

**Particulars****About Your Organisation****Organisation Name**PAVLOS N. PETTAS A.V.E.E.

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**Corporate Website Address**www.pnpettas.gr

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**Primary Activity or Product**

- Processor and/or Trader
  - Manufacturer
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**Related Company(ies)**No

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**Membership**

<b>Membership Number</b>	<b>Membership Category</b>	<b>Membership Sector</b>
2-0572-15-000-00	Ordinary	Palm Oil Processors and/or Traders

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**Palm Oil Processors and Traders****Operational Profile****1.1 Please state your main activity(ies) within the supply chain**

- Refiner of CPO and CPKO
- Post-refinery processor
- Trader
- Ingredient manufacturer
- Biofuel producer
- Animal feed supplier

**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**

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

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**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**

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**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			
1.4.2	Segregated			
1.4.3	Identity Preserved			
1.4.4	Total volume of Oil Palm processed and/or traded in the year that is RSPO-certified:			

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

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

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

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

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**Time-Bound Plan****2.1 Date of first supply chain certification (planned or achieved)**

2012

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

2017

**Comment:**

Depending on our customers demand.

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

We aim to increase as much as possible our sales of RSPO certified palm products, but always depending to our customers affordability and demand propensity. We have set as internal target a 10% volume increase per year but again this is subject to our customers demand.

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

2022

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

We have trained our sales force on RSPO principles and try to promote on every occasion we have the idea of RSPO to our customers. We are answering any questions by customers related to RSPO and are advising them to visit RSPO web site.

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

- Bulgaria
  - Greece
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**GHG Emissions****3.1 Are you currently assessing the GHG emissions from your operations?**

No

**Please explain why**

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

No

**Please explain why**

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**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**

We will continue our training to our customers and we will support them on any RSPO inquiries they may have.

**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
- Labour rights

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

Price premium vs. conventional.

**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:**

Always upon our customers demand.

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

No

**Please explain why:**

NO, this is not demanded by our customers. We are already sourcing and selling RSPO MB and RSPO SG materials.

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

No

**Please explain why: --**

**Consumer Goods Manufacturers****Operational Profile**

1.1 Please state what your main activity(ies) is/are within manufacturing

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**Operations and Certification Progress**

2.1 Do you have a system for calculating how much palm oil and palm oil products you purchased?

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2.2.1 Do you manufacture for:

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2.2.2 Total volume of Refined Palm Oil or Refined, bleached, and deodorized (RBD) Oil Palm sold in the year:

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2.2.3 Total volume of refined Palm Kernel Oil sold in the year:

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2.2.4 Total volume of other Palm Oil Derivatives and Fractions sold in the year:

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2.2.5 Total volume of all oil palm products you sold in the year:

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2.3 Palm oil volume sold in the year in your own brands that is sourced through RSPO-certified physical supply chains:

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2.4.1 What type of products do you use CSPO for?

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2.5 What is the percentage of certified sustainable palm oil in the total oil palm products your company sells in:

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

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2.6 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 --%  
 North America --%  
 South America --%

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**Time-Bound Plan**

3.1 Date expected to/or started to use any RSPO certified palm oil products - own brand

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3.2 Date expected to be using 100% RSPO certified palm oil products from any supply chain option - own brand

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3.3 Date expected to be using 100% RSPO certified palm oil from physical supply chains (Identity Preserved, Segregated and/or Mass Balance) - own brand products

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3.4 Do your (own brand) commitments cover your company's companies' global use of palm oil?

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3.5 Does your company use CERTIFIED SUSTAINABLE PALM OIL products in goods you manufacture on behalf of other companies?

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3.6 Which countries that your organization operates in do the above commitments cover?

- Greece

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3.7 What are your interim milestones towards achieving RSPO certification commitment to your own-brands (year and progressive CSPO%) - please state annual targets/strategies

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3.8 Date of first supply chain certification (planned or achieved)

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### Trademark Related

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

No

Please explain why

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### GHG Emissions

5.1 Are you currently assessing the GHG emissions from your operations?

No

Please explain why

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5.2 Do you publicly report the GHG emissions of your operations?

No

Please explain why

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### Actions for Next Reporting Period

6.1 Outline actions that will be taken in the coming year to promote sustainable palm oil.

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### Reasons for Non-Disclosure of Information

7.1 If you have not disclosed any of the above information, please indicate the reasons why

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- Others:

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### Application of Principles & Criteria for all members sectors

**8.1 Related to your sourcing, do you have (a) policy/ies, that are in line with the RSPO P&C such as:**

- Water, land, energy and carbon footprints
- Land Use Rights
- Ethical conduct and human rights
- Labour rights
- Stakeholder engagement
- None of the above

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**8.2 What steps will/has your organization taken to support these policies?**

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### **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?**

No

**Please explain why**

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

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### **Concession Map**

**10.1 Does your company or any subsidiary of your company own or manage oil palm plantations?**

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## 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?

Procurement High premiums for MB/SG materials. Still not a very transparent and liquid market for the RSPO raw materials. Promotion Still Greek customers and consumers are not fully aware on RSPO principles. The concept of RSPO is still at a very early stage. On top to that the economic crisis in Greece is making even more difficult to sell products at a premium.

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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)

B2B= we are having often meetings with our B2B customers to promote the idea of RSPO.

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

We have not published our volume of palm oil products handled within the year including the MB/SG volumes. This is due to commercial reasons. We are happy to share in detail these data during any visit or audit by RSPO, on a confidentiality basis. Our data related to MB/SG volumes are available on e-trace including fractions in full detail.

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