

MINUTES OF MEETING Market Development Standing Committee

Time : 20.07 - 21.37 (MYT)

Date : Tuesday, 23 May, 2023

Venue: Conference Call/Market Transformation Zoom

Attendees:

Name	Initial	Organisation	Representative Category
Eddy Esselink	EE	MVO	Co-Chair, P&T
Anita Neville	AN	Golden Agri-Resources	Co-Chair, Grower IN
Anne-Laure Faure	ALF	WWF International	eNGO
Caroline Westerik	CW	AAK	P&T
Jose Roberto Montenegro	JM	Agrocaribe	Grower RoW
Marieke Leegwater	ML	Solidaridad	sNGO
Rafael Milantonio	RM	Natura & Co.	CGM
Tom Hersbach	TH	Planting Naturals	Grower
Tracey Gazibara	TG	Cheyenne Mountain Zoo	eNGO
David Adams	DA	Catalyzer	Guest
Inke van der Sluijs	IS	RSPO Secretariat	Director, Market Transformation
Christine Joan Spykerman	CJS	RSPO Secretariat	Malaysia office
Ruben Brunsveld	RB	RSPO Secretariat	Deputy Director EMEA (for last agenda
			item)

Absent with apologies:

Name	Initial	Organisation	Representative Category
Franka Lakeman Harjinder Kler	FL HK	Ahold Delhaize HUTAN	Retailer eNGO
Julian Walker-Palin Dr Surina Ismail	JWP	Retailers Palm Oil Group MPOA/IOI	Retailer Grower MY
Irene Fischbach	IF	RSPO Secretariat	Director, Stakeholder Engagement & Communications

Invited but not in attendance:

Name	Initial	Organisation	Representative Category
Razuwan Che Rose	RCR	Felda	Grower



Agenda:

Time	Торіс
20.07 - 20.07	1.0 Opening 1.1 Antitrust Statement Reading
20.08 - 20.08	2.0 Approval of the Agenda
20.08 - 20.09	3.0 Approval of the Meeting Minutes - 31 January 2023 - 30 March 2023
20.10 - 20.16	4.0 Updates: 4.1 RSPO Secretariat
20.16 - 20.19	5.0 RSPO Brand Positioning 5.1 Status Overview on Brand Building Blocks
20.19 - 20.24	6.0 Supporting Sector Engagement
20.24 - 21.20	7.0 Driving Demand and Driving Supply
21.20 - 21.37	8.0 AOB - EU Green Claims and empowering consumers - 2023 meeting agenda

DISCUSSION:

No.	Description	Action Points (PIC)
1.0	Antitrust Statement Reading	
	 EE chaired the meeting and welcomed Members of the MDSC to the meeting. EE then reminded the members of the following: All MDSC members will have to abide by the RSPO Antitrust law MDSC follows a consensus-based decision making as outlined in the ToR Members have to declare Conflict of Interest (CoI) under any items and excuse themselves to remain objective to the discussion. 	
2.0	Approval of the Agenda	
	The meeting Agenda was presented and accepted with no additions nor objections from the Members.	



No.	Description	Action Points (PIC)
3.0	Approval of Meeting Minutes	
	The meeting minutes from the previous MDSC Meeting (31 January 2023 and 30 March 2023) were presented and accepted with no amendments but with some pending action points which will be discussed in the meeting.	
4.0	Secretariat Updates	
4.1	The Secretariat announced the following updates:	
	 <u>Standards Review 2023</u>: public consultation from 1-30 June 2023. The Task Force and the Steering Group are resolving the last few items. 	
	• Inter-American conference 2023: 30-31 May 2023 in Miami, US	
	SPOD Europe: 14 June 2023 in Frankfurt, Germany	
	RT2023: 20-22 November 2023 in Jakarta, Indonesia	
	 EU Deforestation Regulation (EUDR): Final approval May 16, Coming into force June 5th and the DD requirements for companies on December 5th 2024. Gap analysis between RSPO P&C and EUDR. 	
	 SCT WG meeting held on 28 March 2023. Main topics were MB expiry and CSPKO conversions. Next meeting 6 June hybrid. 	
	 MB Robustness study finalised, RSPO secretariat is looking into next steps. 	
	 Revision Trademark License Agreement ongoing, MDSC will be kept informed but as agreed with the cochairs of the MDSC, approval of the new agreement is operational. Goals: to adhere to current practices to address feedback from members 	
5.0	Status Overview on Brand Building Blocks	
5.1	Take final MDSC feedback on-board and demonstrate that concerns can be addressed (today).	
5.2	Share our final recommendation with BoG - for information only (by email).	
5.3	Update the RSPO Global Messaging Framework using content and structure from Brand Building Blocks (by end June).	
5.4	Map current 'touch points' for our brand with the goal of integrating our brand building blocks into activities RSPO is already doing or planning to do over the	



•	Sustainable Palm Oil	23.5.2023
No.	Description	Action Points (PIC)
5.5	coming year. This is by far the most efficient way of rolling out a brand platform. Identify gaps to be filled (by end June). Develop an 'Activity Plan' for implementing our brand building blocks – to be shared with MDSC for input before putting into action (by end June).	
6.0	Supporting Sector Engagement	
6.1	Financial Institutions:	
	Meeting held in Singapore on 12/13 April, almost all FI members participated:	
	Finalised ToR for Financial Institutions Consultative Group (FICG)	

6.2 Social and Environmental NGOs:

South East Asia

Three (3) meetings held with BoG NGO members, following topics have been discussed and added to the agenda of the Secretariat:

Among others one initiative includes onboarding more FI members from

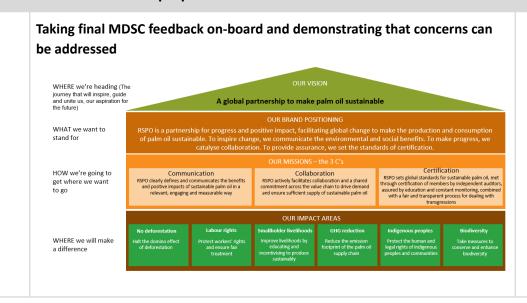
- Continuation of IMO programme (no special project anymore, part of operational budget)
- Increased engagement with NGOs in Global South

Crafted work programme for FICG for FY 2023/2024

- Onboarding of NGO members to enable them to be more active in committees and working groups
- Adjusted fees for NGO members at RT.

The MDSC would like to know whether the adjusted fees for NGO members at RT is agreed upon. RSPO secretariat to check status. Feedback after the meeting: it is agreed that a reduced registration fee will apply to NGOs.

A reminder of our proposed framework for the RSPO brand





No. Description Action Points (PIC)

Concern 1:

Does our proposed vision – "A global partnership to make palm oil sustainable" imply that palm has yet to be sustainable?

Our response:

A Vision (or Purpose) is a journey of constant improvement. Our refreshed Vision implies that RSPO are on a journey to make palm oil even more sustainable until ultimately all palm oil is sustainable

Great examples of Vision statements from member organisations



Does not imply that AAK haven't been making better happen in the past... but rather that they are on a journey to make even better happen



Our vision is to build a future in which people live in harmony with nature

Does not imply that no one lives in harmony with nature... but does present a vision that all people will do so in the future

Concern 2:

Prior to RSPO's involvement, plantation jobs were deemed to be the 3'd's -dirty, difficult and dangerous., Today, work on a plantation producing sustainable palm oil is increasingly associated with being dignified, decent and disciplined. RSPO and its members have helped champion labour rights, living wage and smallholder inclusion to make this transformation possible. Can this story be reflected in our brand building blocks?

Our response: This concern can be addressed within two of our Impact Areas: 'Labour rights' and 'Smallholder livelihoods'.





Action Points (PIC) Description The MDSC advised to run the smallholder stories by the SHSC before publication. These examples on the slide above have not been published yet. Concern 3: Can recent advances in technology be reflected within our brand building blocks? Examples being drone usage in precision agriculture and monitoring of fires, plus reduction of GHG emission via the installation of methane gas capture and subsequent use of the methane to run mills and estates. Our response: Technology can be an enabler of progress across all of our Impact Areas. To tell the story, we just need to match the technology with the relevant area it impacts. A spread from the RSPO Sustainability Report A social media post RSPO | Roundtable An Impact Story from the RSPO website Concern 4: Should 'shared responsibility' be incorporated into the RSPO brand positioning? Our response: This reflects the repeated wish of growers – expressed throughout the interview process – that all downstream players, especially CGMs, should commit to buying 100% of CSPO produced. This is not something that our brand positioning statement can or should solve... it is a strategic issue that needs to be resolved between growers, CGMs and other downstream members.



Description Action Points (PIC)

However it is expressed in our Collaboration Mission as a shared commitment across the value chain to drive demand and ensure sufficient supply. This is the correct home for 'shared responsibility'

Collaboration

RSPO actively facilitates collaboration and a shared commitment across the value chain to drive demand and ensure sufficient supply of sustainable palm oil

The feedback of the members of the MDSC is positive. The recommendation is to consult the MPOA representative after the meeting.

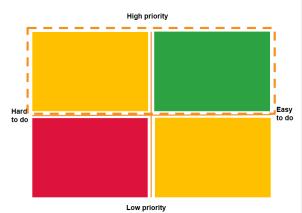
7.0 **Driving Demand and Driving Supply**

We have a Task for you:

We intend to refresh your memories by going through the recommendations made at the KL meeting in December related to (1) Driving Demand and (2) Driving Supply.

We need your help with a Feasibility Analysis of the recommendations made: How important is each recommendation for RSPO – and how easy would it be to implement?

For those that score high on importance, we $% \left\{ 1,2,\ldots,4\right\}$ would then like your thoughts on where this recommendation should be anchored within the RSPO structure of Steering Committees and



7.1 **Driving Demand**

Driving demand

Unanimously viewed as the #1 branding and strategic challenge. Failure to drive demand is the #1 risk factor for RSPO.

Makes end users (CGMs and retailers) a critical stakeholder group

Non-existent demand for CSPO in Asia where demand is driven by economic factors, not yet sustainability. Presents a massive barrier to breaking through 20% market share and achieving our vision: The East / West divide

In Europe & US

RSPO perceived by CGM's & retailers to be more of a growers organisation. We need to show we **listen actively to the needs of CGM's & retailers** e.g. Credibility of Mass Balance and adequate supply of CSPKO

New legislation presents RSPO with a window of opportunity for a demand boom if we can communicate "RSPO certification = legislative compliance AND MORE", "RSPO has alw to them". For end users, cost saving on due diligence would more than off-set the price premium, opening the door to more Fortune 500 members.

Sustainability benefits connected with CSPO must align with corporate and governmental agendas: "RSPO n

Getting the RSPO logo on packaging is felt to be a lost battle BUT enabling CGM's to **make credible sustainability claims** in general communication adds far more value. Consider developing a family of sustainability benefit endorsements e.g. No deforestation, Orangutang-friendly...

In Asia

RSPO should prioritise communication resources where we have greatest leverage: global CGM's that are RSPO members. Persuade existing CGM members to increase their commitment in Asia by playing on corporate conscience and reducing reputational risk – in light of NGO emerging focus on 'delivering on commitments'.

Consider positioning RSPO as the **obvious partner for verification** of national standards... as a **first step towards full certification**. This is how FSC grew so fast.

This could open the door to an RSPO-verified logo being carried on thousands of consumer products in Asia - where palm oil does not have an image problem

Mass Balance could then become **a mix of RSPO-certified and RSPO-verified** – boosting credibility and hugely simplifying our communications task (FSC analogy)



No.	Description	Action Points (PIC)
	Active listening to the CGMs/Retailers is deemed important especially in the light of upcoming legislation. RSPO should present itself as a tool or platform that is relevant in the context of the legislation. The gap analysis is done between RSPO P&C and the EUDR. The RSPO secretariat should work on closing the gaps with the relevant committees. Now, a broader study should be done for other upcoming legislation to avoid double work for CGM/retailers.	
	Credible claims: General consensus was that "we'd love to look into this". References were made to WWF's video trailer outreach and an initiative from Chester Zoo (MDSC to provide examples). MDSC would like to move from process-related claims to impact-related claims. However it needs to be noted that the Green Claims Directive required that all sustainability claims must be scientifically proven.	
	RSPO Verified / Partner for verification of jurisdictional standards / RSPO Verified logo for use on domestic products in Asia / First step on Certification ladder – RSPO Verified straddles both Drive Demand and Drive Supply. General feeling is that these initiatives cannot be decoupled. It is an interesting idea, but is a longer term and complex project. We would need to be certain that we do not confuse consumers with yet another certification endorsement but this should be less of an issue if the initiative is limited to Asia. The work of the POCG may be relevant in the classification of mills in terms of risk. RSPO should move beyond certification, the standard is just one of the tools.	
	Collaborate with, and complement, national / jurisdictional organisations like MSPO, ISPO — Links closely to our Vision and our Mission to expand collaboration beyond members. RSPO could also play a role in this as it would acknowledge the good work that is being done by non-member organisations.	
	Smallholders as distinct target audience / Communicate personal benefits of certification to smallholders in a way that resonates — This is not really happening today. The recent RSPO Gap Analysis between RSPO P&C and the EUDR didn't incorporate smallholders. We have simply not been good enough at showing smallholders how they can get a higher income from being certified. Recent research indicated that less than 1% of smallholders know about CSPO and what it can do for them. It should be feasible to demonstrate why and how they can expect both higher prices and higher yields.	
	The MDSC asked whether these recommendations can be shared with their colleagues in procurement, sustainability and sales to understand other limitations to grow demand.	



Action Points (PIC) Description **Driving Supply** 7.2 **Driving supply** RSPO perceived by jurisdictional bodies as an elite organisation that is competing rather than collaborating / complementing. RSPO widely acknowledged as the gold standard for certification. The filp-side is that this high standard represents a massive barrier to entry for those producers who have not yet joined Smallholders represent both a great opportunity to boost sustainable supply (3.8m smallholders produce 42% of all PO) and a significant reputational risk for RSPO if we fail to include them Jurisdictional & Governments Medium and large producers Smallholders "Those already certified are well certified. Those who aren't have already given up as the standard is unattainable. We need to rethink how we ease people in." Smallholders should be viewed as **distinct target audience** for communications... and not as 'small growers'. RSPO needs to promote a change in attitude: 'collaborate and complement': We must convince organisations like MSPO and ISPO that we have organisations line with G and DFO that We have common goals e.g. To influence and align with anticipated US and European legislation to ensure continued demand in high value markets To stand together against a common en RSPO needs to communicate the personal benefits of certification to smallholders - in a RSPO-verified would acknowledge domestic progress on sustainability and provide an easier language they can relate to: and more affordable first step towards full certification. Full certification would still be required for those wanting access to Europe & US: Schooling in good growing practice and managing a Dusiness Positive impact on local environment Access to funding support during (RSPO) and after certification (local government) Access to Sell product to larger certified companies Improved bargaining position We could position RSPO as verification partner recognising and endorsing their sustainability of a bigger scheme (like ISPO or MSPO) so they still progress (FSC example) This would provide a huge saving of time and cost for existing and new members – as it eliminates th And this must be done in own language, not for existing and new members need for double due diligence Standards.. So no-one is elite The MDSC discussed driving supply. Communication for ISH on benefits for ISH would be beneficial. One member commented that the gap analysis for the EUDR should have been done for the ISH standard as well. The impact on schemed SH is not clear. There is not enough promotion on SH inclusion. We need ISH success stories in local languages and a narrative around 3 to 4 benefits for ISH to get RSPO certified. The cost-benefit analysis for ISH RSPO certification should be done and clearly communicated. **Next steps on Driving Demand and Driving Supply** 7.3 Share our Feasibility Analysis with JD plus other key Secretariat stakeholders 2. Develop an action plan for the two workstreams: (1) Driving demand (2) Driving supply – to be presented to MDSC and BoG for input and alignment 3. Anchor in relevant Steering Committees and Working Groups, and assign relevant resources from Secretariat **AOB** 8.0 8.1 **EU Green Claims and empowering consumers** Ruben Brunsveld gave an update on this. 8.1.1 **Update on Green Claims & Empowering consumers** 230 Half of all green labels offer weak 40% of claims have no supporting There are 230 sustainability labels 53% of green claims give vague, misleading or unfounded evidence or non-existent verification and 100 green energy labels in the EU, with vastly different levels of transparency



No.	Description	Action Points (PIC)
8.1.2	Empowering consumers initiative	
	Empowering consumers Green Claims	
	Lex Generalis Lex Specialis	
	Both social and environmental elements Focus on reparability, early obsolence etc. *Very relevant for technical and energy using equipment Additional environmental elements Focus on environmental claims	
	Both proposals aim at tackling a common set of problems and should be read in conjunction	
8.1.3	Empowering consumers, objective The proposal amends the Consumer Rights Directive (CRD) and Unfair Commercial Practices Directive (UCPD) and strengthens the protection of consumers against unfair commercial practices that prevent sustainable purchases, such as: • greenwashing practices (i.e. misleading environmental claims)	
	 early obsolescence practices (i.e. premature failures of goods) the use of unreliable and non-transparent sustainability labels and information tools. 	
8.1.4	 Empowering consumers, key measures Ensuring that traders do not mislead consumers about environmental and social impacts, durability and reparability of products. Ensuring that a trader can make an environmental claim related to future environmental performance only when this involves clear commitments and targets. 	
	 Ensuring that a trader cannot advertise benefits for consumers that are considered as a common practice in the relevant market. Ensuring that a trader can only compare products, including through a sustainability information tool, if they provide information about the 	
	 method of the comparison, the products and suppliers covered, and the measures to keep information up to date. A ban on making an environmental claim about the entire product, when it 	
	 actually concerns only a certain aspect of the product. A ban on presenting requirements imposed by law on all products within the relevant product category on the Union market as a distinctive feature of the trader's offer. 	
	A ban on displaying a sustainability label which is not based on a certification scheme or not established by public authorities.	
	• A ban of generic environmental claims used in marketing towards consumers, where the excellent environmental performance of the product or trader cannot be demonstrated in accordance with Regulation (EC)	



No.	Description	Action Points (PIC)
	66/2010 (EU Ecolabel), officially recognised eco-labelling schemes in the Member States, or other applicable Union laws, as relevant to the claim.	
8.1.5	What constitutes a "generic environmental claim" "Examples of such generic environmental claims are: 'environmentally friendly', 'eco-friendly', 'eco', 'green', 'nature's friend', 'ecological', 'environmentally correct', 'climate friendly', 'gentle on the environment', 'carbon friendly', 'carbon neutral', 'carbon positive', 'climate	
	neutral', 'energy efficient', 'biodegradable', 'biobased' or similar statements, as well as broader statements such as 'conscious' or 'responsible' that suggest or create the impression of excellent environmental performance. Such generic environmental claims should be prohibited whenever there is no excellent environmental performance demonstrated"	
8.1.6	These should be prohibited: "when they are not supported by clear, objective and verifiable commitments and targets given by the trader. Such claims should also be supported by an independent monitoring system to monitor the progress of the trader with regard to the commitments and targets."	
8.1.7	Empowering consumers initiative, environmental claim "environmental claim' means any message or representation, which is not mandatory under Union law or national law, including text, pictorial, graphic or symbolic representation, in any form,, which states or implies that a product or trader has a positive or no impact on the environment or is less damaging to the environment than other products or traders, respectively, or has improved their impact over time."	
	"'explicit environmental claim' means an environmental claim that is in textual form or contained in a sustainability label";	
8.1.8	 Empowering consumers initiative; to follow: Whether the RSPO scheme qualifies as a certification scheme under the proposed rules. Whether the targeted use of the word sustainable is understood as a generic environmental claim. no clear and enforceable criteria are included that reflect international good practice within the certification and verification space, which could lead to a risk to to open up the market to low-bar certification schemes with unclear rules. Assure criteria for schemes fit the RSPO. 	
	Members should review their social and environmental claims	
8.1.9	 Objectives Make green claims reliable, comparable and verifiable across the EU Protect consumers from greenwashing Contribute to creating a circular and green EU economy by enabling consumers to make informed purchasing decisions 	



No.	Description	Action Points (PIC)		
	Help establish a level playing field when it comes to environmental performance of products			
8.1.10	 Targets The proposal targets explicit claims that: Are made on a voluntary basis by businesses towards consumers Cover the environmental impacts, aspects or performance of a product or the trader itself Are not currently covered by other EU rules 			
	"Packaging made of 30% recycled "Company's environmental footprint plastic" reduced by 20% since 2015" product halved as compared to 2020"			
	Examples of claims covered provided by the European Commission			
8.1.11	Key measures			
	 To ensure consumers receive reliable, comparable and verifiable environmental information on products, the proposal includes: Criteria on how companies should prove their environmental claims and labels Requirements for these claims and labels to be checked by an independent and accredited verifier New rules on governance of environmental labelling schemes to ensure they are solid, transparent and reliable 			
8.1.12	 Criteria to prove your claim (not complete list but most relevant) specify if the claim is related to the whole product, part of a product or certain aspects of a product rely on widely recognised scientific evidence, 			
	 rely on widely recognised scientific evidence, demonstrate that environmental impacts, are significant from a life-cycle perspective; 			
	 take into account all environmental aspects and not a sub set. demonstrate that the claim is not equivalent to requirements imposed by 			
	law			
	 provide information that the product which is subject to the claim performs significantly better than what is common practice for products in the relevant product group 			
	• identify whether improving environmental impacts leads to significant harm in relation to environmental impacts on climate change, resource consumption and circularity, sustainable use and protection of water and			
	 marine resources, pollution, biodiversity, animal welfare and ecosystems. separate any greenhouse gas emissions offsets used from greenhouse gas emissions as additional environmental information 			



No.	Description	Action Points (PIC)
8.1.13	 Relation to the RSPO In the same way, the proposal on empowering consumers for the green transition deals with sustainability labels which cover environmental or social aspects or both. This proposal is however limited to environmental labels only, i.e. those covering predominantly environmental aspects of a product or trade". Explicit environmental claims made on environmental labels should be based on a certification scheme. Only environmental labels awarded under environmental labelling schemes established under Union law may present a rating or score of a product Palm oil is only an ingredient so companies potentially cannot claim the whole product is more environmentally friendly only on the basis of using CSPO. 	
8.1.14	Environmental labelling schemes must comply with (a) information about the ownership and the decision-making bodies of the environmental labelling scheme is transparent, accessible free of charge, easy to understand and sufficiently detailed (b) information about the objectives of the environmental labelling scheme and the requirements and procedures to monitor compliance of the environmental labelling scheme are transparent, accessible free of charge, easy to understand and sufficiently detailed; (c) the conditions for joining the environmental labelling schemes are proportionate to the size and turnover of the companies in order not to exclude small and medium enterprises (d) the requirements for the environmental labelling scheme have been developed by experts that can ensure their scientific robustness and have been submitted for consultation to a heterogeneous group of stakeholders that has reviewed them and ensured their relevance from a societal perspective (e) the environmental labelling scheme has a complaint and dispute resolution mechanism in place; (f) the environmental labelling scheme sets out procedures for dealing with noncompliance and foresees the withdrawal or suspension of the environmental label in case of persistent and flagrant non-compliance with the requirements of the scheme	
8.1.15	 In conclusion Monitoring developments on both proposals by APCO/RSPO Lobbying together with ISEAL and other schemes to ensure the characteristics put on VSC in both proposals are reasonable and prevent future obstacles for use in the market entry. Current priority is "empowering consumers" due to timeline Members should evaluate their use of claims (generic, RSPO and others) Impact on no-palm oil claims? Can go either way (in my modest opinion) 	



No.	Description	Action Points (PIC)
8.2	From a SPOC perspective, there are still a lot of no palm oil claims in the market. Is RSPO taking any further action against members regarding this? Furthermore, it was requested that the SCTWG updates are more detailed in the next meeting. Specifically, an update on the facilitation of trademark use by retailers would be appreciated.	
8.3	 Next MDSC Meetings: 15 June 2023 (Thursday) - Hybrid Meeting in Frankfurt, Germany. 1 - 4 pm (CET) / 7 - 10pm (MYT) 7 September 2023 (Thursday) 23 November, 2023 (Thursday) (Physical Meeting Jakarta) 	