**Customer Stories** 





## **Explore S.Oleum's journey with SAP**

Pioneering nature-based feedstock solutions, S.Oleum helps industries transition from a fossil-based economy to sustainable operations. With circularity and carbon neutrality at the core of its mission, the company uses SAP Sustainability solutions and SAP S/4HANA Cloud Public Edition to help manage sustainability data and minimize emissions and waste.

Industry	Region	Company Size
Agribusiness	João Pinheiro, Brazil	50 employees

# 180,000-hectare

target for reforestation by 2031.

>30%

of revenue coming from carbon premiums associated with products' neutral carbon intensity.

job created for every 10 hectares planted.

"SAP Sustainability solutions give us the tools to validate our negative carbon claims to all our stakeholders, whether certification bodies and auditors, or clients, suppliers, lenders, and shareholders – in Brazil or abroad."

Francisco de Blanco CEO and Founder, S.Oleum

#### Using a science-based approach to reforest the Cerrado

Innovative agroforestry business S.Oleum is dedicated to producing sustainable feedstocks - raw materials used in industry sectors ranging from chemicals to food or energy production. It's achieving this by cultivating the Macaúba in Brazil's Cerrado region using a regenerative agricultural model that combines reforestation with agricultural crops and livestock. The Macaúba is a highly resilient and productive tree that scrubs CO, from the air and has a fruit that yields advanced vegetable oils, nutritive proteins and fibers, high-energy biomass, and fatty acids.

To help ensure transparency across complex agroforestry operations, the company needed to implement standardized and tightly integrated business processes. It also needed to record, monitor, and report on a wide range of environmental, social, and governance (ESG) metrics to demonstrate its adherence to the low-carbon, circular approach that is at the heart of the business.

### Creating a green ledger to track sustainability data

S.Oleum was impressed by SAP's focus on sustainability, and realizing that SAP S/4HANA Cloud Public Edition is one of the most widely used ERP solutions in the agribusiness industry, it decided to deploy the solution. In addition, it implemented the SAP Ariba, SAP Concur, and SAP SuccessFactors solutions to help standardize businesswide processes.

The company also deployed SAP Sustainability solutions to better understand its environmental impact. The SAP Sustainability Footprint Management solution provides detailed calculations of carbon emissions across S.Oleum's operations. Meanwhile, the SAP Sustainability Control Tower solution records and tracks ESG metrics in real time.

Integration between these SAP Sustainability solutions and SAP S/4HANA Cloud Public Edition has enabled the agribusiness to create a green ledger. This is a financial-grade accounting system for carbon emissions that provides a robust foundation for sustainability compliance management and reporting.

"We chose SAP solutions because there is no need to question the integrity of the data. The technical rigor of SAP software has been validated. It's like a fiscal control system that's applied to carbon."

Francisco de Blanco CEO and Founder, S.Oleum

### Helping ensure transparency, reliability, and accountability

Supported by cloud-based SAP solutions, well-defined and integrated business processes are helping S.Oleum manage an intricate business model that combines agriculture, forestry, biodiversity, and carbon offsetting. Greater standardization has increased transparency, helping the company run efficient operations while meeting circularity and carbon-neutrality goals.

Trust is key for a company that proclaims its green credentials and depends on revenues from carbon premiums associated with its products' neutral carbon intensity. Increased transparency enabled by SAP solutions is playing a crucial role in helping S.Oleum win the confidence of customers, stakeholders, and regulatory bodies.

In particular, SAP Sustainability solutions are enabling the company to be more accountable by managing its sustainability data effectively. Detailed reporting on carbon units used across a 700-hectare site helps pinpoint where waste is generated and where it's being used. What's more, stable and reliable reporting helps S.Oleum avoid double-counting and other common mistakes regarding carbon custody and accountability.

"It's our business to convert sustainability into revenues and financial results, and this requires trust. SAP S/4HANA Cloud and SAP Sustainability solutions help S.Oleum keep that trust, thanks to a reliable foundation of sustainability data and robust, auditable ESG metrics for reporting.

Francisco de Blanco CEO and Founder, S.Oleum

### Harnessing biodiversity to forge a path toward a new, carbon-neutral world

S.Oleum believes that SAP technology will be an important differentiator for the eco-friendly business as it grows. The company has ambitious expansion goals for its progressive agroforestry model and plans to domesticate seven native species to reforest more than 5 million hectares of low-productivity areas, planting over 1.8 billion trees by 2045. In addition, S.Oleum aims to generate between 500 million and 1 billion carbon credits while creating 20,000 new jobs for local workers by 2045.

Having a robust digital foundation based on SAP solutions is pivotal to these plans. With SAP software an agribusiness market standard, S.Oleum is looking to access innovative and niche new technologies that integrate with SAP solutions to help it optimize its operations in the future. For example, the company is currently considering the use of remote sensing with drones. This would allow it to compile sustainability data quickly, without human error - and without sending workers into the arduous working environment of the Cerrado region to take manual readings.