



**RSPO Outreach Working Group (OWG)
Meeting 7: April 29, 2021**

Agenda (Minutes)

- Introductions (including new working group members/regional representatives) (0-10)
- Anti-trust statement (10-15)
- Approval of minutes of the last meeting (10-15)
- Highlights from the last MDSC meeting and the secretariat (15-30)
- Breakout room discussions on country specific strategies for BIG4 (India, China, Indonesia, Malaysia) to increase CSPO uptake and RSPO's impact (30-60)
- A representative from each group to share key take away from the discussions (60-80)
- AOB and Next Steps (80-90)

OWG Participants

Constituency	Name (Substantive/Alternate)	Participation
Grower/Processor	Lesley Marson, Olam	Available
Grower ROW	Cristian Carrillo, Palmaceite S.A.	Not Available
Grower - MY	Mark Wong, Sime Darby Plantations	Available
Grower -Indo	Anita Neville, GAR	Available
P&T	Caroline Westerik, AAK Global	Available
P&T	Bo Porsgaard Pedersen, AAK Regional	Available
P&T	Raymond Due, AAK China	Available
P&T	Dheeraj Talreja, AAK India	Available
P&T	Aurora Giribuola, IFF	Not Available
CGM	Jonathan Escolar, Natura	Not Available
eNGO	Tracey Gazibara, Cheyenne Mountain Zoo	Available
eNGO	Michelle Desilets, Orangutan Land Trust	Available
eNGO	Xin Yu, WWF - China	Not Available
SCA	Manoj Jha, Sai Tripti Chemtrade Pvt Ltd, India	Not Available

Secretariat Participants:

Region	Name
Global	Inke Van Der Sluijs
Asia/India	Kamal Prakash Seth
North America	Cameron Plese
China	Feifei Teng
Asia Pacific/Singapore	Preethi Jain
Malaysia	Panglima Emir Bustami



1. Brief Updates from MDSC/COP26 Campaign

- MDSC is not looking to submit a revised proposal to change/update section 1.4 of the members code of conductor rather it will focus on activities to highlight the benefits of CSPO
- The first 'Task Force' meeting of the COP26 campaign was organised on 8th April 2021 to kick off the discussions. Some of the spots (e-NGO, CGM) are still vacant and efforts are being made to on-board relevant organisations
- The 'BIG4' workstream of the OWG is aligned with the COP26 campaign and relevant synergies will be identified moving forward

2. Highlights from the secretariat from India, China and Indonesia

- Secretariat shared key updates from these countries as highlighted in the presentation used during the meeting (attached).

3. Breakout room discussions for CSPO Demand in Big4 markets - India, China, Indonesia, Malaysia

Guiding Questions for each country:

1. What are the top 3 challenges to increase CSPO's uptake and RSPO's impact?
2. What are the top 3 strategies or solutions to overcome these challenges and based on this what can be the top priorities for the next 12 months for OWG and RSPO secretariat?
3. What are the key events/forums, networks/associations/national platforms, and campaigns etc. which can support the execution of these solutions?

Summary of breakout room discussions:

India – AAK India, CM Zoo, Olam, RSPO Secretariat

The perception of RSPO amongst Indian companies can be improved as some perceive it as an 'elite' group promoting a more expensive option. Most individual consumers are also not aware of the difference between sustainable and unsustainable palm oil. Companies have other sustainability priorities like renewable energy, plastic use etc. RSPO needs to do more with government relations to improve the chances of incentivising sustainable palm oil.

One of the solutions is to educate end consumers through zoos and consumer forums, media platforms etc. The 'World Association of Zoos and Aquariums' has ten member zoos in India, and we could find some synergies to create awareness. The awareness and application of 'Shared Responsibility' rules will help in holding companies accountable to their commitments and policies for sustainable sourcing.

Actively engaging with relevant industry associations can also be helpful for general awareness amongst companies and policy advocacy efforts. Some work has already started in this direction by RSPO and I-SPOC (India Sustainable Palm Oil Coalition) but much more needs to be done.

China – AAK China, RSPO Secretariat

The government has no regulations on sustainability, the industrial companies have low awareness and reluctant to start sustainable practices, and the consumers in China have no recognition on sustainability which is lag from the western world.



The OWG and RSPO should expand the working group to be joined by more members and members' regional colleagues. The industrial companies should be educated on sustainability firstly, many of them have not heard of RSPO yet. The RSPO secretariat should get more involved with the government to proceed with laws and regulations on palm oil sustainability.

The industrial events/ confluences/forums are a good way to bring RSPO to the industrial companies to improve industrial awareness. Some important industrial association, like retailer association, clean product association and food technical and science council are impactful among the industrial companies. The consumer education program could be interesting for companies, and this should involve more participants and make a wider influence.

Indonesia – GAR, Orangutan Land Trust, RSPO Secretariat

Consumer market is very different from the EU/NA. Fast growing middle class is moving away from palm for health reasons and consumers generally prefer olive/sunflower oil. Companies feel no pressure to source sustainably.

- Lack of NGO voice and landscape is fragmented.
- RSPO is seen as foreign entity.

More communication about sustainable palm oil is needed. What is it and what is the impact? Economic development is important, and we should not enter the debate with the deforestation angle. It is not about access to market but about better farm management and creating the business case for sustainable production. Poverty alleviation and fair pricing should be main topics. It is important to tune the messaging to specific audiences. GAR will share some relevant case studies and events calendar.

Malaysia – Sime Darby, AAK Regional, RSPO Secretariat

Price sensitive market, particularly for palm oil used as a cooking oil. Lack of infrastructure, systems, and corporate policies for maintaining chain of custody for certification to the end product. Lack of consumer and NGO pressure for domestic companies to increase CSPO uptake.

Build toolkits or guidance for companies to assist in marketing for "manufactured demand" to help communicate to consumers because their efforts to increase CSPO should be supported. Engage P&Ts to increase CSPO uptake in the market, regardless of whether or not the customers will maintain certification. Engage investors to incorporate CSPO uptake in their valuations of Malaysian companies. The Malaysian Stock Exchange has incorporated a sustainability index. Could potentially engage to have RSPO/CSPO uptake incorporated. Targeted campaign for the top 10 Malaysian (domestic) companies to help increase growth of the local market. This could help to motivate the MNCs in the region as well.

MSPO could be seen as a more suitable option for domestic companies due to the RSPO being an international certification vs. a local certification. It will be important to continue monitoring MSPO and engage where necessary. MNCs won't have motivation to increase CSPO in the market if Malaysian companies don't show signs of RSPO CSPO uptake.

4. Key Action Items

- **OWG members are expected to invite their colleagues based in BIG4 regions to join the next meetings**



- The secretariat will continue working on more standardised reports to track and monitor the progress of the BIG4 markets.

Secretariat will send a Doodle for the next meeting