



ABIOVE – Brazilian Vegetable Oil Industry Association

Sustainable Soy Production Strategic Actions

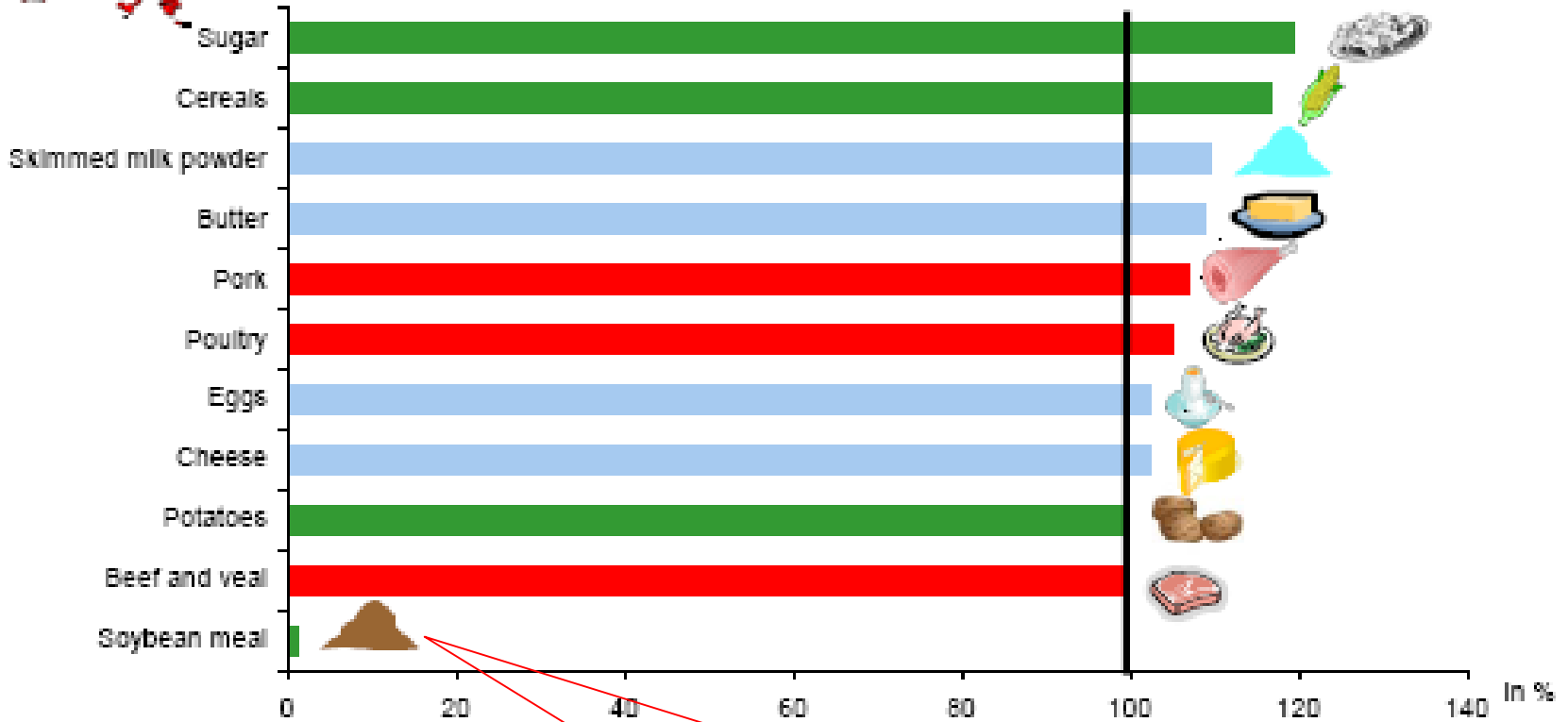
Carlo Lovatelli – President
September/October 2007

The Amazon Rain Forest





**EU SELF SUFFICIENCY
FOR SOME EU AGRICULTURAL PRODUCTS IN 2004**



Source: FEAC

Brazil is one of the big suppliers of vegetable protein



The Amazon Biome and Brazilian Environmental Policy

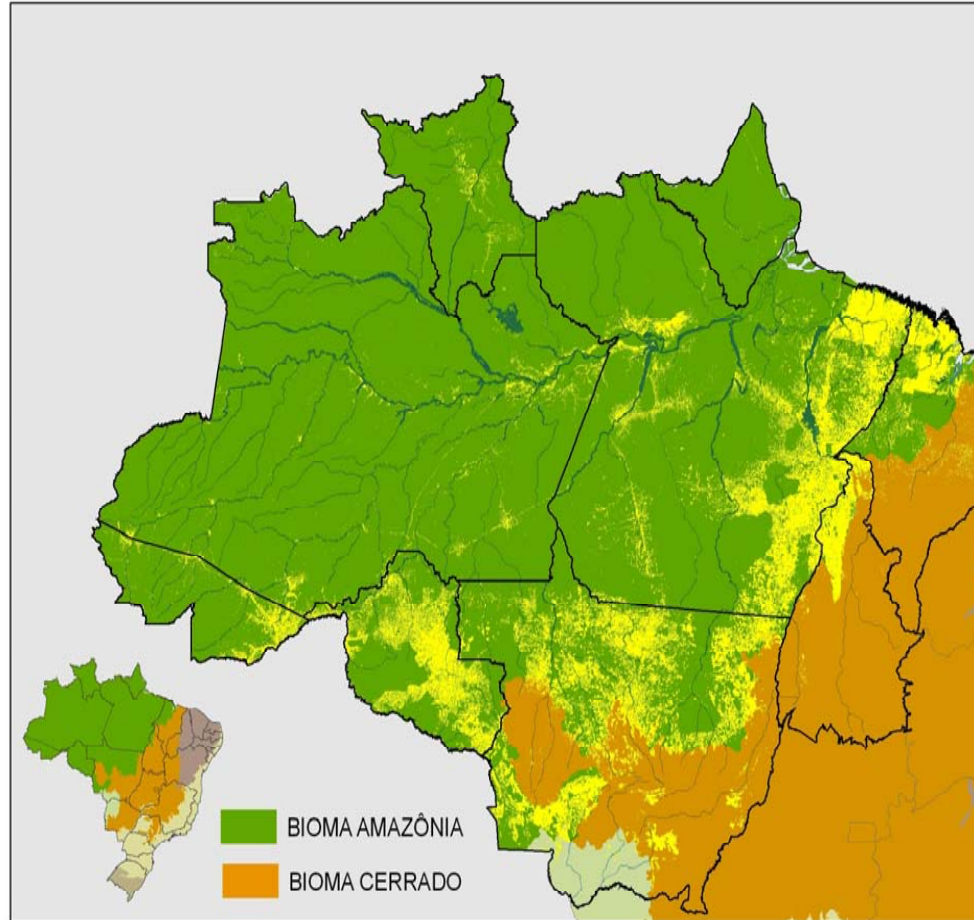


Legal Amazon – “A Continent”

Legal Amazon:

an administrative concept

- Area: 510 million hectares
- Territory: 9 states
- 61% of Brazil's territory
- 8 different biomes
- Population: 23 million inhabitants



Amazon Biome:

an environmental concept

- Area: 420 million hectares
- 49% of Brazil's territory
- The Amazon Biome area is equivalent to 101 times the area of Holland
- Population: 20 million inhabitants

The Amazon Rain Forest, with an area of 367 million hectares, is located within the Amazon Biome

Deforestation in the World and the Amazon Forest



Amazon Forest - 2006

	Million of ha	Share %
Forest Areas	299	81%
Deforestation	68	19%
Original Forest	367	100%

Brazil has 81% of the Amazon Forest

Source: Instituto Nacional de Pesquisas Espaciais – INPE 2006

Policy for Environmental Conservation in Legal Amazon

Brazil has an active policy for environmental conservation in Legal Amazon, based on the following tools:

1

Creation of
Environmental
Conservation
Areas (APA)

2

Creation of
Indigenous
Reserves

3

Application of
Legal Reserve

Policy for Environmental Conservation in Legal Amazon

Environmental Policy

Area	Application of Legal Reserve		
	Up to 1996	After 1996	
	LEGAL RESERVE	LEGAL RESERVE	Available for planting
Forest	50%	80%	20%
Cerrado	20%	35%	65%

Land use of Legal Amazon was severely restricted after 1996

The rural producer assumes the obligation of preserving 80% of the forest, without any payment from government

Conservation Policy	Millions of ha
Protected Areas (Environmental and Indigenous)	178
Estimated Legal Reserve (Forest 80% / Cerrado 35%)	143
Total Protected by Law (63% of Legal Amazon)	321

The Legal Reserve establishes the conservation of 143 million hectares in Legal Amazon

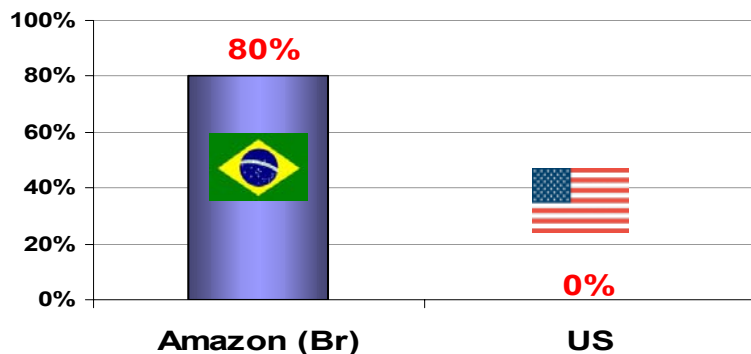
Brazilian Amazon vs. U.S. grain belt

**Drastic regional
differences in
environmental
legislation
=
Competitive
imbalance**

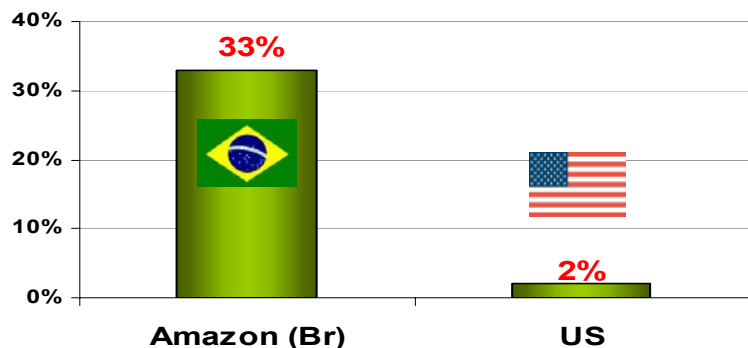
**Does the E.U. have an
environmental policy that
is as strict as Brazil's?**

Source: IPAM - Daniel Nepstad

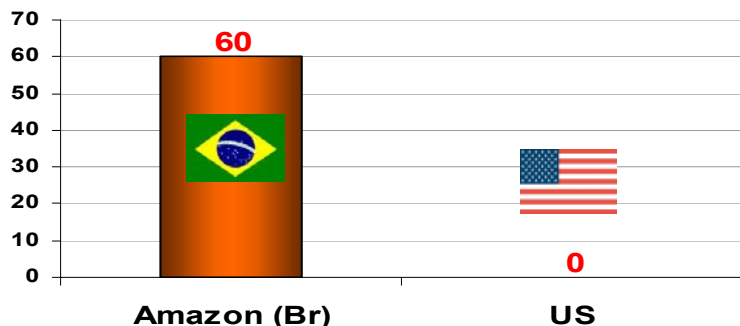
Private Land Forest Reserve



Protected Areas



Minimum Mandatory Riparian Reserve Width (meters)



Difficulties in containing illegal deforestation

Extensive area to control, with difficult access

(420 million hectares)



Poorly defined property rights

Between 40% and 47% of Legal Amazon's territory are public lands in dispute

Poorly defined property rights are the main reason for the inefficiency of the environmental laws in containing illegal deforestation

How can environmental conservation be improved?

A New Economic Tools

The Economic Tools are an efficient alternative to complement environmental legislation



B Add Value to Production

“Producers in the **Red** cannot look after the **Green**”



**They make environmental conservation economically sustainable
in Legal Amazon**

How can environmental conservation be improved?

A

New Economic Tools to improve conservation

	Payment for “Standing Forest”	Forest Assets Exchange	Voluntary Certification
What is it?	<p>Creation of an international fund for payment of:</p> <ul style="list-style-type: none"> - Forest environmental services - CO₂ emissions that are avoided - Economic potential of the biodiversity reserve <p>While the “Standing Forest” is worth “less” than cleared forest, there is no economic stimulus for conservation.</p>	<p>Creation of an Exchange to trade Forest Reserve Quotas (CRFs) in the Amazon region:</p> <p>Payment of a “bonus” for maintenance of the Legal Reserve (80%).</p> <p>Payment for non-utilization of the exploration quota (20%) that the owner has a right to – which would lead to a reduction in legal deforestation.</p>	<p>Creation of remunerated Voluntary Certification (“Green Seals”) that pay a premium to those producers who beyond Brazil’s environmental legislation.</p> <p>Remunerated Voluntary Certification stimulates the spread of good agricultural practices and respect for environmental legislation.</p>
Effect	Reduces deforestation	Guarantees the Legal Reserve	Stimulates good Agricultural Practices

How can environmental conservation be improved?

Production for exports “in natura”

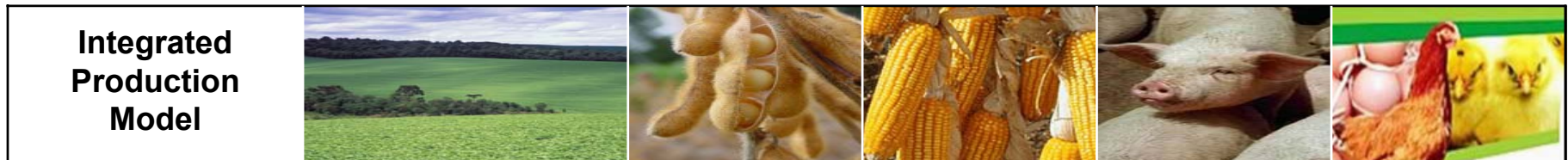


B

Value added to grain production (soya and corn) in the Cerrado, through production of meats (poultry and pork) for export

Sustainability

Production for export



Reduces pressure on new agricultural areas



Makes crop rotation possible

Reduces monoculture

Reduces pest propagation (Asian Rust)

Reduces the use of agrichemicals

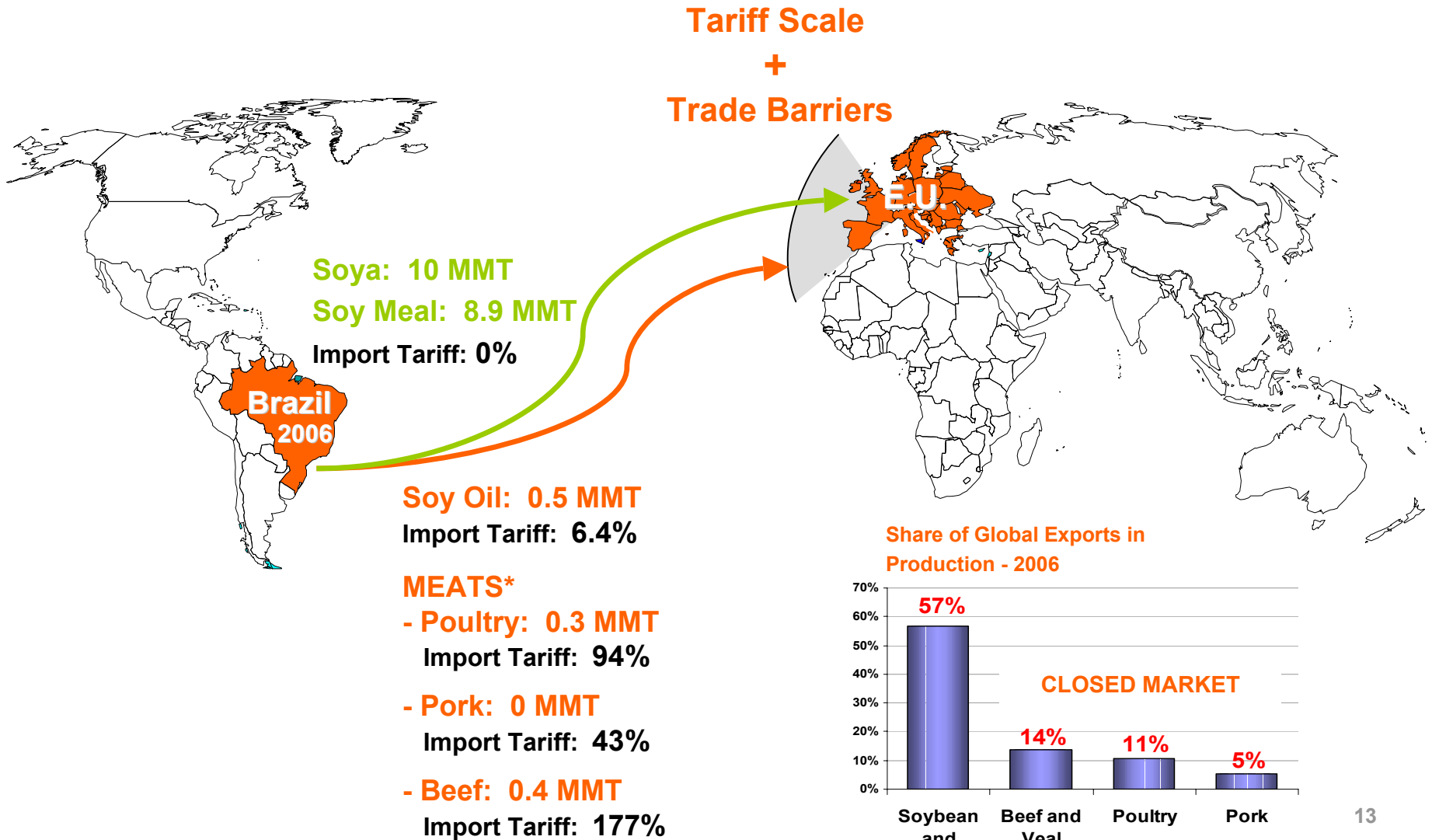
Creates income for the small and large farmer

Resources needed for environmental conservation (Legal Reserve)

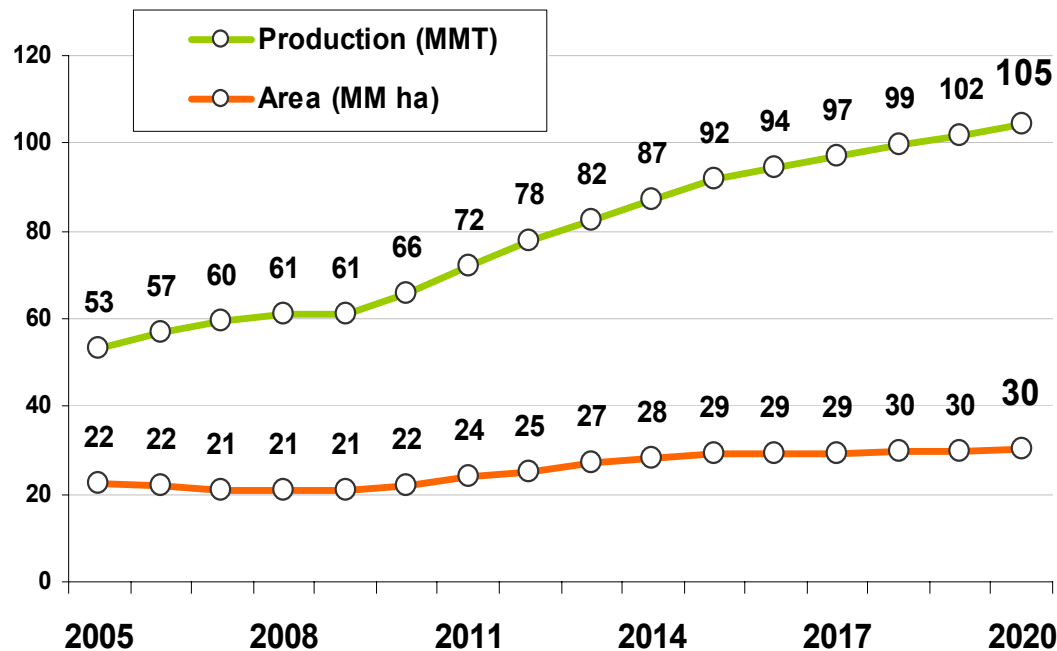
Makes the small producer in the Cerrado feasible

The success of this model depends on the opening up of the international meat market

Scaled Tariff of the Main Importing Countries



Evolution of Soy Production in Brazil



Source: AGROCONSULT/ ABIOVE

- In 2020, Brazil should produce about 105 million tons of soybeans, using an additional area of 8 million hectares throughout the country
- The 76% increase in production will require an increase of only 46% in area, due to the forecast gains in productivity (1.5% per year)
- By 2020, an estimated 30 million hectares will be released by livestock farming
- Protein meal, not oil (biodiesel), is soya's growth driver

2006 - 2020 Agricultural Area Occupation

	2006				2020			
	Sugar Cane	Soybeans	Cattle	Total	Sugar Cane	Soybeans	Cattle	Total
Area (Million Ha)	6	22	220	248	14	30	172	216
Production (Million Ton)	430	57	9	-	1038 ⁽¹⁾	105	11	-
Cattle Heads (Millions)			207	-			240 ⁽²⁾	-
Cattle Heads per hectare	-		0,9	-	-		1,4	-

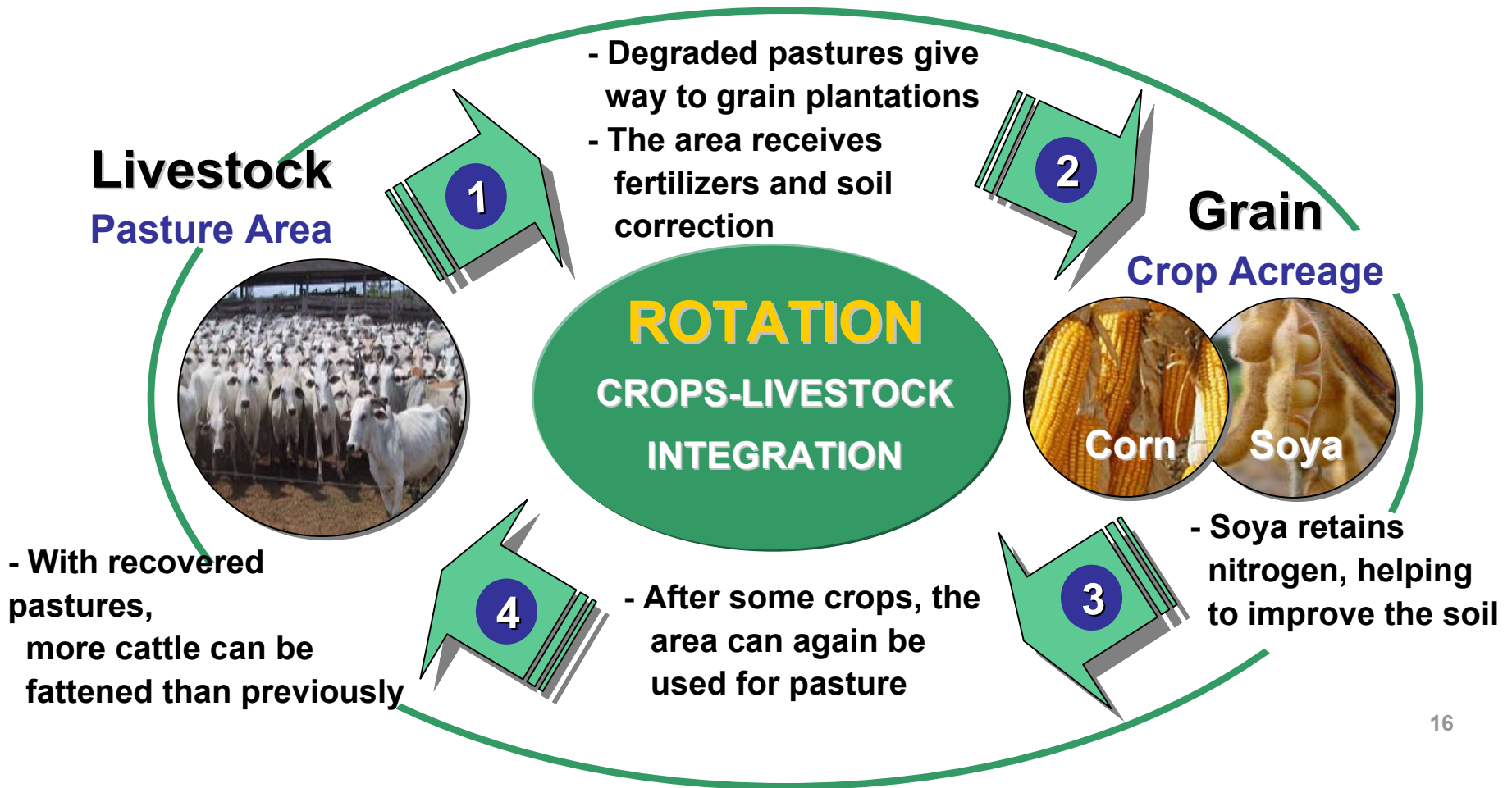
Sources: UNICA / ABIOVE / IBGE / FAO / United Nations

(1) Increase in sugar production to 45 million from 30 million tons and ethanol to 65 billion liters from 18 billion liters, using sugarcane straw.

(2) Forecast considering a 1.1% annual growth in production (demographic growth).

How can grain production in Brazil be increased, without increasing the deforested area?

Crops-Livestock Integration





Sustainability Actions in Brazil's Soy Agribusiness



Brazil's Soy Agribusiness

→ Sustainability Actions

- **Soy Moratorium in the Amazon Biome**
- **Round Table of Responsible Soy - RTRS**
- **ARES - Institute for Responsible Agribusiness**
- **National Pact for the Eradication of Slave Labor**
- **Green Action – Mato Grosso State**
- **Environmental Pact – Mato Grosso State**





Soy Moratorium in the Amazon Biome



Soy Moratorium in the Amazon Biome

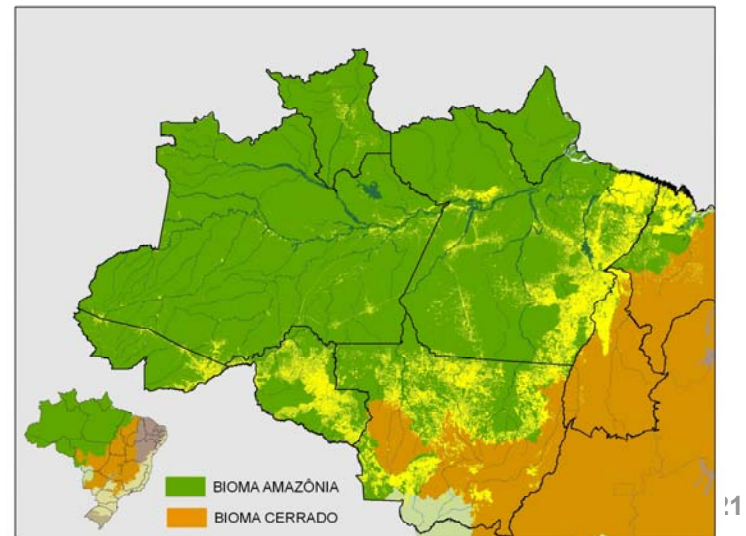
→ What is it?

- **ABIOVE (Brazilian Vegetable Oil Industry Association) and ANEC (National Grain Exporters Association), together with their respective member companies, are committed not to trade soy produced in the Amazon Biome that was deforested after July 24, 2006. This commitment has a duration of two years.**
- **In addition, in the Declaration of Moratorium, the sector reiterated its repudiation of the use of labor analagous to slavery.**

Soy Moratorium in the Amazon Biome

→ Objectives

- To develop a governance structure for the responsible production of soy in the Amazon Biome, stimulating an end to deforestation and reconciling economic development with socioenvironmental conservation
- Meet customers' growing concern about conservation of the Amazon Forest



Source: IBGE

Soy Moratorium in the Amazon Biome

→ Proactive action by the productive sector

- Despite the small area (0.3%) of the total Amazon Biome occupied by soybeans, the productive sector acted proactively and announced the Soy Moratorium with the objective of establishing clear rules of how to operate in this environmentally sensitive area

Soy Production in Brazil, in the Amazon Biome			
	Total Territorial Area (millions of ha) (a)	Area with Soya 2005 Crop (millions of ha) (b)	Share of Soya (millions of ha) (b) / (a)
Brazil	851	23.4	2.7%
Amazon Biome	419	1.1	0.3%

Source: IBGE – based on PAM 2005

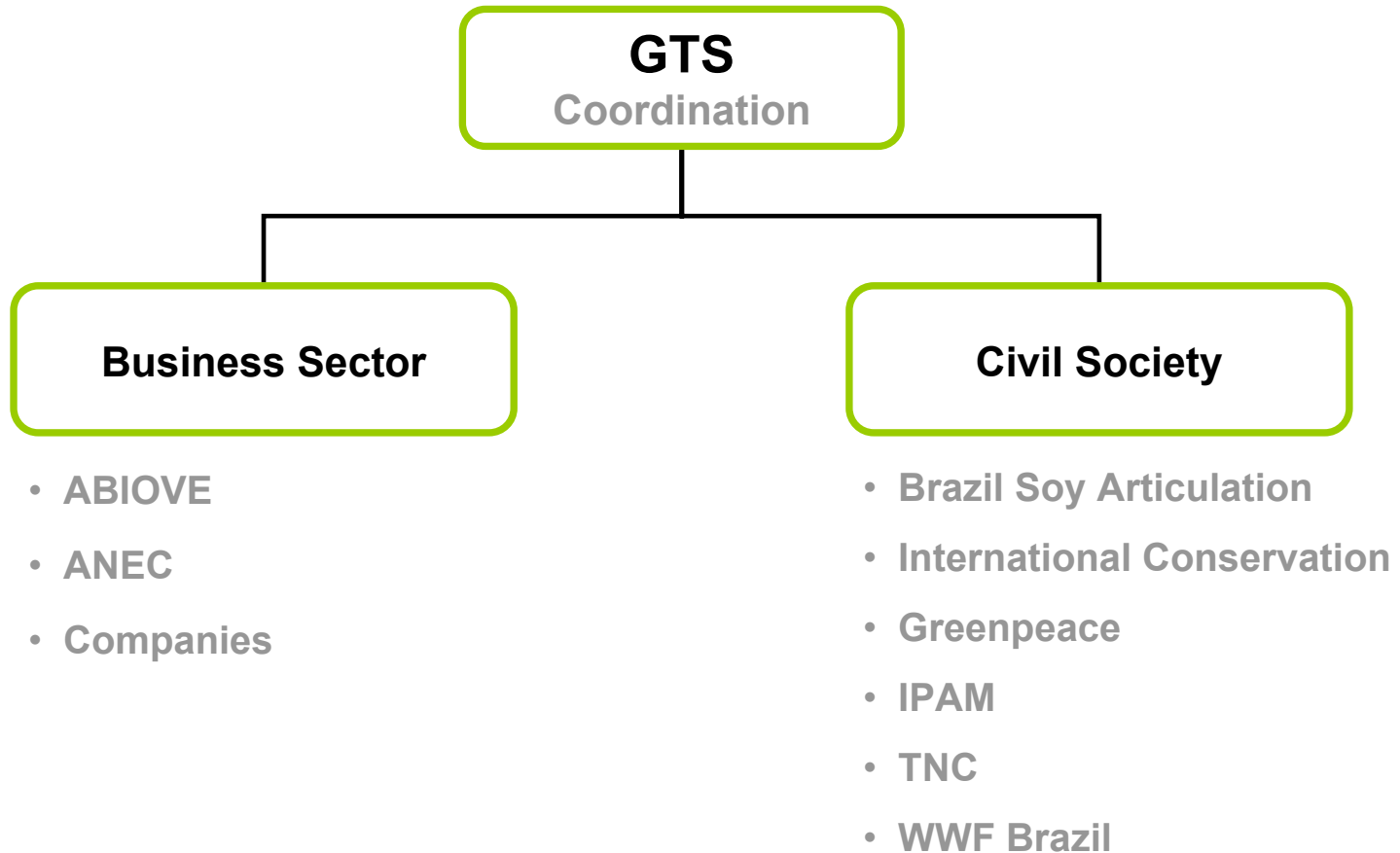
Soy Moratorium in the Amazon Biome

→ Work agenda

- **Mapping and monitoring soybean planting in the Amazon Biome**
- **Education and environmental awareness, providing best agricultural practices and information about the Brazilian Forest Code**
- **Improving legislation and institutional relationships to improve control over deforestation and the development of soybean production in the region, collaborating with and demanding from the government the application of public policies and compliance with Brazil's legislation**

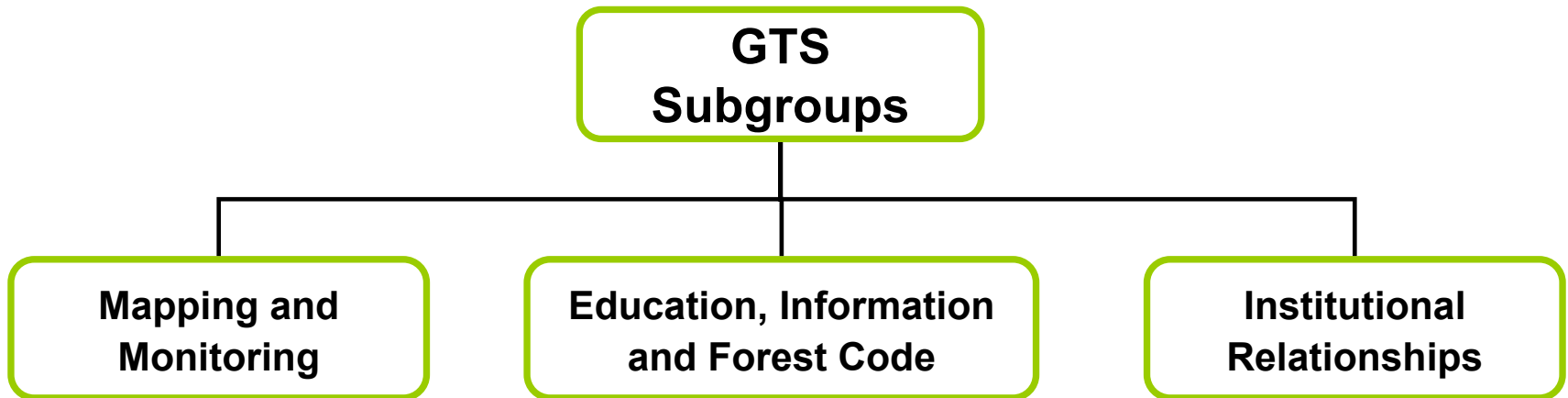
Soy Moratorium in the Amazon Biome

➔ GTS - Soy Work Group



Soy Moratorium in the Amazon Biome

➔ GTS - Soy Work Group



Soy Moratorium in the Amazon Biome

→ Mapping & Monitoring Subgroup

Main attributes

- **Choosing the mapping and monitoring tools to identify the limits of the Biome and the areas that were deforested after the Moratorium was announced**
- **Definition of field surveys to evaluate land use in the deforested areas detected by satellite images**

Soy Moratorium in the Amazon Biome

→ Mapping & Monitoring Subgroup

Operational model

- **Mapping of the situation in August 2006, the first official information after the Declaration of Moratorium**
- **Identification of areas that have been deforested since August 2006**
- **Monitoring land use in these deforested areas**
- **Monitoring soy deliveries to stop the purchase of soy from areas that were deforested during the Moratorium period**
- **In-charge: WWF-Brazil, Greenpeace, IPAM, Cargill and Maggi**

Soy Moratorium in the Amazon Biome

→ Mapping & Monitoring Subgroup

MEETING ON SEPTEMBER 14:

- **INPE has already delivered the mapping of August 2006 (T0)**
- **SAD – the Deforestation Alert System of Imazon identified about 12,000 new deforested areas (T1) in Mato Grosso. Only 300 areas were above 100 hectares (suitable for soy planting)**
- **The subgroup has decided to monitor areas above 100 hectares, using SAD and INPE satellite images, which must be available up to November 2007. A private company - Globalsat will be able to supply this information on time, if necessary**

Soy Moratorium in the Amazon Biome

→ Mapping & Monitoring Subgroup

MEETING ON SEPTEMBER 14:

Globalsat will check all selected deforested areas, in order to prepare a list of the farms that planted soybeans, not complying with the Moratorium

- **They will apply their technology to identify the planted crop by satellite and make a field visit whenever is necessary**
- **Crushers and trading companies will not buy soybeans produced in the new deforested areas**
- **NGOs will be able to make a joint appointment of independent companies to audit the system by the end of the season**

Soy Moratorium in the Amazon Biome

➔ Education, Information and Forest Code Subgroup

Main attributes

- **Develop ways of encouraging adoption of socioenvironmental practices to be applied locally**

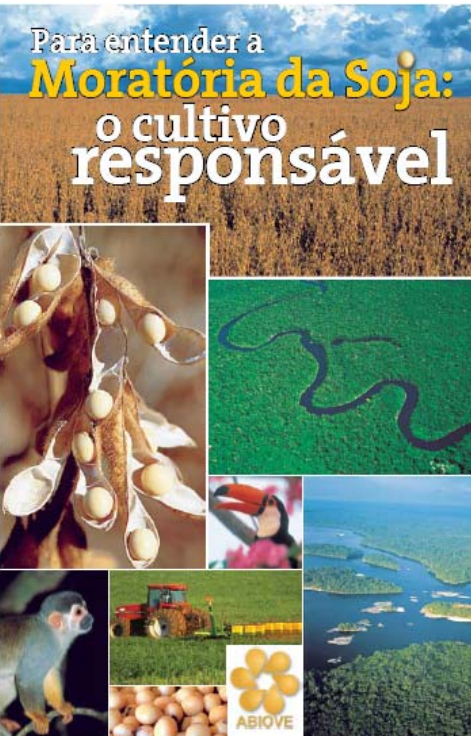
Objectives

- **To ensure that the actions generated by the Moratorium reach the rural producer and the other agents involved, contributing so that agribusiness has the proper balance between economic needs and socioenvironmental conservation, in a conscious manner and in compliance with the legislation**

Soy Moratorium in the Amazon Biome

➔ Education, Information and Forest Code Subgroup

Information sheet to educate producers about the Soy Moratorium



Soja: o cultivo responsável

Como se pode produzir com boas práticas agrícolas dentro dos padrões econômico, social e ambiental adequados

<h3>MORATÓRIA DA SOJA</h3> <p>O que é</p> <p>É o compromisso da ABIOVE (Associação Brasileira das Indústrias de Óleos Vegetais) e da ANIC (Associação Nacional dos Exportadores de Cereais), em conjunto com seus associados, de não comercializar a soja plantada depois de outubro de 2005 proveniente de áreas desmatadas do Bioma Amazônia depois dessa data, pelo período de dois anos.</p> <p>Motivação</p> <p>É uma demanda dos clientes finais, que se preocupam com a origem dos produtos que consomem. Existem dois problemas resultantes das mudanças climáticas no planeta e do desmatamento da Amazônia.</p> <p>Responsabilidade do produtor</p> <p>As duas entidades entendem que o produtor é o agente principal do processo produtivo e cabe a ele tomar pelo cultivo a conservação de sua propriedade e entorno.</p> <p>Mais informações: http://www.abiove.com.br/moratoria_br.html</p>	<h3>GESTÃO AMBIENTAL</h3> <p>Documentos essenciais para o licenciamento ambiental e a regularização fundiária.</p> <p>Licença Ambiental Única</p> <p>É obrigatória para qualquer atividade de desmatamento, exploração de madeira ou projeto agropecuario, florestal ou Área de Preservação Permanente e de Reserva Legal.</p> <p>Termo de Ajustamento de Conduta</p> <p>Documento firmado junto com a licença ambiental contendo a localização, caracterização ecológica e a proibição de supressão de vegetação na área de Reserva Legal.</p> <p>Termo de Compromisso de Compensação da RL</p> <p>É necessário nos casos em que o produtor se comprometa a compensar a Reserva Legal em outra propriedade ou dentro de uma unidade de conservação estadual.</p> <p>SLAPE</p> <p>O Sistema de Licenciamento Ambiental em Propriedade Rural monitora o desmatamento e as áreas protegidas em toda propriedade licenciada com o uso de imagens de satélites.</p> <p>PRAD</p> <p>Para a recuperação de áreas degradadas é necessário um plano elaborado por profissional capacitado contendo um planejamento e cronograma do que se pretende fazer.</p> <p>ROTEIRO PARA OBTENÇÃO</p> <p>Vá na vila antiga da SEMA/MT (www.semamt.gov.br)</p> <p>O SIMAM (Sistema Brasileiro de Licenciamento Ambiental da Mato Grosso) localiza o usuário na base de dados do SLAPE (http://slape.sistemaambiental.mt.gov.br/slape/)</p> <p>Quadrilha da SEMA/MT: 65-4906-63333</p>	<h3>MANEJO E CONSERVAÇÃO</h3> <p>Práticas mais indicadas para a preservação do meio ambiente e o aumento da produtividade.</p> <p>Plantio direto</p> <ul style="list-style-type: none"> Reduz a erosão, retém a umidade e maior diversificação de espécies orgânicas no solo Permite maior infiltração de água <p>Defensivos</p> <p>São os maiores causadores de impactos ambientais e sociais de trabalho. Ações de equidade leve em conta:</p> <ul style="list-style-type: none"> Os fatores climáticos: umidade relativa do ar, temperatura, intensidade e direção dos ventos, chuva e orvalho Características do produto: modo de ação, intervalo de segurança, toxicidade, persistência e estocabilidade Características do alvo: inseto (inimigo natural), doença (modo de propagação e desenvolvimento), planta daninha (variedade, sensibilidade da folha e estágio de desenvolvimento). Form de desenvolvimento da cultura, nível e potencial de dano econômico <p>Equipamento: operação e manutenção</p> <ul style="list-style-type: none"> Transporte: condições de funcionamento do veículo, rotinas de segurança do produto Armazenamento Limpesa: flocos e tríplices lavagem ou pressão no momento da preparação da calda Para evitar a nebulização, perfuração ou furto, embalagens devem ser devolvidas, juntamente com o rótulo, no local indicado na caixa <p>Manejo de pragas e doenças</p> <ul style="list-style-type: none"> Implica no uso de diversas técnicas integradas Evita a aplicação preventiva de produtos químicos O controle biológico e microbiano não prejudica o meio ambiente <p>Federação Brasileira de Plantio Direto na Palha: www.fbdpd.org.br</p> <p>Sistema Brasileiro de Produção de Soja: venha trabalhar conosco! http://www.abiove.com.br/producao/</p>
<h3>ABAIXO AS QUEIMADAS</h3> <p>Ilhas empobrecem o solo, comprometem matas ciliares e elevam a matéria orgânica.</p> <ul style="list-style-type: none"> A fumaça causa danos à saúde e constitui um risco ao aquecimento global. Se forem feitas, devem ter autorização da Agência Ambiental Queimadas clandestinas ficam sujeitas a aplicação de multa <p>ABIOVE</p> <p>http://www.abiove.com.br/producao/</p> <p>Tel: (61) 316-1844 - Fax: (61) 312-3066</p>	<h3>GESTÃO SOCIAL</h3> <p>É imprescindível a observância da legislação trabalhista.</p> <p>Para isso é necessário:</p> <ul style="list-style-type: none"> Transparência e regularização dos contratos de trabalho Diálogo com os produtores com o "Dia da Soja" (evento público das Fazendas Unidas em atos locais pelo Sindicato do Trabalhador) Obrigatoriedade de normas de segurança no trabalho <p>QUANTO AO LICENCIAMENTO TERCEIROS DE TRABALHO</p> <p>Ministério do Trabalho: www.mte.gov.br</p> <p>Sindicato Estadual do Trabalho Mato Grosso: http://www.stmte.org.br/ ou tel: 65- 96155700</p> <p>Recursos: http://www.portaldosconsumidores.gov.br/consum.asp?area=trabalho</p> <p>Mais informações sobre o Pacto Nacional pela Eliminação do Trabalho Escravo em: www.abiove.org.br</p>	

➔ Focus: the region's producers, local technical assistance, teaching entities and other interested parties

➔ Channels: Field teams from the companies, ABIOVE, ANEC, NGOs and Internet



Soy Moratorium in the Amazon Biome

→ Education, Information and Forest Code Subgroup

Information sheet to educate producers about the Soy Moratorium

Sumário ↓

3 Apresentação

4 Os desafios do ambiente

8 O mercado da soja

10 Moratória da soja

14 Entendendo o Código Florestal

20 Melhores práticas

- Contextualization of environmental problem
- Global warming and its importance to the Amazon
- Corporate social responsibility
- Contextualization of soybean market

- What the moratorium is
- Proposals and objectives
- How it is being conducted
- Estimated stages
- Participants

- Understanding the Forest Code:
 - Current legislation for Legal Amazon and the Amazon Biome
 - Provisional Measure No. 2166/67
 - Instructions for Registration and Documentation
 - Work safety
 - Control of effluents (agrotoxics, erosion)

Soy Moratorium in the Amazon Biome

→ Institutional Relationships Subgroup

Main attributes

- **Bring the GTS (Soy Work Group) closer to the government, with the objective of improving sustainable development policies**
- **Encourage legislative improvements to have better mechanisms of command and control (investigations and penalizations)**
- **Encourage the development of a strategic plan for the Amazon Biome that generates jobs and income for the more than 20 million inhabitants of that region and conserves the high-value ecosystems**
- **Collect governance tools, such as maps, rural property registers and investigations**

Soy Moratorium in the Amazon Biome

→ Institutional Relationships Subgroup

Significant reasons for deforestation of the Amazon Biome

1. **Institutional fragility of the federal and state entities responsible for monitoring and controlling deforestation**
2. **Opening of highways and other infrastructure works, without adequate policies for land organization and environmental management**
3. **Absence of public policies (credit, technical assistance, research) to provide incentives to value the forest for the purposes of handling and environmental services and better utilization of areas already deforested**
4. **Illegal occupation of public lands, where deforestation has been used to establish possession, often in situations of social conflict**
5. **Creation of rural settlements in inadequate areas, without conditions for the families to survive**
6. **Expansion of agribusiness chains**

Soy Moratorium in the Amazon Biome

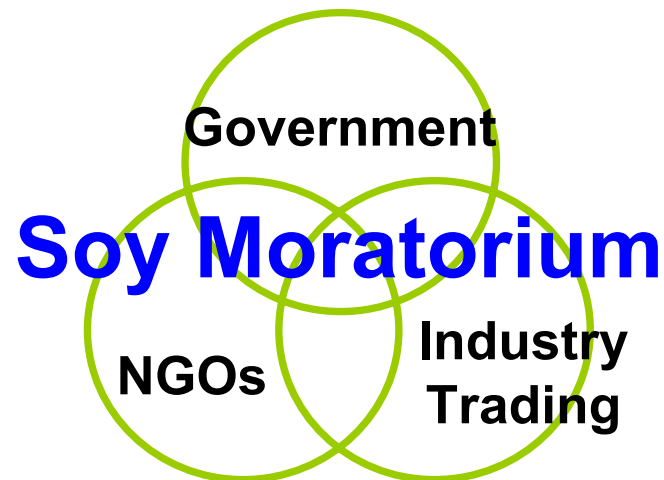
→ Institutional Relationships Subgroup

Significant reasons for deforestation of the Amazon Biome

- Of the six main reasons for deforestation in the Amazon Biome, indicated by the Ministry of the Environment, five are related to the governmental sphere

Joint governance effort

- Government participation is fundamental for the success of the Soy Moratorium



Soy Moratorium in the Amazon Biome

→ Institutional Relationships Subgroup

Federal entities involved

- **Civil House of the Presidency (Coordination)**
- **Ministry of the Environment**
- **Ministry of Agriculture, Livestock & Supply**
- **Ministry of Agrarian Development**
- **INPE - National Space Research Institute (Ministry of Science & Technology)**
- **INCRA - National Institute of Colonization and Agrarian Reform (Ministry of Agrarian Development)**
- **IBGE - Brazilian Institute of Geography & Statistics (Ministry of Planning)**
- **EMBRAPA - Brazilian Agriculture & Livestock Research Company (Ministry of Agriculture & Livestock)**
- **Management & Operational Center of the Amazon Protection System (Civil House)**

Soy Moratorium in the Amazon Biome

→ What has been done so far

- **Building trust and dialogue: Industry, Civil Society and Government**
- **Identification of the tools needed to map the deforestation and monitor land use in these areas**
- **Research the alternatives for monitoring soya trading**
- **Booklet of Good Agricultural Practices and orientation of rural producers as regards the Moratorium and the Forest Code**
- **Diagnostic of the critical points:**
 - **Territorial organization**
 - **Mapping and land regularization of the rural properties**
 - **Resources to compensate the avoidance of deforestation**

Soy Moratorium in the Amazon Biome

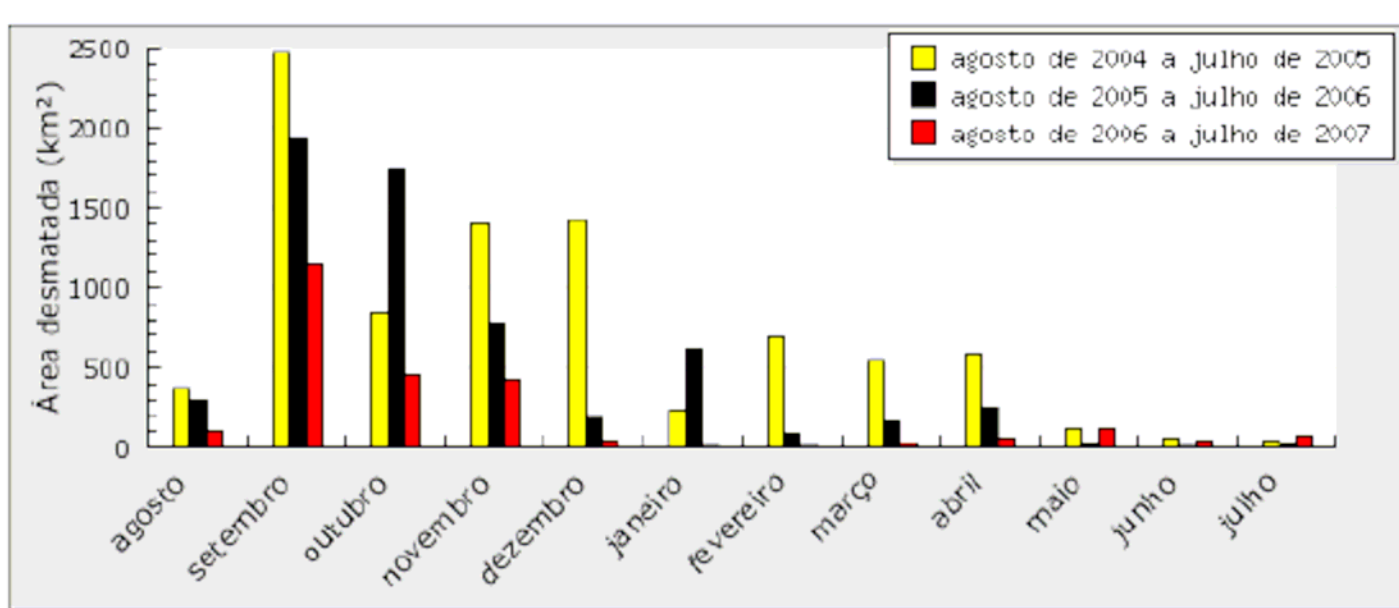
→ Next steps

- **Take action for:**
 - **Implementation of SLAPR, the Environmental Licensing System for Rural Properties by the States (Workshop)**
 - **Program for Land Regularization**
 - **Register of Rural Properties (Workshop)**
 - **Ecologic-Economic Zoning**
- **Get closer to rural producers to increase their awareness**

Soy Moratorium in the Amazon Biome

→ Decrease in deforestation

- According to SAD, the Deforestation Alert System of the NGO Imazon, deforestation in Mato Grosso State between August 2006 and July 2007 had a reduction of 59% in relation to the same period the year before (August 2005 through July 2006), going from 608,000 hectares to 251,000 hectares





Round Table on Responsible Soy - RTRS

→ What it is

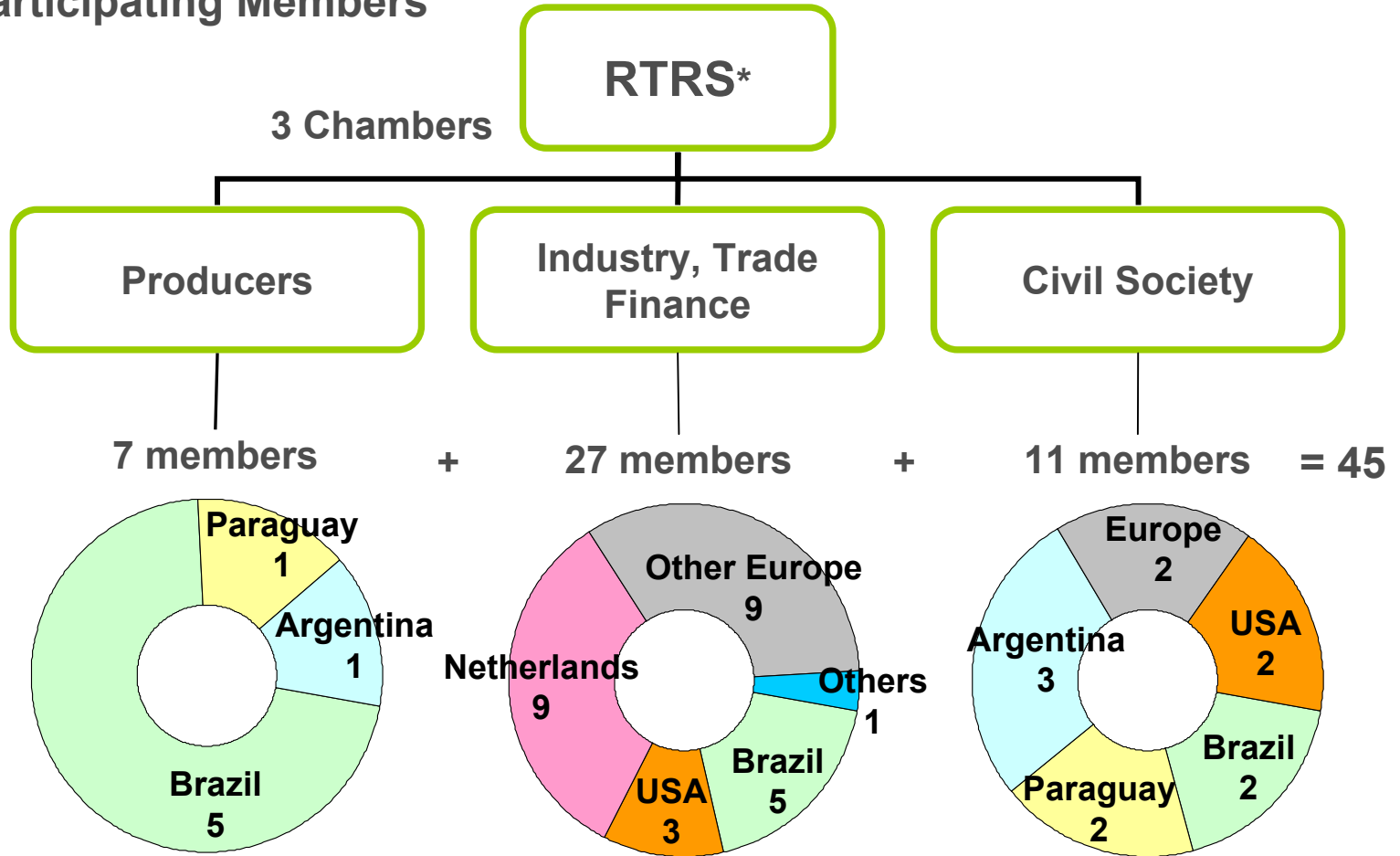
- An International Forum to promote the responsible production and trading of soybeans
- Multistakeholder process
- Facilitate a dialogue between the economic, social and environmental visions

→ Objective

- Develop and promote a standard (principles and criteria) for the production of responsible soybeans

Round Table on Responsible Soy - RTRS

Participating Members



Round Table on Responsible Soy - RTRS

Formation of the Principles & Criteria Group

- **In September 2007, the 21 members of the Principles & Criteria Group were chosen:**
 - 8 representatives of the producers;
 - 6 representatives of industry, trade and finance;
 - 4 representatives of civil society for environmental matters;
 - 3 representatives of civil society for social questions.
- **The starting point will be the nine impacts discussed in the São Paulo workshop.**

Round Table on Responsible Soy - RTRS

Next steps – through end 2007

- **The first meeting of the Principles & Criteria Group will be held in October, in Mato Grosso State, including field visits**
- **The Board will meet in November in Argentina**

Next steps – through end 2008

- **General Assembly in April 2008 in Argentina**
- **Final draft for the principles, criteria and verification, in September 2008**

The logo graphic for ARES consists of a horizontal line. Below the line, on the left side, is a blue semi-circular shape. On the right side, above the line, is a maroon semi-circular shape.

ARES

I n s t i t u t o p a r a o A g r o n e g ó c i o R e s p o n s á v e l

(Institute for Responsible Agribusiness)

ARES – Mission & Objectives

- Mission
 - To contribute to the development of sustainable agribusiness through building knowledge, dialogue with stakeholders and communication
- Objectives
 - A permanent think tank on sustainable agribusiness, generating technical and pragmatic information
 - To promote an extensive dialogue with NGOs and research institutions
 - To support and influence government actions related to sustainability in agribusiness
 - To communicate with direct and indirect stakeholders

ARES was officially launched on September 4th, with the commitment of 19 major Brazilian agribusiness associations:

- **Brazilian Agribusiness Association - ABAG**
- **Brazilian Agribusiness Association - Ribeirão Preto – ABAG/RP**
- **National Agriculture Association - CNA**
- **Brazilian Cooperatives Organization - OCB**
- **Food Industry Association - ABIA**
- **Beef Exporters Association - ABIEC**
- **Brazilian Vegetable Oil Industry Association - ABIOVE**
- **Soy Producers Association - APROSOJA**
- **Poultry Exporters Association - ABEF**
- **Sugar Cane Industry - UNICA**
- **Agricultural Agrochemicals Association - ANDEF**
- **Fertilizers Association - ANDA**
- **Institute of Trade and International Negotiations - ICONE**

- **Corn Industry Association - ABIMILHO**
- **Brazilian Pork Industry and Exporters Association - ABIPECS**
- **Specialty Coffee Association - BSCA**
- **Brazilian Rural Society - SRB**
- **Beef Producers Association - CNPC**
- **Sugar Cane Producers Association - ORPLANA**

Membership in Progress

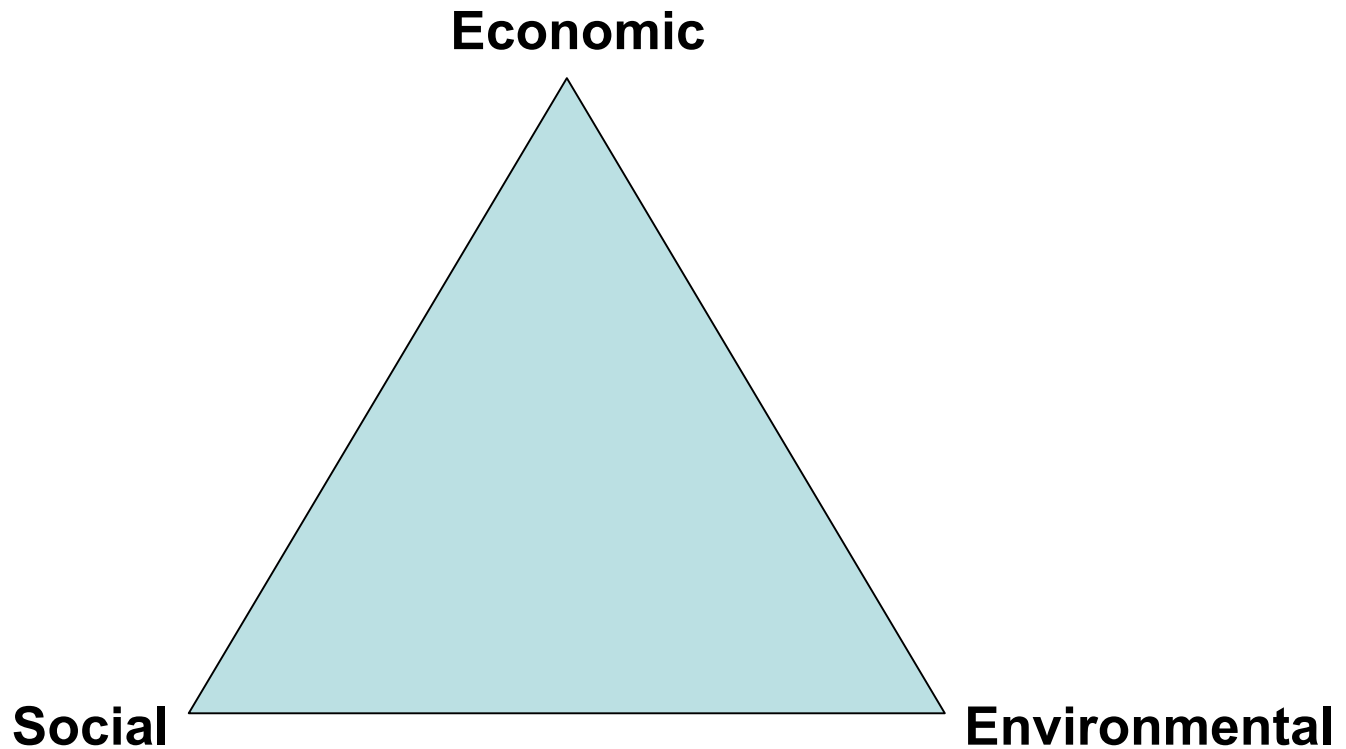
- **Agriculture Machinery and Equipment Association - ABIMAQ**
- **Seeds Association - ABRASEM**
- **Forestry Association - ABRAF**

10 priority themes for investigation:

- 1. Working conditions, legal framework and third-party contracts**
- 2. Small farms, economic displacement and food safety**
- 3. Relationship with civil society, multistakeholder initiatives, traceability, certification, social and environmental responsibility branding**
- 4. Ecosystem conversion**
- 5. Environmental impacts, agrichemicals, pest control, etc.**
- 6. Food residues and animal health**
- 7. Gas emissions, climate change, biofuels**
- 8. Land ownership, environmental laws, monitoring**
- 9. Intra and inter agribusiness chain conflicts, integrated agriculture – value adding**
- 10. International commerce and sustainability**



- Joint construction
- Common ground



→ National Pact for Eradication of Slave Labor



“Zero Tolerance” with labor analogous to slavery



- **Brazil is the only country to publish on the Internet a list of cases where working conditions are analogous to slavery and precarious**
- **ABIOVE is a signatory of the *National Pact for the Eradication of Slave Labor*, promoted by Instituto Ethos and by the ILO (International Labor Organization)**
- **The soya production chain adopted a “Zero Tolerance” policy with:**
 - **Inclusion of a breach clause in soybean purchase contracts if labor analogous to slavery is found**
 - **Participation in the RTRS, requiring compliance with ILO norms**

→ Actions by Soy Producers and the Government of Mato Grosso State



Actions by Soy Producers and the Government of Mato Grosso State

→ Instituto Ação Verde (Green Action Institute)

- Organization created by productive sector entities in Mato Grosso State, with a view to spreading sustainable business practices and projects in the state

→ Environmental Pact

- This Pact was signed in August 2007 by the Mato Grosso Soybean Producers Association (Aprosoja), the state government and NGOs - TNC, ISA, Ação Verde (Green Action) and Aliança da Terra (Earth Alliance)

Objectives

- Register and license 100% of the rural properties that plant soybeans through SLAPR by 2010
- Improve the process of emitting and regularizing LAUs (Sole Environment License)

Actions by Soy Producers and the Government of Mato Grosso State

- ➔ 100% of the rural properties in Mato Grosso State will have an environmental license by 2010
- **By 2010, all rural properties in Mato Grosso State will have an environmental license, which means that they will have their APP (areas of permanent preservation) free of any planting and they will have areas of legal reserve.**
 - **The action is unique: “It’s the first time that a productive business segment is committed to the adoption of sustainable economic activities, with the support of public organs and entities from civil society.” Rui Prado, former president of Aprosoja**

Brazil's Soybean Agribusiness

Efficiency

**Best
Agricultural
Practices**

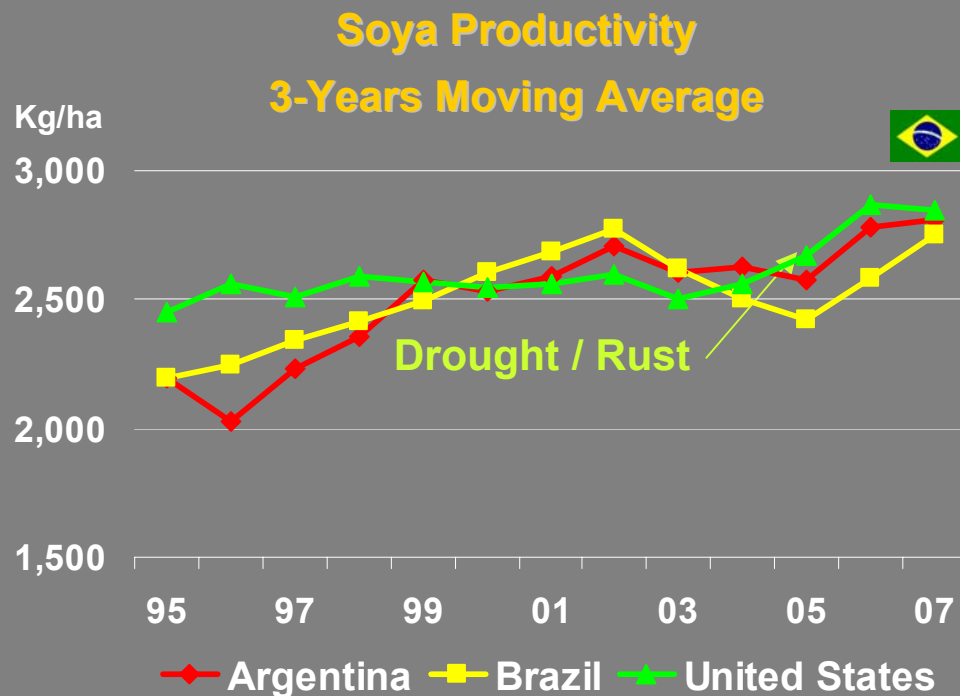
**Socio-
Economic
Benefits**

Brazil's Soybean Agribusiness

Evolution of crop techniques, with the “tropicalization” of soybeans permitting the growth of a crop based on an efficient partnership system and gains in productivity

Research and Development

Brazil uses state-of-the-art technology in soybean production (30 years of research)



Source: USDA

Brazil's Soybean Agribusiness

Best Agricultural Practices

- About 17 million hectares (77% of the total) were planted using the No Till system, which avoids erosion. The farmers also use terracing and other conservation techniques.
- Biological pest control.
- Riparian vegetation along the river banks is preserved.
- There is no irrigation.
- Producers add lime to the soil to correct acidity and inoculate the seeds to stimulate production of their own nitrogen.
- Soya is used to recover sugarcane fields and pastures.

Brazil, the world's champion in No Till

No Till in Soya

- Reduces carbon dioxide emissions
- Less erosion and leaching
- Reduction in the use of diesel
- Better use of inputs
- Greater water retention
- Reduction in production costs

Brazil's Soybean Agribusiness

→ Economic and Social Importance

- Soybeans is Brazil's main agricultural crop, both in volume and in generation of income
- Over 243,000 producers (small, medium and large)
- This sector generates about 1,457 thousand jobs – direct, indirect and income-effect
- The Soybean Complex (beans, meal and oil) is one of the country's main sources of foreign exchange (about 10% of total exports)

Share of National Agricultural Income



Source: CNA and IBGE



Brazil's Soybean Agribusiness

Social Development Vector

HDI (Human Development Index) indicates that soybean crops provided an improvement in the quality of life, education and health, and the infrastructure for transportation in the interior of the country

NB. The value of HDI for Brazil in 2002 was 0.775

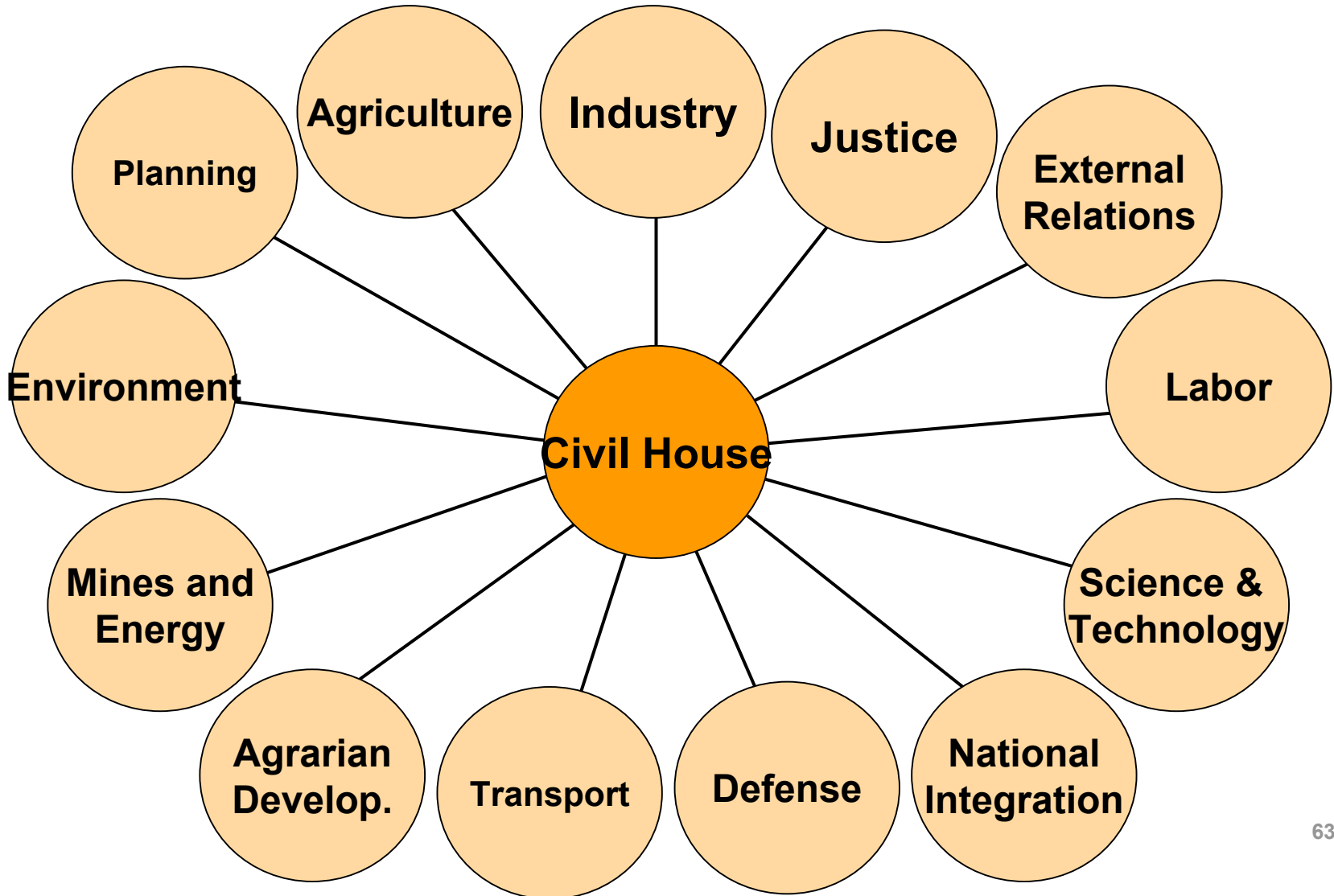
TOWN	HDI-M	CLASSIF. MT	ECONOMY
Campos de Júlio	0,845	1	Agricultural
Sorriso	0,823	2	Agricultural
Cuiabá	0,821	3	Capital
Lucas do Rio Verde	0,817	4	Agricultural
Cláudia	0,813	5	Agricultural
Campo Novo dos Parecis	0,809	6	Agricultural
Sinop	0,807	7	Agricultural
Primavera do Leste	0,805	8	Agricultural
Alto Taquiri	0,804	9	Agricultural
Sapezal	0,803	10	Agricultural
Nova Mutum	0,801	11	Agricultural
Campo Verde	0,800	12	Agricultural
Alto Graças	0,795	13	Agricultural
Rondonópolis	0,791	14	Agricultural
Barra do Garças	0,791	15	Livestock/Industrial
Várzea Grande	0,790	16	Industrial
Pontal do Araguaia	0,789	17	Livestock
Jaciara	0,788	18	Agricultural
Diamantino	0,788	19	Agricultural
Santa Carmem	0,787	20	Wood

→ Actions by the Federal Government



Fight against Deforestation Group - 2003

13 Ministries coordinated by the Civil House



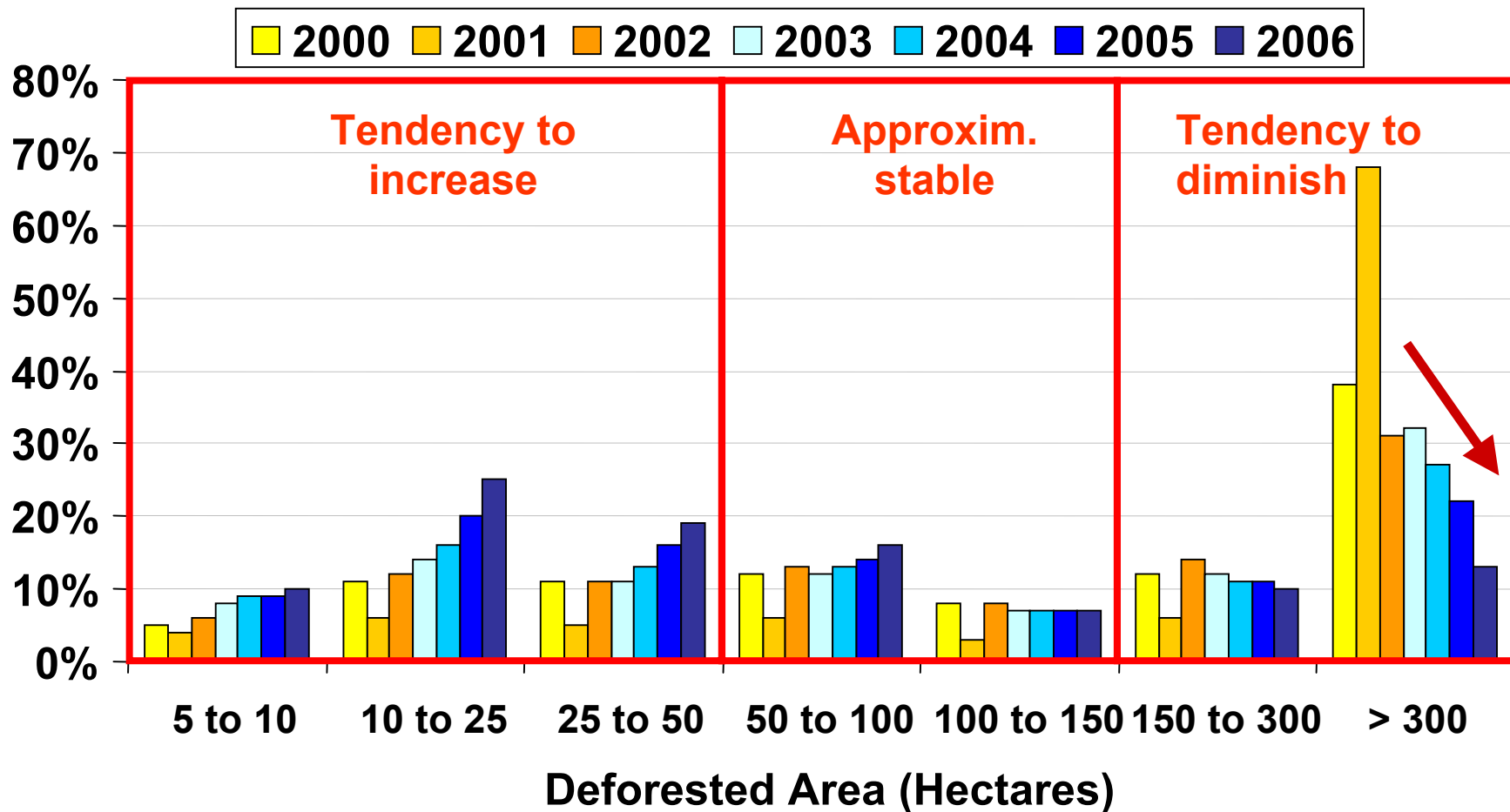
Government Control Actions - 2006

- **446 operations of integrated investigation by IBAMA**
- **Some results reached:**
 - **1 million m³ of wood seized**
 - **R\$3.3 billion (€1.3 billion) in fines**

Other actions with a positive impact on the environment in 2006

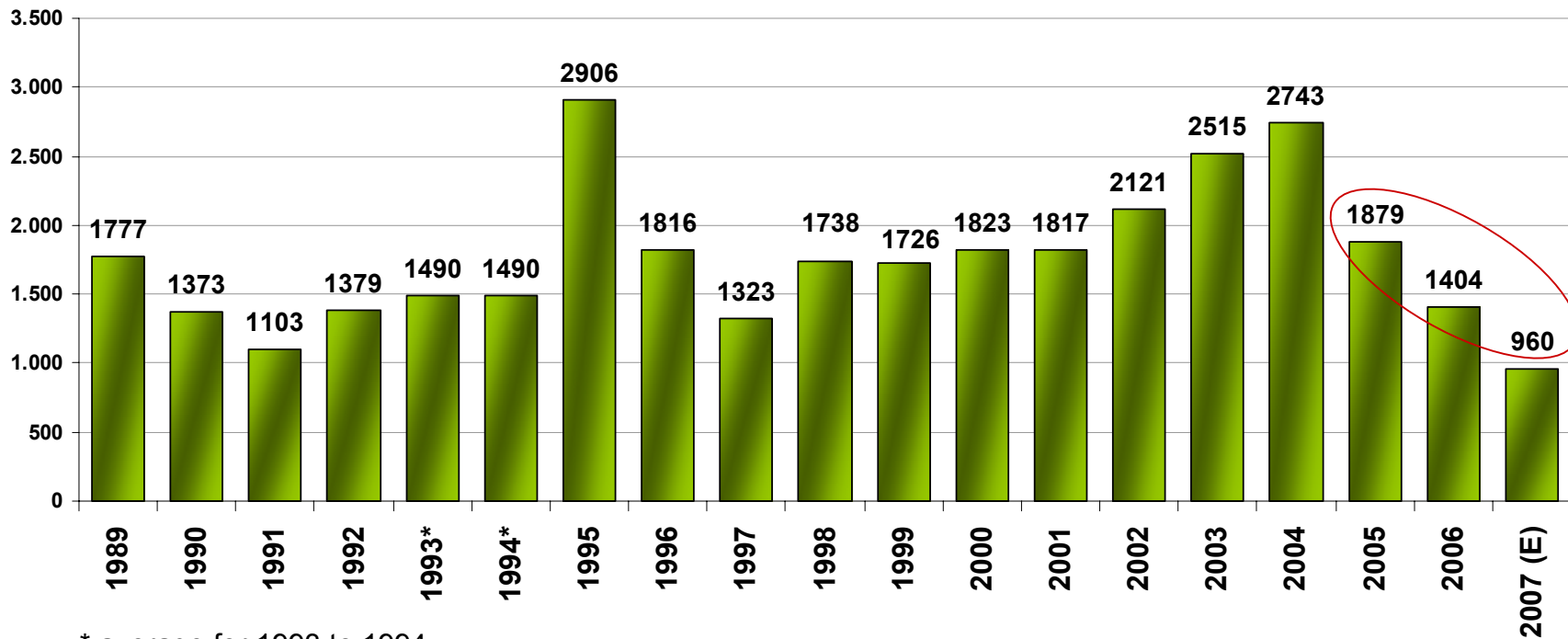
- **Creation of environmental conservation areas totalling 20 million hectares**
- **Ratification of indigenous lands totalling 10 million hectares**
- **Total new areas: 30 million hectares or 7% of the Amazon Biome's area**

Share of size classes by Total Deforested Area



Legal Amazon: Deforested Area 1989 - 2007¹

Deforested Area (1,000 ha) per Year



* average for 1993 to 1994

(E): Estimate

2007 should register the lowest level of deforestation since 1989

Source: INPE

(1) period of 12 months ended on July 31 each year

President Luis Inácio Lula da Silva stated on 24 September that the 25% deforestation drop prevented the emission of 410 million tons of CO₂ and avoided the destruction of 600 million trees.

“This is a demonstration that we are evolving in a vigorous way to increasingly combat deforestation and to conserve our forests, our animals. I am convinced that Brazil has what to say in any discussion on the matter worldwide.”



Thank you!

More Information on the site:

www.abiove.com.br