

CAN WE PRODUCE AND PERSERVE THE SAME TIME?

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Environmental Specialist, Agronomist with post-degree in Agroindustry Management, works at Andre Maggi Group since 2004 where was responsible for development and introducing an Environmental Management System including all operations of the Company (agriculture, trading and logistic). His work includes the environmental assessment and advice to farmers; certification of own farms and third part farms; participation on international forums about sustainability; draw up the inventory of carbon emissions; etc. Today he is working to certify (involving all soy value chain and to draw a Strategic Corporate Policy to Carbon. Since 2006 he is member of Executive Board of RTRS (RoudTable on Responsible Soy), where was part of Development Group and many others working groups.

Can we produce and preserve at same time ? In this presentation we will show the challenges faced trying to answer this question. We also will present the work done in the past 7 years in the assessment and advisory to farmers, as well as the projects in course to move the soy value chain to a more sustainable model/level.

The Andre Maggi Group activities today includes operations in 5 countries (Brazil, Argentina, Netherlands, Switzerland and Norway); it's involving agriculture, logistic, trading, seeds, energy generation, crushing and port operations. The Group planted 127,800 hectares of soy, 47,000 hectares of corn and 32,600 hectares of cotton; it traded 4.8 million tons of grains and crushed 1.9 million ton of soy. The supply chain farmers assessment add more 1 million hectares of soy in 793 farms, and with another programs we reach all suppliers around 2,000 farms every year.



World Soybean Research Conference IX

Durban – South Africa

February, 2013



ARGENTINA
BRAZIL
NORWAY
SWITZERLAND
THE NETHERLANDS

ANDRE MAGGI GROUP

- ▶ Agricultural production
- ▶ Seed production
- ▶ Trading company
- ▶ Soybean crushing
- ▶ Logistics and navigation
- ▶ Port terminals
- ▶ Energy generation





AGRI DIVISION

- ▶ 10 farms
- ▶ 139,000 ha soybean
- ▶ 56,000 ha corn
- ▶ 10,000 ha cotton
- ▶ 460,000 ton soybean
- ▶ 321,000 ton corn
- ▶ 17,000 ton cotton fiber



AMAGGI

- ▶ 4.2 Mton grain traded
- ▶ 8 years evaluation program
- ▶ 800 financial support
- ▶ 310 Kton ISCC certified
- ▶ 540 Kton RTRS certified
- ▶ 1.3 Mton PROTERRA certified
- ▶ 2.1 Mton certified sustainable soybean



- ▶ 2004 = environmental impacts
- ▶ 2005 = EMS
- ▶ 2006 = RTRS creation
- ▶ 2007 = ISO 14001
- ▶ 2008 = PROTERRA
- ▶ 2009 = ISCC (corn)
- ▶ 2010 = ISCC (soybean)
- ▶ 2011 = RTRS (own farms)
- ▶ 2012 = RTRS (supply chain)
- ▶ 2013 = GHG management





Challenges

- ▶ good agricultural practices
- ▶ to improve the logistics
- ▶ to increase the yield
- ▶ to comply Brazilian laws
- ▶ to intensify the land use
- ▶ environmental management
- ▶ professional development



We are doing

- ▶ 54 events - 145 lectures
- ▶ 25,000 booklets, guides
- ▶ soy moratorium
- ▶ green purchasing policy
- ▶ support Soja Plus program
- ▶ partnership: IPAM, TNC, Aliança

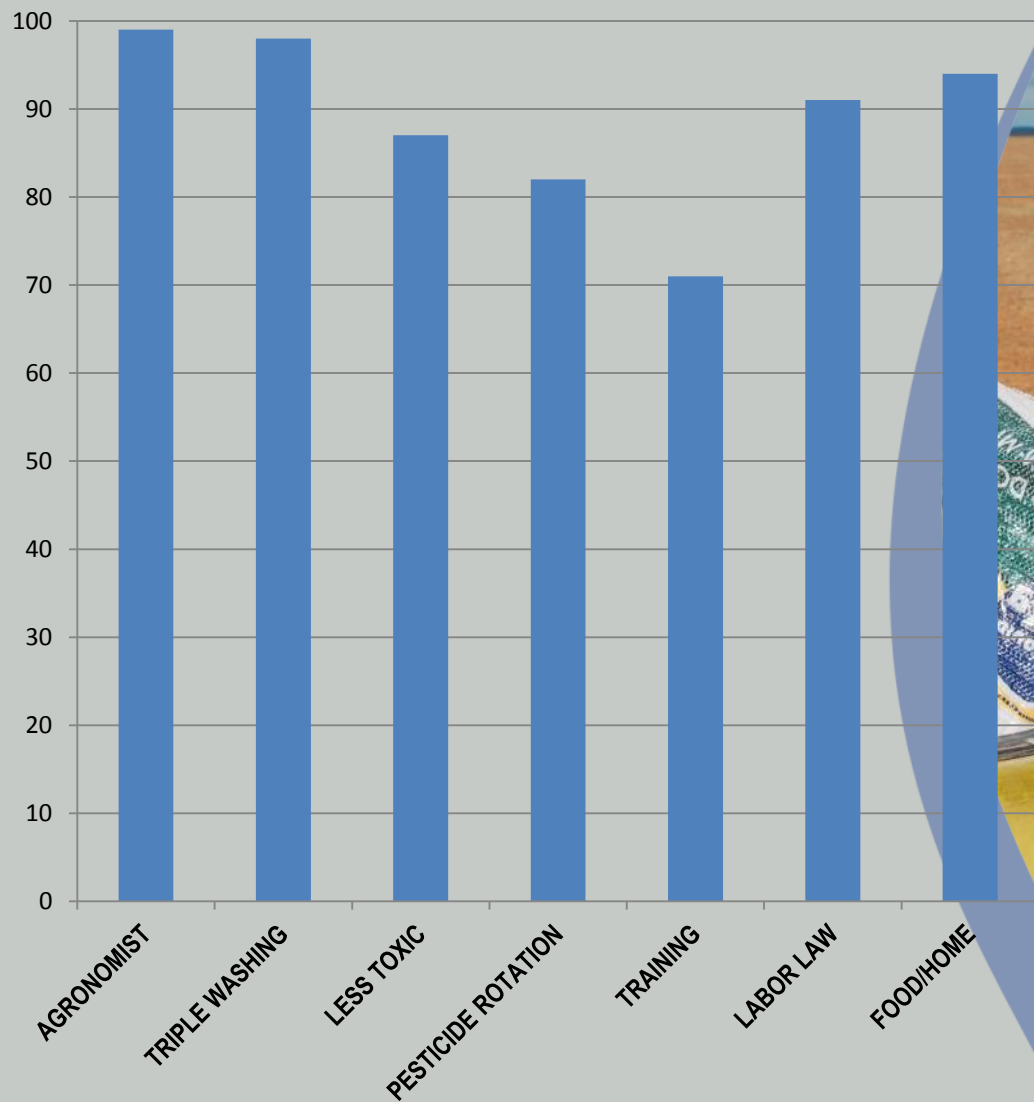
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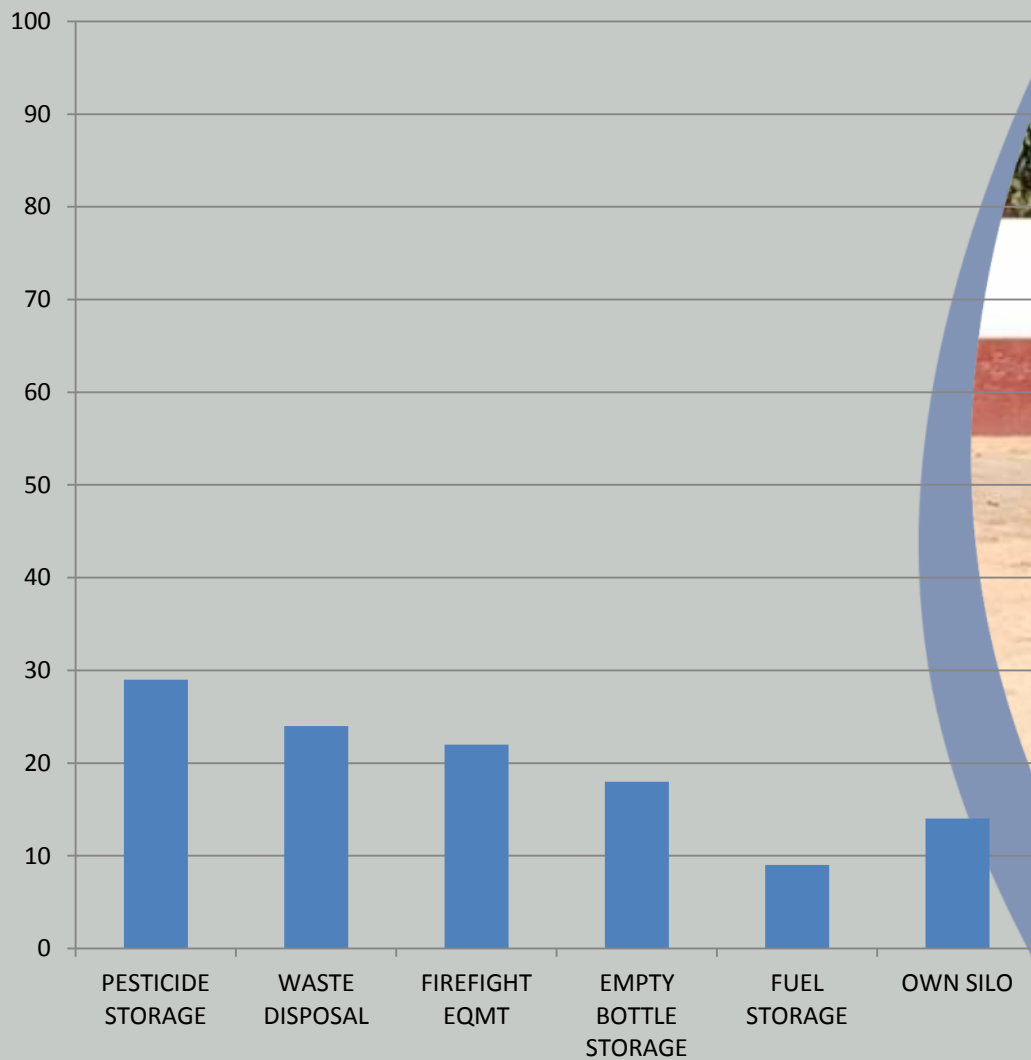


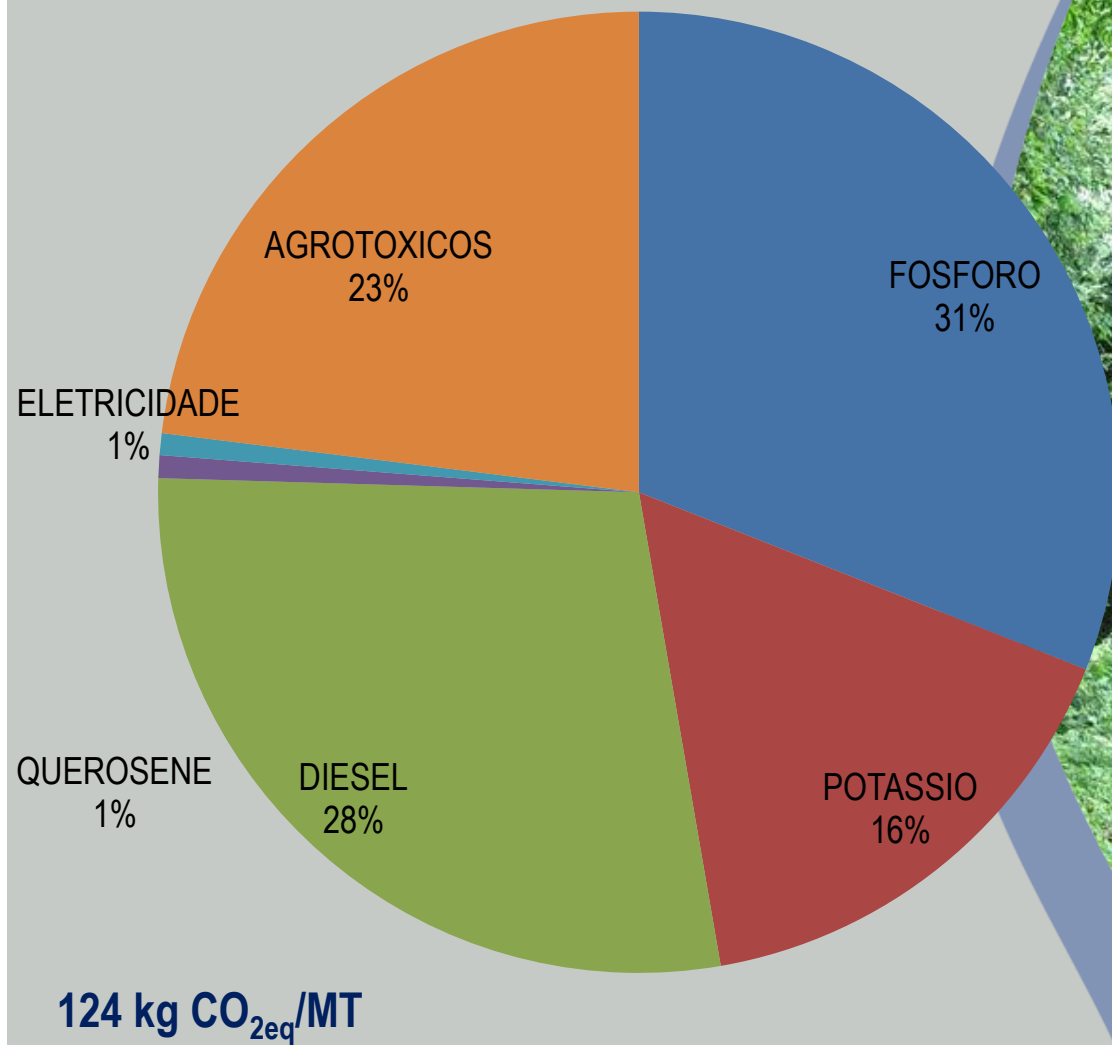
Why do it

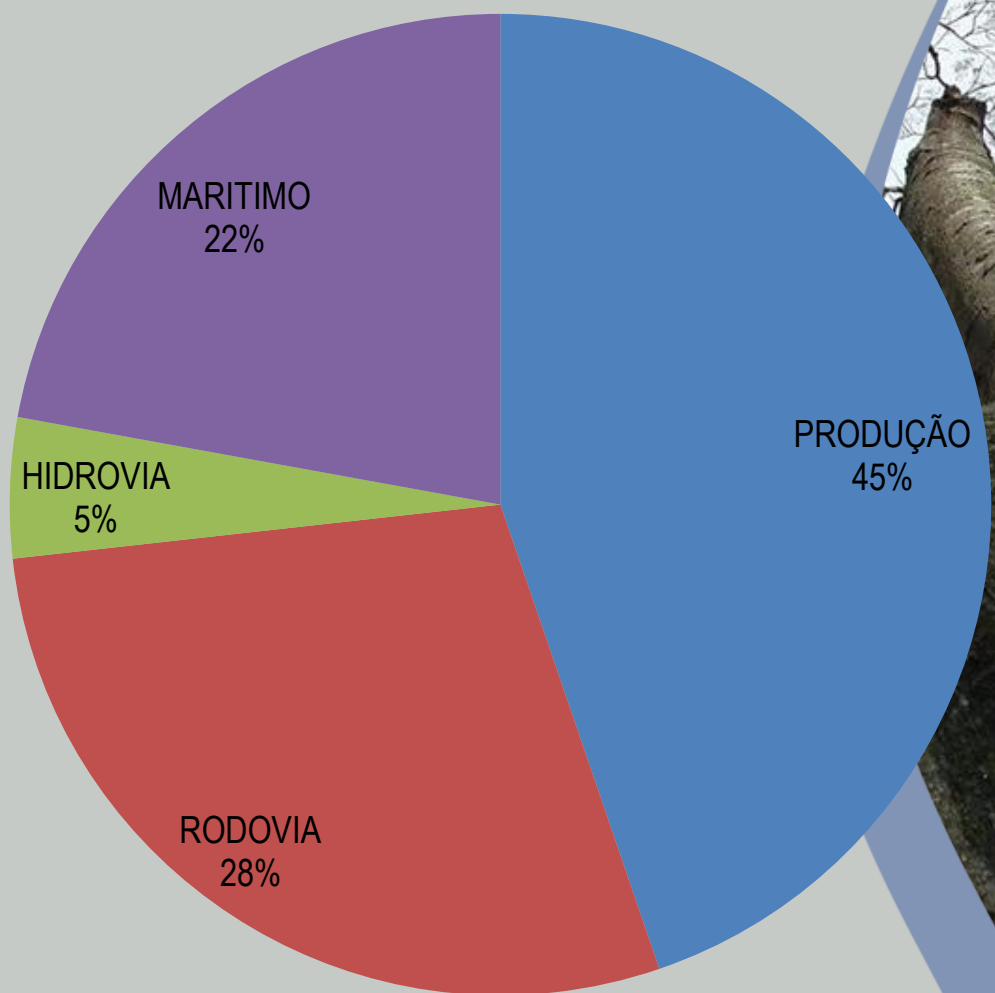
- ▶ Banks greening
- ▶ Trading greening
- ▶ Retailer greening
- ▶ to reduce risks
- ▶ market differential
- ▶ institutional image
- ▶ to increase efficiency











TARGET 2017 = to reduce 6%



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and to preserve at
same time ?**

Thank you

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