Unlocking sustainable value through sugarcane

2nd June 2015 Milan
Simon Usher, CEO
simon@bonsucro.com
The Sustainable Development Challenge

Feeding 7bn + 2bn = 9bn people

Same agricultural land - - less water, less carbon

Economic development reaching rural poor
Cane and Sustainable Development

Feeding 7bn + 2bn = 9bn people

Same agricultural land - - less water, less carbon

Economic development reaching rural poor
Benefit of a single metricated commodities standard

Metricated performance framework
- Objective standard
- Peer Benchmarking
- Performance Management
- Transparency

Multi-stakeholder organisation
- Credible, trusted standard
- Whole sector relevance
- Supply-chain collaboration
- Issue based collaboration

Single global platform
- Globally credible
- Global knowledge sharing
- Whole supply-chain relevance
- Global collaboration

Performance Improvement
Issue resolution
Innovation
Buyer Confidence
Investor Confidence

Value for
People | Businesses | Communities | Economies | Ecosystems
Cost / benefit

Payback assuming legal compliance as outside cost

Traditional Mills

<table>
<thead>
<tr>
<th>Costs</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compliance with National Law: 0.89</td>
<td>Operational efficiency: 0.22</td>
</tr>
<tr>
<td>Others: 0.12</td>
<td>Legal liability avoided costs: 0.09</td>
</tr>
<tr>
<td>Bonsuco compliance: 0.02</td>
<td>Marketing benefits: 0.03</td>
</tr>
<tr>
<td>Allocated workers: 0.02</td>
<td>Premium: 0.01</td>
</tr>
<tr>
<td>Bonsuco fees: 0.02</td>
<td></td>
</tr>
<tr>
<td>External Audit Costs: 0.01</td>
<td></td>
</tr>
</tbody>
</table>

Pay-back: 10 Months

Modern Mills

<table>
<thead>
<tr>
<th>Costs</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compliance with National Law: 0.08</td>
<td>Operational efficiency: 0.13</td>
</tr>
<tr>
<td>Others: 0.08</td>
<td>Marketing benefits: 0.02</td>
</tr>
<tr>
<td>Bonsuco compliance: 0.02</td>
<td>Premium: 0.01</td>
</tr>
<tr>
<td>Allocated workers: 0.02</td>
<td>Legal liability avoided costs: 0.05</td>
</tr>
<tr>
<td>Bonsuco fees: 0.02</td>
<td></td>
</tr>
<tr>
<td>External Audit Costs: 0.01</td>
<td></td>
</tr>
</tbody>
</table>

Pay-back: 11 Months

NPV: 0.30 US$/ton Sugarcane
2.38 US$/ton Sugar

NPV: 0.25 US$/ton Sugarcane
2.00 US$/ton Sugar
Sugarcane is an extraordinary plant with the potential to create significant sustainable value for the people, businesses, communities, economies and ecosystem.

Bonsucro is the global reference framework for all the conversations and measures that matter about sustainable value creation and sugarcane.
Thank you

Simon Usher, CEO
simon@bonsucro.com