

## Proforest's consultancy services

The private sector is central to the production and sourcing of agricultural and forest commodities. The rapid increase in the number of companies making public commitments to sustainability provides an exciting opportunity for long-term transformation of commodity production.

We have more than 15 years of experience supporting companies throughout the supply chain to implement their sustainability commitments. We have worked with more than 1000 supply chains in over 40 countries across a range of commodities that includes timber, palm oil, sugar, soy, rubber, beef and leather, pulp and paper.

**Proforest's mission is to help people to produce and source natural resources sustainably.**

### How we work

We help companies with both responsible sourcing and production. Our approach is focused on practical measures to support the implementation of better practices on the ground.

**Responsible sourcing** means understanding where products come from (traceability) and ensuring that they were produced responsibly (responsible production). Proforest's responsible sourcing approach supports companies with both. We undertake supply chain mapping, risk assessments of suppliers, verification visits to mills and producers, and action planning to address gaps.

**Responsible production** covers both the establishment of new areas for agricultural or forest production and the management of existing production areas.

- **Expansion** is one of the highest risk areas in commodity production. It has potential for major negative impacts on communities and ecosystems. Proforest supports companies to plan responsible expansion that meets the standards of investors such as IFC and certification scheme requirements including RSPO's New Planting Procedure.
- **Existing production** areas may need improved management in order to meet certification standards, responsible sourcing policies or investment guidelines. We support companies to understand the requirements, carry out baseline assessments, help develop action plans to address issues, and monitor progress. With partners we also provide training and support to implement better practices.



### A unique perspective

Proforest is a unique non-profit group that works through a combination of consultancy services and programmes.

Through our consultancy services we work directly with companies, supporting them in their transition to better practices.

Our programmes build the enabling environment and address key barriers to better practices by fostering awareness of the issues, and building local capacity and ownership of sustainability initiatives.

By combining these two approaches we are uniquely placed to help bridge the gaps between business, governments and civil society, and to develop practical approaches to responsible production and sourcing that can help transform commodity sectors.



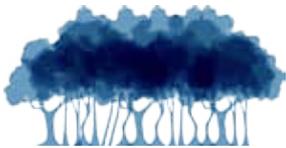
## What we do

Implementing sustainability commitments in practice can be deeply challenging. Many companies lack skills and experience, and are unsure where to start and how to implement complex commitments. Resulting poor performance slows progress towards more sustainable practice, which leaves them vulnerable to public criticism.

Across the supply chain, from production to retail, a few examples illustrate how our consultancy services are supporting more responsible production and sourcing of commodities.

### Supporting production

Proforest works with producers of palm oil, rubber, sugar and other commodities to carry out High Conservation Value (HCV) and High Carbon Stock (HCS) assessments that can guide responsible expansion. For example, Proforest has carried out HCV assessments for Olam Palm Gabon's concessions, which involved data collection (botanical, faunal and socio-economic surveys), data analysis, and local and national-level consultation. We have also piloted combined HCV-HCS assessments for Cargill's suppliers in Papua New Guinea.



### Ensuring traceability

We help a range of manufacturing and processing companies to trace their supplies of palm oil, sugar, soy, pulp and paper, back to mills and producers. For example, we support AAK, a global leader in specialty oils and fats, in three main areas: validation of traceability, risk assessment of origins and suppliers, and mill-level verification assessments for higher risk mills. With Proforest's support, AAK has achieved close to 100% traceability of its palm oil to mill, enabling them to work with mill suppliers to ensure its policy commitments are met on the ground.



### Engaging suppliers

Proforest supports manufacturers' engagement with their suppliers to improve standards in production and mills. We have worked with Nestlé on their sugar sourcing for five years: supporting the company's on-going supply chain verification process, and their work with suppliers to improve production standards. In Mexico, with the help of our local partner, we are engaging Nestlé's suppliers in a process of continual improvement in key areas including labour practices, biodiversity protection and chemical management.

### Working with retailers

We work with retailers to develop their public commitments, and trace commodities within their long, complex and varied supply chains. Since 2015, we have been supporting Target, one of the largest discount retailers in the US, to implement their commitment that all palm oil in their own-brand products will be fully traceable and sustainably sourced by 2018. Our support includes policy development, assessing palm oil volumes within their supply chain and supply chain mapping.



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