



## **FFB pricing policy for out-growers, smallholders and private FFB sellers**

### **1.) Pricing**

The price of FFB purchases from out-growers, smallholders and private sellers is set by SNL that will take into consideration the following elements:

- CPO international price
- FFB price from competitors in SNL mill catchment area
- production cost
- production season

The SNL management will look at all these factors and determine the price for the FFB delivered to the Ubima mill.

The chief operating officer will review the proposed price change on a weekly basis and approve a new price.

### **2.) Communication**

All price changes will be communicated to the smallholders/ out growers and FFB private sellers of SNL through its secretary. SNL will communicate through various mediums i.e.

Notice letters, one on one conversations, telephone conversations and notice's on community notice board.



20/2/2017.

**Gerald Ray**  
Chief Operating Officer