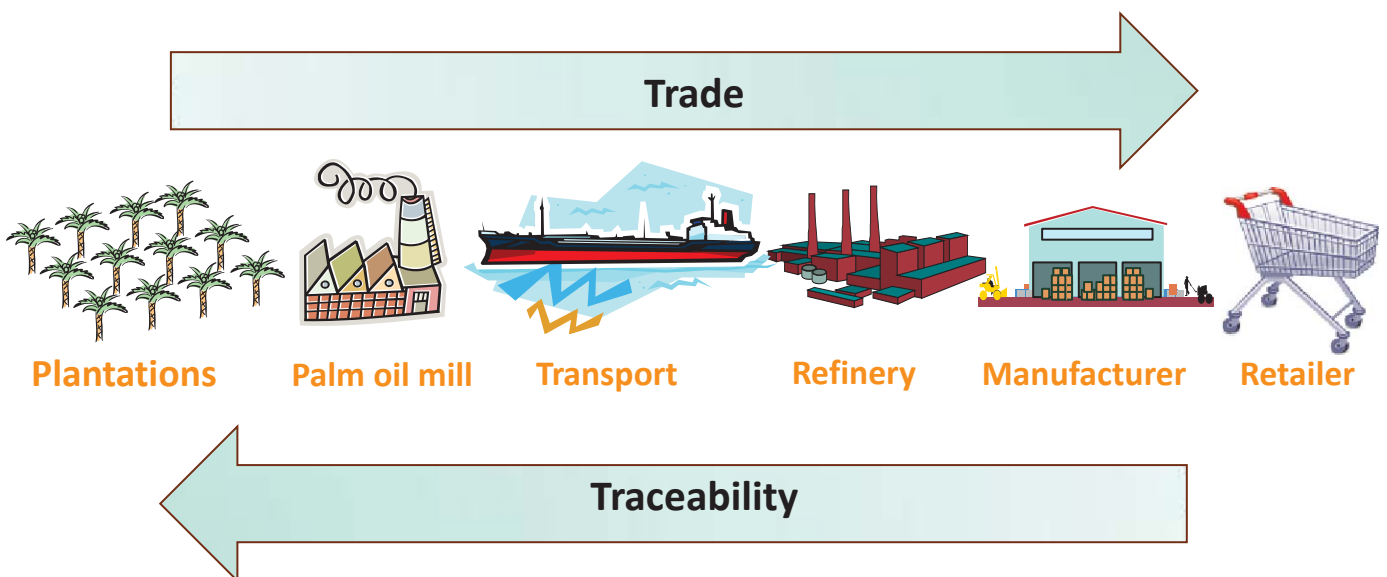
I'd like a dialogue with you on:

- Why an upstream and downstream standard?
- T&T: trade & traceability
- What's in the RSPO standard?
- Credibility vs. user friendliness
- Some current and future projects

# Why an upstr. & downstr. standard?

- PO is already # 1, and global demand keeps growing
- Where? in the world's most sensitive areas (biodiversity, carbon sinks, scarcity of arable land)
- How? in estates, mills, warehouses, refineries
- Trust in the standard depends on trust in the auditability of the whole supply chain.

## T&T: trade & traceability



# What's in the RSPO standard?

- Upstream: the P&C
  - 8 principles, 39 criteria and 124 indicators
  - Summarized as: “where?” and “how?”
- Downstream: the SCS
  - From exit mill... to entry at last refiner
  - Certificate trading via GP, physical trade via eTrace (IP, SG, MB)
  - Two key docs: “standard” (for companies), “system” (for CB)

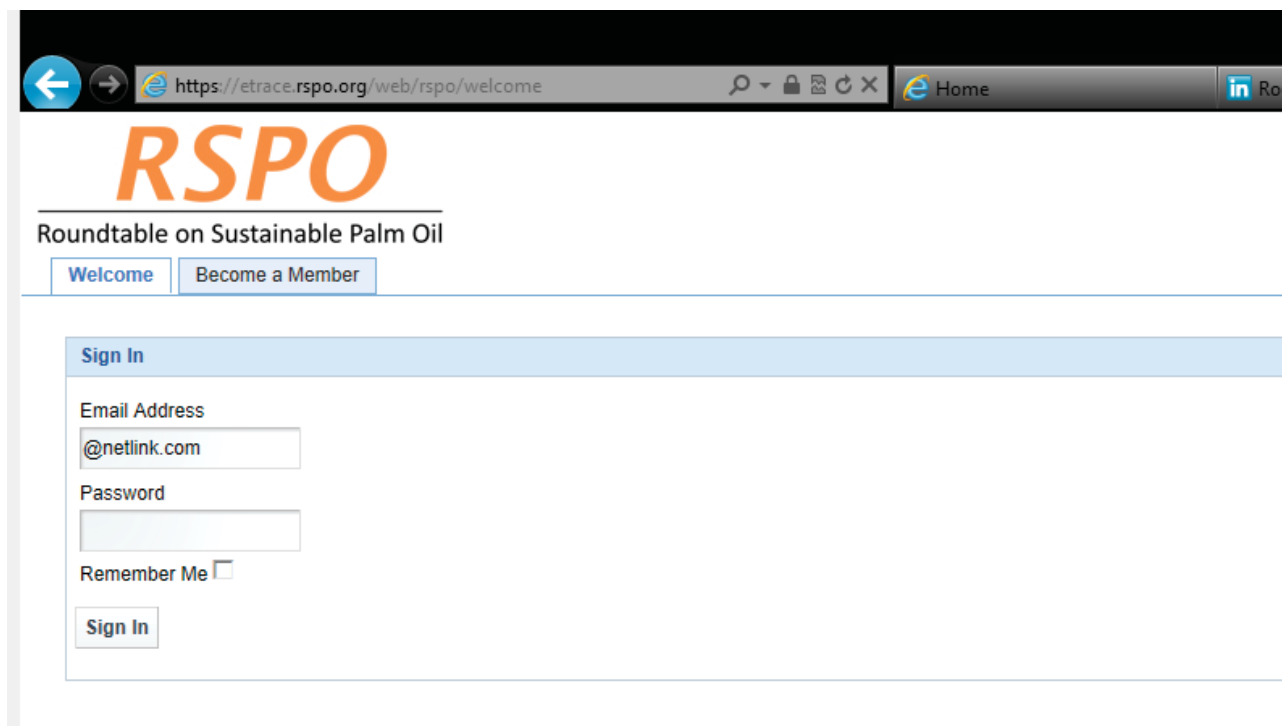


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## RSPO - eTRACE

The screenshot shows the GreenPalm eTRACE market overview page. At the top, there are social media links for Twitter, LinkedIn, and Facebook, along with flags for the UK, France, Germany, and Spain. The main header features the GreenPalm logo and a navigation menu with items like Home, About palm oil, What is GreenPalm?, The market, How can I get involved?, Blog / Press, Downloads, FAQs, and Useful links. A secondary menu shows Home > The market > Market Overview. The main content area is titled 'Market Overview' and includes a sub-header '1 certificate represents 1 metric tonne of RSPO sustainable production.' Below this, there are tabs for 'PALM OIL', 'PALM KERNEL OIL', and 'PALM KERNEL EXPELLER', with sub-tabs for 'I.S. PALM OIL', 'I.S. PALM KERNEL OIL', and 'I.S. PALM KERNEL EXPELLER'. The 'PALM OIL Certificates' section shows a table with columns for years 2010, 2011, 2012, 2013, and 2014. The last price traded is \$2.50. There are also sections for 'Buying - Live Bids' and 'Selling - Live Offers'.

# RSPO - eTRACE



The screenshot shows a web browser window with the URL <https://etrace.rspo.org/web/rspo/welcome>. The page features the RSPO logo and the text "Roundtable on Sustainable Palm Oil". There are two buttons: "Welcome" and "Become a Member". Below this is a "Sign In" section with a light blue header. The form includes an "Email Address" field with "@netlink.com" entered, a "Password" field, a "Remember Me" checkbox, and a "Sign In" button.

## Physical volumes July-Oct

More SG than MB!

Program Level	Sum of Volume (MT)
IP	14705.85
Mass Balance	29550.88
Segregation	189014.39
<b>Grand Total</b>	<b>233271.12</b>

Shipped volumes to 1<sup>st</sup> buyer (volume in 12 wks of 23<sup>rd</sup> July – 17<sup>th</sup> Oct 2012; Jan-Sep CSPO sales via SG/MB 600.000 MT)  
source: RSPO eTrace

# Credibility vs. user friendliness

- For society to trust RSPO, the standard must reflect society's changing expectations
- RSPO is multi-stakeholder
- Standard is really a (periodically) rising bar
- Review P&C: eg carbon footprint
- Review SSC



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# Some current and future projects

1. Migration to eTrace
2. Integration GP and eTrace
3. Downstream group certification
4. National initiatives



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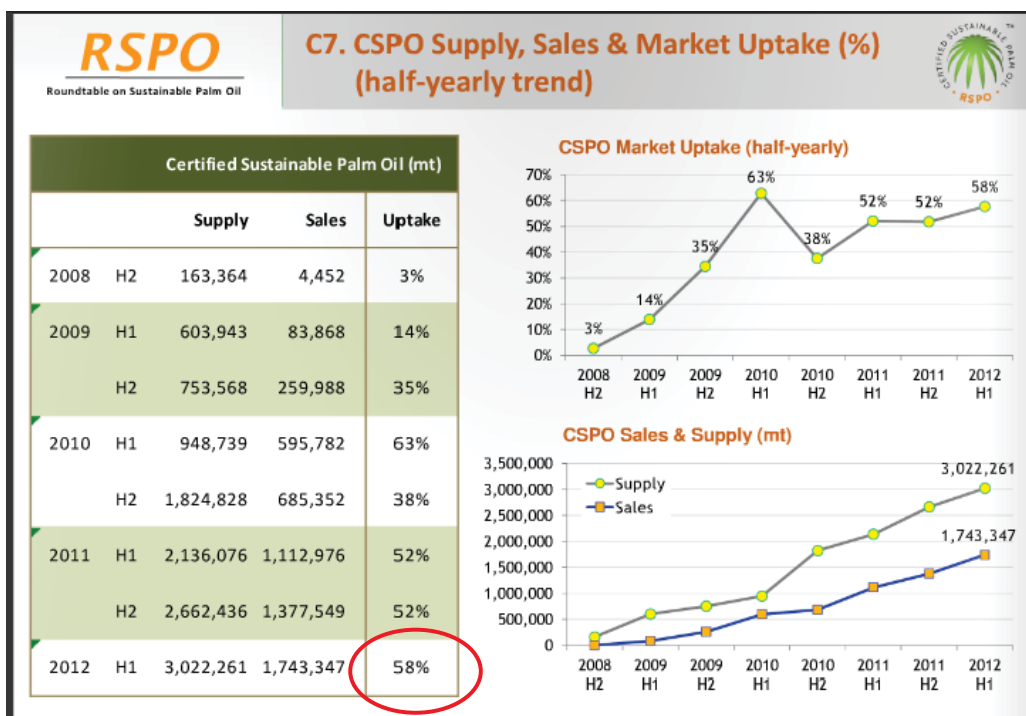
# National initiatives

- 2010: The Netherlands
- 2011: Belgium
- who's next?
- Germany, UK, France, USA, Singapore, Malaysia...?



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# Latest stats on [www.rspo.org](http://www.rspo.org)



# Questions?

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