



Working group case Palm oil

Lessons learned, insights and recommendations

Compliance met de mededingingsregels

Als deelnemers aan dit overleg/deze bijeenkomst, moeten we rekening houden met de mededingingswet- en regelgeving. Dit betekent onder meer dat we:

- met elkaar publiek beschikbare informatie alsmede niet concurrentiegevoelige informatie mogen bespreken en delen/uitwisselen, maar dat we géén concurrentiegevoelige informatie met elkaar mogen bespreken of delen/uitwisselen.

Concurrentiegevoelige informatie= strategische informatie dat de onzekerheid over toekomstig handelen/marktgedrag van een concurrent of concurrenten wegneemt. Voorbeelden daarvan zijn:

- Prijzen en prijsaspecten (bijv. actuele prijzen, kortingen, restituties, berekeningsmethoden)
- Prijsstrategieën of geplande prijswijzigingen (stijging/daling)
- Andere handelsvoorwaarden
- Kostenstructuren, winstmarges, capaciteit en productie
- Toekomstige bedrijfs-, overname- investerings-, product- of marketingplannen
- Inkoop- of aanbestedingsplannen of andere commerciële strategieën
- Omzetvolumes of -cijfers, verkoopquota of marktaandelen
- Interne technologische ontwikkelingen
- Individuele relaties met klanten of leveranciers, inclusief de status/inhoud van (jaarlijkse) onderhandelingen

Informeer s.v.p. de voorzitter van het overleg/bijeenkomst als u weet of het idee hebt dat hetgeen besproken wordt concurrentiegevoelige informatie betreft.

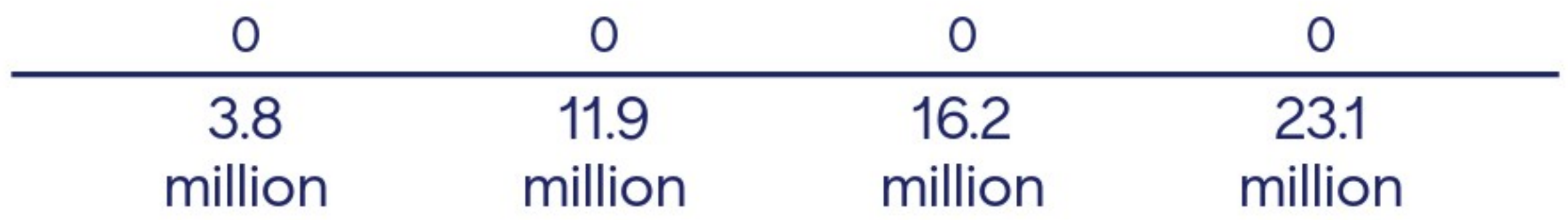
What is the first word that comes in mind when you think of palm oil?



Which products contain palm oil?



How many people work in the palm oil sector in Indonesia?



The Netherlands is the number ... palm oil importer in the world, and the number ... exporter in the world

0	0	0	0	0	0	0	0
1	2	3	4	1	2	3	4



what is true about palm oil?

0

An oil palm
can grow up
to 15 meters
high

0

Palm oil
production
is cheap
and efficient

0

Palm oil is
unhealthy

0

Palm oil is
solid at
room
temperature



Palm oil: building the case

Parties: PME, PMT, Pensioenfonds Detailhandel, Rabobank Pensioenfonds, Oxfam Novib, FNV and the Ministry of Foreign Affairs

Pension funds: dialogue with the companies as shareholders of three companies involved: a buyer, a supplier and a subsidiary

NGO and Trade union: provide insights (through local partners) of the workers on the palm oil plantations & communities and their rights.

The government: contact with Indonesian Embassy





Identified risks

Risks in the palm oil chain - environmental and social:

- Deforestation and biodiversity loss
- No protection of local communities and no free prior and informed consent (FPIC)
- Lack of trade union rights: freedom of association and collective bargaining
- Lack of freedom of speech
- No living wage
- Gender inequality
- Unhealthy and unsafe workplace

Key insights & Lessons learned

1. Set clear criteria for selection of target companies, multiple pension funds that are investing increases leverage
2. NGOs and trade unions on the ground provide local perspective on risks and legislation, bringing more depth to the engagement discussions
3. Shareholders' influence is no guarantee of success; Investors were generally dissatisfied with the progress made by the supplier
4. Engaging with actors along the palm oil supply chain added value to case
5. Important to have trust and understanding amongst all parties



Recommendations for future cooperation

1. Before starting the cooperation: clarify roles, responsibilities, expectations and desired outcomes. Openly discuss the limitations, capacities and responsibilities of the parties.
2. Work from a common interest and wider-understood agenda, with ambitions adjusted to time and capacity available. Monitor expectations periodically.
3. During set-up phase discuss (escalation) strategy in case engagement results are limited, including questions on: expectations on progress? how/when to escalate?



Personal reflections

- Personal experiences and insights from parties involved
- Questions and discussion



Thank you for your attention!

