Particulars

About Your Organisation

1.1 Name of your organisation
Agropalma Group

1.2 What is/are the primary activity(ies) or product(s) of your organisation?

✓ Palm Oil Grower
✓ Processor and/or Trader
☐ Consumer Goods Manufacturer
☐ Retailer
☐ Bank and/or Investor
☐ Social and/or Development NGO
☐ Environmental and/or Conservation NGO
☐ Affiliate

1.3 Membership number
1-0003-04-000-00

1.4 Membership category
Oil Palm Growers

1.5 Membership sector
Ordinary
Grower

1. Operational Profile

1.1 Please state your main activities as a palm oil grower:

- [ ] Oil palm grower without palm oil mill
- [ ] Oil palm grower with palm oil mill
- [x] Oil palm grower with palm oil mill and palm kernel crushing plant
- [ ] Smallholder Group Manager

2. Operations and Certification Progress

Information in Section 2 - Operations and Certification Progress - is a mandatory declaration in your ACOP. This includes hectare data, to enable the RSPO to accurately calculate certification on a member, sector and total level. ACOP reports without reported hectare data will be considered as incomplete and will not be accepted.

2.1 Land area controlled and managed associated to palm oil

2.1.1 Please state the total number of palm oil estates, certified and uncertified, controlled or managed by the member

9

2.1.7 Land area controlled and managed associated to palm oil

<table>
<thead>
<tr>
<th>Description</th>
<th>Hectares</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.1.2 Total land controlled or managed for oil palm cultivation - planted and infrastructure (hectares)</td>
<td>43206.0</td>
</tr>
<tr>
<td>2.1.3 Total land controlled or managed for oil palm cultivation - unplanted (hectares)</td>
<td>300.0</td>
</tr>
<tr>
<td>2.1.4 Total land designated and managed as HCV areas (hectares)</td>
<td>64000.0</td>
</tr>
<tr>
<td>2.1.5 Other conservation land set aside, excluding HCV areas reported in 2.1.4 (hectares)</td>
<td>0.0</td>
</tr>
<tr>
<td>2.1.6 Total land under scheme smallholders (hectares)</td>
<td>10344.0</td>
</tr>
<tr>
<td>Total</td>
<td>117850.0</td>
</tr>
</tbody>
</table>

2.2 Certification progress:

2.2.1 Number of management units certified under RSPO P&C Certification

5

2.2.2 Total certified land under the RSPO P&C Certification, excluding scheme smallholders (hectares)

107506.0

2.2.2.1 Certification progress - land under RSPO P&C Certification, excluding scheme smallholders

100.00%

2.2.3 Total certified land under scheme smallholders (hectares)

10344.0

2.2.3.1 Certification progress - land under scheme smallholders

100.00%
2.3 In which countries are your estates located?
2.3.1 Indonesia - Please indicate which province(s)
- 
2.3.2 Malaysia - Please indicate which state(s)
- 
2.3.3 Other - Please indicate which country/countries
Brazil

2.4 New plantings and development (excluding replanting)
2.4.1 How much new land was planted by your company during this reporting period (hectares)?
7174.0

2.4.2 How many New Planting Procedures (NPP) covering the new plantings in this reporting period (Question G.2.4.1) were submitted to the RSPO?
0.0

2.4.4 Do the New Planting Procedures (NPP) reported in Question G.2.4.2 cover all new plantings reported in Question G.2.4.1?
No

2.5 Supply of Fresh Fruit Bunches (FFB)
2.5.1 Total FFB volume produced by estates managed or controlled by your company (tonnes)
564596.0

2.5.1.1 Total certified FFB volume produced by certified estates managed or controlled by your company (tonnes)
564596.0

2.5.2 In addition to FFB produced by your company's estates, does your supply base include any of the following?
- [x] Scheme Smallholders
- [ ] Independent Smallholders
- [ ] Outgrowers
- [x] Other Third-Party Suppliers

2.5.3 Scheme smallholder operations that supply your operations:
2.5.3.1 Total FFB volume supplied (tonnes)
161892.0

2.5.3.2 Total certified FFB volume supplied (tonnes)
161892.0
2.5.6 Other Third-party supplier operations that supply your operations:

2.5.6.1 Total FFB volume supplied (tonnes)
24817.0

2.5.6.2 Total certified FFB volume supplied (tonnes)
0.0

2.6 Fresh Fruit Bunches (FFB) processing and production operations

2.6.1 Number of palm oil mills operated
5

2.6.2 Number of palm oil mills certified under RSPO P&C
5

2.7 Palm Kernel processing and production operations

2.7.1 Number of palm kernel crushers and/or palm kernel mills operated
5

2.7.2 Number of palm kernel crushers and/or palm kernel mills certified under RSPO Supply Chain Certification (SCC)
5
3. Palm Oil and Certified Palm Oil Production

3.1 Total Crude Palm Oil produced (tonnes)

<table>
<thead>
<tr>
<th>Countries/Regions</th>
<th>Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malaysia</td>
<td>0.0</td>
</tr>
<tr>
<td>Indonesia</td>
<td>0.0</td>
</tr>
<tr>
<td>Latin America</td>
<td>136271.0</td>
</tr>
<tr>
<td>Africa</td>
<td>0.0</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>0.0</td>
</tr>
<tr>
<td>Total</td>
<td>136271.0</td>
</tr>
</tbody>
</table>

3.3 CSPO sold as RSPO certified

<table>
<thead>
<tr>
<th>Description</th>
<th>Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Identity Preserved (IP)</td>
<td>3755.0</td>
</tr>
<tr>
<td>Segregated (SG)</td>
<td>34104.0</td>
</tr>
<tr>
<td>Mass Balance (MB)</td>
<td>31074.0</td>
</tr>
<tr>
<td>RSPO Credits</td>
<td>0.0</td>
</tr>
<tr>
<td>Total</td>
<td>68933.0</td>
</tr>
</tbody>
</table>

3.6 Total CSPO

<table>
<thead>
<tr>
<th>Description</th>
<th>Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.3 CSPO sold as RSPO-certified</td>
<td>68933.0</td>
</tr>
<tr>
<td>3.4 CSPO sold under other certification schemes</td>
<td>0.0</td>
</tr>
<tr>
<td>3.5 CSPO sold as conventional</td>
<td>62837.0</td>
</tr>
<tr>
<td>Total</td>
<td>131770.0</td>
</tr>
</tbody>
</table>

3.7 According to the volume information you have provided in this questionnaire, CSPO represents the following percentage of your total CPO production

96.70%
3.8 Based on total CSPO volumes sold (Question G.3.6), please estimate the percentage of the volumes originating from your operations in the following regions/countries

<table>
<thead>
<tr>
<th>Countries/Regions</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malaysia</td>
<td>0.0</td>
</tr>
<tr>
<td>Indonesia</td>
<td>0.0</td>
</tr>
<tr>
<td>Latin America</td>
<td>100.0</td>
</tr>
<tr>
<td>Africa</td>
<td>0.0</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>0.0</td>
</tr>
</tbody>
</table>
### 3.2 Total Crude Palm Kernel produced (tonnes)

<table>
<thead>
<tr>
<th>Countries/Regions</th>
<th>Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malaysia</td>
<td>0.0</td>
</tr>
<tr>
<td>Indonesia</td>
<td>0.0</td>
</tr>
<tr>
<td>Latin America</td>
<td>23146.0</td>
</tr>
<tr>
<td>Africa</td>
<td>0.0</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>23146.0</strong></td>
</tr>
</tbody>
</table>

### 3.9 CSPK sold as RSPO certified

<table>
<thead>
<tr>
<th>Description</th>
<th>Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Identity Preserved (IP)</td>
<td>701.0</td>
</tr>
<tr>
<td>Segregated (SG)</td>
<td>671.0</td>
</tr>
<tr>
<td>Mass Balance (MB)</td>
<td>9319.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>10691.0</strong></td>
</tr>
</tbody>
</table>

### 3.12 Total CSPK sold as RSPO-certified (tonnes)

<table>
<thead>
<tr>
<th>Description</th>
<th>Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.9 CSPK sold as RSPO-certified</td>
<td>10691.0</td>
</tr>
<tr>
<td>3.10 CSPK sold under other certification schemes</td>
<td>0.0</td>
</tr>
<tr>
<td>3.11 CSPK sold as conventional</td>
<td>11691.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>22382.0</strong></td>
</tr>
</tbody>
</table>

### 3.13 According to the volume information you have provided in this questionnaire, CSPK represents the following percentage of your total CPK production

96.70%
3.14 Based on the CSPK sold volumes (Question G.3.12), please estimate the percentage of volumes originating from your operations in the following regions/countries:

<table>
<thead>
<tr>
<th>Countries/Regions</th>
<th>Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malaysia</td>
<td>0.0</td>
</tr>
<tr>
<td>Indonesia</td>
<td>0.0</td>
</tr>
<tr>
<td>Latin America</td>
<td>100.0</td>
</tr>
<tr>
<td>Africa</td>
<td>0.0</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>0.0</td>
</tr>
</tbody>
</table>
4. TimeBound Plan

4.1 Which year did your company achieve (or plans to achieve) its first RSPO P&C certification?
2011

4.2 Which year did your company achieve (or plans to achieve) 100% RSPO certification for all its estates and mills?
2011

4.2.1 If the previous target year for G.4.2 has not been met, please explain why
It was achieved.

4.3 Which year did your company achieve (or plans to achieve) 100% RSPO certification of scheme smallholders?
2014

4.3.1 If the previous target year for G.4.3 has not been met, please explain why
In 2014 Agropalma Group has achieved RSPO certification to all its FFB suppliers. However, after run a LUCA analysis (in 2015), Agropalma found that one of its current schemed suppliers had liabilities, according the rules of RSPO Remediation and Compensation Procedures. So, farmer was suspended from RSPO Certification. Together with the supplier company has been running a Remediation and Compensation process within RSPO, since 2015. Last year, RSPO has approved the proposal for compensation and this supplier was re-included in the certified supply base. Other important issue is the fact that few new FFB farmers are becoming part of Agropalma supply base. They start as independent suppliers and if they perform well in terms of production, labor and environmental management, they will be able to be integrated as schemed suppliers. Every time this happens, these farmers will require a certain time to prepare themselves and obtain RSPO certification. In 2019 two of these suppliers were included in the RSPO audit and got the certification status. Therefore, in 2019 all schemed suppliers in achieved certification. However, due the dynamic nature of Agropalma supply base (we are always seeking to engage with new suppliers), it is not possible to establish a fix deadline. 2014 was registered just because the ACOP system requires.

4.4 Which year did your company achieve (or plans to achieve) 100% RSPO certification for all FFB, regardless of source?
2014

4.4.1 If the previous target year for G.4.4 has not been met, please explain why
Explanation is provided in the item G.4.3.1, above.
5. Concession Map

5.1 The RSPO General Assembly Resolution 6G (2013) calls for all members with Grower operations to submit maps of their concessions through ACOP. Has your company submitted concession maps to the RSPO in previous ACOP cycles?

Yes

5.2 Has your company acquired any new concession sites or have any concession sites changed ownership since the previous ACOP map submission?

No

6. GHG Footprint

6.1 What is the average GHG footprint for all certified management units by hectare (tCO2e/ha)?

-2.46

6.2 What is the average GHG footprint for all certified management units per tonne of crude palm oil (tCO2e/tCPO)?

-0.8

6.3 What are the key emission sources identified by your company in certified management units?

- Land use change
- Existing cultivation peatland
- Palm oil mill effluent (POME)
- Fertiliser application
- Others

Others

6.4 Does your company have a baseline for GHG reporting?

Yes

6.4.1 What is the target baseline?

0.0

6.5 Does your company have an annual GHG emissions reduction/minimising target?

No
7. Support for Oil Palm Smallholders

7.1 How is your company supporting Independent Smallholder groups?

- Sourcing of physical FFB
- Financial support
- Operations support
- Training support
- Community development
- ☑ Not supporting Independent Smallholder groups
- Others

7.2 Why is your company not currently supporting independent smallholders?

We understand it is better focus our resources in supporting our scheme family farmers to assure they performe well, according the RSPO standards. Beyond that, Agropalma is always open to engage with new FFB suppliers, since they understand and formally agree to comply with RSPO P&C and Brazilian Laws, demonstrate implementation on the ground and have a voluntary will to become schemed with Agropalma, agreeing with our high sustainability standards. In such cases, we would provide full support.

7.2.1 Does your company have any future plans to support oil palm Independent Smallholders?

No
8. Actions For Next Reporting Period

8.1 Outline activities that your company will undertake in the coming year to advance its certification efforts.

To keep carrying out the RaC process (it is not finalized yet) and support new FFB suppliers (if any) to achieve compliance with RSPO P&C. To keep paying a premium price for certified FFB.

8.2 Outline activities that your company will undertake in the coming year to promote the uptake CSPO along the supply chain.

1 - Engaging NGOs and other companies to discuss the sustainability of palm oil production in Brazil and the importance of having RSPO as the standard to guide palm oil business a sustainable way; 2 - Providing knowledge and know-how on RSPO to Brazilian and Latin American palm oil companies; 3 - supporting RSPO team in projects to promote RSPO; 4 - Promoting RSPO among companies that consume palm oil in Brazil and other countries.
9. Challenges

9.1 What significant obstacles or challenges has your company encountered in the promotion of certified sustainable palm oil (CSPO)? What efforts has your company taken to address these obstacles or challenges?

- 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
- No challenges faced
- Others

Others

RSPO Grower Members claiming they are certified and have certified products to sell while they are not. These claims confuse the market and undermine the value of the RSPO Certification and RSPO as a credible organization.

9.2 In addition to the actions already reported in this ACOP report, what other ways has your company supported the vision of the RSPO to transform markets to make sustainable palm oil the norm?

- Engagement with business partners or consumers on the use of CSPO
- Engagement with government agencies
- Promotion of CSPO outside of RSPO venues such as trade workshops or industry associations
- Promotion of physical CSPO
- Providing funding or support for CSPO development efforts
- Research & Development support
- Stakeholder engagement
- No actions taken
- Others

Others

9.3 If your company has any other publicly-available reports or information regarding its palm oil-related policies and activities, please provide the links here

www.agropalma.com.br
Processors & Traders

1. Operational Profile

1.1 Please state your company's main activity within the palm oil supply chain.

- Refiner of CPO and PKO
- Palm Kernel Crusher
- Trader with Physical Possession
- Trader without Physical Possession
- Integrated Refiner-Trader-Processor
- Food and Non-Food Ingredients Producer
- Power, Energy and Biofuel Processor
- Animal Feed Producer
- Oleochemicals Producer
- Distribution & Logistics
- Other

2. Palm Oil and Certified Sustainable Palm Oil Consumption

*Information in Section 2 - Palm Oil and Certified Sustainable Palm Oil Sourcing is a mandatory declaration in your ACOP. This includes volume data on palm oil and palm oil products consumed, to enable the RSPO to accurately calculate uptake on a member, sector and total level. ACOP reports without reported volume data will be considered incomplete and will not be accepted.*

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.

5 palm kernel crushers integrated with our 5 palm oil mills, located in Tailândia, Para State, Brazil. 2 refineries and and associated facilities located in Belem, Para State, and Limeira, Sao Paulo State, Brazil. More on www.agropalma.com.br

2.1.1 In which countries does your company sell goods with palm oil and palm oil products?

Brazil

2.2 Total volume of all palm oil and palm oil products sourced in the year:

<table>
<thead>
<tr>
<th>Description</th>
<th>Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crude palm oil, including derivatives refined from CPO (tonnes)</td>
<td>153888.3</td>
</tr>
<tr>
<td>Crude palm kernel oil, including derivatives refined from CPKO (tonnes)</td>
<td>17098.7</td>
</tr>
<tr>
<td>Crude palm kernel expeller (tonnes)</td>
<td>0.0</td>
</tr>
<tr>
<td>Total</td>
<td>170987.0</td>
</tr>
</tbody>
</table>

Refiner of CPO and PKO
Palm Kernel Crusher
Trader with Physical Possession
Trader without Physical Possession
Integrated Refiner-Trader-Processor
Food and Non-Food Ingredients Producer
Power, Energy and Biofuel Processor
Animal Feed Producer
Oleochemicals Producer
Distribution & Logistics
Other
2.3 Volume of RSPO-certified palm oil and oil palm products sourced in the year (tonnes):

<table>
<thead>
<tr>
<th>Description</th>
<th>Crude Palm Oil (CPO) and CSPO Derivatives</th>
<th>Crude Palm Kernel Oil (CSPKO) and CSPKO Derivatives</th>
<th>Palm Kernel Expeller (CSPKE)</th>
</tr>
</thead>
<tbody>
<tr>
<td>RSPO Credits from Mill / Crusher</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>RSPO Credits from Independent Smallholder</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Mass Balance (MB)</td>
<td>27901.0</td>
<td>3480.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Segregated (SG)</td>
<td>19865.0</td>
<td>302.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Identity Preserved (IP)</td>
<td>2396.0</td>
<td>246.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Total</td>
<td>50162.0</td>
<td>4028.0</td>
<td>0.0</td>
</tr>
</tbody>
</table>

2.4 According to the volume information you have provided in Question PT.2.2 and Question PT.2.3, your company's certified palm oil and palm oil products uptake is:

31.69%

2.5 What is the estimated percentage of Certified Sustainable Palm Oil in the palm oil and palm oil products sold by your company in the following regions:

<table>
<thead>
<tr>
<th>Countries/Regions</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>0.0</td>
</tr>
<tr>
<td>North America</td>
<td>3.0</td>
</tr>
<tr>
<td>Malaysia</td>
<td>0.0</td>
</tr>
<tr>
<td>Indonesia</td>
<td>0.0</td>
</tr>
<tr>
<td>China</td>
<td>0.0</td>
</tr>
<tr>
<td>India</td>
<td>0.0</td>
</tr>
<tr>
<td>Latin America</td>
<td>97.0</td>
</tr>
<tr>
<td>Africa</td>
<td>0.0</td>
</tr>
<tr>
<td>Rest of World</td>
<td>0.0</td>
</tr>
</tbody>
</table>
3. TimeBound Plan

3.1 Which year did your company achieve/obtain (or expects to achieve/obtain) the RSPO supply chain certification or RSPO trader/distributor licence?

2013

3.2 Which year did your company start (or expect to start) to source any RSPO-certified palm oil and oil palm products?

2013

3.2.1 If the previous target year for PT.3.2 has not been met, please explain why.

It was achieved.

3.3 Which year did your company achieve (or expects to achieve) 100% RSPO certification of all palm product processing facilities?

2013

3.3.1 If the previous target year for PT.3.3 has not been met, please explain why.

It was achieved.

3.4 Which year did your company begin (or expects to begin) sourcing only 100% RSPO-certified palm oil and oil palm products?

2025

3.5 If the TimeBound Plan commitments declared above do not cover all countries in which the member sells goods with palm oil or palm oil products, please explain why.

It does cover all countries.

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

Agropalma always provides speeches about sustainability of palm oil production in several Brazilian and international events as food ingredient fairs, congresses and other commercial meetings. We always highlight the importance of RSPO as the best standard for palm oil. We also provides knowledge and know-how on RSPO to Brazilian and Latin American customers and competitors.
4. Actions For Next Reporting Period

4.1 Please outline activities that your company will take in the coming year to promote the production or consumption of certified sustainable palm oil (CSPO)

1) Interacting with clients and invite them to buy CSPO, CSPKO and certified refined products. 2) Articulating with NGOs, in a way they can also promote certified products to the buyer companies.
5. Shared Responsibility

The Board of Governors of the Roundtable on Sustainable Palm Oil (RSPO) approved new Shared Responsibility rules on 31 October 2019, requiring all members to share sustainability requirements and obligations. Reporting of Shared Responsibility indicators will be done through several channels, including ACOP. As the implementation of Shared Responsibility reporting is still on-going and in development, the Shared Responsibility section in ACOP is not yet final and may change in future ACOP cycles. For more information on Shared Responsibility, please go to https://rspo.org/news-and-events/news/what-are-the-new-shared-responsibility-rules or email the ACOP team at acop@rspo.org

Labour & Labour Rights

5.1 Does your company have a publicly-available policy covering Labour & Labour Rights?
Yes

5.1.1 Does the policy cover:
- ✔️ No discrimination
- ✔️ Wage and working conditions
- ✔️ Freedom of association
- ✔️ No child labour
- ✔️ No harassment
- ✔️ No forced or trafficked labour

5.1.2 Has your company previously uploaded or linked its Labour & Labour Rights policy in previous ACOP reporting cycles?
No

Ethical Conduct & Human Rights

5.2 Does your company have a publicly-available Policy covering Ethical Conduct & Human Rights?
Yes

5.2.1 Does the policy cover:
- ✔️ Recruitment
- ✔️ Contractors

5.2.2 Has your company previously uploaded or linked its Ethical Conduct & Human Rights policy in previous ACOP reporting cycles?
No

Land Use

5.3 Does your company have a publicly-available Policy covering Land Use?
Yes

5.3.1 Does the policy cover:
- ✔️ Free Prior and Informed Consent (FPIC)
- ✔️ Compensation

5.3.2 Has your company previously uploaded or linked its Land Use policy in previous ACOP reporting cycles?
No
Occupational Health & Safety
5.4 Does your company have a publicly-available Policy covering Occupational Health & Safety?
Yes
5.4.1 Has your company previously uploaded or linked its Occupational Health & Safety policy in previous ACOP reporting cycles?
No

Climate Change & Greenhouse Gas (GHG)
5.5 Does your company have a publicly-available policy covering Climate Change & Greenhouse Gas (GHG)?
No

Complaints & Grievances
5.6 Does your company have a Complaints & Grievances Mechanism?
Yes
5.6.1 Is your Complaints & Grievances mechanism in line with the RSPO's grievance mechanism? For details of the RSPO's grievance mechanism, please go to https://askrspo.force.com/Complaints/
Yes

Smallholders
5.7 Does your company support oil palm independent smallholder groups?
No
5.7.3 Do you have any future plans to support oil palm Independent Smallholders?
No
5.7.4 Please explain why you are not planning to support oil palm independent smallholders
Agropalma Group is a vertically integrated company. Besides the refineries, we have 5 mills that source FFB from scheme family farmers. We understand it is better focus our resources in supporting our scheme family farmers to assure they perform well, according the RSPO standards. Beyond that, Agropalma is always open to engage with new FFB suppliers, since they understand and formally agree to comply with RSPO P&C and Brazilian Laws, demonstrate implementation on the ground and have a voluntary will to become schemed with the company, agreeing with our high sustainability standards. In such cases, we would provide full support.
6. Challenges

6.1 What significant obstacles or challenges has your company encountered in the promotion of certified sustainable palm oil (CSPO)? What efforts has your company taken to address these obstacles or challenges?

- 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
- No challenges faced

✔️ Others

Others

The main obstacles are placed in demand side of the supply chain. As most of Agropalma clients are placed in Brazil, where the demand for Sustainable Palm Products is still low (but increasing). International clients (especially Europeans) are more interested and already buy significant amounts of certified products from Agropalma. A special challenge refers to multinational companies that delay to apply their global sourcing policies related to RSPO in Brazil. To increase demand in internal market Agropalma always promote RSPO and explain the issues and concerns related with sustainability of palm oil production worldwide to consumer companies in Brazil. Other important challenge is the fact that some RSPO members claim that they are certified and offer certified palm products in the market, while they are really not certified. This situation confuse market operators and undermine the credibility of RSPO Certification and RSPO Organization.

6.2 In addition to the actions already reported in this ACOP report, what other ways has your company supported the vision of the RSPO to transform markets to make sustainable palm oil the norm?

✔️ Engagement with business partners or consumers on the use of CSPO
- Engagement with government agencies
✔️ Promotion of CSPO outside of RSPO venues such as trade workshops or industry associations
- Promotion of physical CSPO
- Providing funding or support for CSPO development efforts
- Research & Development support
- Stakeholder engagement
- No actions taken
- Others

Others

6.3 If your company has any other publicly-available reports or information regarding its palm oil-related policies and activities, please provide the links here

www.agropalma.com.br