






AZUNOSA's Landmark Central American Certification



-  Corporate Culture Shift
-  Improved Worker and Community Relationships
-  Improved Production Efficiency and Water Management
-  Sales



**Collaborating for Change in Sugar Production:
Building Blocks for Sustainability at Scale**



Sugarcane: Sustainability Challenges and Opportunities

Leading customer commitments



Committed to sourcing 100% - from certified sources by 2022. Bonsucro is preferred standard



Will source all sugar sustainably by 2020. In Brazil, by 2016, 100% of our cane sugar purchases will be certified by Bonsucro



A '100% sustainably sourced' goal – by 2020... Bonsucro is our preferred standard



In 2010 Shell agreed an action plan to achieve Bonsucro certification of all mills/volumes



100% cane sugar from sustainable sources before 2020



100% of General Mills' sugar cane will be sourced from responsible and sustainable sources



Will work with suppliers with a goal to assure sourcing 100% sustainable cane sugar by 2020



Currently working with Bonsucro to address key issues but do not have a publicly stated goal yet

Supply Chain Challenges and Risks



Global Opportunities in Cane



17 Sustainable Development Goals
 Global Citizenship and Responsibility
 Leverage sustainability and supply



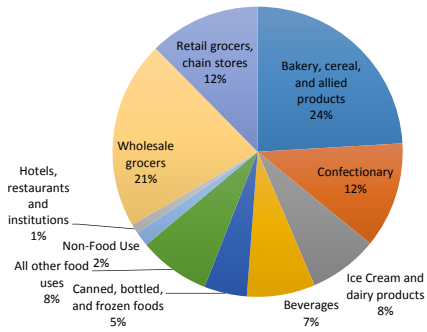
Affordable & Clean Energy		Industry, Innovation & Infrastructure		Responsible Consumption & Production		Climate Action	
	Decent Work & Economic Growth		Clean water & sanitation		Life on Land		Partnerships for the Goals

© Bonucano 2017

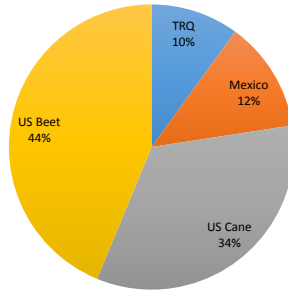
United States Sugar Market and the Traceability Challenge



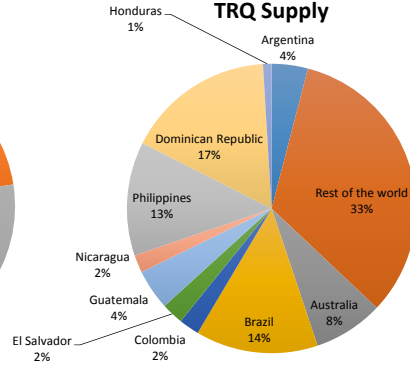
Sugar Use in the USA



USA Sugar Origins



TRQ Supply



Source: USDA 2016

© Bonsucro 2017

7



Bonsucro helping your business' sustainability efforts

Flexible, credible solutions

Flexible, credible supply chain solutions



Supply Chain Transparency



Improving your ability to:

- Understand your supply base
- Understand its sustainability risk & performance
- Connect with suppliers

Supply Chain Assurance



Improving your ability to:

- Purchase products with sustainability assurance
- Make informed decisions about assurance
- Leverage the power of peers

Supply Chain Improvement



Improving your ability to:

- Identify sustainability challenges in your supply chain
- Collaborate on improvement programmes
- Achieve company goals through sugarcane

© Bonsucro 2017

9



Supply Chain Transparency

Invest in tools for knowledge and support



The first step to having an assured and responsible supply chain is traceability capability and visibility of risks and opportunities.

Bonsucro's Tools and Support:

- **Bonsucro Connect** in partnership with Supply Shift

“Platform for data collection and learning that improves transparency, unlocks farmer benefit from responsible supply chain programs and measure non-financial aspects.”

- Supply chain **mapping**



Supply Chain Assurance

Invest in assured product



Bonsucro is the leading industry standard for certified sugarcane products.

- Bonsucro **Calculator** – metric measurement of standard criteria
- Bonsucro **Chain of Custody certification** to monitor movement of certified product
- Buying **Bonsucro-certified** product
- Contributing through the purchase of certified product **credits**
- **Developing Step-Wise Approach**



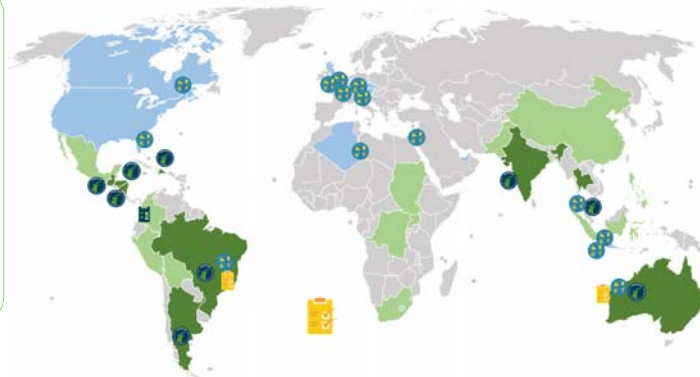
© Bonsucro 2017

11

Bonsucro's assured supply chain



- ✓ 465 members in 44 countries
- ✓ 20% of global sugarcane demand in membership
- ✓ 25% land under cane in membership globally
- ✓ 4% land under cane is certified



- 59 certified mills in 9 countries
- 28 Chain of Custody Certificates in 14 countries
- 3 benchmarked schemes

- Producing countries in membership
- Refining / Buying countries in membership

© Bonsucro 2017

12

Bonsucro Certified Market Update and Mill Benefits



- Brazil study by AGROICONE demonstrates benefits of certification process:
 - Operational efficiency of \$0.60 per ton
 - ROI of 11 months for Modern Mills and 10 months for traditional mills
- 5,059,003 tones of Bonsucro Certified sugar
 - 31% of Bonsucro Certified sugar is sold as certified in 2015
 - 49% of Bonsucro Certified sugar sold is **publically** claimed by end users
- 2,966,722 cubic meters of Bonsucro Certified ethanol
 - 33% of Bonsucro Certified Ethanol is sold as certified
 - 56% of Bonsucro Certified ethanol sold is **publically** claimed by end users



Supply Chain Improvement

Invest in impact on the ground



Landscape Origin

Locally-owned and managed industry programme aligned with and supported by Bonsucro.

Programmes

Bonsucro programme: in one of the four programme areas:

- Certification Fast-Track
- Benchmarking & Endorsement
- Productivity & Professionalism
- Smallholder Impact

Tool Development

Precompetitive tool development and information databases initiated or supported by Bonsucro.

Benchmarking & Endorsement – Flexible and Credible

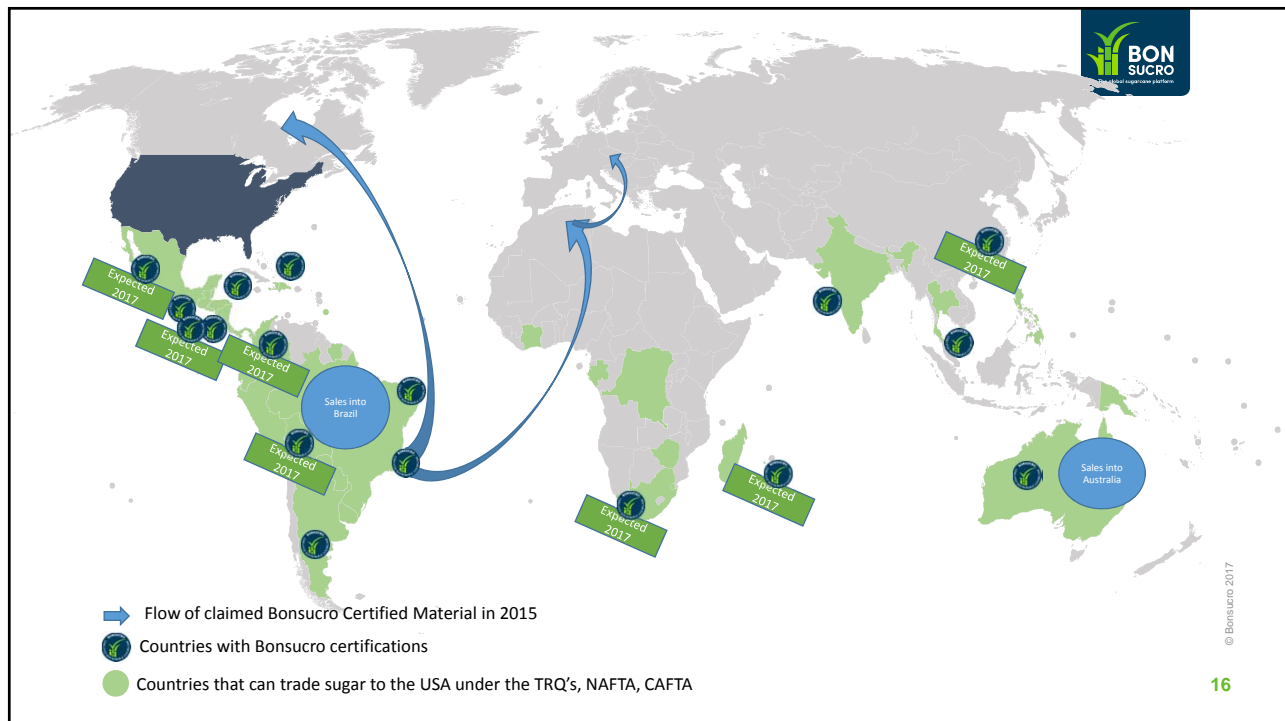


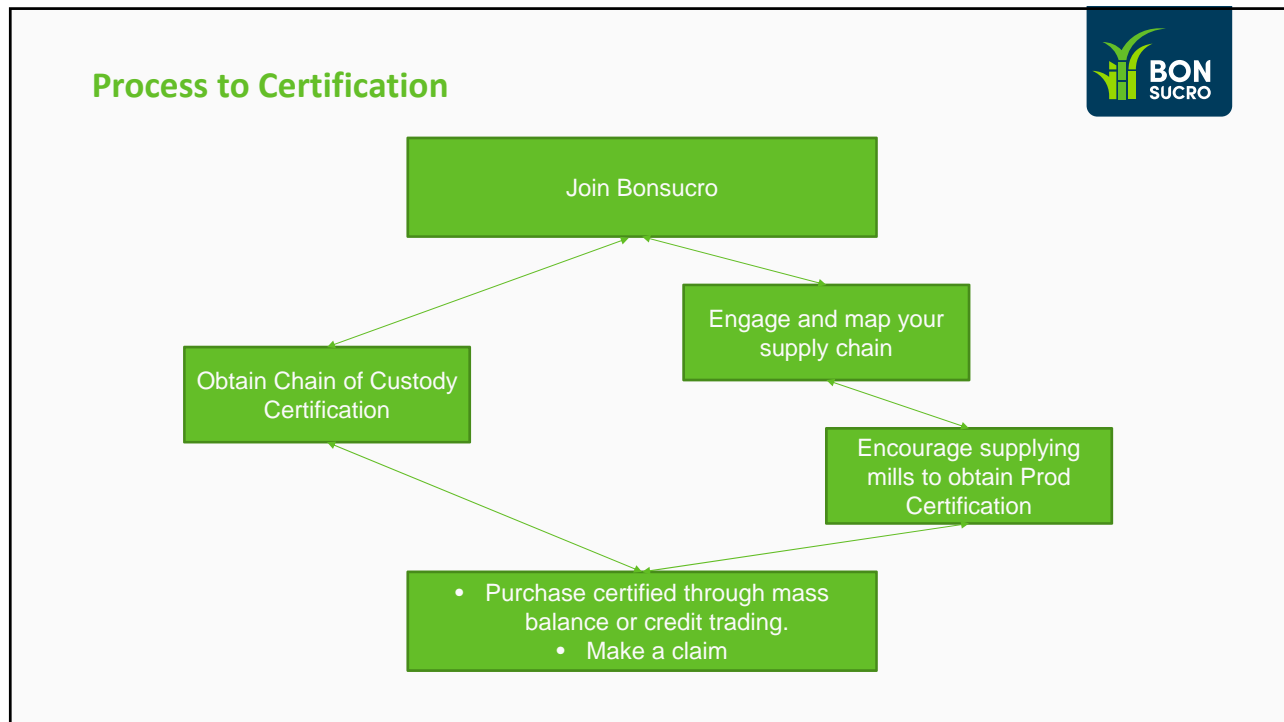
Progress to date

- Benchmarked Programs
 - Valore (Full Alignment)
 - SMARTCANE (Full Alignment)
 - THRIVE (Advanced Alignment)
 - Proterra (In Process)

Next steps

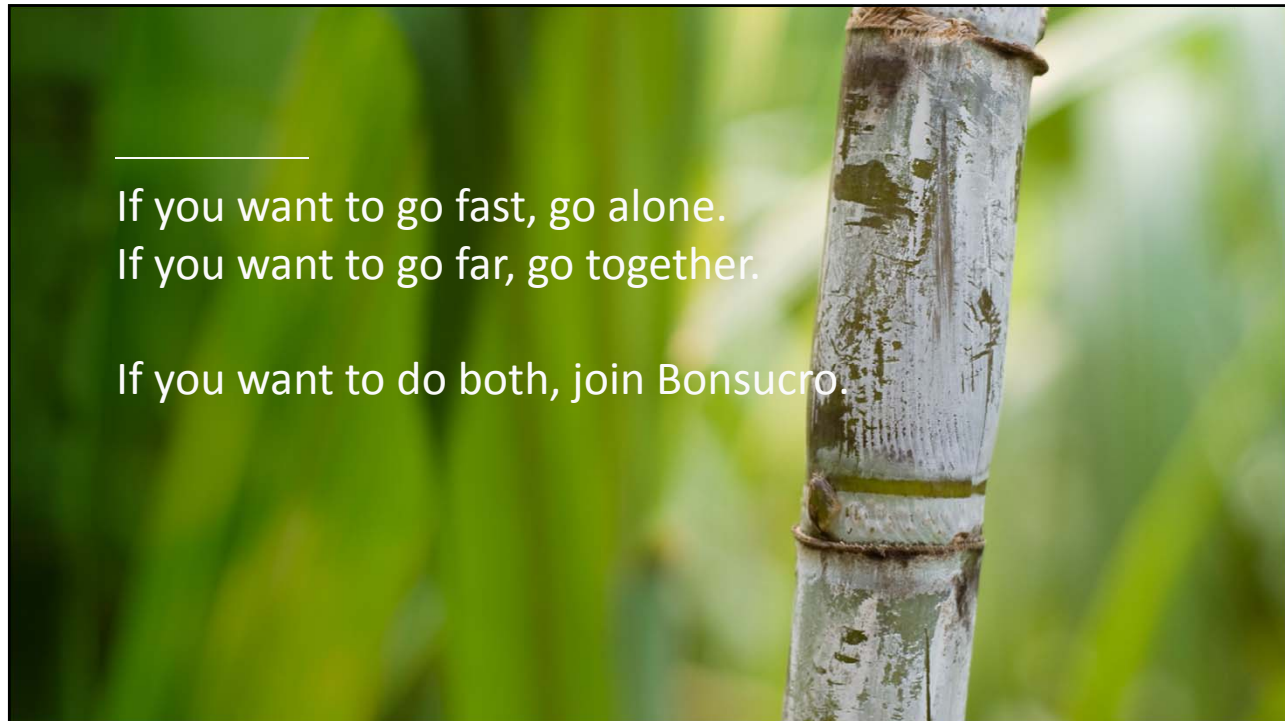
- Benchmarking & Endorsement Review
 - Comments by 1 March
 - Finalized by 1 April
- Endorsement Protocol Review
 - Comments by end of April
 - Finalized by end of June 2017
- Claims development





Bonsucro Platform Participation

- Build and protect your brand and mill performance
- Improve supply chain relationships
- Utilize flexible, credible market approaches



—
 If you want to go fast, go alone.
 If you want to go far, go together.

If you want to do both, join Bonsucro.

Thank you!



BONSUCRO

The global sugarcane platform

The biggest gain has been trust from the independent farmers. As their yields have improved they have planted more cane, and we have had a double win

Global Industrial Group

Implementing Bonsucro has been a key tool for culture change. It has allowed new conversations, and the performance framework keeps the conversation objective, rather than personal

Latin American Mill

Implementing Bonsucro has direct payback. Our newer mills achieved payback in around 13 months. Some of the older ones achieved it in less than 11

Brazilian Mill Group

We added the Bonsucro Production Standard indicators to our Group reporting requirement. The first the Mills knew they were implementing Bonsucro was when we called in the auditor to get Certified

Asian Corporate

Name

Title

Email

Phone Number