



Supplying certified PKO  
derivatives in Home and  
Personal Care

A PRAGMATIC APPROACH

**CLARIANT** 


Public

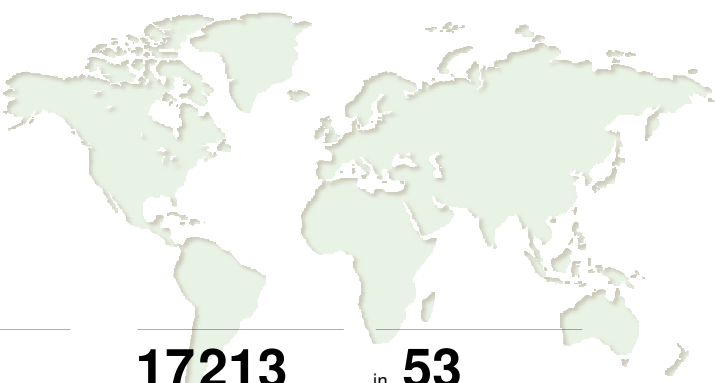
Uwe Heiser  
Head of Global Quality Assurance  
BU Industrial & Consumer Specialties  
08.11.2016

what is precious to you?

2 Public, RSPO RT  
Uwe Heiser, Head of Global Quality Assurance, BU Industrial & Consumer Specialties, 08.11.2016

Clariant: a globally leading company in Speciality  
Chemicals

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5807

Sales 2015 (CHF m)

17213

Employees 2015

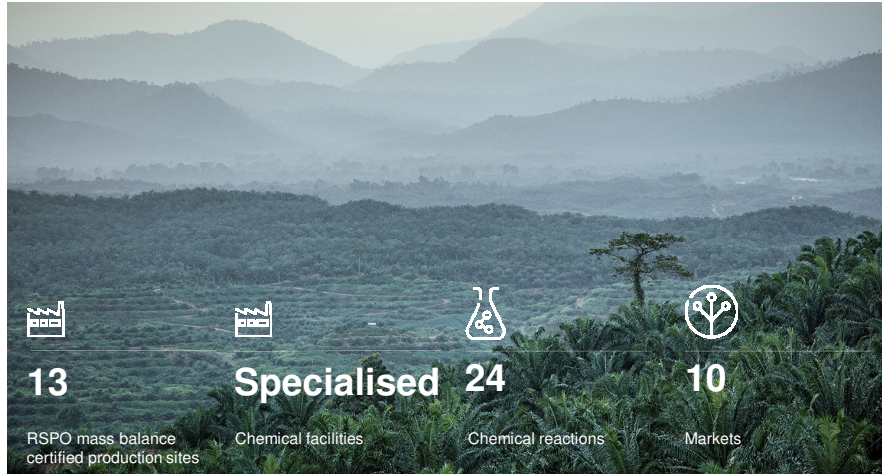
in 53

countries

3 Public, RSPO RT  
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## Palm kernel oil is complex on many levels



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## The journey towards certified material only and traceability has begun

### CHALLENGES

1. Consumer pressure is low, which results in low uptake from our customers
2. Combination of high price sensitivity, low margins and higher RSPO premium price
3. PKO derivatives compete against other sourced derivatives
4. Segregation is needed to achieve full traceability and zero deforestation

### SOLUTIONS

1. More information for the end consumers and a simpler certification scheme
2. Could we share the premium cost across the value chain?
3. Raise awareness that PO / PKO is a viable choice?
4. Collaboration on the supply chain to stimulate supplies of RSPO certified material