

The Evolution of the GreenPalm Option



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Where it all began



Where it all began



where i

GreenPalm

- First suggested in 2003
- Endorsed Jan 2007
- Launched Nov 2007
- First trade Sept 2008

RT6 Nov 2008

- RT6 Bali
- Few trades
- Low volume
- High price
- Danis



2008



RT6 Bali

- Few trades
- Low volume
- High price
- Danisco/Nutraswiss
- Henkel & Florin

RT7 Nov. 2009



NOV. 2009



RT Kuala Lumpur

- Volume increased
- Reduced brokerage to \$2/cert
- New GreenPalm logo introduced

2011

RT9 Nov 2011

RT9 KK



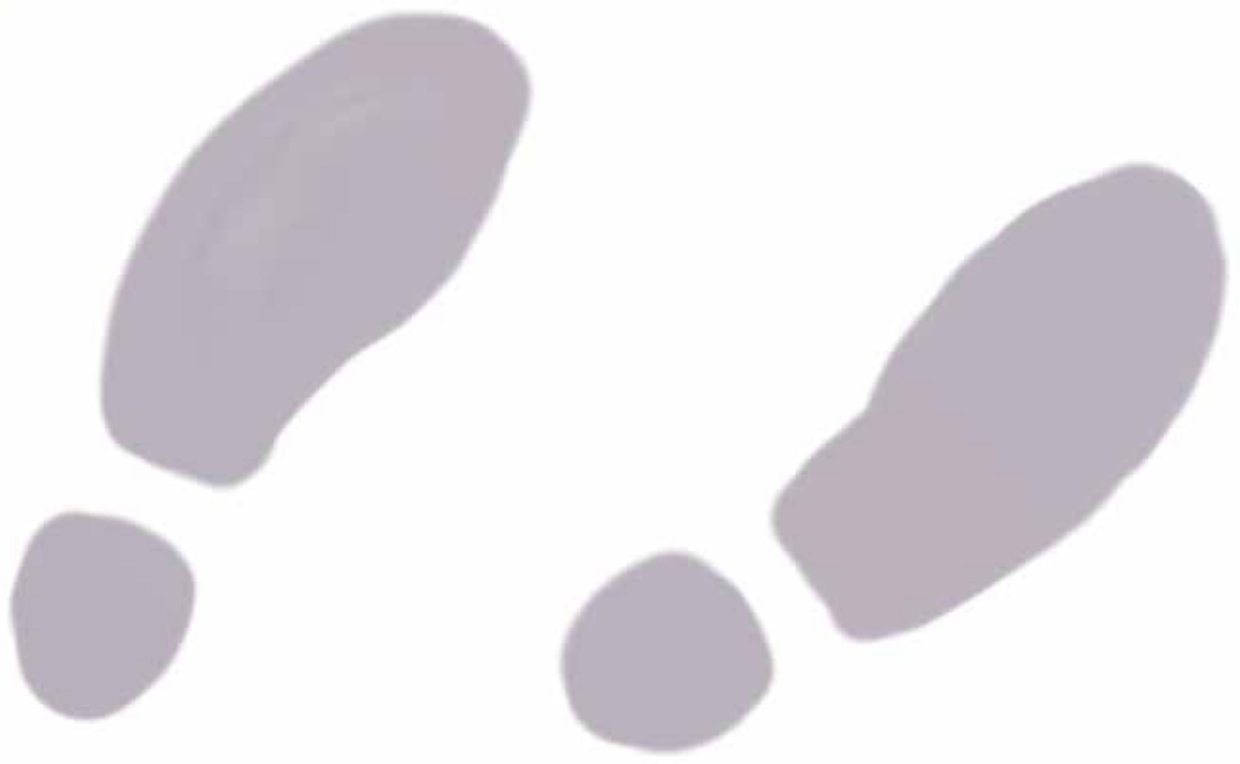


RT9 KK

- Volumes continue to grow.
- 2 million certs
- First brands use logo



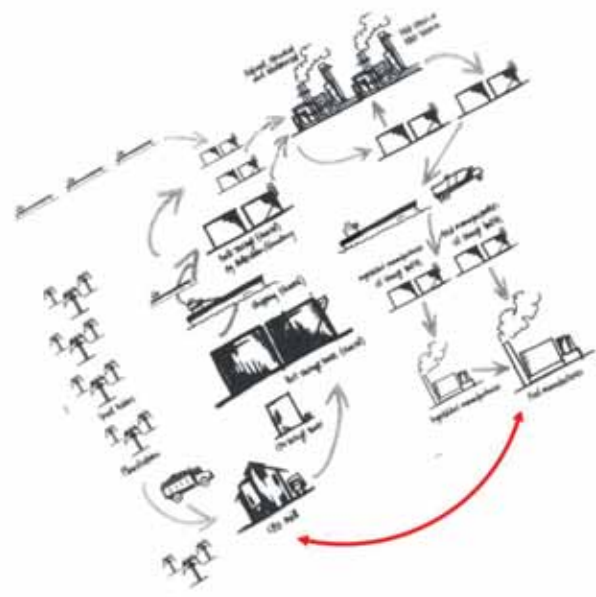


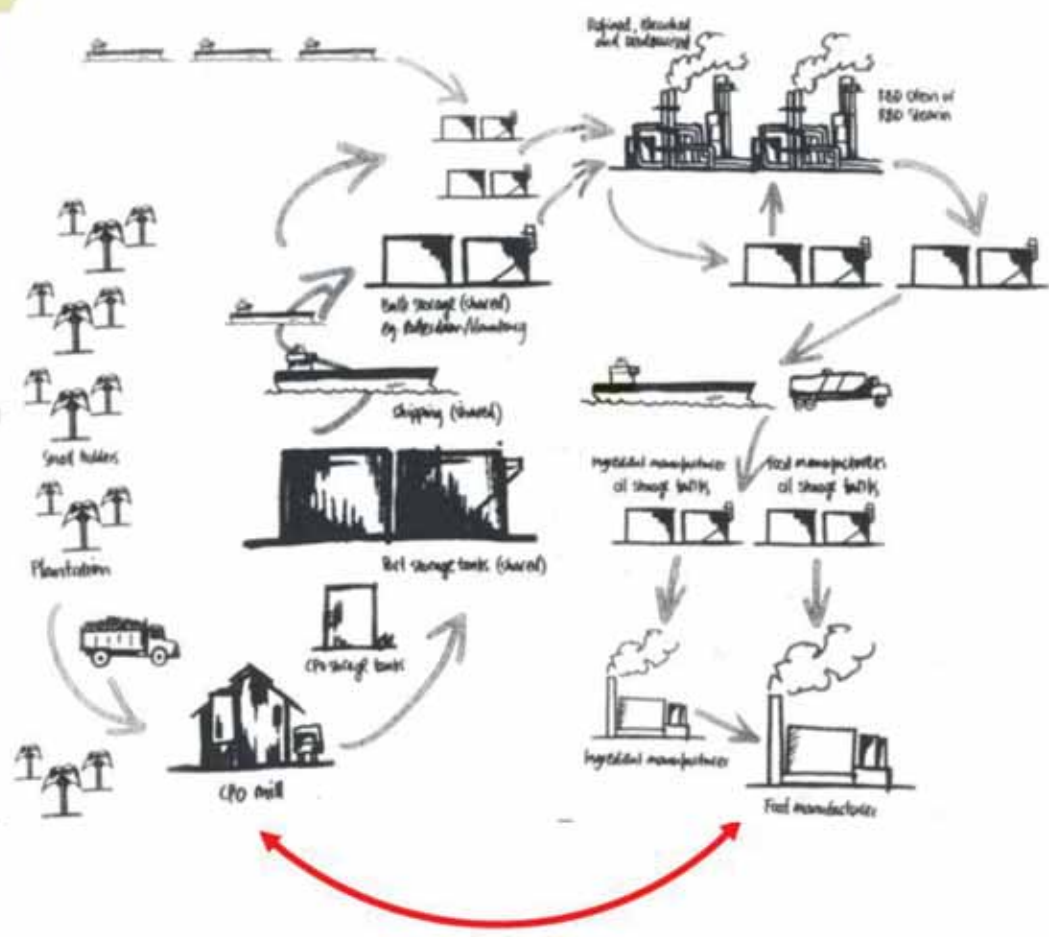
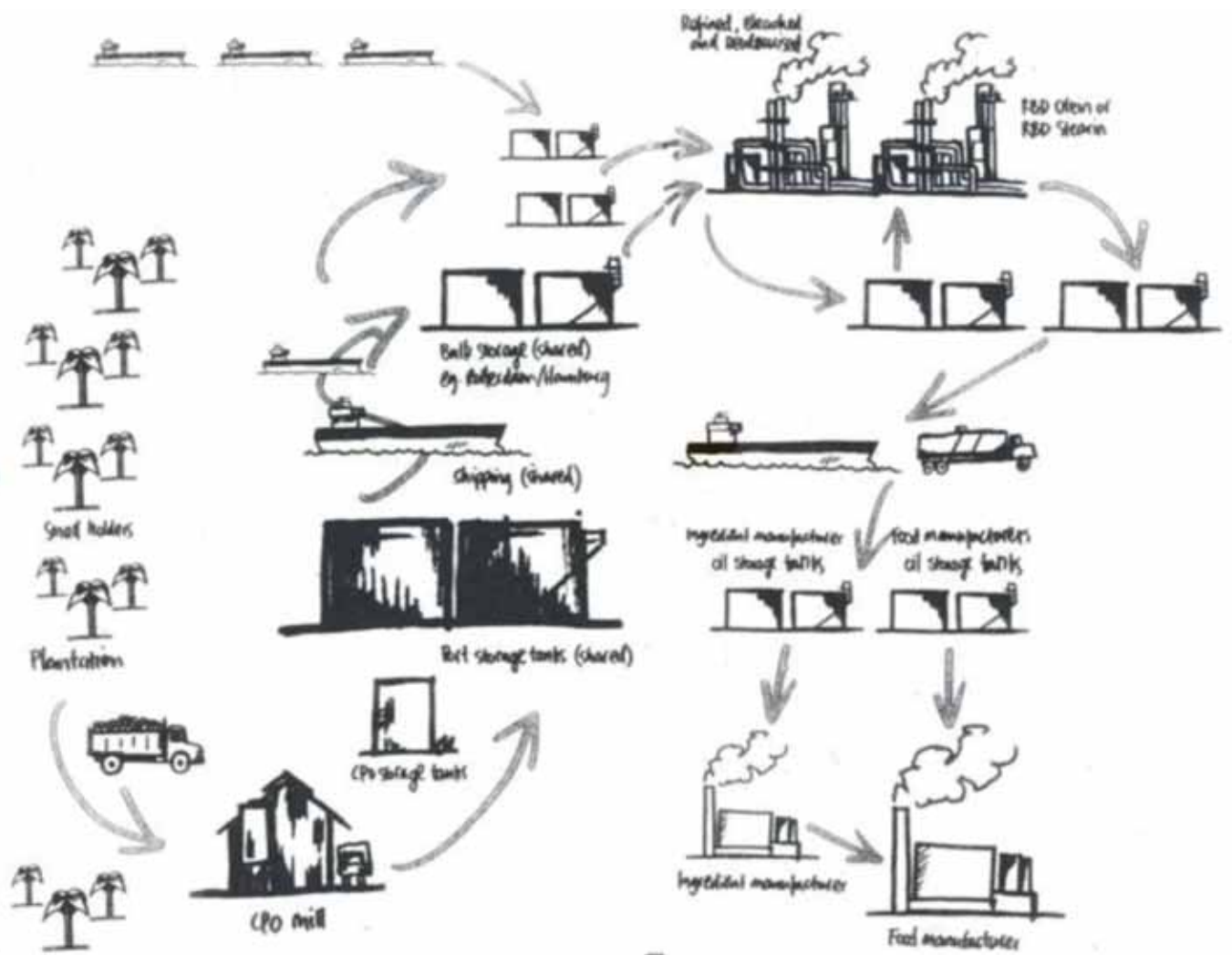


How Does GreenPalm Work?



How Does GreenPalm Work?







GreenPalm Market

- Bids & Offers
- Last 5 trades
- All products
- New Smallholders

GreenPalm SUSTAINABILITY

View US Certificates Last Price Traded: \$3.15 | View US Certificates Last Price Traded: \$21.50 | View current market overview | Sign in to the GreenPalm Trading Platform

Home About palm oil What is GreenPalm? The market How can I get involved? Blog / Press Downloads FAQs Useful links

View a live market & account overview

Market Overview

1 certificate represents 1 metric tonne of RSPO sustainable production

PALM OIL Certificates

2010 2011 2012 2013 2014

Last price traded: \$3.15

Buying - Live Bids		Selling - Live Offers	
Volume	Price	Price	Volume
200	\$3.00	\$3.18	1200
2000	\$2.99	\$3.20	8520
2200	\$2.90	\$3.29	2000
400	\$2.80	\$3.45	1800
2000	\$2.78	\$3.40	2000
2000	\$2.60	\$3.50	9500
9970	\$2.50	\$3.60	2000
1600	\$2.38	\$3.88	2500
320	\$2.30	\$4.00	1000
3000	\$2.05	\$8.85	500

Last Recent Trades		
Date	Volume	Price
22/10/2012	300	\$3.15
22/10/2012	477	\$3.15
22/10/2012	307	\$3.10
18/10/2012	830	\$3.10
18/10/2012	785	\$3.10

Place your bid

PALM OIL

Last trade: 2010 \$0.25 2011 \$0.75 2012 \$3.15 2013 \$9.00 2014 \$0.00

Which year would you like to trade in?

How many certificates are you bidding for?

What price would you like per certificate?

Place a new bid

Your available credit limit is \$100,000

A Commission fee of \$1.00 per certificate and an RSPO fee of \$1.00 per certificate will be added to your purchase price when executed.

Bids & Offers

- Bid - Buy
- Offer - Sell

Place your offer

PALM OIL

Last trade: 2010 \$0.25 2011 \$0.75 2012 \$3.15 2013 \$9.00 2014 \$0.00

Which year would you like to trade in?

How many certificates are you offering?

What price would you like per certificate?

Place a new offer

Your available certificate quantities are:

2012: 0
2013: 0
2014: 0

Green Palm SUSTAINABILITY

Open Co-Certificates sold this Year: \$3.15 | Palm Kernel Oil Certificates sold this Year: \$21.50 | View our latest quarterly assurance

Home | About palm oil | What is Green Palm? | The system | How can I get involved? | Blog | Press | Downloads | FAQs | Contact us

Home > Co-Certificates > Redeemed certificate owners

Market Overview

- Double palm oil
- Double palm oil kernel
- Palm Kernel Equator
- Registered certificate owners
- Redeemed certificate owners
- Green Palm members
- Sponsoring members

View our online range of trading certificates

Sign our petition & show your support for sustainable palm oil production

Join the Green Palm programme now

Redeemed certificate owners

- A
- B
- C
- D
- E

Company Name	Year	Product	No of Certs
ECOFOLEY SA	2012	PALM OIL	80
ECOSTONE COMPANY LIMITED	2011	PALM KERNEL OIL	88
ECOSTONE COMPANY LIMITED	2011	PALM OIL	241
ECOSTONE COMPANY LIMITED	2010	PALM KERNEL OIL	42
ECOSTONE COMPANY LIMITED	2010	PALM OIL	217
ECOSUR	2011	PALM KERNEL OIL	792
ECOSUR	2011	PALM OIL	28
ERHARD VERKÖRERS TRUSTUR	2012	PALM OIL	28
ESTRELLA SMC	2011	PALM OIL	28
ESTRELLA AB	2012	PALM OIL	489
EUROCHIES S.P.A.	2012	PALM KERNEL OIL	47
EUROCHIES S.P.A.	2012	PALM OIL	49
EUROCHIES S.P.A.	2011	PALM KERNEL OIL	200
EUROCHIES S.P.A.	2011	PALM OIL	380
EUROPE SNACKS	2012	PALM OIL	270

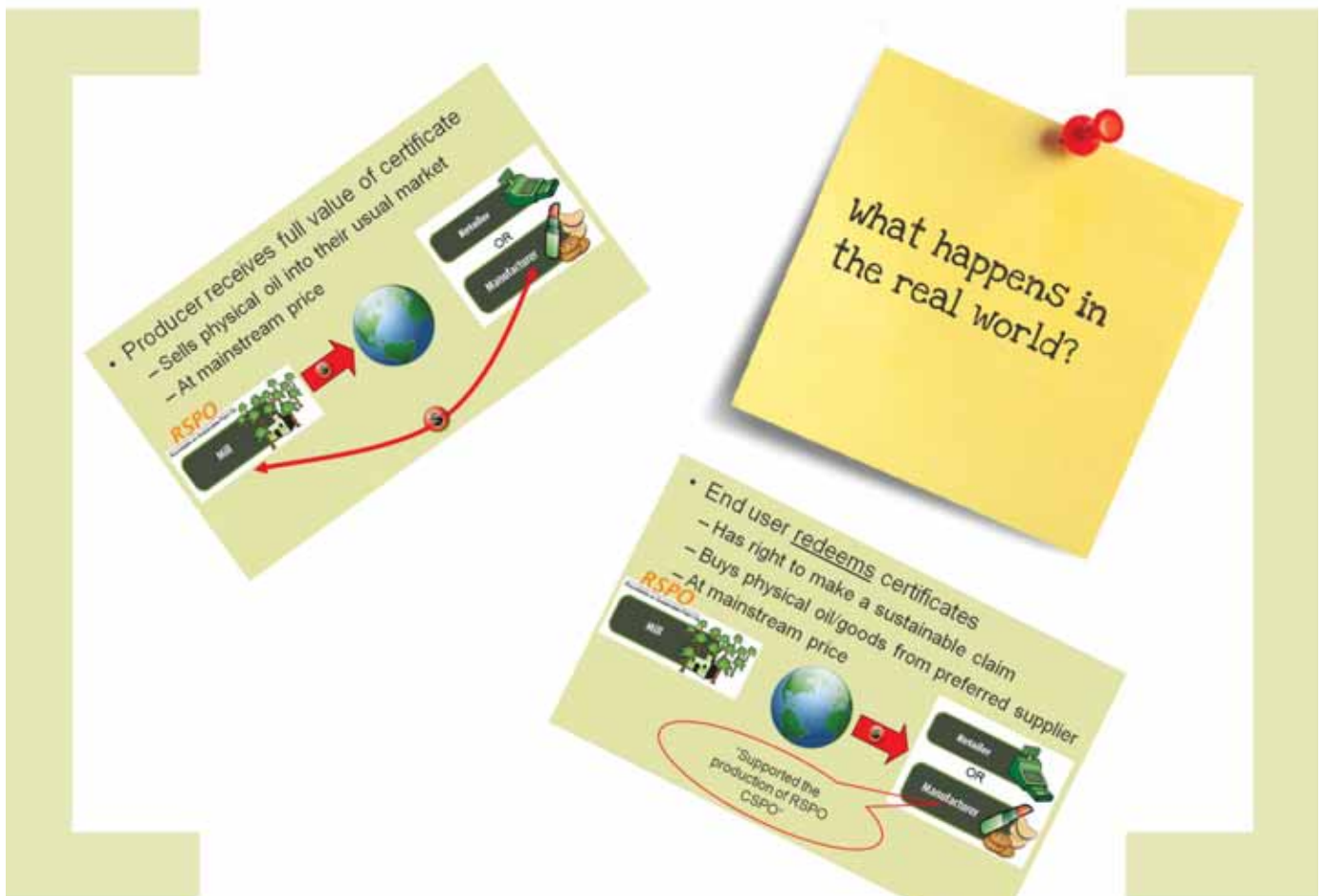
- F
- G
- H

Redeemed (cashed in their certificates)

- See all companies who can make claims

Claims

- Product XXX supports the production of RSPO certified palm oil
- Advance or Sponsors
- But **NOT** "it contains"
- Use the logo



- Producer receives full value of certificate
 - Sells physical oil into their usual market
 - At mainstream price



- End user redeems certificates
 - Has right to make a sustainable claim
 - Buys physical oil/goods from preferred supplier
 - At mainstream price



More information ?

RT10 Exhibition Floor Plan as of 12 October 2012



We are at Booth 15
look out for the
GreenPalm T-Shirts

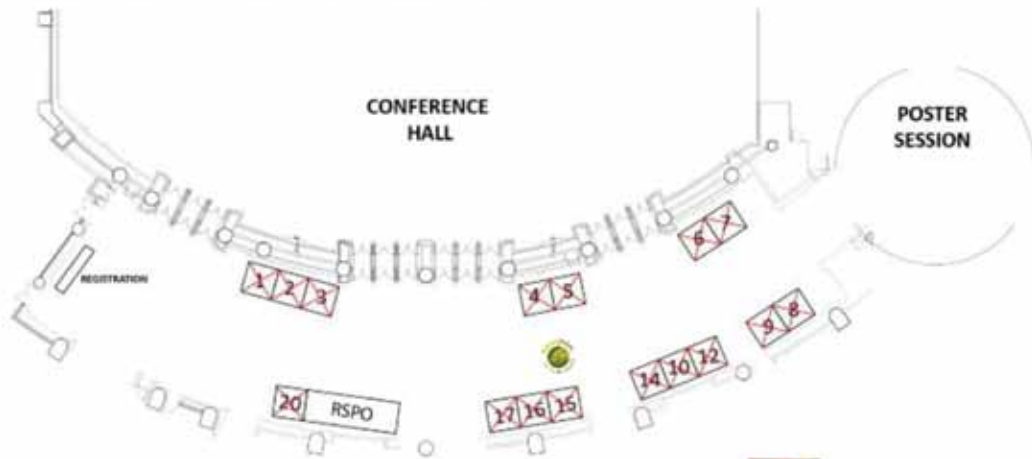


More information ?

RT10 Exhibition Floor Plan as of 12 October 2012



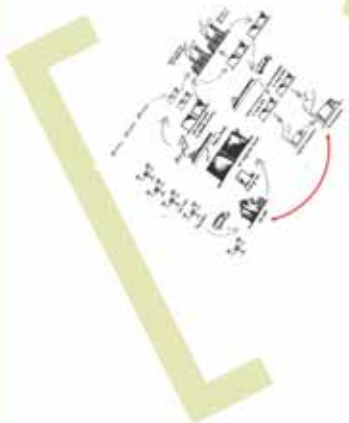
RT10 Exhibition Floor Plan as of 12 October 2012



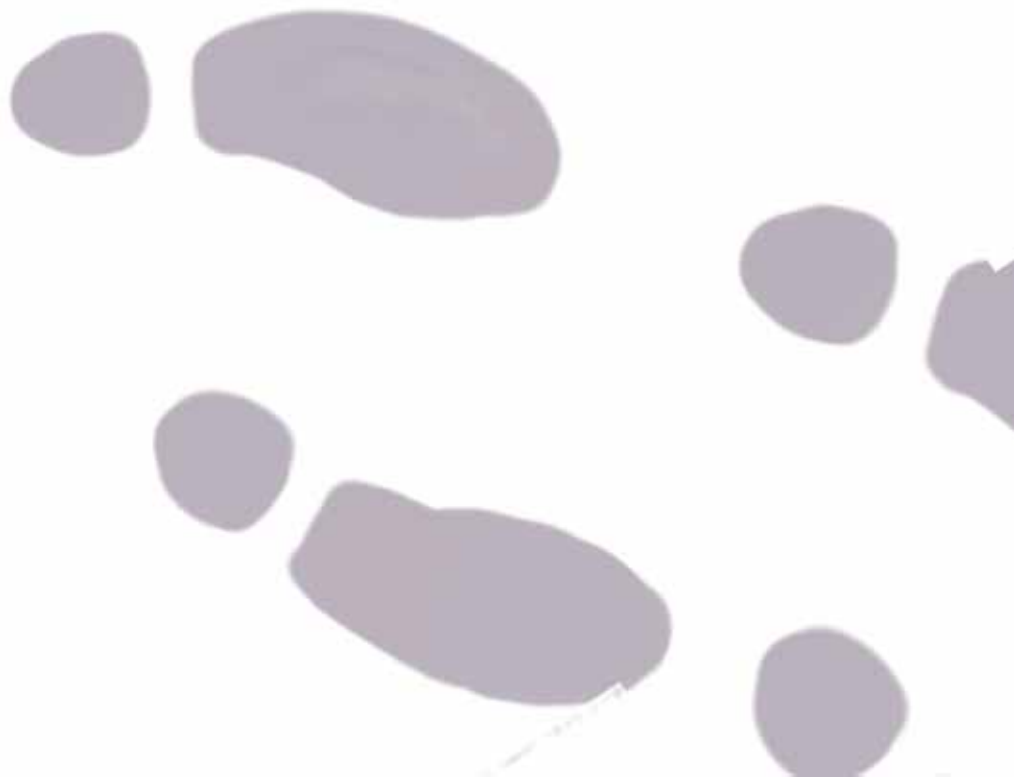
We are at Booth 15
look out for the
GreenPalm T-shirts



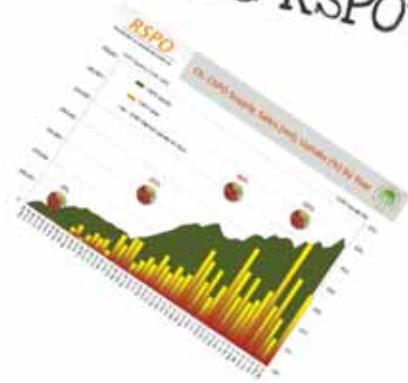
How Does GreenPalm Work?



- GreenPalm
- Web based
 - Available for everyone
 - Easy access
 - Clear
 - Robust



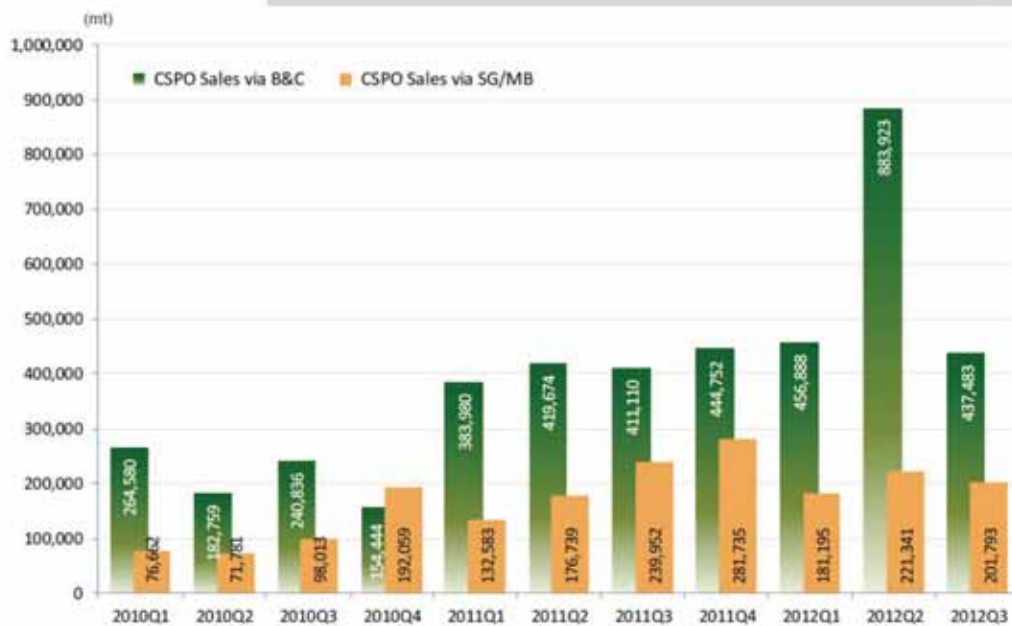
How has GreenPalm contributed to the RSPO?



RSPO

Roundtable on Sustainable Palm Oil

C5. CSPO Sales (mt) via SG/MB, B&C



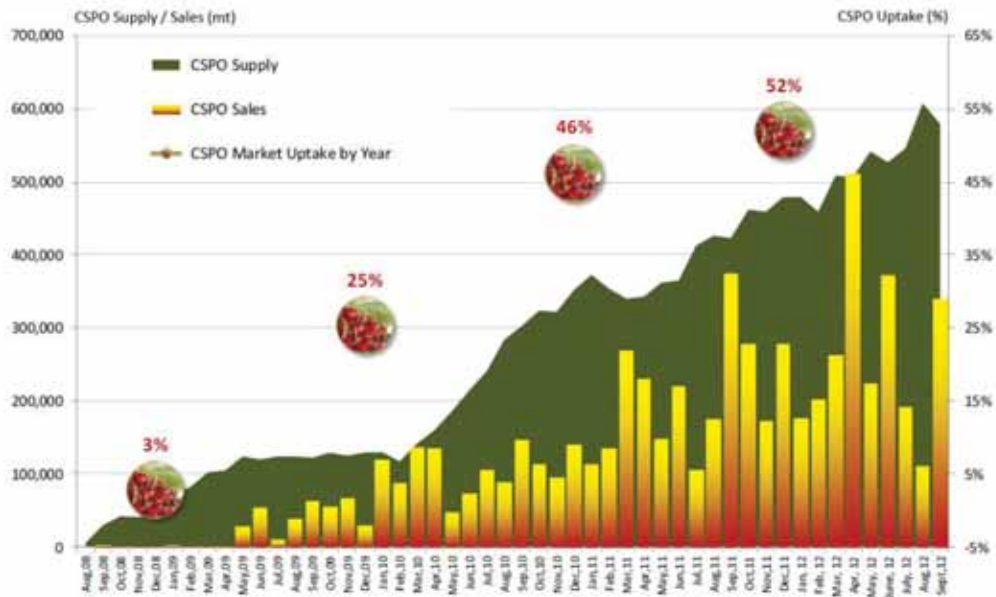
certified

d to LA

RSPO

Roundtable on Sustainable Palm Oil

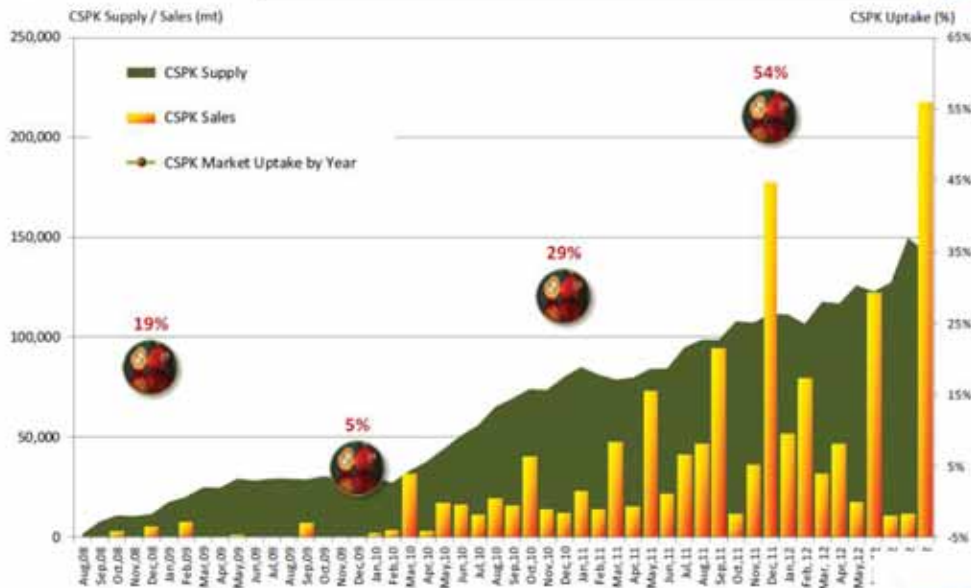
C6. CSPO Supply, Sales (mt); Uptake (%) by Year



RSPO

Roundtable on Sustainable Palm Oil

C7. CSPK Supply, Sales (mt); Uptake (%) by Year

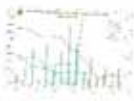


Reminder
Don't forget PKO!!

Benefits for the certified Growers



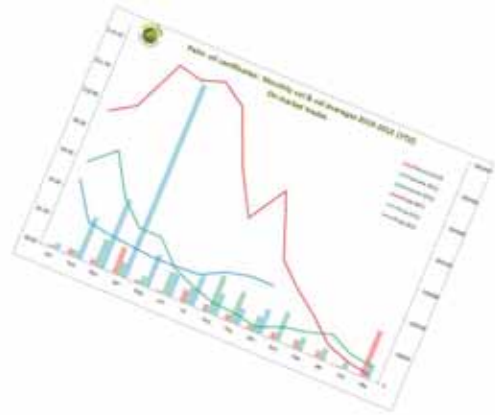
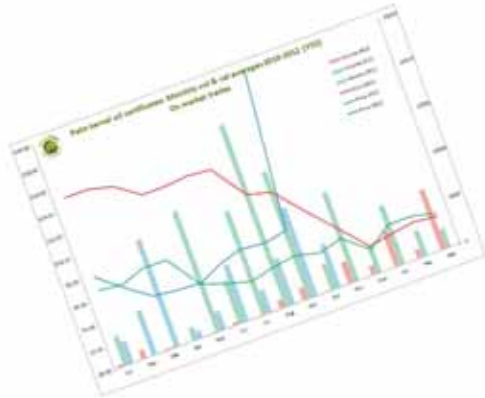
GreenPalm Market Data



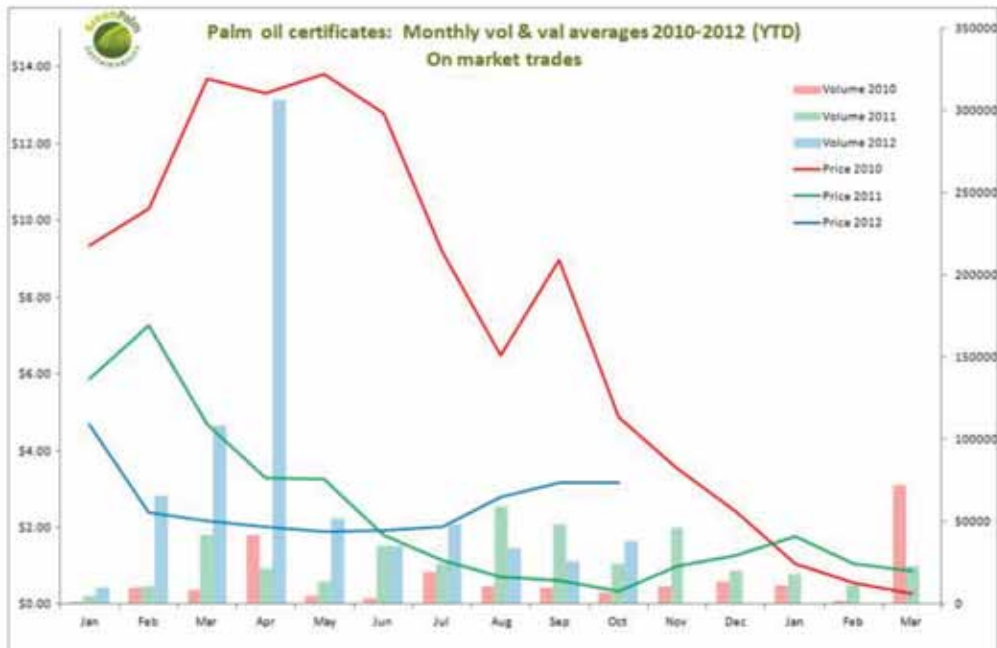
Benefit for Certified Grower



GreenPalm Market Data

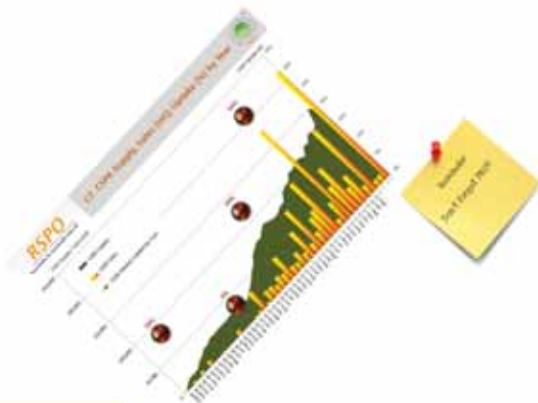
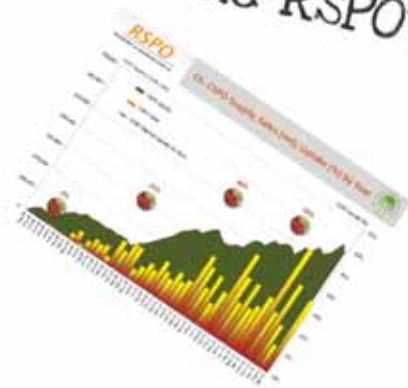


Market





How has GreenPalm contributed to the RSPO?



Benefits for the certified Growers

- Increased yield
- Higher price
- Lower risk
- More stable supply



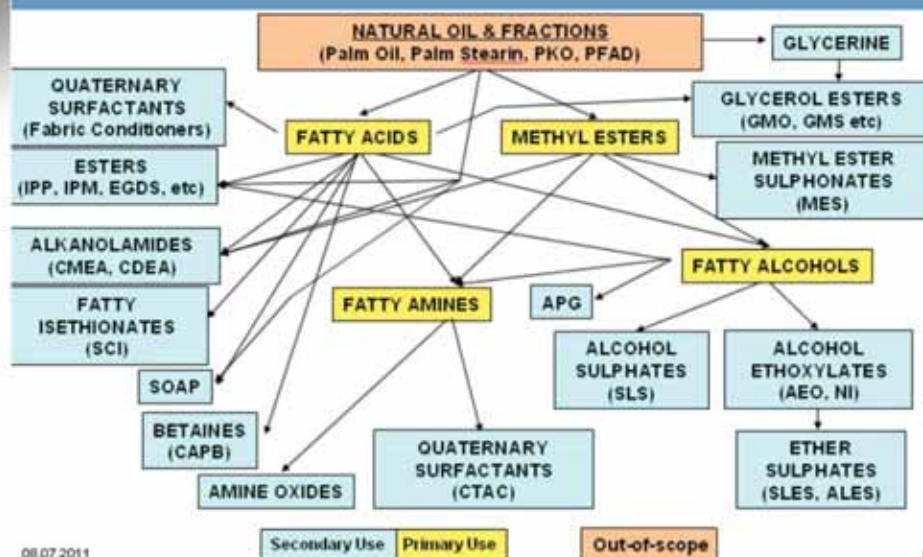
Derivatives

Hugely complex sector



Hugely complex sector

Oleochemical Derivatives



Independent Smallholders

• GreenPalm is the ideal supply chain solution to support remote smallholders

• Off Market Deals allow direct trade

• The first I.S certificates will be traded soon



→ **Johnson & Johnson**
FAMILY OF CONSUMER COMPANIES

• GreenPalm is the ideal supply chain solution to support remote Smallholders

• Off Market Deals allow direct trade

• The first I.S certificates will be traded soon



→ **Johnson & Johnson**

FAMILY OF CONSUMER COMPANIES

Scheme Smallholders

If producers can separate their
schemed/plasma certified volume
they can set up another account.

Cargill Hindoli have done just that

Registered certificate owners

Name	Year	Product	No of Certs
CARGILL - HINDOLI	2012	PALM KERNEL OIL	5,490
CARGILL - HINDOLI	2012	PALM OIL	57,346
CARGILL - HINDOLI	2011	PALM KERNEL OIL	5,300
CARGILL - HINDOLI	2011	PALM OIL	35,000
CARGILL - HINDOLI	2010	PALM KERNEL OIL	4,816
CARGILL - HINDOLI	2010	PALM OIL	19,929
CARGILL - HINDOLI	2009	PALM KERNEL OIL	60
CARGILL - HINDOLI	2009	PALM OIL	33,601
CARGILL - HINDOLI (SMALLHOLDERS)	2012	PALM KERNEL OIL	10,852
CARGILL - HINDOLI (SMALLHOLDERS)	2012	PALM OIL	78,202
CARGILL - HINDOLI (SMALLHOLDERS)	2011	PALM KERNEL OIL	7,998
CARGILL - HINDOLI (SMALLHOLDERS)	2011	PALM OIL	32,316
CARGILL - HINDOLI (SMALLHOLDERS)	2010	PALM KERNEL OIL	2,143
CARGILL - HINDOLI (SMALLHOLDERS)	2010	PALM OIL	20,167
CARGILL - HINDOLI (SMALLHOLDERS)	2010	PALM KERNEL OIL	10,000

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Cargill Hindoli have done just that

Registered certificate owners

• C

Users Table

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CARGILL - HINDOLI (SMALLHOLDERS)	2010	PALM KERNEL OIL	10,000

New emerging
markets



Sm
En





Small/Medium Enterprises

- GreenPalm supports all sizes of organisation
- From the scale of Unilever
- To a small manufacturer producing for a retailer
- New GreenPalm category created for SME
- One off \$250 membership fee. Max. purchase 25 certificates.

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Derivatives

Independent
Smallholders

Scheme
Smallholders

New emerging
markets

Small/Medium
Enterprises



Thank - you

Bob Norman
General Manager
GreenPalm



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 greenpalmoil
 Connect with us

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