

Particulars

About Your Organisation

1.1 Name of your organization

Protoil Marketing SA

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
-

1.3 Membership number

9-1382-15-000-00

1.4 Membership category

Supply Chain Associate

1.5 Membership sector

Associate

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:

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.

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

Switzerland

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)

43.00

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

10.00

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

0.00

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

0.00

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

53.00

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 | - | - | - | - |
| 2.3.2 RSPO Credits from Independent Smallholder | - | - | - | - |
| 2.3.3 Mass Balance (MB) | 1.8 | 5.7 | - | - |
| 2.3.4 Segregated (SG) | 45.5 | - | - | - |
| 2.3.5 Identity Preserved (IP) | - | - | - | - |
| 2.3.6 Total volume (tonnes) | 47.3 | 5.7 | - | - |

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) | 1.8 | 5.7 | - | - |
| 2.4.2 Segregated (SG) | 45.5 | - | - | - |
| 2.4.3 Identity Preserved (IP) | - | - | - | - |
| 2.4.4 Total volume (tonnes) | 47.3 | 5.7 | - | - |

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

0.00

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

0.00

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

100%

2.5.4 North America

0%

2.5.5 Latin America

0%

2.5.6 Middle East

0%

2.5.7 China

0%

2.5.8 India

0%

2.5.9 Indonesia

0%

2.5.10 Malaysia

0%

2.5.11 Rest of Asia

0%

3. Time-Bound Plan

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

2015

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

2015

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

-

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

2016

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

-

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

2016

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

-

3.5 Which countries do these commitments cover?

Switzerland

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

our customers are making pressure on us that we deliver them only with RSPO-certified sustainable Palm Oil. If Protoil does not fulfil this request it isn't possible to deliver anymore. Customers are sensitive about Natural Tropical forest and we must preserve it!!!

4. Trademark Use

4.1 Do you use or plan to use the RSPO Trademark on your own brand products?

Yes

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

Switzerland

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

2016

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:

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.

Mass Balance will be replaced by SG (segregated) RSPO Palm Oil.
Mass Balance is not tough enough as a Standard in this Country.

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.

Yes - Display Publicly

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.

7.1.A Water, land, energy and carbon footprints

File: --

Link: see Friesland Ingredients

7.1.B Land use rights

File: --

Link: see Friesland Ingredients

7.1.C Ethical conduct and human rights

File: --

Link: see Friesland Ingredients

7.1.D Labour rights

File: --

Link: see Friesland Ingredients

7.1.E Stakeholder engagement

File: --

Link: see Friesland Ingredients

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

see Friesland Ingredients

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?

Protoil is using the documents from Friesland Ingredients (Kievit) in order to sell their products in the Swiss market. Friesland Ingredients is the trade mark owner of Vana Crema 78T RSPO SG as an example.

8. Greenhouse Gas (GHG) Footprint

8.1 Are you currently reporting any GHG footprint?

No

8.1.1 Please upload your publicly available GHG report

File: --
Link: --

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

Link:

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.

see Friesland Ingredients as a processor

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

see Friesland Ingredients as a processor

9. Support for Oil Palm Smallholders

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

No

9.2 How are you supporting them?

-

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

No

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

-

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
-

Other:

Swiss Food makers do only want to use CSPO in their Food stuff. So we have to provide them mainly RSPO SG Palm Oil products.

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
-

Other:

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

www.kievit.nl
www.friesland.com
www.frieslandcampina.com

Affiliate

1. Operational Profile

1.1 What are the main activities of your organisation?

trading / distribution of Food Ingredients
One of our main partner is Friesland Ingredients in the Netherlands

1.2 Does your organisation use and/or sell any palm oil?

Yes

1.3 Activities undertaken to promote sustainable palm oil, the RSPO and/or members in the reporting period.

we only sell CSPO, Palm Oil out of sustainable production.

1.4 What percentage of your organisation's overall activities focus on palm oil?

20%

1.5 Did members of your staff participate in RSPO working and/or taskforce groups in the reporting period?

Yes

1.6 Do you have any collaborations with the industry players/private sector to support them in the market transformation towards CSPO?

Yes

1.7 How is your work on palm oil funded?

by the Promotion of Palm Oil out of sustainable production.
We sell based on the documents from Friesland Ingredients.
we have to provide the RSPO certificates to our customers

2. Actions for Next Reporting Period

2.1 Outline activities that you will take in the coming year to promote sustainable palm oil along the supply chain.

we try to sell only the RSPO SG standard

3. Challenges

3.1 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:

some food makers will switch from palm to sun flower fat powder

3.2 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

Other:

3.3 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)

www.kievit.nl