

**Particulars**

**About Your Organisation**

**Organisation Name**

Manildra Group

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**Corporate Website Address**

<http://www.manildra.com.au>

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**Primary Activity or Product**

- Processor and/or Trader
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**Related Company(ies)**

No

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**Membership**

Membership Number	Membership Category	Membership Sector
2-0232-11-000-00	Ordinary	Palm Oil Processors and/or Traders

**Palm Oil Processors and Traders**

**Operational Profile**

**1.1 Please state your main activity(ies) within the supply chain**

- Trader

**1.2 Operation and Certification Progress**

**1.2.1 Do you have a system for calculating how much palm oil and palm oil products you use?**

Yes

**1.3 Total volume of all palm oil products processed and/or traded in the year in the year (Tonnes)**

**1.3.1 Total volume of oil palm and palm oil derivatives processed and/or traded in the year**

2,703.00 Tonnes

**1.3.2 Total volume of palm kernel oil and palm kernel oil derivatives processed and/or traded in the year**

65.00 Tonnes

**1.3.3 Total volume of other Palm Oil Derivatives and Fractions processed and/or traded in the year**

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**1.3.4 Total volume of all palm oil and palm oil derived products processed and/or traded in the year**

2,768.00 Tonnes

**1.4 Volume processed and/or traded in the year that is RSPO-certified (Tonnes):**

No	Description	Crude Palm Oil (Tonnes)	Palm kernel oil (Tonnes)	All other palm-based derivatives and fractions processed and/or traded in the year that is RSPO-certified (Tonnes)
1.4.1	Mass Balance			110.00
1.4.2	Segregated			2427.00
1.4.3	Identity Preserved			
1.4.4	Total volume of Oil Palm processed and/or traded in the year that is RSPO-certified:			2537.00

**1.5 What is the percentage of certified sustainable palm oil in the total palm oil your company sells in:**

- Europe --%
- India --%
- China --%
- South East Asia 100%
- North America --%

**1.6 What is the percentage of certified sustainable palm kernel oil in the total palm kernel oil your company sells in:**

Europe --%  
 India --%  
 China --%  
 South East Asia 100%  
 North America --%

**Time-Bound Plan**

**2.1 Date of first supply chain certification (planned or achieved)**

2012

**2.2 Time-bound plan - Year expected to achieve 100% RSPO certification of all supply chains**

2017

**2.3 What are your interim milestones towards achieving this RSPO certification commitment (year and progressive CSPO%)? Please state annual targets/strategies.**

Alternative measures have been in place to deliver from our Supply Chain certified warehouse in Melbourne directly into major customers requiring RSPO SG Certified product. Our focus is still to achieve the goal of having both NSW & QLD warehouses Supply chain certified by 2017. This has been built into our ongoing business commitment to support RSPO products and requirements. Associated auditing costs are budgeted to expand into other warehouse sites but are constantly under scrutiny with the competitive nature of our industry. Lack of commitment and interest being shown by smaller to midsize manufacturing customers to implement RSPO into their own quality assurance practice due to cost and complexity.

**2.4 Timebound plan - Year expected to only "handle/supply" RSPO certified oil palm products**

2017

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

Our company representatives direct potential customer to the RSPO website and actively use our certification as a sales tool. Consumers are becoming more informed of world sustainability and social issues, we need to keep our sales team up to date with the questions being raised by a more informed and educated client base. To ensure our sales team is able to address customers questions we use national sales meetings to introduce new team members to RSPO and refresh information for more seasoned staff.

**2.6 Which countries that your organization operates in do the above own-brand commitments cover?**

- Australia

**GHG Emissions**

**3.1 Are you currently assessing the GHG emissions from your operations?**

No

**Please explain why**

Not in a position to declare.

**3.2 Do you publicly report the GHG emissions of your operations?**

No

**Please explain why**

Not in a position to declare.

**Actions for Next Reporting Period**

**4.1 Outline actions that you will take in the coming year to promote CSPO use along the supply chain**

Continue to implement current processes used in Victoria across our National supply chain to ensure successful certification across our warehouses. Continue to work with customers to promote CSPO products and ensure that 100% supply is achieved with specified timeframes. Continue to lobby management to push forward on the commitment to implement RSPO supply chain certification across warehouses and work towards 100% CSPO product supply

**Reasons for Non-Disclosure of Information****5.1 If you have not disclosed any of the above information please indicate the reasons why**

Confidential

**Application of Principles & Criteria for all members sectors****6.1 Related to your sourcing, do you have (a) policy/ies, that are in line with the RSPO P&C such as:**

- Ethical conduct and human rights  
[P-Policies-to-PNC-ethicalconducthr.pdf](#)

**6.2 Where relevant, what prevents you from trading/processing only CSPO?**

Many of our customers require specific characteristics from our current product range. Further product trials and technical assistance and evaluation is required by our customers to move remaining non RSPO products across. Full compliance will be difficult to achieve by 2017 due to complexity of replication for some lines. We are continuing to engage with a number of manufacturers to achieve a suitable replacement. Even though many of our internal trials have been very positive, many customers are reluctant to change. Our goal is to ensure that we do not have any reduction in revenue or customer base which may affect the overall benefit of moving to CSPO products.

**Commitments to CSPO uptake**

**As you don't source 100% CSPO through physical supply chains (IP/SG/MB), please answer the following questions: Do you have plans to?**

Yes

**Please specify:**

Our goal continues to reflect a commitment to move to maximum achievable CSPO supply with the timeframe provided by the time bound plan. As pointed out in 6.2 we need to ensure exact product replication and that our customers are prepared to make the same commitment to use CSPO product rather than opt for potentially cheaper non CSPO products or cheaper alternate oil substitutes through less committed suppliers not wanting to deal with RSPO or with CSPO product.

**7.1. Do you have plans to immediately cover the gap using Book & Claim?**

No

**Please explain why:**

Minimum industry standard for major customers remains at SG level of commitment. our aim is to continue meeting SG as minimum within our business also.

**Concession Map**

**Do you agree to share your concession maps with the RSPO?**

No

**Please explain why: --**

**Challenges**

**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?**

Our customer base is varied and requires not unique ingredients but in many cases also requires us to meet specific customer specifications. We are also bound by ensuring that particular request from customer meet volume levels to not only make production worthwhile but also make end product and freight cost effective. A significant challenge being experienced is the increased interest by customers in other forms of oils such as coconut and a swing away from palm oils in general.

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**2 How would you qualify RSPO standards as compared to other parallel standards?**

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**Cost Effective:**

No

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**Robust:**

Yes

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**Simpler to Comply to:**

No

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**3 How has your organization supported the vision of RSPO to transform markets? (e.g. Funding; Engagement with key stakeholders; Business to business education/outreach)**

Manildra is working with key major customers to ensure static consistent high volume lines become mainstream and more affordable for small to midsize manufacturers. Ongoing consumer education and interest drives our customer base to make the decision to convert to CSPO product. Manildra will continue to support RSPO and the ideals of ethically sourced and manufactured palm oil product and shares this openly with our business partners.

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**4 Other information on palm oil (sustainability reports, policies, other public information)**

N/A

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