



Palmoil in food applications, going forward

Caroline Sikking, Sustainability Manager
Cargill Refined Oils Europe
Berlin, March 1 2012

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Cargill

- > Agrimultinational
- > Family owned
- > 1200 sites, 142 000 employees, 66 countries
- > Sales > 100 bln dollar
- > Headoffice in Minneapolis, USA
- > Food ingredients, agriculture and riskmanagement services



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Cargill

Germany

> 1700 employees and 15 sites

> Products:

- Refined Oils
- Grains and oilseeds
- Cocoa and chocolate
- Feed
- Meat
- Texturizers
- Flavours
- Sugar
- Etc.



Cargill's presence in tropical oils

2 plantations in Indonesia
world wide trade of palmoil



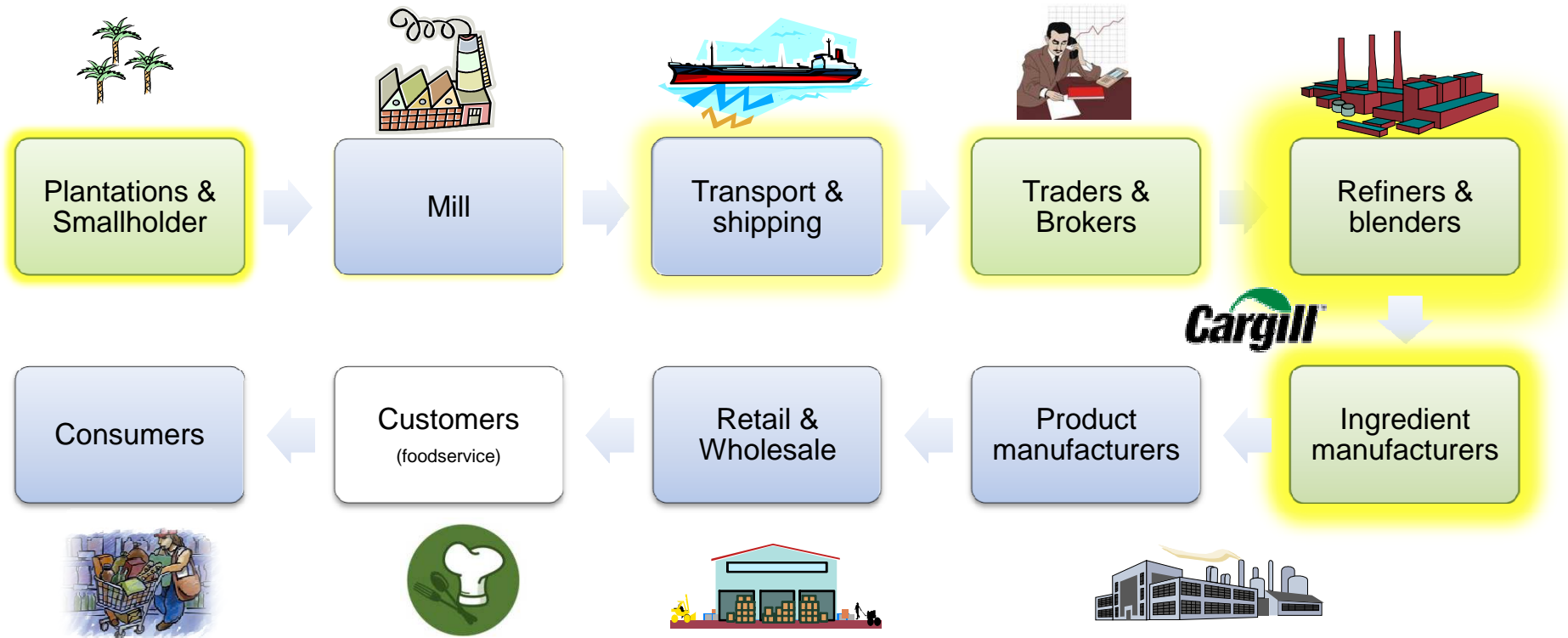
★ Refining plants
★ Crush plants

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Our position and responsibility in the supply chain



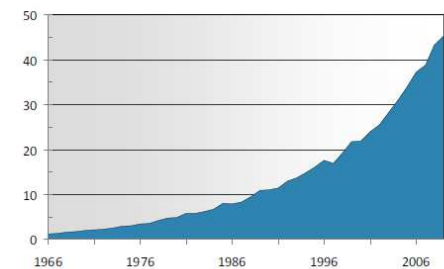
Palm oil

- World's most used vegetable oil, 51 mio mt
- Continuously growing demand
- (Small) ingredient in many different food and non food products
- Highest yield per ha, good income source for producing countries
- EU imports 12% of world wide share
- Concerns about expansion, CO₂, protection of HCVF, species...



X 1 million tonnes

World palm oil production has grown rapidly

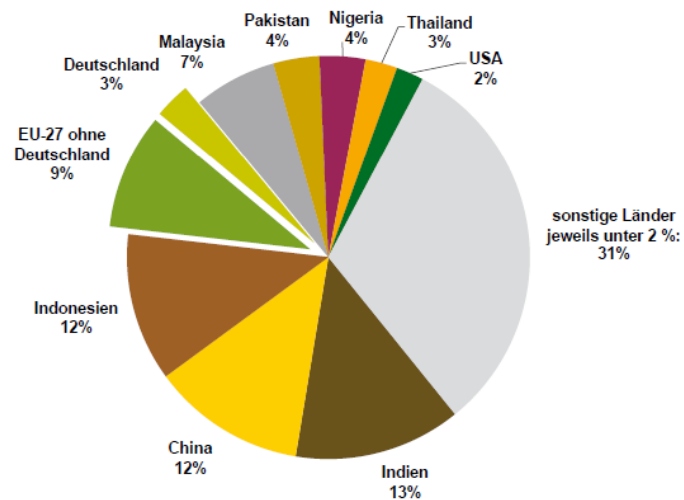


Palm oil use in Germany

Verbrauch
Palm- und Palmkernöl weltweit 2010

OVID
VERBAND DER ÖLSAATEN-
VERARBEITENDEN INDUSTRIE
IN DEUTSCHLAND

51,7 Mio. t



© OVID 2011
Quelle: Oil World

Use in Germany ca. 1,3 Mio mt:

- 3% of world volume
- 25% of European volume

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Why do we use palm in food?

- > Product characteristics,
 - structure and taste
- > Large scale accessible, entire year
- > Highest yielded vegetable oil
- > Economic available



What is the impact to our food customers?

- > Negative image of palm because of issues
 - > Health
 - > Environment
 - > Social
- > No association with disputable palm oil, so.....



What did we buy?



Is there an alternative?



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The solution

- > Sustainable palm oil
 - RSPO standard



RSPO today: Key figures

- Voluntary standard, multi stakeholder approach
- > 750 members along the entire value chain
- 1,1 mln ha of land certified
- 135 certified palm oil mills
- Production capacity crude palm oil: 5,6 mln mt/a
- Production capacity crude palm kernel oil: 1,3 mln mt/a
- 144 production facilities supply chain certified
- 74 members in Germany
- Market uptake 58%



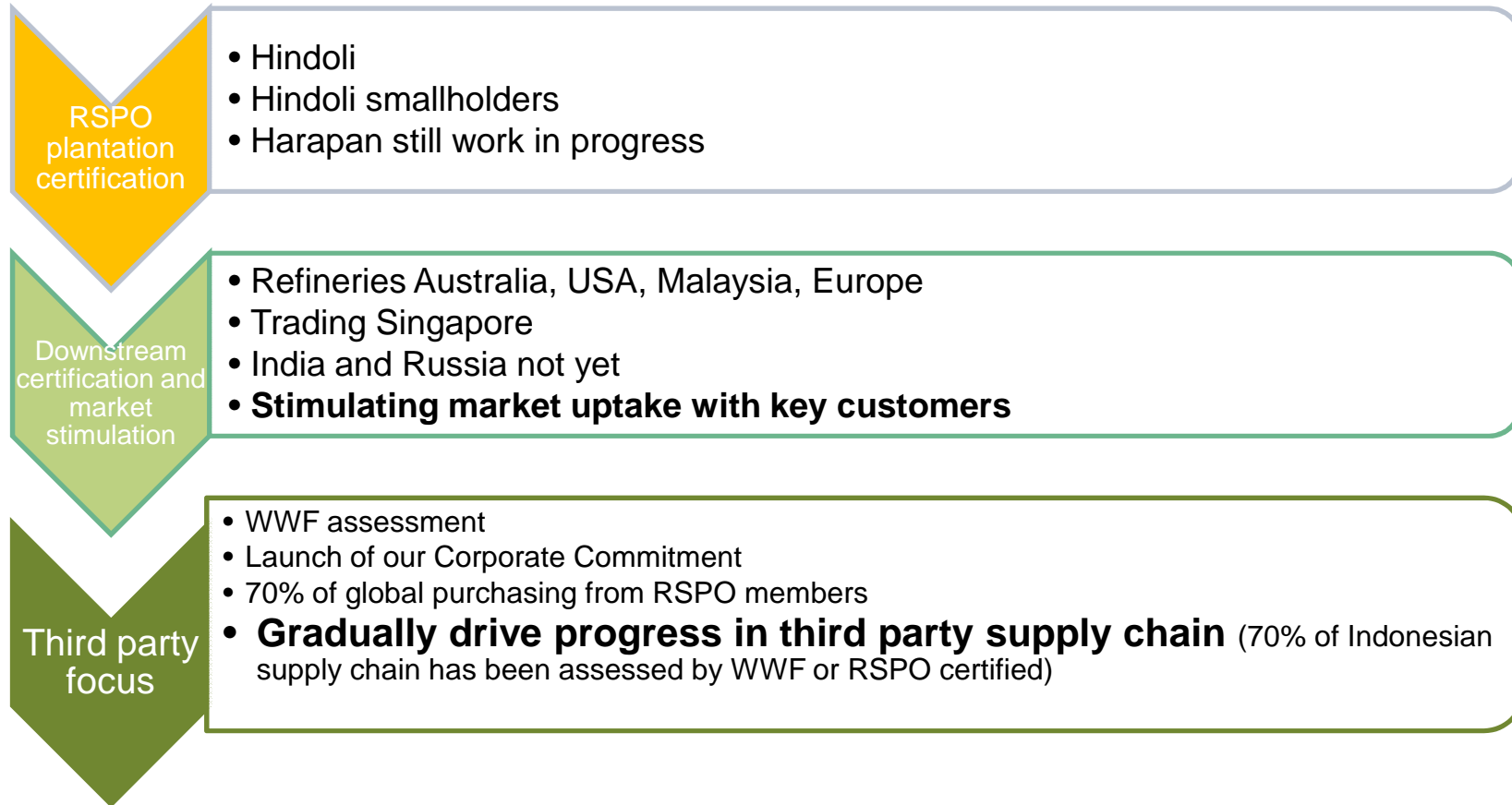
First commodity with this certification speed !

Cargill's commitment to Sustainable Palm

**Our goal is to have a 100%
RSPO certified supply
chain by 2020**



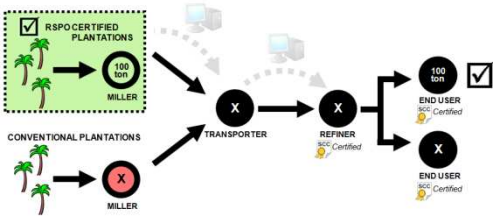
Cargill's progress



Challenges

- > Market uptake still hesitating
 - Frustration at growers end
 - Frustration at refineries that invested
 - Limited willingness to pay for additional costs for segregation in supply chain
- > Traceability is only possible through segregation
- > Focus EU, USA and Australia
 - China and India longer term
- > Economic accessibility is key criterion for success across the globe

Options and requirements


Trade Option	Requirements
<h2 data-bbox="178 440 506 505">Segregated</h2> 	<ul style="list-style-type: none"> RSPO membership RSPO supply chain certification Buy RSPO certified material with your supplier Report all trades in Utz online monitoring system
<h2 data-bbox="178 850 575 915">Mass Balance</h2> 	<ul style="list-style-type: none"> RSPO membership RSPO supply chain certification Buy RSPO certified material with your supplier Report all trades in Utz online monitoring system
<h2 data-bbox="178 1175 562 1240">Book & Claim</h2>	<ul style="list-style-type: none"> Greenpalm/RSPO membership Buy Greenpalm certificates via GreenPalm Platform

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The RSPO trademark



RSPO system	TM	TAG	Statement
IP, SG		CERTIFIED	'Contains certified sustainable palm oil. www.rspo.info '
MB		MIXED	'Contributes to the production of certified sustainable palm oil. www.rspo.info '
B&C			'Contributes to the production of certified sustainable palm oil. www.rspo.info '

 = Mandatory in product claims that face consumers

Tips for RSPO implementation

- > Sustainable palm oil is available!
- > Start pragmatic
- > Different products, different companies have a different approach
- > Use of the multiple supply chain options is possible
- > Not all products will be segregated available at affordable levels
- > Mass balance is a good start
- > A responsibility of all stakeholders in the chain

Let's do it together!



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For more information:
<http://www.cargill.com/corporate-responsibility/pov/palm-oil/index.jsp>