

# Lush North America: Report on Essential Oils and Raw Materials

## Terms of Reference

Lush has a sustainable and ethical philosophy. As part of this, Lush makes investments in projects around the world which align with our values and in ingredients which we use in our products.

Lush is interested in identifying conservational, social and economic opportunities for investment in raw materials and essential oils based in Vietnam. Specifically, Lush is interested in learning about various crops and plants that can be produced in the different regions of the country and differing climate conditions in these regions and the possibility of combining crops in the same regions.

### Scope of Work

The Consultant will investigate and provide Lush with information about areas of Vietnam suitable for production of the following essential oil crops and other processed oils, butters, and powders, specifically climatic information, land and labour prices and any existing producers or processors that share similar interest (Lush ethics or crops, or both). Additional information on the business or agricultural context in that region is important. It is expected that this information is available, that the Consultant already understands the main issues in the country as it is related to this report, and that no field work is required.

### **Essential Oils**

1. *Aquilaria*: Agarwood / Oudh oil
2. *Styrax tonkinensis*: Benzoin resin
3. *Jasminium grandiflorum*: Jasmine absolute
4. *Cananga odorata* var. *genuina*: Ylang ylang oil
5. *Citrus aurantium*: Bitter orange oil (neroli oil)
6. *Citrus paradise*: Grapefruit oil
7. *Citrus aurantifolia*: Lime oil
8. *Cymbopogon flexuosus*: Lemongrass oil
9. *Cananga odorata* var. *macrophylla*: Cananga oil
10. *Myrtaceae*: Tea Tree essential oil
11. *Osmanthus fragrans*: Osmanthus Absolute
12. *Camphor tree* (cinnamomum camphora): Ho Wood Oil (Chinese)
13. *Frangipani*: Frangipani Absolute

### **Processed oils/butters/wax/Powder**

1. *Rhus succedanea tree*: Japan wax (sumac wax)
2. *Dipterocarpus shorea*: Illipe butter
3. Bamboo: (Green Exfoliator 200/cloth)
4. *Phaseolus angularis*: Aduki beans
5. Soybeans and tofu
6. Coffee
7. Cacao

While carrying out these activities, the Consultant will also investigate and identify additional crops, plants and processed oils that are indigenous and marketable in Vietnam, including by-products related

to the aforementioned oils, butters and waxes. Specifically, and where relevant, the following criteria should be addressed:

- Plant profile: origin, primary area of cultivation, type of plant.
- Requirements: climate, soils, and habitat with as much detail as possible (e.g., elevation)
- Geographic distribution in Vietnam: where is it produced/ where can it potentially be produced?
- Potential for intercropping with other species found in similar climate regions.
- Indication of the main market (domestic, Export Asia, Export EU).
- List of organizations or people, or both, to work with on the production or processing whether it be private sector or non-profit (please specify).
- Land (purchase or lease) price in that region of production; labour costs (farm worker/manager); extraction/processing costs.

The report should also include brief sections on the following:

**Country context (this should be brief, bullet point information)**

List/discuss 3 of the most critical social or environmental issues in the country. Include key points on:

- Issue
- Context
- Reason
- Solution

**Small-scale farmers challenges and opportunities to support them**

- Main challenges facing smallholders (e.g if it is access to markets, poor production, access to capital, etc.)
- Main crops grown for subsistence/local market
- Farmers/areas that have agarwood already planted.
- Opportunities to work with farmers with the aforementioned oils or raw materials

**Potential implementing partners**

- List at least three companies or organizations that could support Lush in the implementation of a long-term investment project, with contact name and information.

**Term**

We expect the report to be completed in 5-7 business days, however the Consultant will have a period of 30 days to submit it.

**Consulting Fee**

Lush shall pay Consultant based on experience.

**Contact**

Please send CV, sample of work and proposed consultancy fee for the complete product to Andrea Sabelli

[asabelli@lush.com](mailto:asabelli@lush.com) by April 2<sup>nd</sup> 2018.