

RSPO

Roundtable on Sustainable Palm Oil

Opportunities & Challenges for downstream ingredient companies

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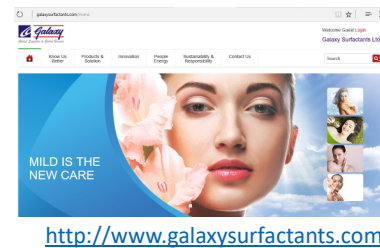
**LEARNING TO LIVE TOGETHER
FROM VISION TO TRANSFORMATION**



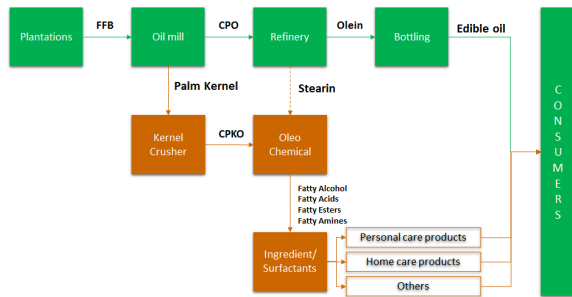
Introduction of Galaxy



Business	6+	Diverse Product Portfolio <ul style="list-style-type: none"> Products find applications in Skin Care, Hair Care, Oral Care, Sun Care, Baby Care and Home Care
Growth Rate	20%	Sustainable Growth <ul style="list-style-type: none"> Global sales CAGR of ~20% during year 2008-14
Revenues	300	Growing Revenues <ul style="list-style-type: none"> Global Revenues of USD 300M
Employees	900+	Talent pool <ul style="list-style-type: none"> Highly Innovative, Agile & Solution driven Team Global & diverse talent pool
No. of Countries	106	Global Footprint <ul style="list-style-type: none"> Caters to 106 countries with 66 products Global Suppliers to Global Brands in Personal and Home Care segment

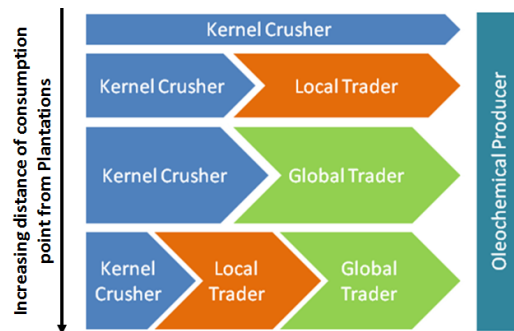


Industry value chain & Supply chain complexities

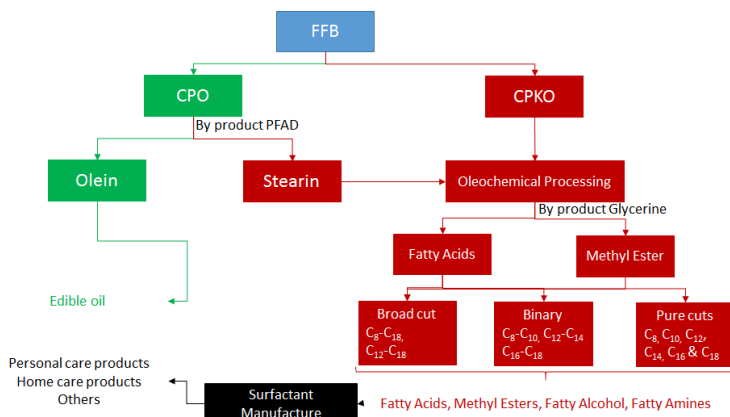


- Crop geography
- Processing in clusters
- Multiple co-mingling

- Ingredients midstream segment of both Palm & Palm Kernel value chains



Other challenges



- Stoichiometry complications
- Certified oil availability
- Demand to surge
 - 2020 commitments
 - Transition underway
 - Supply tightness

Summary & Conclusion

- Palm Kernel oil traction real
- Certified oil supply limited
- Demand surge imminent
- Supply chain & chemical transformation complicated
- Supply needs to be augmented
- Opportunity for Upstream

THANK YOU