

## Particulars

### About Your Organisation

#### 1.1 Name of your organization

BNP Paribas

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#### 1.2 What is/are the primary activity(ies) or product(s) of your organization?

- Grower
  - Processor and/or Trader
  - Consumer Goods Manufacturer
  - Retailer and/or Wholesaler
  - Bank and/or Investor
  - Social and/or Development NGO
  - Environmental and/or Conservation NGO
  - Supply Chain Associate
  - Affiliate
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#### 1.3 Membership number

5-0013-11-000-00

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#### 1.4 Membership category

Banks and Investors

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#### 1.5 Membership sector

Ordinary

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## Bank and/or Investor

### 1. Operational Profile

1.1 Please state your main activity(ies) within the palm oil supply chain. Please select the option(s) that apply to you

- Corporate / Commercial Banking
- Trade Finance
- Private Banking
- Investment / Equity
- Debt / Capital Market
- Other:

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**Other:**

Capital Market Advisory Service, Retail banking

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### 2. Operations in Palm Oil

2.1 What are the various types of financial services to the palm oil sector provided by your organisation?

- Trade Solutions
- Lending/Loans
- Leasing
- Treasury Products
- Cash Management Products
- Investments
- Insurance
- Other

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**Other:**

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2.2 What geographic region(s) do you operate in for the palm oil business?

Africa, South America, India, Indonesia, Malaysia

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### 3. Palm Oil Policy and Progress

3.1 Does your organisation have a lending or investment policy on palm oil?

N/A

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**3.2 Which sub-sectors does your palm oil policy cover?**

- Growers
  - Traders
  - Processors
  - Consumer Goods Manufacturers
  - Retailers
  - Others
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**3.2 Others**

N/A

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**3.3 Does the policy on palm oil make specific reference to RSPO-certified sustainable palm oil and oil palm products and/or RSPO certification?**

N/A

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**3.4 Do you have a policy that requires all your palm oil customers to be RSPO members?**

N/A

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**3.5 Do you require your customers to have a public Time-Bound Plan\* for 100% RSPO certification?**

N/A

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**3.6 When do you expect to require all your Grower customers to be RSPO certified?**

N/A

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**3.7 When do you expect to require all your customers in other sectors to be RSPO certified?**

N/A

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**3.8 In which regions do the above commitments cover?**

N/A

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**3.9 What measures do you take if a customer is not meeting the requirements of your policy on palm oil?**

N/A

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**3.10 Do you proactively engage with your customers to support and ask them to join the RSPO?**

N/A

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**3.11 What other activities have you undertaken in the reporting year to promote RSPO-certified sustainable palm oil and oil palm products?**

N/A

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**4. Actions for Next Reporting Period**

#### 4.1 Outline actions that will be taken in the coming year to promote RSPO-certified sustainable palm oil and oil palm products.

As mentioned above, our CSR policy regarding our financing and investing activities in the palm oil sector has been reinforced take into account recent developments and commitments taken by major players. On that basis, we continue to strengthen the dialogue with our clients regarding their CSR performance, including the promotion of CSPO as explained above. This update will contribute to our commitment made within the Soft Commodities Compact to finance the growth in the markets for palm oil, wood products, soya and beef, without causing net deforestation up to 2020. Above their own due diligence processes, the signatory banks ensure that their customers also implement suitable internationally-recognized monitoring means, such as RSPO in the palm oil sector.

## 5. Non-Disclosure

**5.1 Information in the sections above are mandatory declarations in your ACOP. For confidentiality purposes, members may choose not to display data in Section 3 publicly; however, RSPO reserves the right to utilise the member's data on an aggregate basis for sectoral and total analysis. Please check this box if the member consents to have the data in Section 3 displayed publicly.**

No - Redact Data

## 6. Application of Principles & Criteria for all member sectors

**6.1 Regarding your company's investment policies, do you have position statements and/or policies related to dealings in the palm oil industry that are in line with RSPO P&C. Select all relevant options.**

### 6.1.A Water, land, energy and carbon footprints

File: [RSE0010EN-CSR Sector Policy-Palm Oil.pdf](#)

Link: On top of RSPO requirements, BNP Paribas specifies that it requires that Upstream Palm Oil Companies to (1) have a policy in place to conduct High Conservation Value (HCV) assessments before developing new oil palm plantations and to protect the HCV areas identified within their concessions, (2) do not develop new oil palm plantations on Key Biodiversity Area, (3) have policies in place in order to minimize GHG emissions (No-burning for the development of oil palm plantations; No development of new oil palm plantations on peatlands, regardless of depth; Implement best management practices for existing oil palm plantations located on peatlands; Minimize the use of artificial fertilizers; Reduce GHG emissions from palm oil mills).

### 6.1.B Land use rights

File: [RSE0010EN-CSR Sector Policy-Palm Oil.pdf](#)

Link: On top of RSPO requirements, BNP Paribas specifies that it requires that Upstream Palm Oil Companies to have a policy in place to obtain the free, prior and informed consent (FPIC) of indigenous and local communities, prior to developing new oil palm plantations; have a formal grievance mechanism in place to identify and address concerns from their internal and external stakeholders.

### 6.1.C Ethical conduct and human rights

File: [RSE0010EN-CSR Sector Policy-Palm Oil.pdf](#)

Link: On top of RSPO requirements, BNP Paribas specifies that it requires Palm Oil Companies to have policies in place to respect major topics of the international human rights treaties.

### 6.1.D Labour rights

File: [RSE0010EN-CSR Sector Policy-Palm Oil.pdf](#)

Link: On top of RSPO requirements, BNP Paribas specifies that it requires Palm Oil Companies to have policies in place to respect major topics of the international human rights treaties.

### 6.1.E Stakeholder engagement - Name

File: [RSE0010EN-CSR Sector Policy-Palm Oil.pdf](#)

Link: As part of its disclosure, BNP Paribas, Å stakeholders are informed of the existence and the content of this policy, which is posted on BNP Paribas, Å website. Furthermore a copy is provided to our clients and potential clients as part of the due diligence process or upon discussion of any financial product or service to be provided subsequently to the official release date of this policy.

**6.1.F None of the above. Please explain why.**

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**6.2 What best practice guidelines or information has your organisation provided in the past year to facilitate production and consumption of RSPO-certified sustainable palm oil and oil palm products? What languages are these guidelines available in?**

In addition to the policy, technical guidelines are released internally to ensure its understanding and application across our different business lines. As for the policy, these guidelines promote the production of RSPO certified sustainable palm oil. This document is available both in English and in French. It is an internal document that is not made public outside the Group.

**7. Support for Oil Palm Smallholders****7.1 Are you currently supporting any oil palm Independent Smallholder groups?**

No

**7.2 If yes, how are you supporting them?**

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**7.2.1 Do you have any future plans to support oil palm Independent Smallholders?**

No

**7.2.2 When do you plan to start your support for oil palm Independent Smallholders?**

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**8. Challenges****8.1 What significant economic, social or environmental obstacles have you encountered in the production, procurement, use and/or promotion of CSPO and what efforts did you make to mitigate or resolve them?**

- Awareness of RSPO in the market
- Difficulties in the certification process
- Certification of smallholders
- Competition with non-RSPO members
- High costs in achieving or adhering to certification
- Human rights issues
- Insufficient demand for RSPO-certified palm oil
- Low usage of palm oil
- Reputation of palm oil in the market
- Reputation of RSPO in the market
- Supply issues
- Traceability issues
- Others

**Other:**

1) Economic obstacle: RSPO seems to be in an in-between situation: on one hand, many very important markets do not pay particular importance to environmental labels such as RSPO and growers find strong difficulties in passing-through certification costs when addressing these markets. On the other hand, many Consumer Goods Manufacturers in the European and American markets ask now their providers to comply with environmental standards which go beyond RSPO requirements, such as HCS protection and no deforestation commitment, generally embedded in a No Deforestation, No Peat, No Exploitation policy. Addressing these two issues appears to be crucial for RSPO and a necessary preamble to any effort from the financial sector to promote CSPO among its clients.

2) Another important difficulty is, while assessing the ESG performance, to know precisely what the real practices of the company on the ground are. Many different statements and points of view may arise during investigation or audit and we need to clearly state out what's really happening. To mitigate this difficulty we ask, we primarily rely on experts that go on the ground, such as Earthwarn, but also on other stakeholders, such as NGOs.

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**8.2 In addition to the actions already reported in this ACOP, how has your organisation supported the vision of RSPO to transform the market for sustainable palm oil in other ways? (e.g. Funding; Engagement with key stakeholders; Business to business education/outreach)**

- Engagement with business partners or consumers on the use of CSPO
  - Engagement with government agencies
  - Promotion of CSPO outside of RSPO venues eg trade workshops industry associations
  - Promotion of physical CSPO
  - Providing funding or support for CSPO development efforts
  - Research & Development support
  - Stakeholder engagement
  - Others
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**Other:**

BNP Paribas is member of RSPO since 2011 and has been since then fully supporting the vision of RSPO to transform markets by being a responsible financial player in the palm oil sector, based on a public policy including binding ESG criteria and with the help of external auditors to assess the ESG performance of the actors we chose to support. BNP Paribas is also member of the Financial Institution Task Force (FITF): placed under the umbrella of RSPO, this group gathers several banks involved in the palm oil sector and members of RSPO. It has released an outreach document detailing what are the opportunities for a financial player to become RSPO member and where can be found useful information regarding best practices in financing the palm oil sector.

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**8.3 Please attach or add links to any other information from your organisation on your palm oil policies and activities (e.g.: sustainability reports, policies, other public information)**

<https://eurt.rspo.org/elisabeth-hipeau-bnp-paribas/>

<https://group.bnpparibas/decouvrez-le-groupe/responsabilite-sociale-environnementale/politiques-financement-investissement>

<https://innovation-forum.co.uk/analysis.php?s=how-bnp-paribas-promotes-sustainable-palm-oil>

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