

## Particulars

### About Your Organisation

#### 1.1 Name of your organization

Lonza Inc.

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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

2-0394-12-000-00

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#### 1.4 Membership category

Palm Oil Processors and/or Traders

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#### 1.5 Membership sector

Ordinary

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**Processor and/or Trader**

**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

- Refiner of CPO and PKO
- Trader with physical possession
- Trader without physical possession
- Palm kernel crusher
- Food and non-food ingredients producer
- Power, energy and biofuel
- Animal feed producer
- Producer of oleochemicals
- Distributor and wholesaler
- Other

**Other:**

Lonza sells our RSPO MB products to both food manufacturers and Personal Care formulators

**2. Palm Oil and Certified Sustainable Palm Oil Use**

2.1 Please include details of all operations using palm oil owned and/or managed by the member and/or all entities that belong to the group.

Lonza is an oleo chemical producer that supplies our finished products to the food and personal care industry globally from our manufacturing plant in Williamsport, PA in the USA.

2.1.1 In which markets do you sell goods containing palm oil and oil palm products?

Applies globally

2.2 Volumes of palm oil and oil palm products

2.2.1 Total volume of crude and refined palm oil handled/traded/processed in the year (tonnes)

N/A

2.2.2 Total volume of crude and refined palm kernel oil handled/traded/processed in the year (tonnes)

N/A

2.2.3 Total volume of palm kernel expeller handled/traded/processed in the year (tonnes)

N/A

2.2.4 Total volume of other palm-based derivatives and fractions handled/traded/processed in the year (tonnes)

N/A

2.2.5 Total volume of all palm oil and oil palm products used in the year (tonnes)

N/A

**2.3 Volumes of palm oil and oil palm products certified**

Description	Crude and Refined Palm Oil	Crude and Refined Palm Kernel Oil	Palm Kernel Expeller	Other palm-based derivatives and fractions
2.3.1 RSPO Credits from Mill / Crusher	N/A	N/A	N/A	N/A
2.3.2 RSPO Credits from Independent Smallholder	N/A	N/A	N/A	N/A
2.3.3 Mass Balance (MB)	N/A	N/A	N/A	N/A
2.3.4 Segregated (SG)	N/A	N/A	N/A	N/A
2.3.5 Identity Preserved (IP)	N/A	N/A	N/A	N/A
2.3.6 Total volume (tonnes)	N/A	N/A	N/A	N/A

**2.4 Volume sold in the year that is RSPO-certified (tonnes):**

Description	Crude and Refined Palm Oil	Crude and Refined Palm Kernel Oil	Palm Kernel Expeller	Other palm-based derivatives and fractions
2.4.1 Mass Balance (MB)	N/A	N/A	N/A	N/A
2.4.2 Segregated (SG)	N/A	N/A	N/A	N/A
2.4.3 Identity Preserved (IP)	N/A	N/A	N/A	N/A
2.4.4 Total volume (tonnes)	N/A	N/A	N/A	N/A

**2.4.5 How much RSPO-certified products have you sold under other schemes (tonnes)?**

N/A

**2.4.6 How much RSPO-certified products have you sold as conventional (tonnes)?**

N/A

**2.5 What is the percentage of Certified Sustainable Palm Oil in the total palm oil products sold by your company in the following regions:****2.5.1 Africa**

0%

**2.5.2 Oceania**

0%

**2.5.3 Europe**

5%

**2.5.4 North America**

95%

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**2.5.5 Latin America**

0%

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**2.5.6 Middle East**

0%

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**2.5.7 China**

0%

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**2.5.8 India**

0%

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**2.5.9 Indonesia**

0%

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**2.5.10 Malaysia**

0%

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**2.5.11 Rest of Asia**

0%

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**3. Time-Bound Plan**

**3.1 Year of first supply chain certification (planned or achieved).**

2015

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**3.2 Year started/expected to start to handle/trade/process any RSPO-certified palm oil and oil palm products.**

2016

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**3.2.1 If target has not been met, please explain why.**

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**3.3 Year expected to achieve 100% RSPO certification of all palm product processing facilities.**

2025

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**3.3.1 If target has not been met, please explain why.**

The market demand for RSPO MB products has not grown for our company year over year very much, so the date to switch to 100% RSPO MB certified products has shifted. We believe the the market needs to continue to be educated by the manufacturers and the RSPO organization to push the need to switch sooner. Market demand is what dictates the path forward to switch to 100% RSPO certified raw materials.

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**3.4 Year expected to only handle/trade/process 100% RSPO-certified palm oil and oil palm products**2025

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**3.4.1 If target has not been met, please explain why.**

Please refer to answer in 3.3.1, and Lonza continues to promote RSPO MB certified products and we have just launched 8 new products in our portfolio that have RSPO MB in the product name.

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**3.5 Which countries do these commitments cover?**Applies globally

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**3.6 How do you proactively promote RSPO and RSPO-certified sustainable palm oil and oil palm products to your customers?**

We are an active RSPO member and communicate that to our customer base. In addition, even if the customer is not currently buying we tell them we could provide RSPO MB certified material for the same product. Europe for the Personal Care market is pushing for RSPO MB material in most of the customer's formulations by 2020. Now it is an industry push, but not a requirement.

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**4. Trademark Use****4.1 Do you use or plan to use the RSPO Trademark on your own brand products?**No

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**4.2 Please select the countries where you use or intend to apply the Trademark**-

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**4.2.1 Please state the year when you began or plan to begin to apply the Trademark**-

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**4.3 Please explain why**

- Challenging reputation of palm oil
  - Confusion among end-consumers
  - Costs of changing labels
  - Difficulty of applying for RSPO Trademark
  - Lack of customer demand
  - Limited label space
  - Low consumer awareness
  - Low usage of palm oil
  - Risk of supply disruption
  - Others
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**Other:**

We do not purchase 95% or greater of the RSPO MB certified raw materials for production due to lack of demand from the customers at this time.

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**5. Actions for Next Reporting Period**

**5.1 Outline activities that you will take in the coming year to promote the use of RSPO-certified palm oil and oil palm products along the supply chain.**

We just launched 8 new products that are RSPO MB certified for the Personal Care market and will not be offering the original material that was not RSPO MB certified in the Personal Care market any longer. We promote our RSPO membership and offer RSPO MB certified products to customers to help support their global sustainability efforts.

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**6. Non-Disclosure of Information**

**6.1 Information in the sections above are mandatory declarations in your ACOP. For confidentiality purposes, members may choose not to display volume data in Section 2 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 chooses to have the data in Section 2 displayed publicly.**

No - Redact volume data

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**7. Application of Principles & Criteria for all member sectors**

**7.1 Regarding your company's sourcing, handling or trading, do you have organisational policies that are in line with the RSPO P&C? Select all relevant options.**

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**7.1.A Water, land, energy and carbon footprints**

File: --

Link: --

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**7.1.B Land use rights**

File: --

Link: --

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**7.1.C Ethical conduct and human rights**

File: --

Link: --

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**7.1.D Labour rights**

File: --

Link: --

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**7.1.E Stakeholder engagement**

File: --

Link: --

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

Lonza has promoted our RSPO membership and also provided RSPO MB certified products to the market when requested. In addition, Lonza has launched 8 new products recently that are RSPO MB certified to support the effort to move more products to RSPO. Our company has been very flexible with adding new product codes and promote our capabilities regarding RSPO MB production.

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

Promotion of our RSPO MB production capabilities to food and personal care product manufacturers.

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**8. Greenhouse Gas (GHG) Footprint**

**8.1 Are you currently reporting any GHG footprint?**

No

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**8.1.1 Please upload your publicly available GHG report**

File: --  
Link: --

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**8.1.2 OR please insert the URL to the GHG section of your corporate website.**

Link:

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**8.2 Please explain and justify why you are not calculating your GHG footprint. Please include any future plans you may have to calculate your GHG footprint.**

We have sustainability efforts at a corporate level in our Switzerland corporate HQ, but currently do not have specific GHG calculations for all production sites.

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**8.3 What methodology are you using to calculate your GHG footprint?**

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**9. Support for Oil Palm Smallholders**

**9.1 Are you currently supporting any oil palm Independent Smallholder groups?**

No

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**9.2 How are you supporting them?**

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

No

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**9.2.2 If yes, when do you plan to start your support for oil palm Independent Smallholders?**

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**10. Challenges**

**10.1 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

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**Other:**

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**10.2 In addition to the actions already reported in this ACOP how has your organisation supported the vision of RSPO to transform markets in other ways?**

- 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:**

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**10.3 Please attach or add links to any other information from your organisation on your policies and actions on palm oil**

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**Consumer Goods Manufacturer**

**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

- End-product manufacturer
- Food goods manufacturer
- Ingredient manufacturer
- Home & personal care goods manufacturer
- Own-brand manufacturer
- Manufacturing on behalf of other third-party brands
- Biofuels manufacturer
- Other

Other:

**2. Palm Oil and Certified Sustainable Palm Oil Use**

2.1 Please include details of all operations using palm oil, owned and/or managed by the member and/or all entities that belong to the group.

We manufacture all RSPO MB certified products in our Williamsport, PA plant in the USA and are primarily manufacturing esters used in food formulations and personal care applications.

2.1.1 In which markets do you manufacture goods with palm oil and oil palm products?

Applies globally

2.1.2 In the market(s)/country(ies) where you operate, do you calculate how much palm oil and oil palm product there is in the goods you manufacture?

Yes

2.2 Volumes of palm oil and oil palm products purchased

2.2.1 Total volume of crude and refined palm oil used in the year (tonnes)

N/A

2.2.2 Total volume of crude and refined palm kernel oil used in the year (tonnes)

N/A

2.2.3 Total volume of palm kernel expeller used in the year (tonnes)

N/A

2.2.4 Total volume of other palm-based derivatives and fractions used in the year (tonnes)

N/A

**2.2.5 Total volume of all palm oil and oil palm products used in the year (tonnes)**

N/A

**2.3 Volume of palm oil and oil palm products used in the year in your own brand products that are RSPO-certified (in tonnes):**

Description	Crude and Refined Palm Oil	Crude and Refined Palm Kernel Oil	Palm Kernel Expeller	Other palm-based derivatives and fractions
2.3.1 Book and Claim from Mill / Crusher	N/A	N/A	N/A	N/A
2.3.2 Book and Claim from Independent Smallholder	N/A	N/A	N/A	N/A
2.3.3 Mass Balance	N/A	N/A	N/A	N/A
2.3.4 Segregated	N/A	N/A	N/A	N/A
2.3.5 Identity Preserved	N/A	N/A	N/A	N/A
2.3.6 Total volume	N/A	N/A	N/A	N/A

**2.4 Volume of RSPO-certified palm oil and oil palm products sold to 3rd party RSPO certified companies (in tonnes)**

Description	Crude and Refined Palm Oil	Crude and Refined Palm Kernel Oil	Palm Kernel Expeller	Other palm-based derivatives and fractions
2.4.1 Book and Claim from Mill / Crusher	N/A	N/A	N/A	N/A
2.4.2 Book and Claim from Independent Smallholder	N/A	N/A	N/A	N/A
2.4.3 Mass Balance	N/A	N/A	N/A	N/A
2.4.4 Segregated	N/A	N/A	N/A	N/A
2.4.5 Identity Preserved	N/A	N/A	N/A	N/A
2.4.6 Total volume	N/A	N/A	N/A	N/A

**2.5 According to the information you have provided in this questionnaire, your company has not reached 100% sustainable palm yet by using the four supply chain models (Book and Claim, MB, SG, IP). Do you have plans to immediately cover the gap by using RSPO Credits?**

N/A

**2.5.1 When do you plan to cover the gap by using RSPO Credits?**

N/A

**2.5.2 Please explain why**

N/A

**2.6 What is the percentage of RSPO Certified Sustainable Palm Oil in the total palm oil used by your company in the following regions:**

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**2.6.1 Africa**

0%

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**2.6.2 Oceania**

0%

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**2.6.3 Europe**

5%

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**2.6.4 North America**

95%

---

**2.6.5 Latin America**

0%

---

**2.6.6 Middle East**

0%

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**2.6.7 China**

0%

---

**2.6.8 India**

0%

---

**2.6.9 Indonesia**

0%

---

**2.6.10 Malaysia**

0%

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**2.6.11 Rest of Asia**

0%

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**3. Time-Bound Plan**

**3.1 Year of first supply chain certification (planned or achieved)**

2015

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**3.2 Year expected to/or started to use any RSPO-certified sustainable palm oil and oil palm products in your own brand products**2016

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**3.2.1 If target has not been met, please explain why.**-

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**3.3 Year expected to be using 100% RSPO-certified sustainable palm oil and oil palm products from any supply chain option in your own brand products.**2025

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**3.3.1 If target has not been met, please explain why.**

Market demand has not supported the switch to 100% RSPO certified palm products and therefore we have to delay our plans waiting for market response. Support from RSPO in the market regarding importance for this global initiative.

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**3.4 Year expected to be using 100% RSPO-certified sustainable palm oil and oil palm products from physical supply chains (Identity Preserved, Segregated and/or Mass Balance) in your own brand products.**2025

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**3.4.1 If target has not been met, please explain why.**

Market demand has not supported the switch to 100% RSPO certified palm products and therefore we have to delay our plans waiting for market response. Support from RSPO in the market regarding importance for this global initiative.

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**3.4.2 Which markets do these commitments cover?**Applies globally

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**3.5 Does your company use RSPO-certified sustainable palm oil and oil palm products in goods you manufacture on behalf of other companies?**No

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**3.6 Does your company have a Time-Bound Plan to only use RSPO-certified sustainable palm oil and oil palm products in the goods you manufacture on behalf of other companies?**No

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**3.7 When do you expect all products you manufacture to only contain RSPO-certified sustainable palm oil and oil palm products?**2025

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**4. Trademark Use****4.1 Do you use or plan to use the RSPO Trademark on your own brand products?**No

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**4.2 Please select the countries where you use or intend to apply the Trademark.**--

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**4.2.1 Please state the year that you started using the RSPO Trademark or the year you plan to start using the RSPO Trademark.**

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**4.3 Please explain why**

- Challenging reputation of palm oil
- Confusion among end-consumers
- Costs of changing labels
- Difficulty of applying for RSPO Trademark
- Lack of customer demand
- Limited label space
- Low consumer awareness
- Low usage of palm oil
- Risk of supply disruption
- Others

**Other:**

We do not source close to the 95% of our palm oil as RSPO MB certified product.

**4.4 Have you uploaded information and images of products using the RSPO Trademark to the RSPO mobile app?****5. Actions for Next Reporting Period****5.1 Outline actions that you will take in the coming year to promote the use of RSPO-certified sustainable palm oil and oil palm products along the supply chain.**

Continue to promote our RSPO membership and capabilities to produce RSPO MB certified products in our plant. We just launched 8 new products in our portfolio that are RSPO MB certified and will continue to look for new opportunities that are generally driven by customer demand.

**6. Non-Disclosure of Information**

**6.1 Information in the sections above are mandatory declarations in your ACOP. For confidentiality purposes, members may choose not to display volume data in Section 2 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 chooses to have the data in Section 2 displayed publicly.**

No - Redact volume data

**7. Application of Principles & Criteria for all member sectors**

**7.1 Related to company's procurement or operations, do you have organisational policies that are in line with the RSPO P&C? Select all relevant options.**

**7.1.A Water, land, energy and carbon footprints**

File: --  
Link: --

**7.1.B Land use rights**

File: --  
Link: --

**7.1.C Ethical conduct and human rights**

File: --  
Link: --

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**7.1.D Labour rights**

File: --  
Link: --

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**7.1.E Stakeholder engagement**

File: --  
Link: --

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

We do not have specific documents pertaining to above categories with regards to RSPO activities.

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

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**8. Greenhouse Gas (GHG) Footprint**

**8.1 Are you currently reporting any GHG footprint?**

No

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**8.1.1 Please upload your publicly available GHG report**

File: --

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**8.1.1.1 OR please insert the URL to the GHG section of your corporate website.**

Link:

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**8.2 Please explain and justify why you are not calculating your GHG footprint. Please include any future plans you may have to calculate your GHG footprint.**

We do not have GHG footprints for our manufacturing sites.

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**8.3 What methodology are you using to calculate your GHG footprint?**

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**9. Support for Oil Palm Smallholders**

**9.1 Are you currently supporting any oil palm Independent Smallholder groups?**

No

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**9.2 How are you supporting them?**

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

No

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

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**10. Challenges****10.1 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
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Other:

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**10.2 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?**

- 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:

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**10.3 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)**

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