



**Bonsucro Credits**  
**Member on-boarding process**  
**October 2019**

# BONSUCRO CREDIT TRADING PLATFORM

## Powering Sustainable Production Through Credit Trades

The Bonsucro Credit Trading Platform is where buyers and sellers meet to advance sustainable production of sugarcane at scale.



# WHAT ARE BONSUCRO CREDITS?

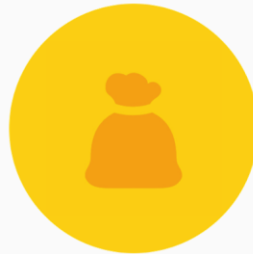
A Bonsucro Credit is proof that a unit of sugarcane, raw sugar, ethanol or molasses has been sustainably produced in accordance with Bonsucro's Production Standard.

Bonsucro Credits are traded virtually and are not trades of physical products. The amount of credits sold must be in a seller's available volumes and must be deducted from their inventory in accordance to Bonsucro Chain of Custody Standard.

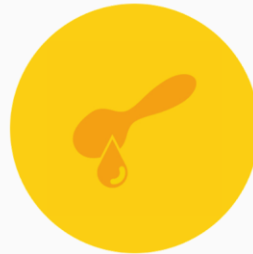
There are four types of Bonsucro Credits:



**Sugarcane**



**Raw Sugar**



**Molasses**



**Ethanol**

# BONSUCRO CREDITS...



## ...reward **Producers**

Certified mills and farms that have been through the Bonsucro certification process are rewarded for their commitment to sustainability



## ...drive **Impact**

A portion of fees from Bonsucro Credit sales are invested directly in local initiatives for other farms and mills to adopt more sustainable practices.



## ...facilitate **Buying**

Bonsucro Credits support buyers to achieve their sustainable procurement targets.

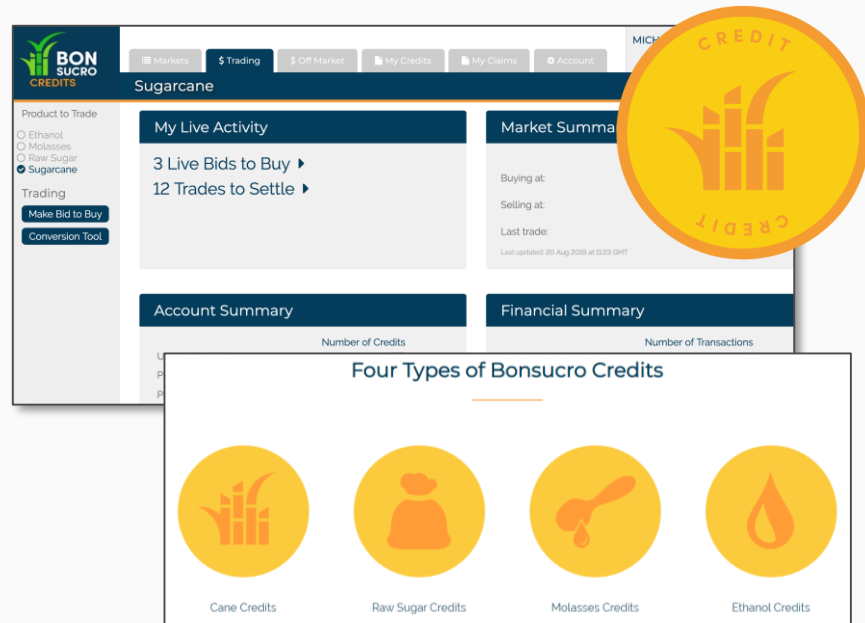
# BONSUCRO CREDIT TRADING PLATFORM

Powering Sustainable Sugarcane through Credit Trading.

Bonsucro's Credit Trading Platform is an innovative tool that connects buyers and producers to scale up impact through sustainable sugarcane trade.

## Key Features:

- Online platform
- Bonsucro members only
- Automatic matching of bids and offers based on price
- Off-market deal function (Buyers can look for producers from specific countries)
- FBO-For the Benefit Of functionality in Off-Market only, for those buying on behalf of other buyers
- Global network of buyers and certified producers
- Transparency: See average Credit price & latest trades
- Built-in redeem claim function for buyers





# CREDIT TRADING PLATFORM – HOW IT WORKS

## The Process



Bonsucro certified sugarcane farms and mills offer their credits on the Bonsucro platform

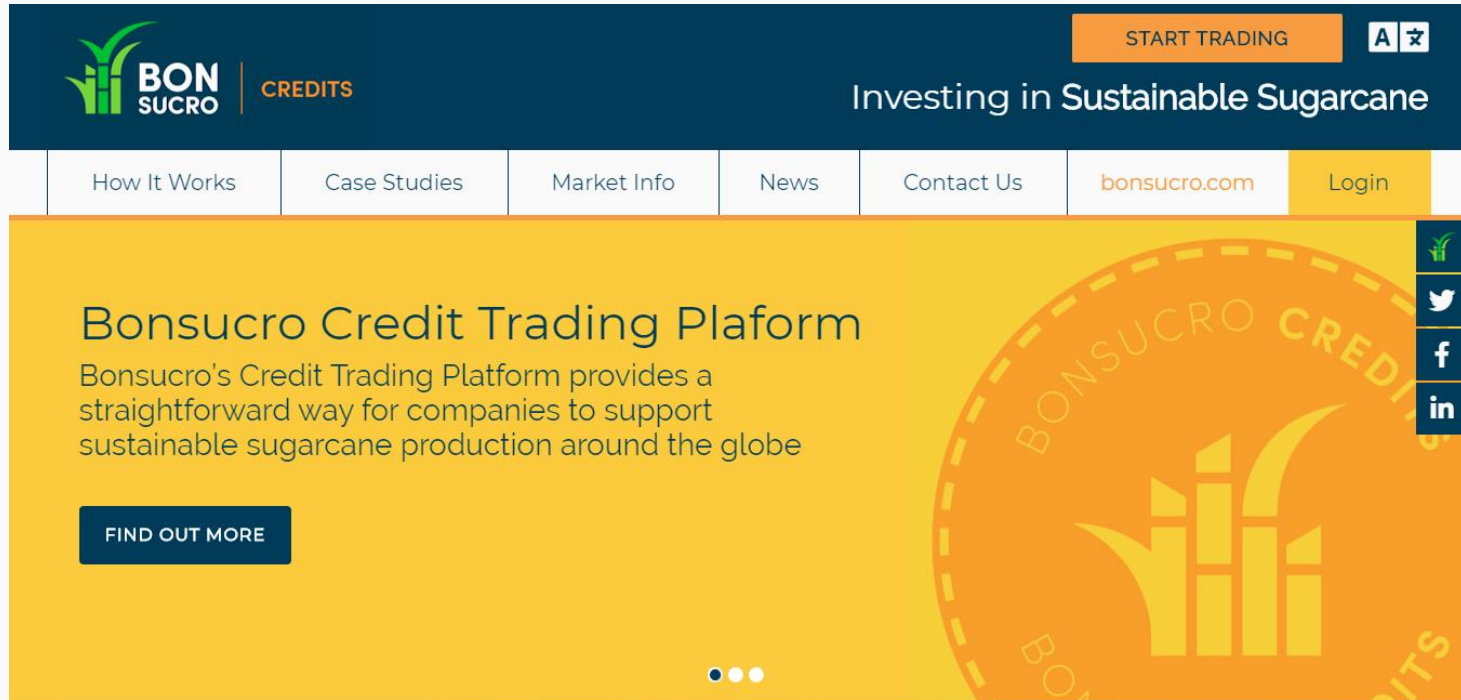


Buyers use the platform to purchase credits



Claims can be made by Buyers to show support of sustainable sugarcane production

# CREDIT TRADING PLATFORM – WEBSITE



<https://credits.bonsucro.com/>

# ACCOUNT SET UP & START TRADING

**In order to start trading, Bonsucro will need to:**

- Confirm that the data that we hold on the main account (member account) are correct;
- If you are a seller, confirming that the data we hold on your certified sources are correct;
- Confirm with you the details of those persons that will be able to trade on behalf of the company and set up a trader log in for them;
- Share the new Terms & Conditions that will need to be accepted before trading.

Bonsucro will also run regional and/or group webinars. We will be sending the details out soon, but please let us know if those do not work for you and we can arrange for a specific session with you.



# KEY ELEMENTS OF TERMS & CONDITIONS FOR BUYERS

**New Terms & Conditions (T&C) have been prepared for the platform and will replace any and all previous contracts for Bonsucro Credit trading. We will share the full document, meanwhile we draw your attention to some key elements:**

- Bonsucro will invoice buyers on behalf of sellers based on the agreed price and volume per transaction (excl. FBOs);
- Buyers have 90 days payment terms. Bonsucro will transfer funds to seller/s once received from the buyer (excl. FBOs);
- Buyers can redeem and claim their Credits within 12 months from the date of purchase. This must be done through the redemption function on the Credit Trading Platform and in line with Bonsucro Claims & Labelling Rules;
- Bonsucro will add its brokerage fee to the Buyers invoice and is charged per volume purchased. The fee amount varies by product and it has been calculated keeping the proportion to raw sugar volumes;
- Off-Market Deals – must be recorded on the platform by the buyer, and then confirmed by the seller and Bonsucro, before they are considered final and ownership transferred. FBOs are Off-Market only;
- A Bid to Buy can be withdrawn until matched. Once matched, it cannot be withdrawn anymore;
- Re-selling is not allowed;
- The new T&C replace the old ones.

# KEY ELEMENTS OF TERMS & CONDITIONS FOR SELLERS

**New Terms & Conditions (T&C) have been prepared for the platform and will replace any and all previous contracts for Bonsucro Credit trading. We will share the full document. Meanwhile we draw your attention to some key elements:**

- Bonsucro Credits are traded virtually and are not trades of physical product. The amount of Credits sold must be in a seller's available volumes and the seller will have to deduct them from their inventory in accordance to Bonsucro Mass Balance Chain of Custody Standard.
- Bonsucro will invoice buyers on behalf of sellers and, once funds received from buyers, Bonsucro will then send them to the seller (excl. FBOs). Payment term for buyers is 90 days;
- A seller can only sell Credits in accordance with the products listed in their current valid Bonsucro Production Standard and Chain of Custody certificate (sugarcane credits can only be sold by independent farmers who are also Bonsucro ChoC certified or a Group Manager holding the Bonsucro Smallholder Production Standard certification)
- Off Market Deals agreed directly with a buyer, must be registered by the buyer on the platform, but the seller will need to confirm the transaction before the transaction is finalised by Bonsucro.
- An Offer to Sell can be withdrawn until matched. Once matched, it cannot be withdrawn anymore;
- The new T&C replace the old ones.



**Thank you!**  
**For any**  
**queries: [bonsucrocredits@bonsucro.com](mailto:bonsucrocredits@bonsucro.com)**