

## Particulars

<b>Organisation Name</b>	BNP Paribas
<b>Corporate Website Address</b>	http://www.bnpparibas.com
<b>Primary Activity or Product</b>	Finance
<b>Related Company(ies)</b>	None
<b>Country Operations</b>	Australia, Algeria
<b>Membership Number</b>	5-0013-11-000-00
<b>Membership Type</b>	Ordinary Members
<b>Membership Category</b>	Banks and Investors
<b>Primary Contacts</b>	Laurence Pessez <b>Address:</b> 21 boulevard Haussmann Paris France 75009
<b>Person Reporting</b>	Fischer Séverin

## Related Information

### Other information on palm oil:

Information on the application of our investment and lending policy in palm oil sector can be found on page 92 of our 2013 CSR Report (see [Click here to visit the URL](#))

<b>Reporting Period</b>	01 July 2012 - 01 July 2013
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## Banks and Investors

### Operational Profile

#### 1. Main activities within finance

- Private Banking
- Corporate/ Business Banking
- Retail Banking
- Global Banking
- Treasury
- Investment/ Equity
- Trade Finance
- Structured Finance
- Capital Markets
- Internet Banking/ E-Banking
- SME Banking

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**Other**

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### Operations in Palm Oil

#### 2. What are the various types of financial services to the oil palm sector provided by your organization?

- Trade solutions
- Lending/ Loans
- Leasing
- Treasury products
- Cash management products
- Investments
- Insurance
- Other

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**Other:**

Bond Emissions

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#### 3. How large is your investment/financial interest in the palm oil sector?

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#### 4. What geographic regions do you operate in for the palm oil business?

- Asia
  - Africa
  - Europe
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**5. Which different sectors do you have the relationship with?**

Growers  
Traders  
Refiners

**6. Number of engagements with palm oil organizations within the reporting period**

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**Palm Oil Policy****Lending or investment policy on palm oil**

[F-Lending-Policy.pdf](#)

For administration purpose, attachment files are renamed automatically

**7.1. If Yes, does this policy only cover palm oil growers?**

No

**7.2. If your palm oil policy covers other sectors please list them**

■ Other

**Other:**

Our policy applies to companies directly involved in the upstream or downstream palm oil value chain and for which it represents a significant part of their activities. Upstream companies refer to palm oil plantations and mills, whereas downstream companies refer to refiners and traders. Other companies further down the value chain (ingredients and products manufacturers and retailers) are not in the scope of such policy.

**7.3. Does the policy on palm oil make specific reference to RSPO certified sustainable palm oil and/or RSPO certification?**

Yes

**8. Do you require your customers to be RSPO members?**

No

**9. Do you require your customers to have a public Time-Bound Plan for 100% RSPO certification?**

Yes

**10. What measures do you take if a client is not meeting the requirement of your policy on palm oil?**

A dialogue is implemented with the client in order to ensure that a correction plan with short deadline in order to meet with our binding criteria.

If the client can not answer properly to our questions and show lack of consistency in his sustainable strategy, we have to refuse lending or investing engagements.

**11. Number of lending engagements refused due to non-compliance with your banks' palm oil policy during the reporting period**

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**12. Number of customers that have joined the RSPO as a result of engagement in the reporting period**

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**Time-Bound Plan**

**13. Date by which you will expect all clients with palm oil operations to be RSPO members**

2015

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**13.1. Date expected for first client to be RSPO certified**

2011

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**13.2. Date expected to achieve 100% certified palm oil financed**

2015

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**14. What other commitments & activities have you undertaken in the reporting year to promote CSPO?**

Since March 2011, BNP Paribas has visited and maintained a dialogue with eight companies in Southeast Asia, which represent around 18% of global production and more than 15% of palm tree plantations. Through its influence, BNP Paribas has helped to bring about changes at Golden Agri Resources, Indonesia's number one palm oil producer. The forest protection announcements made by the company in early 2013 were given a warm welcome by environmental NGOs.

We report here an interview of Glenn Hurowitz, Director of Campaigns at Climate Advisers that has been published in our 2012 CSR Report:

Can financial institutions have a real impact on deforestation? Financial institutions can make a huge difference to protect the world's disappearing tropical rainforests, but doing so requires serious engagement with commodity producers and traders. Along with NGO's and consuming companies, BNP Paribas contributed to one of the biggest conservation successes in recent years by declining to finance the world's largest private sector palm oil producer until it ended its reliance on deforestation. This engagement helped convince the producer to adopt an industry-leading standard that prohibits deforestation and destruction of carbon-rich peatland. That's an achievement to be truly proud of. What is your opinion about BNP Paribas Palm oil sector policy? The thing that really distinguishes BNP Paribas is that it's not just putting words on paper, but engaging seriously with commodity producers and NGOs to achieve real reductions in deforestation. BNP Paribas recognizes that results matter, and is helping to transform industry laggards into sustainability leaders. I hope other banks will join BNP Paribas in seriously engaging commodity producers and traders to achieve a global shift to deforestation free production that protects the planet and enhances prosperity. Glenn Hurowitz and Climate Advisers, a consulting firm that specializes in climate change policy, have never worked or received any remuneration from BNP Paribas or its subsidiaries.

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**15. Which countries that your organization operates in do the above commitments cover?**

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**Actions for Next Reporting Period**

**17. Outline actions that will be taken in the coming year to promote sustainable palm oil**

We will take into consideration the review of the RSPO guidelines in our internal investing and financing policy.

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**18. Does your company have a public commitment relating to the GHG emissions of your operations?**

Yes

**Public commitment relating to the GHG emissions**[F-GHG-Public-Commitment.pdf](#)

For administration purpose, attachment files are renamed automatically

**18.1. Do you publicly report the GHG emissions of your operations?**

Yes

**Public report of GHG emissions on operations**[F-GHG-Emissions-Report.pdf](#)

For administration purpose, attachment files are renamed automatically

**18.2. Does your company have a public commitment to require clients to disclose their GHG emissions?**

No

**Public commitment to require clients to disclose their GHG emissions**

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**19. If you have not disclosed any of the above information please indicate the reasons why**

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**Other**

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**Application of Principles & Criteria for all members sectors****20. Regarding your investment policies, do you have position statements and/or policies related to dealings in the palm oil industry that are in line with RSPO P&C**

- Water, land, energy and carbon footprints
- Land Use Rights
- Ethical conduct and human rights
- Labour rights
- Stakeholder engagement

**Water, land, energy and carbon footprints policy**

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**Land use rights policy**

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**Ethical conduct and human rights policy**

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**Labour rights policy**

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**Stakeholder engagement policy**

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**20.1. Please specify if/when you intend to develop one**

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**21. What steps will your organization take to realize ethical conduct using business-applicable regulations and industry practices?**

We will keep on applying our CSR policy regarding investing and financing in palm oil sector, also with the help of the Compliance function that gathers more than 2 000 collaborators in the world, based on a decentralized organization coordinated by Group Compliance team. Besides, 6000 Risk officers within the Group ensure an objective and systematic double check for all financial transactions of the Group and its clients. On top of this, BNP Paribas has also released the BNP Paribas Responsibility Charter and its Code of Conduct on its internet website.

**22. Do you provide investment incentives for companies that are RSPO member and have a time bound plan?**

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**Please specify**

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**23. Has your company supported any community programmes on its own or through partnerships? How do you benchmark the impacts of these programmes?**

In our client relationship, we always take into account the way they support communities in the plantation areas. To contribute to ensure basic social requirements are met and to limit negative impacts on climate change and biodiversity, BNP Paribas requires that upstream palm oil companies do not use child or forced labour manpower ; will not develop a new plantation on lands previously owned or occupied by local communities without having (and in line with the RSPO principles and criteria), conducted a proper consultation process, achieved an acceptable compensation arrangement, and implemented an acceptable grievance mechanism.

**24. How does your institution benchmark the progress of its partners in palm oil against its ESG criteria?**

We keep direct dialogue, we listen to any controversial issue that arises from external stakeholders, and if needed we ask an external expert consultant to conduct in-depth local audit on ESG criteria in order to assess ESG performance.

## Challenges

### 1. Significant economic, social or environmental obstacles

The most important difficulty is, while assessing the ESG performance, to know precisely what are the real practices of the company on the ground. Many different statements and points of view may arise during investigation or audit and we need to clearly state out what's really happening. To mitigate this difficulty we ask, when needed, an external expert consultant to conduct in-depth local audit on ESG criteria in order to assess ESG performance.

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### 2. How would you qualify RSPO standards as compared to other parallel standards?

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#### Cost Effective:

No

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#### Robust:

Yes

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#### Simpler to Comply to:

Yes

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### 3. How has your organization supported the vision of RSPO to transform markets?

We are fully supporting the vision of RSPO to transform markets by being a responsible financial player in the palm oil sector, based on a public policy including binding ESG criteria and with the help of external auditors to assess the ESG performance of the actors we chose to support.

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