

EUROPEAN ROUNDTABLE
JUNE 12-13 2017 | LONDON



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**European
Palm Oil Alliance**

RECEPTION PARTNER

CRODA

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EXHIBITORS



ZSL
**LET'S WORK
FOR WILDLIFE**



RSPO PALMTRACE TRAINING FOR BUYERS OF RSPO CREDITS



RSPO PalmTrace

For Buyers of RSPO Credits



Lisa Schaller
UTZ

12 June 2017, London

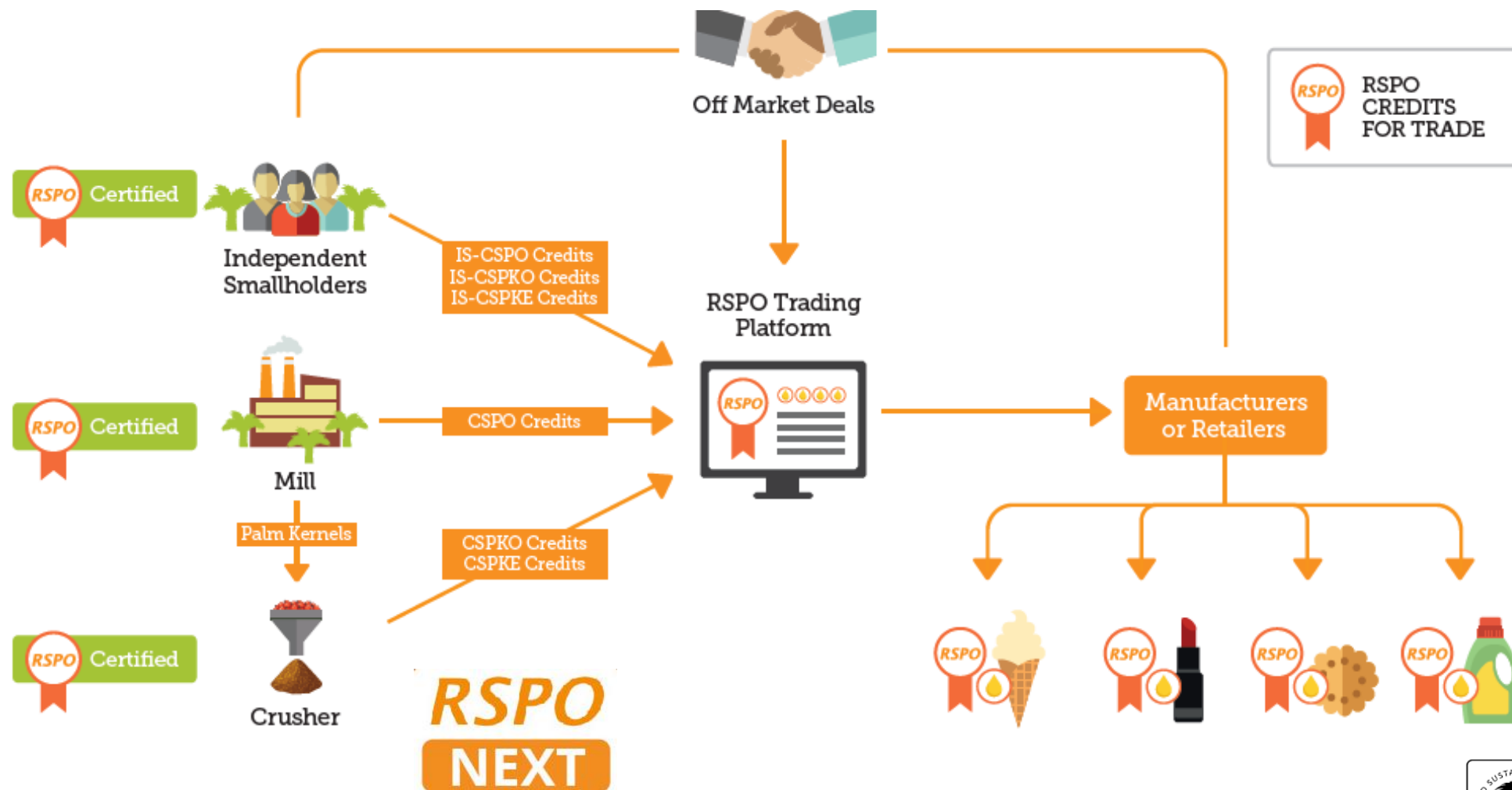


Have you already bought
RSPO Credits?

TOPICS



- How does Book and Claim work?
- Which different credit types are there?
- How can I buy RSPO Credits?
- What are the prices for RSPO Credits?
- Q&A



1 RSPO Credit = 1 MT



Which type of credit
should I buy?

I want to buy RSPO Credits to cover non-certified palm oil stearin in my margarine.

Which ones do I need to buy?

- A. CSPO Credits
- B. CSPKO Credits
- C. IS-CSPO, IS-CSPKO or IS-CSPKE Credits
- D. CSPO or IS-CSPO Credits

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The type of credit you should buy depends on the palm ingredient your product contains.

- Palm Oil-derived:

CSPO or IS-CSPO



- Palm Kernel Oil-derived:

CSPKO or IS-CSPKO



- Palm Kernel Expeller:

CSPKE or IS-CSPKE





Where do the credits
come from?

How do credit sellers get the RSPO Credits which they can offer on the market?

- A. Credit sellers can **add as many credits as they want** to their RSPO PalmTrace account and trade them.
- B. The certification body gives the credit sellers a **certified volume**. This can be used either for physical sales or for credit trading.
- C. Credit sellers must **buy volume**. This volume can then be used either for physical sales or for credit trading.

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Mills and Independent Smallholders get a certified volume by their CB in RSPO PalmTrace.



CSPO & CSPK

IS-CSPO, IS-CSPKO & IS-CSPKE

Crushers need to buy CSPK and convert it in RSPO PalmTrace.



CSPKO & CSPKE



How much are the
credits?

MARKET INFORMATION



See the latest market information on the [RSPO Website](#)

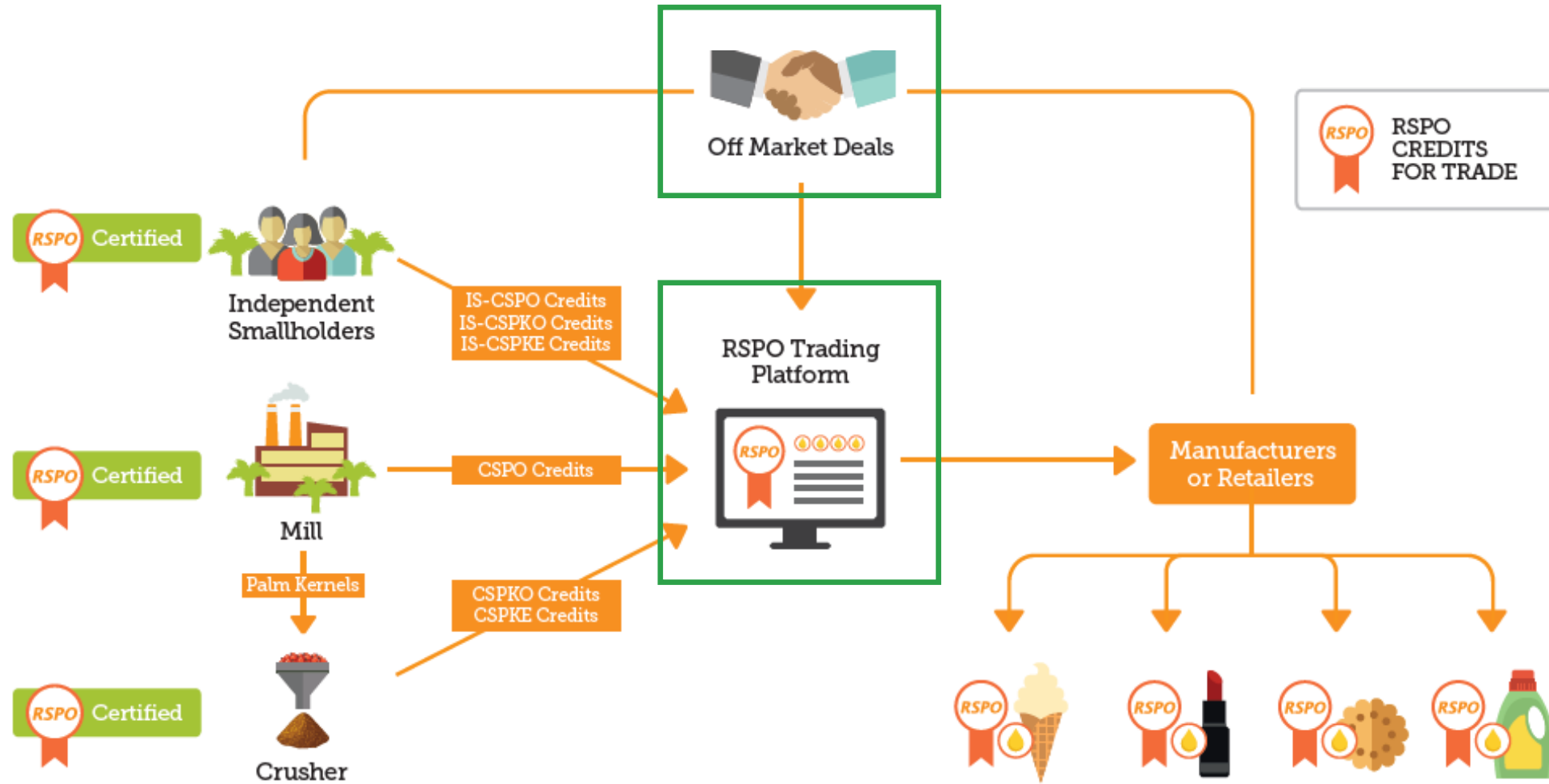
MARKET INFORMATION						
<div>CSPO CSPKO CSPKE IS-CSPO IS-CSPKO IS-CSPKE</div>						
Orderbook ?						
bid			offer			
CSPO		USD / CSPO		CSPO		
<div></div>	2,375	2.25	2.80	855	<div></div>	
<div></div>	2,500	1.95	2.85	5,600	<div></div>	
<div></div>	1,020	1.90	2.90	2,000	<div></div>	
<div></div>	2,500	1.85	2.99	3,226	<div></div>	
<div></div>	500	1.50	3.00	5,357	<div></div>	
<div></div>	75	1.00	3.10	3,500	<div></div>	
<div></div>	-	-	3.15	3,000	<div></div>	
<div></div>	-	-	3.20	2,000	<div></div>	
<div></div>	-	-	3.70	2,888	<div></div>	

9 June 2017



How can I buy
RSPO Credits?

ON MARKET TRADE & OFF MARKET DEALS



ON MARKET TRADE



- Place a bid on the marketplace anonymously
- Indicate the price per credit
- Be matched with a seller automatically
- Identity of seller known upon match

OFF MARKET DEAL



- Make deals with your preferred credit sellers
- Report the OMD in RSPO PalmTrace
- Seller needs to confirm the OMD





How about the payment?

INVOICES



- Invoice created upon match / confirmation of OMD
- Sent by email
- Payment term 14 days
- Upon payment, UTZ forwards money to credit seller
- Invoice includes price for credits plus fee

FEES



Additionally to the credit price, **credit buyers** pay:

CSPO: USD 1.45 / RSPO Credit

CSPKO: No fee

CSPKE: USD 1.45 / RSPO Credit

IS-CSPO: USD 1.45 / RSPO Credit

IS-CSPKO: USD 1.45 / RSPO Credit

IS-CSPKE: USD 1.45 / RSPO Credit

Credit sellers always receive the full price of the credits.



Now I want to use my
RSPO Credits!

CLAIMING



- RSPO Credits can be purchased at any moment of the year to cover past or future use of oil palm products
- Validity of RSPO Credits is 1 year from purchase

Example: You buy credits in June 2017. Until June 2018 you can decide what to use (claim) them for.

This could also be a product produced **before June 2017** or **after June 2018**.

- No re-selling of credits possible
- Buyers must be audited when claiming 500+ credits / year

CLAIMING



- Claiming document contains information on the mill(s) / independent smallholders the credits originate from
- RSPO Credits of crushers will contain traceability information on mills associated to the crusher's supply chain
- Claiming document to be shown to auditor



Yes!
Please set me up in RSPO
PalmTrace!

SET-UP



To start buying RSPO Credits, you need to...

1. Be a member of the RSPO
2. Be [registered](#) in RSPO PalmTrace
3. Set up UTZ as a supplier for payments
4. Fill in the [set-up form for buyers](#)
5. Accept the Terms & Conditions



Need help?

- Read the [manual for credit buyers](#)
- Contact our support team via
 - Phone: +31 (0)20 820 8968
 - Email: palmoil.support@utz.org
 - Live Chat on the PalmTrace website
- For questions on certification and the business rules, please contact the RSPo Secretariat at info.eu@rspo.org



Questions?



THANK YOU

For questions on RSPO PalmTrace, please contact our support team via palmoil.support@utz.org
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