



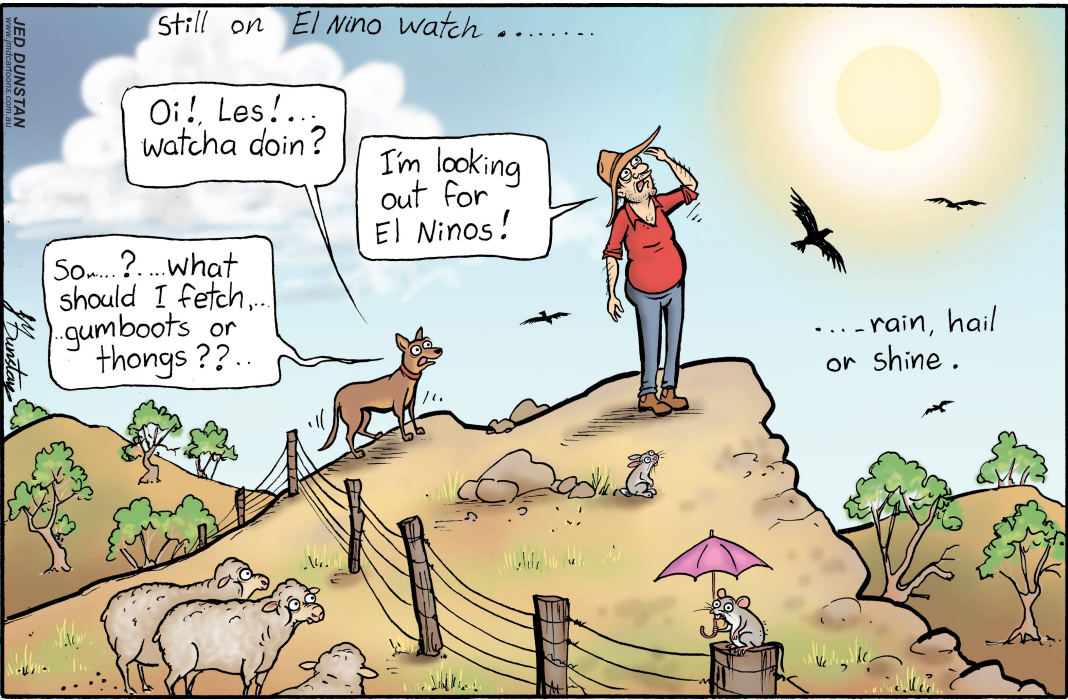
ACTA dinner 2024

# SMS and Regenerative Agriculture

May 2024



# Climate variability



# Climate variability



HOME THE LATEST ELECTION 2024 HOBART LAUNCESTON REGIONS ▾

Rural / Midlands & Central Highlands

## ‘Perfect weather’ as thousands head to first day of Agfest



Pulse Tasmania  
Thursday, May 02 2024 5:00pm

↗ SHARE



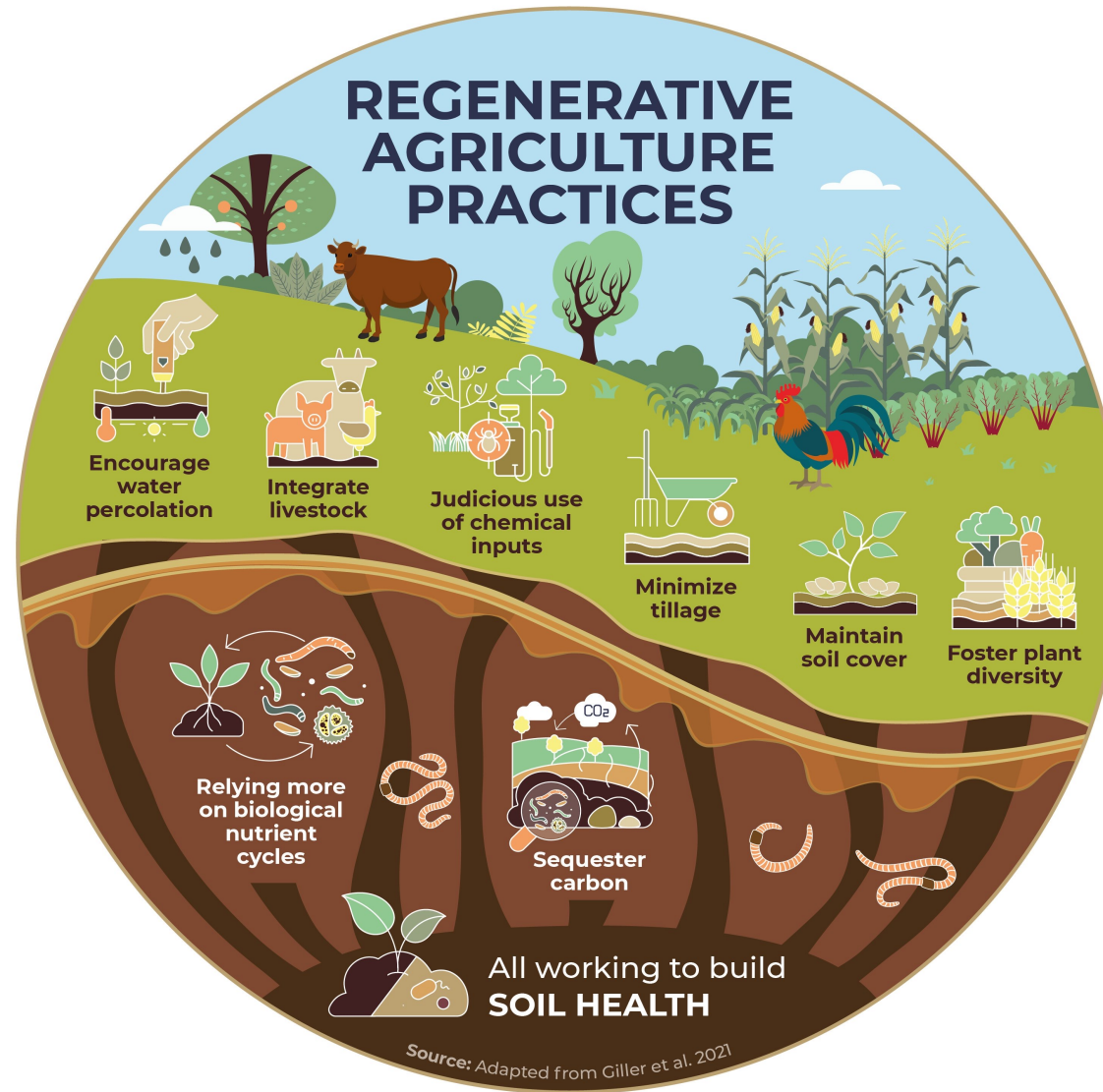
Thousands attend the first day of Agfest 2024 in Carrick. Image / Pulse

Tasmania’s premier agricultural event Agfest has returned for another year to **weather that organisers say is ‘far from typical’**.

Unlike previous years, the towing trucks were not needed to pull cars out of the mud.



# Many definitions





# Many definitions

## General principles of regenerative agriculture



**Understand your  
context**



**Improve soil quality  
and health**



**Improving water  
managment**



**Biodiversity**



**Holistic decision  
making**



**Community**



# Attempts at standards



APRIL 2022

## Regenerative Coffee Scorecard

A Best Practices Guide

The Rainforest Alliance is creating a more sustainable world by using social and market forces to protect nature and improve the lives of farmers and forest communities.





# At what cost?

## Costa Rica

Area	Bronze		Silver		Gold	
Area/ Tipo finca	Pequeña	Mediana/ Grande	Pequeña	Mediana/ Grande	Pequeña	Mediana/ Grande
Soil	\$ 0.06	\$ 0.08	\$ 0.16	\$ 0.21	\$ 0.26	\$ 0.31
Biodiversity	\$ 0.07	\$ 0.07	\$ 0.07	\$ 0.07	\$ 0.07	\$ 0.07
Water	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Crop Resiliency	\$ 0.06	\$ 0.06	\$ 0.24	\$ 0.24	\$ 0.30	\$ 0.30
Livehoods	\$ 0.02	\$ 0.02	\$ 0.03	\$ 0.03	\$ -	\$ -
Total	\$ 0.21	\$ 0.23	\$ 0.51	\$ 0.55	\$ 0.63	\$ 0.69



## Brazil

Area	Bronze			Silver			Gold		
Tipologia de finca	Mecanizada	Semi-Mecanizada	Fincas alta productividad ( Cerrado)	Mecanizada	Semi-Mecanizada	Fincas alta productividad ( Cerrado)	Mecanizada	Semi-Mecanizada	Fincas alta productividad ( Cerrado)
Soil	\$ 0.06	\$ 0.20	\$ 0.10	\$ 0.08	\$ 0.27	\$ 0.14	\$ 0.09	\$ 0.33	\$ 0.16
Biodiversity	\$ 0.02	\$ 0.04	\$ 0.02	\$ 0.04	\$ 0.07	\$ 0.03	\$ 0.07	\$ 0.11	\$ 0.05
Crop Resiliency	\$ 0.03	\$ 0.06	\$ 0.03	\$ 0.13	\$ 0.22	\$ 0.10	\$ 0.16	\$ 0.28	\$ 0.13
Livehoods	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Total	\$ 0.11	\$ 0.30	\$ 0.15	\$ 0.25	\$ 0.57	\$ 0.28	\$ 0.32	\$ 0.72	\$ 0.34



## Colombia

Area	Bronze		Silver		Gold	
Área/ tipo de finca	Pequeña	Mediana /Grande	Pequeña	Mediana /Grande	Pequeña	Mediana /Grande
Soil	\$ 0.02	\$ 0.04	\$ 0.08	\$ 0.12	\$ 0.10	\$ 0.13
Biodiversity	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.04
Crop Resiliency	\$ 0.01	\$ 0.01	\$ 0.05	\$ 0.05	\$ 0.07	\$ 0.07
Livehoods	\$ 0.02	\$ 0.02	\$ 0.03	\$ 0.03	\$ 0.03	\$ 0.03
Total	\$ 0.09	\$ 0.11	\$ 0.20	\$ 0.24	\$ 0.24	\$ 0.27





# At what cost?



## Colombia (excl. variety renovation)

Area	Bronze	Silver	Gold
Soil	\$ 0.03	\$ 0.10	\$ 0.12
Biodiversity	\$ 0.04	\$ 0.04	\$ 0.04
Crop Resiliency			
Livehoods	\$ 0.02	\$ 0.03	\$ 0.03
<b>Total</b>	<b>\$ 0.09</b>	<b>\$ 0.18</b>	<b>\$ 0.19</b>
Incremental cost ( Base Bronze level)	\$ -	\$ 0.09	\$ 0.10

## Colombia (incl. variety renovation)

Area	Bronze		Silver		Gold	
Área/ tipo de finca	Pequeña	Mediana /Grande	Pequeña	Mediana /Grande	Pequeña	Mediana /Grande
Soil	\$ 0.02	\$ 0.04	\$ 0.08	\$ 0.12	\$ 0.10	\$ 0.13
Biodiversity	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.04	\$ 0.04
Crop Resiliency	\$ 0.01	\$ 0.01	\$ 0.05	\$ 0.05	\$ 0.07	\$ 0.07
Livehoods	\$ 0.02	\$ 0.02	\$ 0.03	\$ 0.03	\$ 0.03	\$ 0.03
<b>Total</b>	<b>\$ 0.09</b>	<b>\$ 0.11</b>	<b>\$ 0.20</b>	<b>\$ 0.24</b>	<b>\$ 0.24</b>	<b>\$ 0.27</b>

# SMS – sustainability in coffee



SUSTAINABLE  
MANAGEMENT  
SERVICES



- SMS enables our clients to reach their sustainability goals by being their on-the-ground sustainability team.
- Advisory services enables SMS to implement programs to reach smallholder farmers with training and certification.
- SMS builds long-lasting capacities and relationships for ongoing farmer training through multi-stakeholder partnerships.
- **SMS Code:** ECOM's own sustainability program built on improvement with a focus on productivity and quality

- 300k+ farmers involved in SMS programs
- 1,500+ field staff
- 150+ sustainability programs implemented for our customers

## Tailored farm support

- Technical Assistance
- Farm Management

## Services and Products

- Agro Inputs
- Planting Material





# Sustainable coffee farming



## Organic Inputs



## Diversification



## Agroforestry



## Buffers & Windbreaks



## Integrated Pest Management



## Soil Health & Organic





# Ensuring resilience of farming systems



## Innovation



## Partnerships







# ECOM-CIRAD varieties

- 15 years + collaboration
- Laboratory in Nicaragua for F1 hybrid propagation
- Nurseries at origins – Mexico, Guatemala, El Salvador, Nicaragua, Costa Rica, Vietnam, China
- Varieties adapted to pest & disease and new production method (agroforestry)



# ECOM-CIRAD in numbers

## Varieties

Marsellesa

*H1 – Centroamericano*

H10 – Milenio

EC16 – Mundo Maya

EC18 – Evaluna

EC19 – Nayarita

Starmaya

Mariana

## 500k

Plant embryos  
produced per year

## 20m+

Coffee plants and  
seedling distributed  
per year

## 2m+

Production of  
agroforestry trees



Demo plots in 30 countries



EC16 & H1

Top 2 most productive varieties in WCR ILMVT (11 countries)



First F1 hybrid per seed



## Regenerative Agriculture in Costa Rica

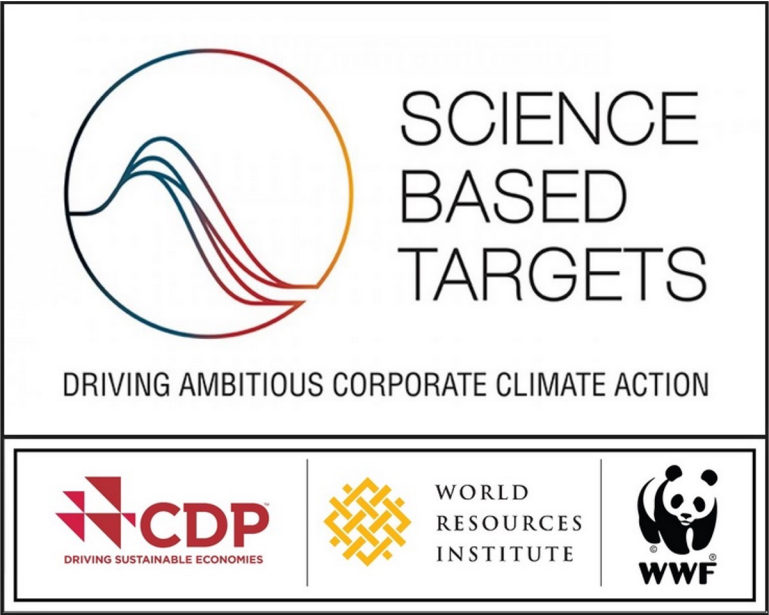
### SMS Costa Rica & Regenerative Pillars

- **R&D: New varieties**: Rust resistance or tolerant varieties, improve coffee productivity, coffee quality, climate resilience, and farmer livelihoods.
- **Crop Management**: Implement weed, pest, and disease-integrated management models. Reduce the consumption of agrochemicals and conventional fertilizers. Focus on biological and organic inputs.
- **Healthy Soil**: Implement soil conservation practices. Soil analysis using the soil organic matter as a soil health indicator. Implement the use of organic fertilizers, biochar, Nitrogen fixing bacteria and biological input.
- **Climate Resiliency**: Implement the multi-strata agroforestry models





# ECOM & Climate



**Climate Pledge:** Achieving Net Zero greenhouse gas emissions across our value chain by 2050

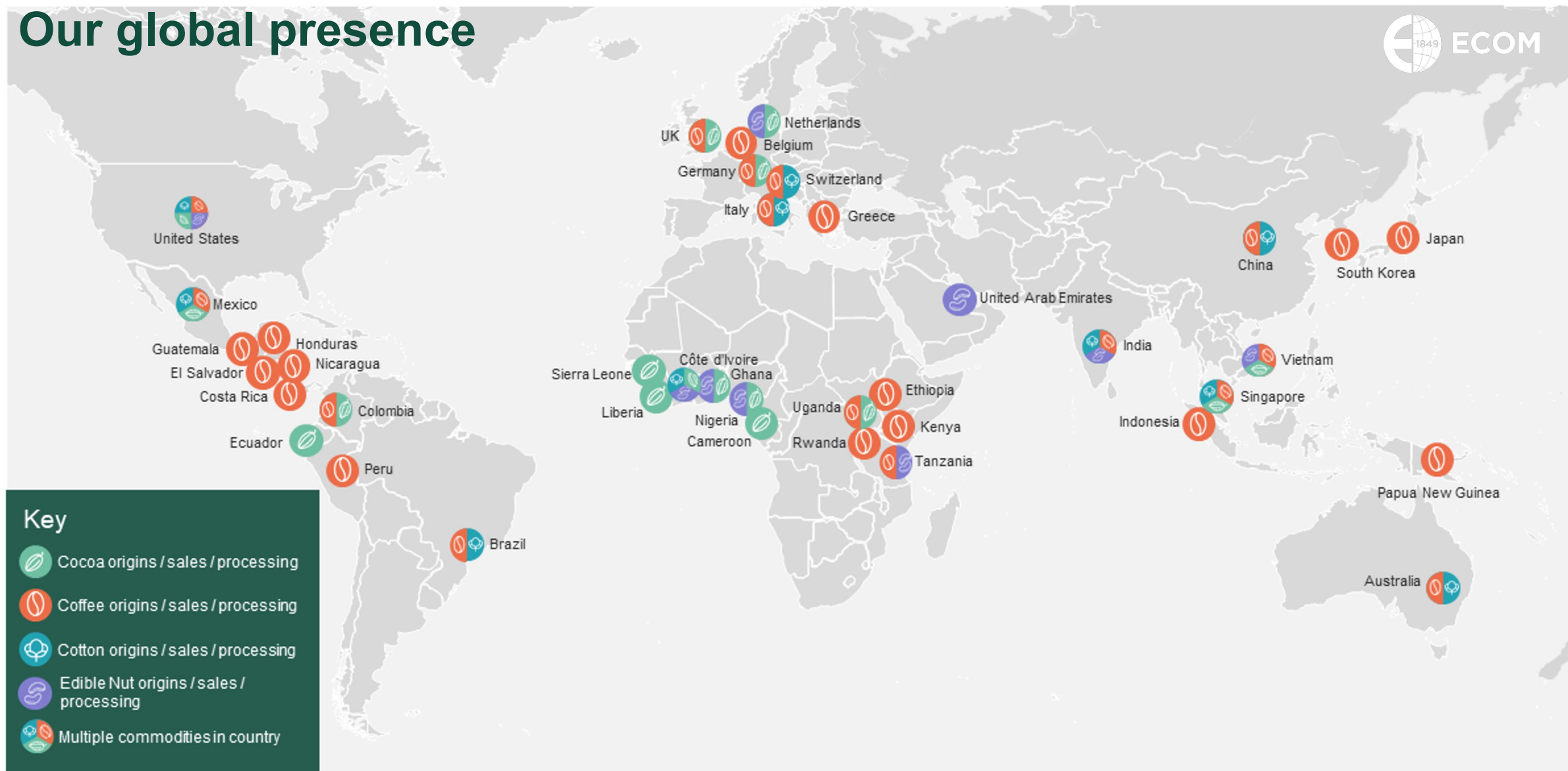
ECOM Agroindustrial Corp. Ltd



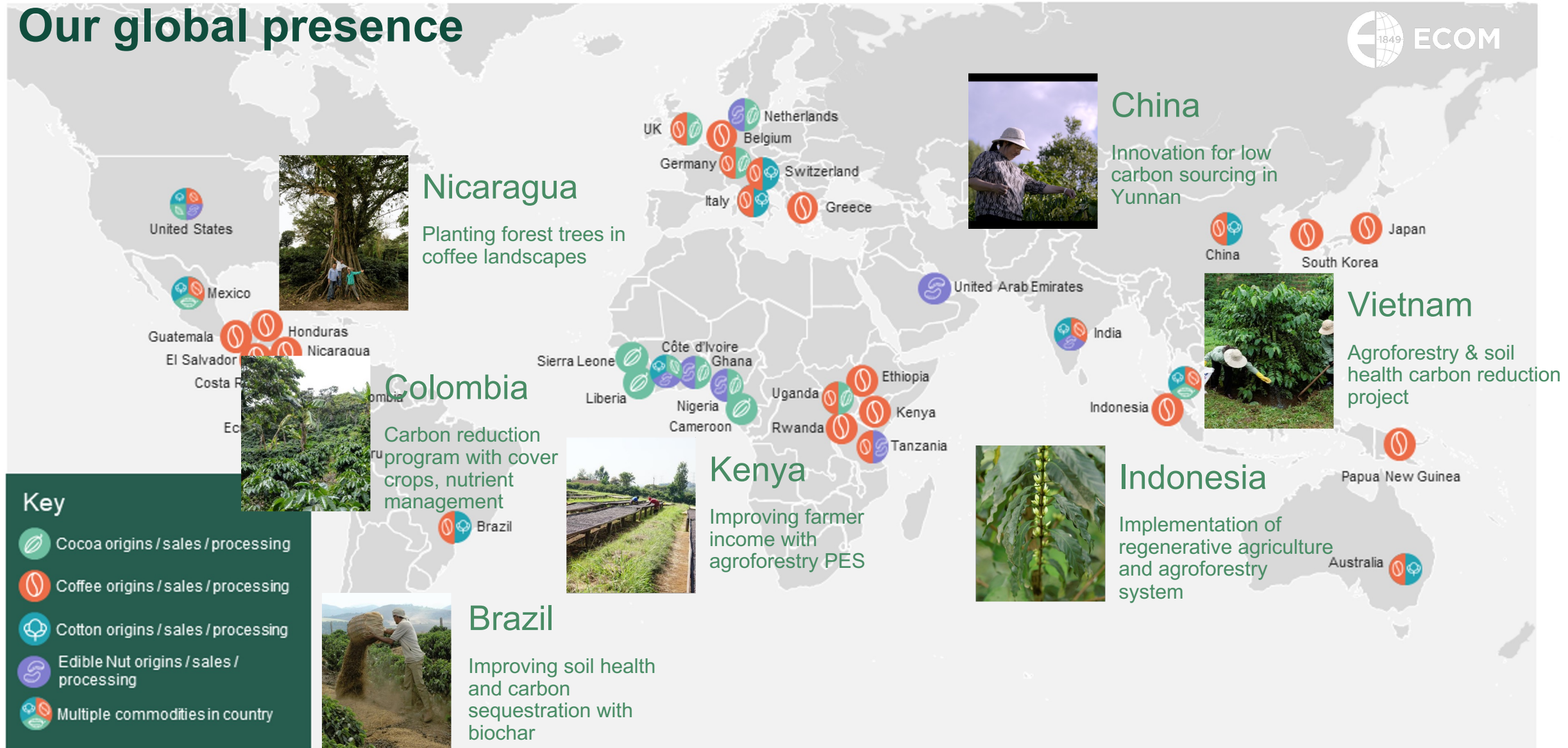
As SBTi signatories, we submit targets and publish our corporate footprint on an annual basis. Our methodology for corporate reporting aligns with the GHG protocol guidelines.








# Our global presence



# Our global presence



## Key

-  Cocoa origins / sales / processing
-  Coffee origins / sales / processing
-  Cotton origins / sales / processing
-  Edible Nut origins / sales / processing
-  Multiple commodities in country



# Regenerative Agriculture

- Different needs across and within coffee origins
- Holistic approach to sustainable coffee production
- Increasing attempts at standardizing
- Going beyond certification to support farms in the transition through projects and sourcing partnerships
- Share the burden of transition across the supply chain, not only for responsibly sourced coffee but responsibly produced claims









# Growing Innovators



<https://vimeo.com/776165191>