PORAM GUIDE
TO CONDUCT BUSINESS WITH
MALAYSIAN EXPORTERS

MALAYSIA – PHILIPPINES PALM OIL TRADE FAIR & SEMINAR 2012
16TH APRIL 2012
DUSIT THANI HOTEL, MANILA
OUTLINE OF PRESENTATION

• WHO WE ARE?
• WHY WE ARE IMPORTANT TO YOU?
• WHAT WE CAN DO FOR YOU?
The Palm Oil value chain consists of 5 key steps: 1) Plantations, 2) Milling and crushing 3) Refining, storage and trading, 4) Food applications 5) Non-food applications

Palm Oil and related products – Value chain

- **Plantation**
  - Fresh fruit bunches
- **Milling and crushing**
  - Crude Palm Oil (CPO)
  - Crude Palm Kernel Oil (CPKO)
  - Palm Kernel Cake
  - By-product (biomass)
- **Refining, storage and trading**
  - RBD Palm Oil
    - RBD Olein
    - RBD Stearin
    - PFAD
  - RBD Palm Kernel Oil
    - RBD Kernel Olein
    - RBD Kernel Stearin
- **Food applications**
  - Shortenings
  - Cooking oil
  - Margarine
  - Ice creams
  - Biscuits
  - Etc.
- **Non-food applications**
  - Oleochemicals
  - Soap
  - Detergent
  - Biofuel
  - Etc.
INDUSTRY ORGANIZATIONS IN THE MALAYSIAN PALM OIL INDUSTRY

- Malaysian Palm Oil Association (MPOA)
- Palm Oil Millers’ Association (POMA)
- Palm Oil Refiners Association Of Malaysia (PORAM)
- Malayan Edible Oil Manufacturers’ Association (MEOMA)
- Malaysian Oleochemical Manufacturers’ Group (MOMG)
The Palm Oil Refiners Association of Malaysia

- The Palm Oil Refiners Association of Malaysia, more widely known as PORAM, was formed in 1975.

- PORAM is a voluntarily-joined, non-profit organization and non-governmental organization (NGO)

- Objective is to collectively support and advance the status and interest of the palm oil refining and/or processing industry
PORAM
ORGANISATION STRUCTURE

Management Board

4 Committees

Commercial & Technical Committee

Associate Members Committee

Price Settlement Committee

Arbitration Rules Execution Committee

Secretariat
(9 Staffs)
PORAM MEMBERSHIP

3 CATEGORIES

**Full Member**
- Firm/company in the business of processing palm oil.

**Associate Member**
- Firm/company connected with oils/fats trade but not directly in processing, refining and fractionating of palm oil.

**Supplementary Member**
- Firm/company who is in the business of processing and is an associate company/subsidiary of any Full Member.
Malaysia currently holds 4.7 m hectares of Palm Oil plantations, 410 mills, 43 crushers, 51 refineries, 18 oleochemical plants and 12 biodiesel plants.
OUTLINE OF PRESENTATION

- WHO WE ARE?
- WHY WE ARE IMPORTANT TO YOU?
- WHAT WE CAN DO FOR YOU?
ROLES AND FUNCTIONS

SERVICES TO MEMBERS

1. Information Dissemination
2. Government Interaction/Representation
3. Training/Courses
4. Trade Facilitation
5. Trade/Export Promotion
6. Trade Dispute Resolution
Palm oil trading specifications and standard contracts developed by PORAM have been instrumental to promote healthy trade and market practices.
# Malaysian PO and PKO Products Export from 2007 to 2011 (Tonnes)

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CRUDE PALM OIL</strong></td>
<td>1.93</td>
<td>2.33</td>
<td>2.53</td>
<td>2.73</td>
<td>3.47</td>
</tr>
<tr>
<td><strong>RBD PALM OIL</strong></td>
<td>1.33</td>
<td>1.76</td>
<td>2.13</td>
<td>1.81</td>
<td>1.55</td>
</tr>
<tr>
<td><strong>RBD P OLEIN</strong></td>
<td>7.11</td>
<td>7.60</td>
<td>7.48</td>
<td>8.21</td>
<td>9.00</td>
</tr>
<tr>
<td><strong>RBD P STEARIN</strong></td>
<td>1.44</td>
<td>1.50</td>
<td>1.58</td>
<td>1.73</td>
<td>1.78</td>
</tr>
<tr>
<td><strong>COOKING OIL</strong></td>
<td>0.60</td>
<td>0.69</td>
<td>0.90</td>
<td>0.87</td>
<td>0.78</td>
</tr>
<tr>
<td><strong>PFAD</strong></td>
<td>0.51</td>
<td>0.65</td>
<td>0.57</td>
<td>0.54</td>
<td>0.64</td>
</tr>
<tr>
<td><strong>CRUDE PKO</strong></td>
<td>0.18</td>
<td>0.15</td>
<td>0.18</td>
<td>0.18</td>
<td>0.20</td>
</tr>
<tr>
<td><strong>RBD PKO</strong></td>
<td>0.33</td>
<td>0.33</td>
<td>0.34</td>
<td>0.34</td>
<td>0.36</td>
</tr>
<tr>
<td><strong>RBD PK STEARIN</strong></td>
<td>0.08</td>
<td>0.09</td>
<td>0.09</td>
<td>0.14</td>
<td>0.13</td>
</tr>
<tr>
<td><strong>RBD PK OLEIN</strong></td>
<td>0.11</td>
<td>0.13</td>
<td>0.13</td>
<td>0.15</td>
<td>0.13</td>
</tr>
</tbody>
</table>

*Note: Source: MPOB RBD - Refined Bleached and Deodorized PFAD - Palm Fatty Acid Distillate PKO - Palm Kernel Oil PK - Palm Kernel P - Palm*
## MALAYSIAN PO & PKO PRODUCTION & EXPORT (MT) FROM 1975 TO 2010

<table>
<thead>
<tr>
<th>Year</th>
<th>Palm Oil Production</th>
<th>Palm Oil Export</th>
<th>Palm Kernel Oil Production</th>
<th>Palm Kernel Oil Export</th>
</tr>
</thead>
<tbody>
<tr>
<td>1975</td>
<td>1,257,573</td>
<td>93%</td>
<td>108,260</td>
<td>100%</td>
</tr>
<tr>
<td>1980</td>
<td>2,573,173</td>
<td>88%</td>
<td>222,285</td>
<td>98%</td>
</tr>
<tr>
<td>1985</td>
<td>4,134,463</td>
<td>83%</td>
<td>511,908</td>
<td>52%</td>
</tr>
<tr>
<td>1990</td>
<td>6,094,622</td>
<td>94%</td>
<td>827,233</td>
<td>83%</td>
</tr>
<tr>
<td>1995</td>
<td>7,810,546</td>
<td>83%</td>
<td>1,036,538</td>
<td>37%</td>
</tr>
<tr>
<td>2000</td>
<td>10,842,095</td>
<td>83%</td>
<td>1,384,685</td>
<td>37%</td>
</tr>
<tr>
<td>2005</td>
<td>14,961,654</td>
<td>90%</td>
<td>1,842,628</td>
<td>46%</td>
</tr>
<tr>
<td>2010</td>
<td>16,993,717</td>
<td>98%</td>
<td>2,014,942</td>
<td>57%</td>
</tr>
</tbody>
</table>

Note: * 5 Year Incremental Increase  
Source: MPOB

2011  
- PO Production: 18.91 mil.  
- Export: 95%  
- PKO Production: 2.14 mil.  
- Export: 54%
# IMPORT OF PALM OIL TO SELECTED MAJOR DESTINATIONS (MILLION MT) FROM 2005 - 2010

<table>
<thead>
<tr>
<th>Country</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CHINA PR</strong></td>
<td>4.32</td>
<td>5.46</td>
<td>5.49</td>
<td>5.59</td>
<td>6.55</td>
<td>5.80</td>
</tr>
<tr>
<td>FROM M’SIA</td>
<td>2.90</td>
<td>3.45</td>
<td>3.72</td>
<td>3.64</td>
<td>3.96</td>
<td>3.45</td>
</tr>
<tr>
<td>% Mkt Share</td>
<td>67.1</td>
<td>63.1</td>
<td>67.7</td>
<td>65.1</td>
<td>60.4</td>
<td>59.4</td>
</tr>
<tr>
<td><strong>EU 27</strong></td>
<td>4.47</td>
<td>4.59</td>
<td>4.64</td>
<td>5.28</td>
<td>5.85</td>
<td>5.85</td>
</tr>
<tr>
<td>FROM M’SIA</td>
<td>2.29</td>
<td>2.59</td>
<td>2.07</td>
<td>2.05</td>
<td>1.89</td>
<td>2.06</td>
</tr>
<tr>
<td>% Mkt Share</td>
<td>51.2</td>
<td>56.4</td>
<td>44.6</td>
<td>38.8</td>
<td>32.3</td>
<td>35.2</td>
</tr>
<tr>
<td><strong>PAKISTAN</strong></td>
<td>1.64</td>
<td>1.76</td>
<td>1.73</td>
<td>1.84</td>
<td>1.92</td>
<td>2.01</td>
</tr>
<tr>
<td>FROM M’SIA</td>
<td>0.96</td>
<td>0.96</td>
<td>0.97</td>
<td>1.19</td>
<td>1.63</td>
<td>1.85</td>
</tr>
<tr>
<td>% Mkt Share</td>
<td>58.5</td>
<td>54.5</td>
<td>56.0</td>
<td>64.6</td>
<td>84.8</td>
<td>92.0</td>
</tr>
<tr>
<td><strong>INDIA</strong></td>
<td>3.31</td>
<td>3.19</td>
<td>3.68</td>
<td>5.75</td>
<td>6.82</td>
<td>6.64</td>
</tr>
<tr>
<td>FROM M’SIA</td>
<td>0.66</td>
<td>0.51</td>
<td>0.50</td>
<td>0.98</td>
<td>1.54</td>
<td>1.18</td>
</tr>
<tr>
<td>% Mkt Share</td>
<td>19.9</td>
<td>15.9</td>
<td>13.5</td>
<td>17.0</td>
<td>22.5</td>
<td>17.7</td>
</tr>
<tr>
<td><strong>PHILLIPINES</strong></td>
<td>0.20</td>
<td>0.19</td>
<td>0.18</td>
<td>0.18</td>
<td>0.15</td>
<td>0.20</td>
</tr>
<tr>
<td>FROM M’SIA</td>
<td>0.17</td>
<td>0.14</td>
<td>0.13</td>
<td>0.15</td>
<td>0.13</td>
<td>0.18</td>
</tr>
<tr>
<td>% Mkt Share</td>
<td>85.0</td>
<td>73.6</td>
<td>72.2</td>
<td>83.3</td>
<td>86.6</td>
<td>90.0</td>
</tr>
</tbody>
</table>
# MALAYSIAN EXPORT OF PALM OIL PRODUCTS TO THE PHILLIPPINES FROM 2007 TO 2011 (IN TONNES)

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>PALM OIL</td>
<td>128,062</td>
<td>161,453</td>
<td>119,255</td>
<td>204,731</td>
<td>512,218*</td>
</tr>
<tr>
<td>PALM KERNEL OIL</td>
<td>8,111</td>
<td>11,983</td>
<td>30,814</td>
<td>4,878</td>
<td>14,180</td>
</tr>
<tr>
<td>PK CAKE</td>
<td>23,686</td>
<td>29,852</td>
<td>26,343</td>
<td>0</td>
<td>1,700</td>
</tr>
<tr>
<td>OLEOCHEMICALS</td>
<td>51,060</td>
<td>48,060</td>
<td>46,183</td>
<td>53,960</td>
<td>64,101</td>
</tr>
<tr>
<td>FINISHED PROD.</td>
<td>4,264</td>
<td>7,967</td>
<td>10,850</td>
<td>8,183</td>
<td>9,051</td>
</tr>
<tr>
<td>OTHERS</td>
<td>22</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>TOTAL</td>
<td>215,205</td>
<td>259,315</td>
<td>233,445</td>
<td>271,752</td>
<td>601,250</td>
</tr>
</tbody>
</table>

**Note:**
- PK - Palm Kernel
- Finished Products includes shortening & soap
- Oleochemicals include soap noodles
- Palm Oil mainly RBD Olein

**Source:** MPOB

In 2011, there was a 120% increment of import over 2010
A total of 459,372 tonnes of RBD Olein was imported
This represent about 90% of palm oil import into The Philippines
OUTLINE OF PRESENTATION

- WHO WE ARE?
- WHY WE ARE IMPORTANT TO YOU?
- WHAT WE CAN DO FOR YOU?
SERVICES TO MEMBERS

4. TRADE FACILITATION

a. Issue Trading Contracts and Joint Contracts

b. Formulation of international specifications for palm products

c. Publish handbooks & other documents to facilitate trade
TYPE OF PORAM CONTRACTS

A. Short Form Contract

B. Contract No. 1 - Domestic Contract for Malaysian Crude Unbleached Palm Oil in Bulk

C. Contract No. 2 - FOB Contract for Processed Palm Oil and Palm Kernel Oil Products in Bulk

D. Contract No. 3 - Domestic Contract for Malaysian Processed Palm Oil in Bulk (For Delivery/Collection within Malaysia including Singapore)

E. Contract No. 4 - FOB Contract for Processed Palm Oil Products in Drums

F. Contract No. 5 - CIF Contract for Processed Palm Oil Products in Drums
G. Contract No. 6 - Domestic Sales Contract for Malaysian Crude Unbleached Palm Oil in Bulk CIF Delivered Weights for Sales between East and Peninsular Malaysia

H. Contract No. 7 - Joint FOB Contract for Crude Palm Oil and Crude Palm Kernel Oil in Bulk Issued by The Palm Oil Refiners Association of Malaysia, Malayan Edible Oil Manufacturers’ Association and Malaysian Palm Oil Association

I. FOSFA 81 - Contract for Palm Oil Products in Bulk (CIF) Issued Jointly by FOSFA International/PORAM/MEOMA
J. Contract No. 8 - FOB Contract for Packed Products Issued by The Palm Oil Refiners Association of Malaysia

K. Contract No. 9 - CIF Contract for Packed Products Issued by The Palm Oil Refiners Association of Malaysia
PORAM STANDARD SPECIFICATIONS FOR PROCESSED PALM OIL PRODUCTS

- Neutralised palm oil/palm olein/stearin
- Neutralised & bleached palm oil/palm olein/palm stearin
- Refined, bleached & deodorised palm oil/palm olein/palm stearin
- Neutralised, bleached & deodorised palm oil/palm olein/palm stearin
- Crude palm olein/crude palm stearin
- Palm acid oil (PAO)
- Palm fatty acid distillate (PFAD)
WHAT YOU CAN KNOW...

- Who’s Who in the Industry
- Listing of Products and Services
- PORAM Contracts, Arbitration and Specifications
- List of Useful Standards, Regulations, Contact Addresses, Sources of References, Statistics and Information

This is a definitive guide that you will ever need to know about the business of refining and fractionation of palm oil and palm kernel oil.
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PORAM Contracts

The PORAM contracts are recognized globally as trading rules/standards for the trade of palm oil/palm kernel oil products. Some of these contracts have been issued jointly with other organizations, namely Malaysian Palm Oil Association (MPOA), Malayan Edible Oil Manufacturers Association (MEOMA) and the Federation of Oils, Seeds and Fats Association (FOSFA International).

These contracts are updated and amended from time to time to reflect the changing practices in the trade. The wide acceptance of PORAM contracts is an important achievement for the industry as it creates an orderly and efficient trading and marketing of palm oil products. The list of PORAM contracts is appended below:

- **Contract No. 1**
  Domestic Contract for Malaysian Crude Unbleached Palm Oil in Bulk

- **Contract No. 2**
  FOB Contract for Processed Palm Oil and Palm Kernel Oil Products in Bulk

- **Contract No. 3**
  Domestic Contract for Malaysian Processed Palm Oil in Bulk (For Delivery/Collection within Malaysia including Singapore)

- **Contract No. 4**
  FOB Contract for Processed Palm Oil Products in Drums

- **Contract No. 5**
  CIF Contract for Processed Palm Oil Products in Drums

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- **Contract No. 7**
  Joint FOB Contract for Crude Palm Oil and Crude Palm Kernel Oil in Bulk issued jointly by The Palm Oil Refiners Association of Malaysia, Malayan Edible Oil Manufacturers' Association and Malaysian Palm Oil Association

- **FOSFA 81**
  Contract for Palm and Palm Kernel Oil Products in Bulk (CIF) issued jointly by FOSFA International/PORAM/MEOMA

Details of the PORAM Contracts are available in the PORAM Handbook. All the revised contracts take into effect on 1st January 2008.
### PORAM Standard Specifications for Processed Palm Oil

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Specifications</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Neutralised Palm Oil</strong></td>
<td>FFA (as palmitic) M&amp;I IV (Wjs) M. Pt degrees C (AOCS Cc 3-25)</td>
<td>0.25% max. 0.1% max. 50-55 33-39</td>
</tr>
<tr>
<td><strong>2. Neutralised &amp; Bleached Palm Oil</strong></td>
<td>FFA (as palmitic) M&amp;I IV (Wjs) M. Pt degrees C (AOCS Cc 3-25) Colour (5 1/4” Lovibond Cell)</td>
<td>0.25% max. 0.1% max. 50-55 33-39 20 Red max.</td>
</tr>
<tr>
<td><strong>3. Refined, Bleached and Deodorised (RBD) / Neutralised, Bleached and Deodorised (NBD) Palm Oil</strong></td>
<td>FFA (as palmitic) M&amp;I IV (Wjs) M. Pt degrees C (AOCS Cc 3-25) Colour (5 1/4” Lovibond Cell)</td>
<td>0.1% max. 0.1% max. 50-55 33-39 3 Red max.</td>
</tr>
<tr>
<td><strong>4. Crude Palm Olein</strong></td>
<td>FFA (as palmitic) M&amp;I IV (Wjs) M. Pt degrees C (AOCS Cc 3-25)</td>
<td>5.0% max. 0.25% max. 56 min. 24 max.</td>
</tr>
<tr>
<td><strong>5. Neutralised Palm Olein</strong></td>
<td>FFA (as palmitic) M&amp;I IV (Wjs) M. Pt degrees C (AOCS Cc 3-25)</td>
<td>0.25% max. 0.1% max. 56 min. 24 max.</td>
</tr>
<tr>
<td><strong>6. Neutralised and Bleached Palm Olein</strong></td>
<td>FFA (as palmitic) M&amp;I IV (Wjs) M. Pt degrees C (AOCS Cc 3-25) Colour (5 1/4” Lovibond Cell)</td>
<td>0.25% max. 0.1% max. 56 min. 24 max. 20 Red max.</td>
</tr>
</tbody>
</table>
## Contents
List of PORAM Full Members

<table>
<thead>
<tr>
<th>Name Of Company</th>
<th>Date Of Joining</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. SME DARBY KEMPAS SENDIRIAN BERHAD (formerly known as Kempas Edible Oil Sdn Bhd)</td>
<td>10.09.1975</td>
<td>04</td>
</tr>
<tr>
<td>2. SOUTHERN EDIBLE OIL INDUSTRIES (M) SDN. BHD</td>
<td>10.09.1975</td>
<td>05</td>
</tr>
<tr>
<td>3. UNITARA BERHAD</td>
<td>10.09.1975</td>
<td>06</td>
</tr>
<tr>
<td>4. FELDA VEGETABLE OIL PRODUCTS SDN. BHD.</td>
<td>29.07.1976</td>
<td>07</td>
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<tr>
<td>5. SME DARBY JOMALINA SDN. BHD. (formerly known as Golden Jomalina Food Industries Sdn. Bhd.)</td>
<td>03.09.1976</td>
<td>08</td>
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<tr>
<td>6. LAM SOON EDIBLE OIL SDN. BHD. / INTERCONTINENTAL SPECIALITY FATS SDN. BHD.</td>
<td>06.06.1979</td>
<td>09</td>
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<tr>
<td>7. PGEO EDIBLE OILS SDN. BHD</td>
<td>27.08.1980</td>
<td>10</td>
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<tr>
<td>8. KL-KEPONG EDIBLE OILS SDN. BHD</td>
<td>01.06.1981</td>
<td>11</td>
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<td>9. CARROLL PALM PRODUCTS SDN. BHD</td>
<td>20.11.1982</td>
<td>12</td>
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<tr>
<td>10. NGO CHEW HONG OILS AND FATS (M) SDN. BHD</td>
<td>28.06.1989</td>
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<tr>
<td>11. KECK SENG (M) BERHAD</td>
<td>29.10.1991</td>
<td>14</td>
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<tr>
<td>12. WILMAR EDIBLE OILS SDN. BHD</td>
<td>03.09.1999</td>
<td>15</td>
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<td>13. ICI EDIBLE OILS SDN. BHD / ICI LOIDERS CROKI AN OILS SDN. BHD.</td>
<td>17.02.2000</td>
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<td>14. PACIFIC OILS AND FATS INDUSTRIES SDN. BHD</td>
<td>28.11.2002</td>
<td>17</td>
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<tr>
<td>15. MALAYSIA VEGETABLE OIL REFINERY SDN. BHD</td>
<td>01.01.2006</td>
<td>18</td>
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<tr>
<td>16. ASSAR REFINERY SERVICES SDN. BHD</td>
<td>26.01.2007</td>
<td>19</td>
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<tr>
<td>17. GLOBAL BIODIESEL SDN. BHD</td>
<td>01.09.2007</td>
<td>20</td>
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<td>18. SME DARBY AUSTRAL SDN. BHD (formerly known as Austral Edible Oil Sdn Bhd)</td>
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<td>19. KRANA PALM OIL REFINERY SDN. BHD</td>
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<td>21. KUNAI REFINERY SDN. BHD</td>
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<td>22. PALMUJU EDIBLE OIL SDN. BHD</td>
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<td>23. PREMIUM VEGETABLE OILS BERHAD</td>
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<td>24. FELDA IFFCO SDN. BHD</td>
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<td>25. SOP EDIBLE OILS SDN. BHD</td>
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</table>
PORAM DIRECTORY

Felda Vegetable Oil Products Sdn Bhd (FVOP) was established in 1985 and became a private limited company on 1 January 1996. FVOP operates four refineries located in Kuantan (Pendemalaysia), Sahabat, Lahad Datu and Tawau (East Malaysia) offering a total refining capacity of more than 2.2 million MT per annum. All our refineries have ISO 9001:2008 certification. This is testimony to our commitment towards customer satisfaction by means of a quality management system.

**Products / Services**
- Refined, Bleached & Deodorised (RBD) Palm Oil
- Palm Olein and Palm Stearin
- Crude Palm Olein
- Palm Fatty Acid Distillate (PFAD)

**Contact Address**
5th Floor, Balai Felda, Jalan Gurney Satu 54000 Kuala Lumpur, Malaysia
Tel: +603-2692 0136 / +603-2692 4567
Fax: +603-2692 5852
Email: ivp@felda.net.my
Website: www.felda Holdings.com/company/fvop

**Marketing Agent**
Felda Marketing Services Sdn Bhd
5th Floor, Balai Felda, Jalan Gurney Satu, 54000 Kuala Lumpur, Malaysia
Tel: +603-2692 5688
Fax: +603-2692 8569 / 2611 3050
Website: www.felda.net.my/fms

**Factory Address**
Kuantan Oil Products
Tanjung Geling, Pelabuhan Kuantan 28080, Kuantan, Pahang, Malaysia
Tel: +609-510 1365 Fax: +609-510 3717

Sahabat Oil Products
Kompleks Bandar Sahabat, P.O. Box No.150 9115 Lahad Datu, Sabah, Malaysia
Tel: +60 89-311 500 Fax: +60 89-311 502

Tawau Oil Products
Butu 2, Jalan Tanjung Datu Laut, P.O. Box 1911 91000 Tawau, Sabah, Malaysia
Tel: +60 88-796 983 Fax: +60 88-796 987

Lahad Datu Oil Products
Jalan Minyak, Off Jalan Kassar Baru 81737, 91125 Lahad Datu, Sabah, Malaysia
Tel: +60 88-680 420 Fax: +60 88-680 439

**Contacts**
Mr. Wan Mohd Zain Wan Ismail
Chief Executive Director / Senior Executive Director
Tel: +603-2692 9802 Email: wan.wmi@felda.net.my

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Fr. Rosly Mohd Tahir
Senior Manager
Tel: +603-2692 6521 Email: rosly.tahir@felda.net.my

Mr. Mohamad Zulkiflie Ariffin
Kuantan Oil Products
Tel: +609-580 1285 Email: zulkiflie.a@felda.net.my

Mr. Mansor Ali
Tawau Oil Products
Tel: +60 89-681 300 Email: mansor.a@felda.net.my

Mr. Razali bin Ramli
Lahad Datu Oil Products
Tel: +60 88-680 420 Email: razali.r@felda.net.my

**PORAM Affiliation**

<table>
<thead>
<tr>
<th>Date of Joining</th>
<th>Board</th>
<th>CNT</th>
<th>AMC</th>
<th>PSC</th>
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</tbody>
</table>

- Mr. Wan Mohd Zain Wan Ismail
- Mr. Mohamad Sadiq Huiin
- Mr. Rosly Mohd Tahir
## Contents

List of PORAM Associate Members

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<thead>
<tr>
<th>Name Of Company</th>
<th>Date Of Joining</th>
<th>Page</th>
</tr>
</thead>
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<tr>
<td>1. MATTHIES AND PORTON (M) SDN. BHD</td>
<td>28.01.1986</td>
<td>101</td>
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<td>2. ITS TESTING SERVICES (M) SDN. BHD</td>
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<td>3. SGS (M) SDN. BHD</td>
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<tr>
<td>4. MITSUBISHI CORPORATION LTD</td>
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<tr>
<td>5. EASTPORT MARITIME PTE. LTD.</td>
<td>08.04.1986</td>
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<tr>
<td>6. CARGILL INTERNATIONAL TRADING PTE. LTD.</td>
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<td>7. INSPECTORATE (MALAYSIA) SDN. BHD</td>
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<td>8. MITSUI &amp; CO. LTD.</td>
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<td>9. MISC BERHAD</td>
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<td>10. FITCHIE &amp; BISSET SDN. BHD</td>
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<td>11. CONSOLIDATED LABORATORY (M) SDN. BHD</td>
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<td>12. MARPRO OILS AND GRAINS SDN BHD</td>
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<td>13. LOUIS DREYFUS ASIA PTE. LTD.</td>
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<td>14. JOSOVINA COMMODITIES SDN. BHD</td>
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<td>15. STOLT-NIELSEN SINGAPORE PTE. LTD</td>
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<td>16. AARKUSARLHAM (M) SDN. BHD</td>
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<td>17. JAWALA CORPORATION SDN. BHD</td>
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<td>18. TROPICAL OIL PRODUCTS BROKERAGE PTE. LTD.</td>
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<td>19. LINKS SURVEY (M) SDN. BHD</td>
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<td>20. WILMAR TRADING PTE LTD.</td>
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<td>21. AURORA TANKERS MANAGEMENT PTE. LTD.</td>
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<td>22. KOF (MALAYSIA) SDN BHD (formerly known as Musim Mastika Sdn Bhd)</td>
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<td>23. LADANG PETRITENGGARA SDN. BHD</td>
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<td>24. GMS LINE CO. LTD. TOKYO</td>
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<td>25. PACIFIC INTER-LINK SDN. BHD</td>
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<td>26. SCHUTTER (MALAYSIA) SDN. BHD</td>
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<td>27. NEDERKOHN SHIPBROKING PTE. LTD</td>
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<td>28. PACIFIC RIM PLANTATION SERVICES PTE. LTD.</td>
<td>03.09.1999</td>
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<td>29. AAA OILS &amp; FATS PTE. LTD.</td>
<td>11.01.2001</td>
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### ASSOCIATE MEMBERS - 82

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Poram Directory

Wilmar International Limited, founded in 1991, is Asia’s leading agribusiness group. We are amongst the largest listed companies by market capitalisation on the Singapore Exchange. Wilmar has over 300 manufacturing plants and an extensive distribution network covering China, India, Indonesia and some 50 other countries to support a well established processing and merchandising business.

Products / Services
Engaged in the businesses of oil palm cultivation, oilseeds crushing, edible oils refining, sugar, consumer pack edible oils processing and merchandising, specialty fats, oleochemicals, biodiesel, fertilisers and soy protein manufacturing, rice and flour milling, and grains merchandising.

Contact Address
56, Neil Road, Singapore 088830
Tel: +65-6216 6244 Fax: +65-6233 9493
Email: info@wilmar.com.sg
Website: www.wilmar-international.com

Contacts
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Executive Director
Tel: +65-9567 0186
Email: nellis.khor@wilmar.com.sg
Mr. Ang Kook Min
Senior Manager Trading
Tel: +65-9667 0186
Email: akm@wilmar.com.sg

Poram Affiliation
Date of joining: 17th September 1993
Membership | Board | CNT | AMC | PSC | AREC | Contact
---|---|---|---|---|---|---
Mr. Teo Kim Yong | | | | | | ✓

Aurora Tankers

Aurora Tankers commercially manages a pool of coated and stainless steel chemical and product tankers operating worldwide within fixed trade routes, the spot market and various contract opportunities. The fleet comprises tankers jointly owned by the IMC Group and its joint venture partners. We operate one of the largest Asia-based fleet of IMO Type 2 chemical/product tankers and are also a leading dealer of liquid bulk chemicals in the Middle East Gulf/Far East and US Gulf/Far East traders.

Products / Services
Bulk liquid transportation at sea; Participate in the global trading of Clean Petroleum Products (CPP); Vegetable Oil Acids & Specialty Chemicals.

Contact Address
5 Temasek Boulevard, #12-01
Suntec City, Tower Five, Singapore 038987
Tel: +65-6336 2233 Fax: +65-6337 9784
Email: chaitanya@auroratankers.com
Website: www.imcorg.com

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Director
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Email: kennyrogers@auroratankers.com
Mr. Francis Chong
Trade Manager
Tel: +65-6433 2339
Email: francis.chong@auroratankers.com
Mr. Abraham Lim
Voyage Manager
Tel: +65-6433 2632
Email: abrahamlim@auroratankers.com

Poram Affiliation
Date of joining: 29th March 1995
Membership | Board | CNT | AMC | PSC | AREC | Contact
---|---|---|---|---|---|---
Mr. Francis Chong | | | | | | ✓
USEFUL SOURCES OF STATISTICS

1. Malaysian Palm Oil Board (MPOB)
   Website: www.mpo.gov.my
   - Economic & Statistics Section
     - Latest statistics on palm oil prices, export, production, etc.
     - palmioil.mpo.gov.my
     - Palm oil information online service

2. Malaysian Palm Oil Council (MPOC)
   Website: www.mpo.org.my
   - Market Statistics Section
     - Market statistics, daily palm oil prices, monthly palm oil trade statistics, BMD CPO future prices
     - Media & Resource Centre

3. Bursa Malaysia Berhad
   Website: www.bursamalaysia.com
   - Market Information
     - Derivatives market statistics, daily trading summary, monthly statistics, FCPO reports

4. SGS in Malaysia
   Website: www.sgs.com/my/publications_my
   - Publication
     - Palm oil export statistics by SGS

5. European Union
   Website: www.europa.eu
   - Statistics and Opinion Pools
     - Statistics covers topics ranging from regional growth to external trade

6. EU Export Helpdesk
   Website: www.exporthelp.europa.eu
   - This is an online service provided by the European Commission to facilitate market access for developing countries to the European Union

7. United States Department of Agricultural (USDA)
   Website: www.usda.gov/wps/portal/usdahome
   - Marketing and Trade
     - Data, Statistics, Foreign Agricultural Service reports, market, trade and policy
CUSTOMS TARIFF CODES FOR OIL PALM PRODUCTS

The Codes are based on the Malaysian Trade Classification and Customs Duties Order 2008 and ASEAN Harmonized Tariff Nomenclature 2008. These Codes are to be used for the declaration in the relevant documentation for exportation and importation of oil palm products. PORAM shall incur no liabilities whatsoever for any loss or damage caused arising directly or indirectly from the adoption of this code reference. Users are advised to check the latest update/service from the Royal Customs and Excise Department of Malaysia.

Malaysia: HS and AHTN Codes

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Note: HS – Harmonized System; AHTN – ASEAN Harmonized Tariff Nomenclature; RBD – Refined Bleached Deodorised
UPCOMING PORAM EVENTS

Course on Upcoming Options on Crude Palm Oil Futures (OCPO)

Venue: Bursa Malaysia Theatrette, Lower Ground, Exchange Square Bukit Kewangan, Kuala Lumpur

Friday & Saturday 20 & 21 April 2012

Jointly Organized by:

Bursa Malaysia Derivatives
Bursa Malaysia CME Group

and

PORAM The Palm Oil Refiners Association of Malaysia

Conducted by:

Poram

Contracts & Arbitration Workshop

Friday & Saturday 6 & 7 July 2012

Grand Dorsett Subang Hotel Selangor Darul Ehsan

Organized by:

PORAM The Palm Oil Refiners Association of Malaysia
MARAMING SALAMAT PO
THANK YOU VERY MUCH
The Palm Oil Refiners Association of Malaysia (PORAM)

801C/ 802A, Block B
Executive Suites, Kelana Business Centre
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47301 Kelana Jaya
Selangor, Malaysia

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