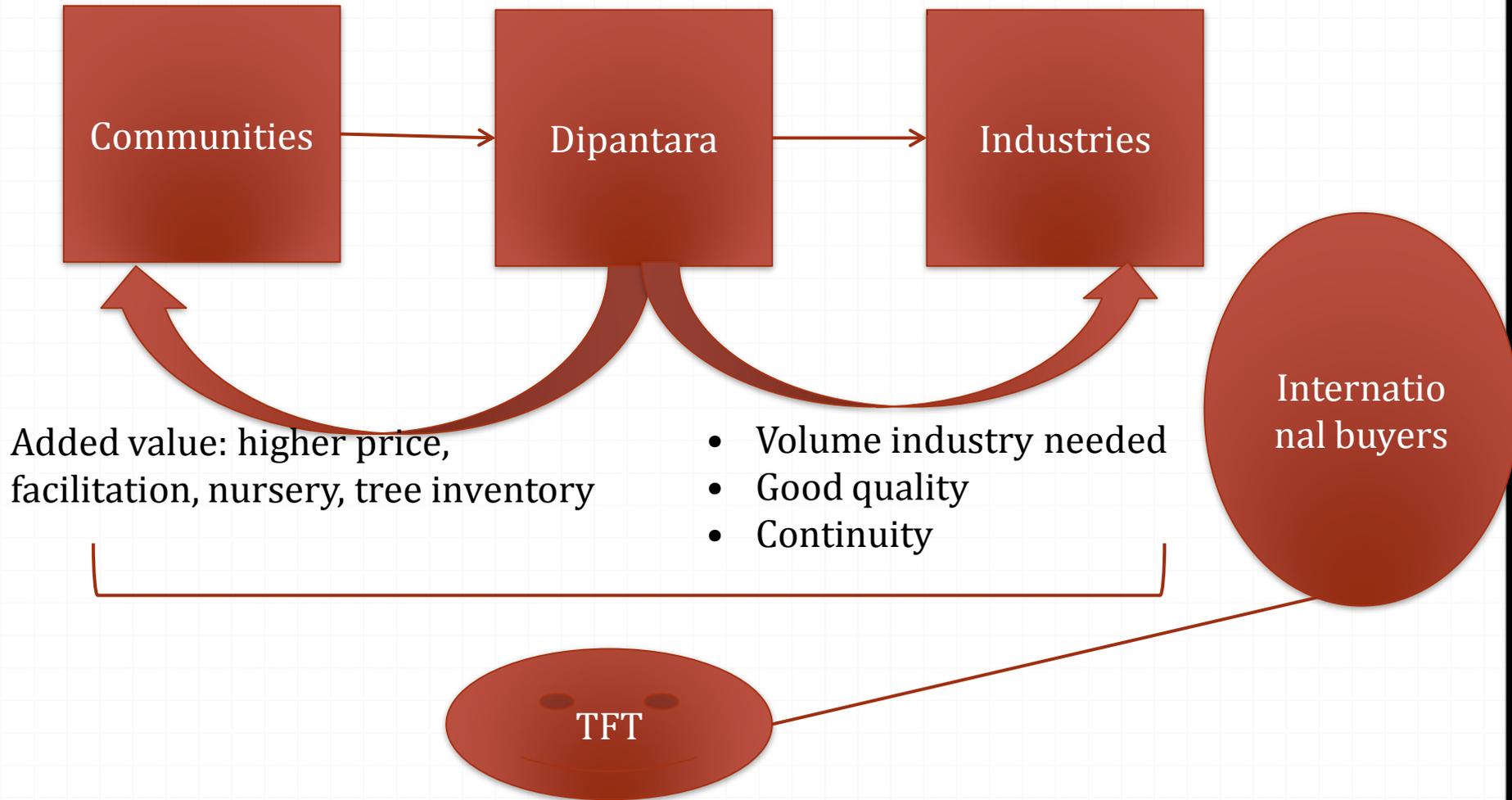


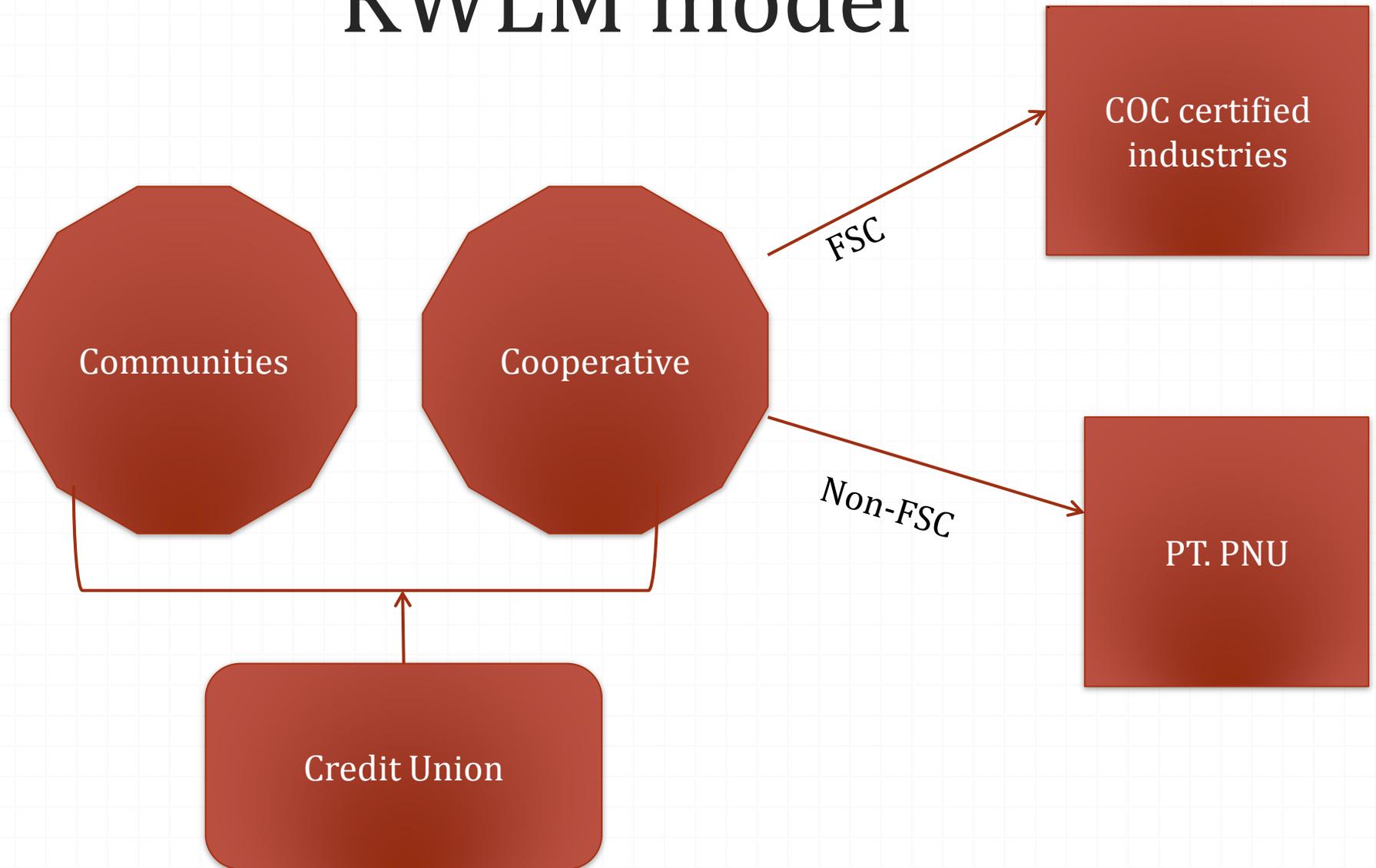
Business Models

ILCF Dialogue, 8 February 2012

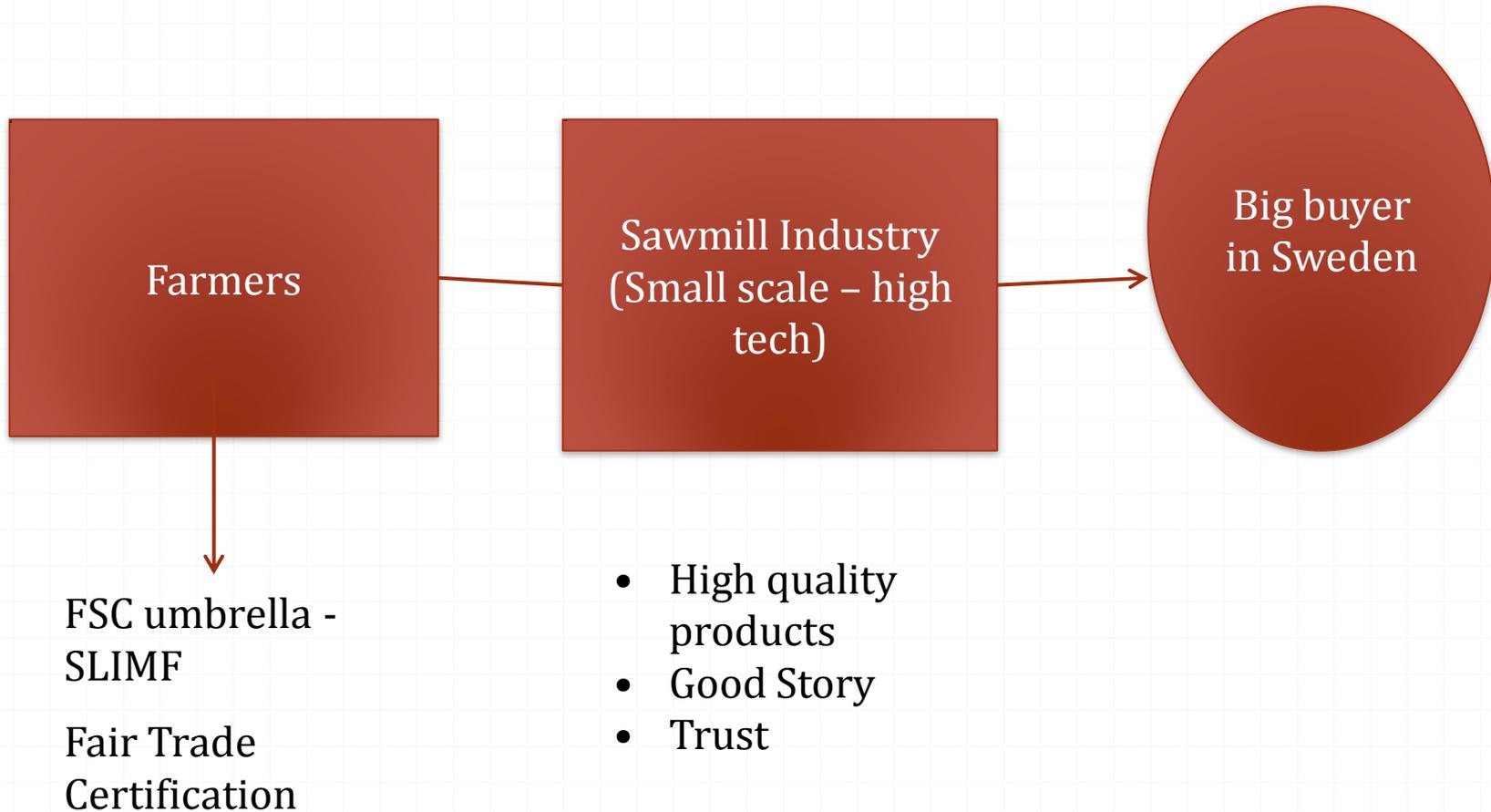
Dipantara Model



KWLM model



South Chile Model



Conditions: summary

- ◊ Link with the buyers/markets
- ◊ Good story
- ◊ Trust
- ◊ Premium
- ◊ Institutional arrangement in the whole actors involved in LCF supply chain