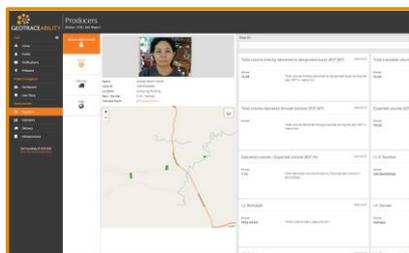


KEY FEATURES

- Accurate mapping of farmers' fields
- Detailed profiles of farmer's characteristics & practices
- Custom traceability systems: farm to mill weighbridge
- Specific recommendations for each individual field and farmer to increase production



KEY BENEFITS

- Support farmers to increase revenue & access to finance
- Quickly identify and target underperforming members or illegal activity
- Monitor deliveries from each individual farmer daily and compare to their expected output
- Increase FFB supply volume from external suppliers
- Measure ROI of supplier focused programs

GeoTraceability for Palm Oil

For palm oil mills who depend on external suppliers, whether farmers' groups, individual smallholders or agents, the task of effectively engaging, mapping and managing the supply-base is a major challenge.

There are many demands on palm companies: knowing your suppliers, supply chain traceability, mitigating environmental impacts, creating positive results for the local community, to name a few. At the same time the palm sector works on narrow profit margins and has limited resources to do work which doesn't create immediate value for the business.

GeoTraceability was set-up precisely to link these two objectives: *to collect and manage data on the smallholder supply base and to use the information to improve supply chain efficiency and increase revenues.*

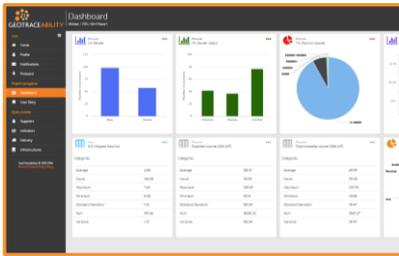
Over the last 2 years **GeoTraceability** has been adapting its solutions for the palm sector. In 2016, we began developing a prototype system with **Wilmar**, at one of its mills in Sabah, Malaysian-Borneo, with the support of IDH. The system development is now complete and delivered several firsts in the industry:

- **First PO mill to have all independent smallholder suppliers mapped and surveyed in an electronic database**
- **First PO mill to demonstrate Fresh Fruit Bunch traceability from field to mill weighbridge for all independent smallholder suppliers (5,000+ FFB deliveries traceable back to a mapped field & farmer in the 6 months following project set-up)**
- **First PO mill to engage independent farmers in mapping and traceability by offering them software powered analysis to increase productivity**

For the mill, we offer cost efficient tools and training for mapping and surveying of external suppliers, combined with field-to-mill traceability which allows mills to monitor individual farmer output, overselling and underselling, FFB quality and speed of delivery. On the other side, the farmer gets an individual field productivity improvement plan, informed by a professional agronomist and unique to his fields. This can be linked to agri-input subsidy or credit, to encourage loyalty and direct supply.

“Key in GeoTraceability services is that we offer value to the mill and the smallholder supplier simultaneously”

Our **Farm Business Plan Builder** tool is a ground-breaking technology which magnifies the impact of palm company agronomists and allows the application of plantation management techniques with independent suppliers.



TECHNICAL SPECIFICATIONS

- ❁ Secure access to platform via web
- ❁ Direct link to existing mill software to capture all deliveries
- ❁ Adjustable dashboard to monitor KPIs, annual campaigns etc.
- ❁ Android Apps for easy collection of all relevant supply chain data
- ❁ Training provided in the field to system users



Currently **GeoTraceability** is developing and implementing systems in multiple projects in Indonesia and Malaysia, involving some of the largest palm oil companies in the world such as: **Wilmar, Cargill Tropical Palm and Golden Agri-Resources** amongst others.

While each system that GeoT implements features its own client's objectives, they share the common idea of engaging smallholder suppliers and farmers' groups in strategic long-term relationships to secure supply based on a loyalty program and enhancements in raw material quality.

GeoTraceability technology allows a **New Deal** for palm growers and processors based on mutual benefits:

- ❁ Farmer agrees to participate in data collection and mapping
- ❁ Mill receives data allowing traceability back to mapped field
- ❁ Farmer agrees not to expand his farm beyond mapped size
- ❁ Mill can assess legality as well as estimating field output & loyalty
- ❁ Farmer agrees to follow productivity increase recommendations
- ❁ Mill has confidence to invest in independent farmers

Our goal is to put smallholders on the maps of processors and consumer good companies. The best way to do that is to give farmers the tools to help them exchange information with their buyers and to run their business more effectively.

System Implementation and cost¹

GeoTraceability can implement a tailored Data Collection and Traceability System in a mill, or network of mills, within a month. Our package includes: system configuration, installation, training, technical support, data hosting and IT infrastructure plus continual system upgrades.

- ❁ Set-up fee per mill is **\$12,000 USD**
- ❁ On-going license fee per mill is **\$4,000 USD**
- ❁ Spread over 5 years, the cost per mill is **\$5,600 USD** per year

The System will increase visibility on your supply base identifying rapidly where risks might occur. It will also help you design, deliver and monitor programs aiming at developing a lasting business relationships with your suppliers (e.g. certification, productivity enhancement, quality improvement).

You'll ultimately be able to sell geo-traceable crude palm oil to your customers which will allow you to access markets having specific sustainability and responsible sourcing requirements.

GeoT operates by using a Software as a Service model. In year 1, GeoT establishes, installs and trains users in how to use its software solutions. In the following years, the System is maintained and support is made available to users. This means a set-up fee is charged in Year 1 and lower, ongoing fees are charged in subsequent years.

¹ Fee discounts will apply when the System is implemented in many mills.