

GreenPalm

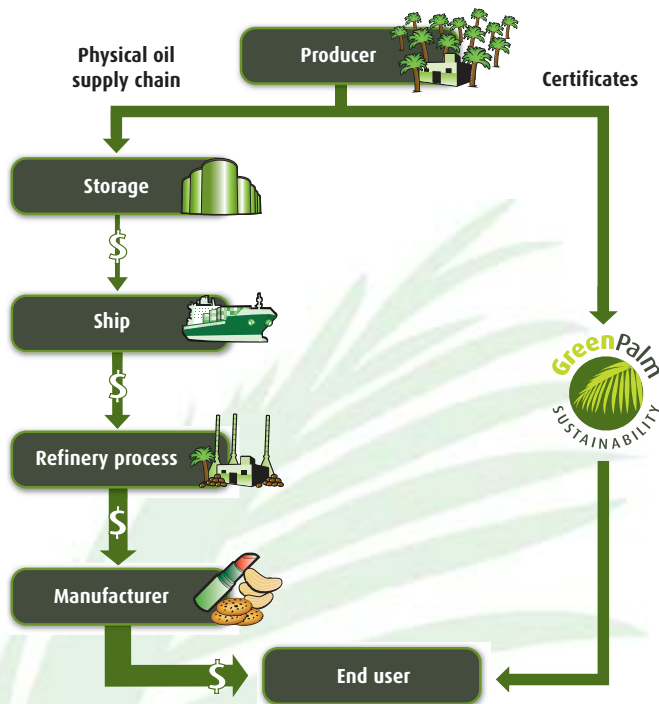


Who should buy GreenPalm certificates and make a claim?

Q. Who should buy GreenPalm certificates?

A. The manufacturer of the final end user product is responsible for purchasing GreenPalm certificates. As the owners of the certificates they are the only ones who can make the claim that their business/brands support the production of sustainable palm oil. Claims can't be transferred, except for the example given in the next question.

The advantage of GreenPalm over full segregation and traceability



Q. I manufacture own-label products for a major retailer. They have asked me to buy GreenPalm certificates on their behalf. Is that acceptable?

A. Yes, this is allowed under the GreenPalm rules and is dependent on retailers' individual policies. In this instance both the retailer and the own-label manufacturer can then claim support of certified sustainable palm oil with respect to those products.

The alternative is the retailer itself can calculate the quantity of palm oil ingredients it is likely to sell, across all of its products, and purchase GreenPalm certificates itself to cover its annual usage.

Q. I manufacture food ingredient products. Can I or should I buy GreenPalm certificates?

You can, however the claim can't be passed on down the supply chain.

If each party in the supply chain were to make claims with respect to the same quantity of certified sustainable palm oil, claims would become multiplied. It is essential to maintain the honesty and integrity of the GreenPalm programme; multiple claims for the same volume of material could undermine trust in the system.

Of course, you can still purchase GreenPalm certificates for your own CSR and sustainability statements, and many businesses do, but you may not transfer such a claim with your products to customers.

Q. We have a number of brands/products in our portfolio. We have identified the palm oil content in some of our products but require further investigation on others. Do I have to buy certificates to cover all my products?

No, you can buy certificates for a select brand. Simply calculate the amount of palm oil used annually in that particular product and purchase certificates to cover that usage. Any claim to the market/customers must be specific to that particular product/brand.

For further information, please visit our website or get in touch: www.greenpalm.org

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