RSPO eTrace
Learnings and next steps

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Agenda
1. RSPO eTrace: Facts & Figures
2. Credible Supply Chain
3. RSPO business rules incorporated in eTrace
4. Current process to start/continue trading IP/SG/MB
5. RSPO eTrace next steps: CB area
6. Future process to start/continue trading IP/SG/MB
7. To summarize
RSPO eTrace: Facts & Figures

- RSPO eTrace is the improved traceability system for administrating the physical trade of Certified Sustainable Palm Oil (CSPO).
- The purpose of RSPO eTrace is to serve the vision of RSPO in transforming markets to make sustainable palm oil the norm.
- The business rules embedded in the P&C and SCC standards are incorporated in RSPO eTrace.

Launch date July 23, 2012
RSPO eTrace: Facts & Figures
Active members

- 196 RSPO members active in eTrace

RSPO Members in eTrace

RSPO eTrace: Facts & Figures
CSPO Sales through IP/SG/MB

- Total physical sales since 2008 = 2,094,715 MT
- Since the launch eTrace 275,000 MT traded, mainly as SG
Credible supply chain

Three essential components that need to collaborate for a credible supply chain.

1. P&C/SCC Certification
2. Administration (eTrace & GreenPalm)
3. Annual Surveillance Audit

RSPO business Rules incorporated in eTrace

- Certification is for 5 years, but a license is **365 days** following the Annual Surveillance Audit process
- In order to administrate transaction in the system both seller and buyer must have a **valid license**, granted after certification.
- Only those **products** mentioned in P&C and SCC standards can be administrated in eTrace – except for PKO
- Stock positions in eTrace should **reflect reality** as much as possible
- The final refinery should "trace" the product, when selling CSPO onwards
- Product **Conversions** are done according SCC standards
- Members can trade products equal to or lower than the **program level** they are certified for.

Start your certification process on time! Make sure your surveillance assessment documents are submitted to palmoil@support.utzcertified.org before your current license expires!
Current situation: RSPO Certification/Extension/Licensing Process

IMPORTANT: Only members until final refinery need to administrate in eTrace

RSPO eTrace next steps
CB area

WHAT IS THE CB AREA?

- Dedicated area for CB's in RSPO eTrace in order to process a.o. new certificates, annual surveillance assessment documents, and extensions.

WHY THE CB AREA?

- It will simplify the approval process and shorten communication lines between RSPO, CB's and UTZ Certified Support team.
- Hence it reduces time of certification approval process.
- All relevant certification documents are captured on one central location.
- To facilitate administration of time (and volume) extensions.
To summarize

- Certification information gathered in **one central location**: eTrace
- **Simple** overview of all your RSPO certified customers
- **Efficient** communication and approval process, reduces time
- Email **notification** on (future) expirations
- To facilitate administration of time (and volume) **extensions**

*Including the CB area in RSPO eTrace, supports a credible supply chain, and therewith serves the vision of RSPO in transforming markets to make sustainable palm oil the norm.*
Questions?

- Palmoil@support.utzcertified.org
- Online Training videos
- Helptext (online, offline)

Thank you!

Terima Kasih
Muchas Gracias
Hartelijk Dank
Arigatō gozaimasu

Daphne Hameeteman
UTZ Certified
Appendix

Certificate, License and Time Extension

- Time extension is granted upon notice of CB: Max 3 months
- The new license in the system can only start after the time extension expiration date
- The new license = 365-90 = 275 days
- The certified volume is the total volume the CB estimates to be produced until the end of the period of 275 days
- Until the start of the new license, the member continues selling from its current certified volume.
- Members should plan the annual surveillance audit well in advance, to avoid this.
If member is not yet registered in eTrace, he/she needs to register first.

License expires within 90 days

*Only for members with an existing license in RSPO eTrace

1. Retrieve Member ID from Member Directory
2. Initiate member transfer*
3. Approve member transfer*
4. Request new license
5. Approve / deny license
6. Start / continue trading in RSPO eTrace

A member ID has the following format: RSPO_P0123456789

Certification Body
RSPO
RSPO
Member

RSPO

A member ID has the following format: RSPO_P0123456789

Visiting Address
Street: Address 2
City: City V
Postal Code: Z335
State: State
Country: MALAYSIA
Phone Number: 0796079999
Fax Number:

E-mail Address:

Contact:

Migration process

RSPO

Member Directory

Member Information

Name: LFP Migrate Balfour 12
Account: RSPO_2C1608000011
Website: 

License Information

Product: Palm Oil
Member ID: RSPO_P0123456789
Member Category: Refinery
License Status: Expires 05/20/2013

Visiting Address
Street: Address 2
City: City V
Postal Code: Z335
State: State
Country: MALAYSIA
Phone Number: 0796079999
Fax Number:

E-mail Address:

Contact:

Ref: Migration Balfour 12 9895198029 9895198029
rsps.cmmigrationbalfour12@2.com
Yield Schemes of Crude Palm Oil for RSPO
IP / Segregated Supply Chain Model (*)

<table>
<thead>
<tr>
<th>Product</th>
<th>Percentage Range</th>
<th>Quantity Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crude Palm Oil (CPO)</td>
<td>92-96%</td>
<td>920-960 mt</td>
</tr>
<tr>
<td>Refined Palm Oil</td>
<td>3-7%</td>
<td>30-70 mt</td>
</tr>
<tr>
<td>Refining Losses</td>
<td>0-3% / 0-30 mt</td>
<td></td>
</tr>
</tbody>
</table>

- **Olein**: 78-82% 717-787 mt
- **Stearin**: 18-22% 166-211 mt

Double Frac Olein: 63-67% 451-527 mt
Double Frac Stearin: 33-37% 35-78 mt
Palm Mid Fraction – Olein: 63-67% 104-141 mt
Palm Mid Fraction – Stearin: 33-37% 237-291 mt
Palm Mid Fraction – Stearin: 33-37% 280 mt
PFAD: 3-7% 30-70 mt

Please note updated names for derivative palm products!

(*) The percentages reflect the bandwidth of +/- 2% with which operatives may adjust the values in this program level.

Yield Schemes of Crude Palm Oil for RSPO
Mass Balance Supply Chain Model

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<tr>
<th>Product</th>
<th>Percentage Range</th>
<th>Quantity Range</th>
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</thead>
<tbody>
<tr>
<td>Crude Palm Oil</td>
<td></td>
<td>1,000 mt</td>
</tr>
<tr>
<td>Refined Palm Oil</td>
<td></td>
<td>1,000 mt</td>
</tr>
<tr>
<td>Olein</td>
<td>80% - 800 mt</td>
<td></td>
</tr>
<tr>
<td>Stearin</td>
<td>20% - 200 mt</td>
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</tr>
<tr>
<td>Double Frac Olein</td>
<td>65%</td>
<td>520 mt</td>
</tr>
<tr>
<td>Double Frac Stearin</td>
<td>35%</td>
<td>70 mt</td>
</tr>
<tr>
<td>Palm Mid Fraction – Olein</td>
<td>65%</td>
<td>130 mt</td>
</tr>
<tr>
<td>Palm Mid Fraction – Stearin</td>
<td>35%</td>
<td>280 mt</td>
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</table>

Please note updated names for derivative palm products!
New naming conventions by RSPO
Derivative products

<table>
<thead>
<tr>
<th>OLD SYSTEM</th>
<th>RSPO eTRACE</th>
</tr>
</thead>
<tbody>
<tr>
<td>CPO</td>
<td>CPO</td>
</tr>
<tr>
<td>Refined PO</td>
<td>Refined Palm Oil</td>
</tr>
<tr>
<td>Stearin</td>
<td>Stearin</td>
</tr>
<tr>
<td>Olein</td>
<td>Olein</td>
</tr>
<tr>
<td>Stearin Solid Fraction</td>
<td>Double frac Stearin</td>
</tr>
<tr>
<td>Stearin Liquid Fraction</td>
<td>Palm Mid Fraction - Olein</td>
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<tr>
<td>Olein Solid Fraction</td>
<td>Palm Mid Fraction - Stearin</td>
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<tr>
<td>Olein Liquid Fraction</td>
<td>Double frac Olein</td>
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<tr>
<td>PFAD</td>
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