# OFFICIAL FEEDBACK FORM



DIALOGUE DATE	Thursday, 24 June 2021 09:00 GMT +02:00
DIALOGUE TITLE	Food Systems Transformation - Food and Agri Sector in Brazil
CONVENED BY	Thais Zylbersztajn Fontes - Sr Relationship Manager F&A Networks Team (Rabobank Int); Pedro Teixeira - Communications Consultant (Rabobank Brazil); Ana Beatriz Passos - Sr Corporate Relationship Manager (Rabobank Brazil)
DIALOGUE EVENT PAGE	https://summitdialogues.org/dialogue/35965/
DIALOGUE TYPE	Independent
GEOGRAPHICAL FOCUS	Brazil

The outcomes from a Food Systems Summit Dialogue will be of use in developing the pathway to sustainable food systems within the locality in which they take place. They will be a valuable contribution to the national pathways and also of interest to the different workstreams preparing for the Summit: the Action Tracks, Scientific Groups and Champions as well as for other Dialogues.

## 1. PARTICIPATION

**TOTAL NUMBER OF PARTICIPANTS** 

59

### PARTICIPATION BY AGE RANGE

0-18 19-30 31-50 51-65 66-80 80+

## PARTICIPATION BY GENDER

3

2

8

Male Female Prefer not to say or Other

### NUMBER OF PARTICIPANTS IN EACH SECTOR

Education Health care Agriculture/crops Fish and aquaculture Communication **Nutrition** 

Livestock

8 Food processing National or local government Food retail, markets Utilities 4 Agro-forestry

Industrial **Environment and ecology** Food industry

Financial Services Other Trade and commerce

## NUMBER OF PARTICIPANTS FROM EACH STAKEHOLDER GROUP

Multi-national corporation

Small/medium enterprise/artisan Workers and trade union

Member of Parliament Large national business

Small-scale farmer Government and national institution

Medium-scale farmer Regional economic community

Large-scale farmer **United Nations** 32 International financial institution Local Non-Governmental Organization

Local authority

International Non-Governmental Organization Private Foundation / Partnership / Alliance

Indigenous People Consumer group Science and academia Other 2

## 2. PRINCIPLES OF ENGAGEMENT

### HOW DID YOU ORGANIZE THE DIALOGUE SO THAT THE PRINCIPLES WERE INCORPORATED, REINFORCED AND ENHANCED?

Rabobank recognizes how complex a food system transformation can be. By being a leader on Agri finance in Brazil, and engaged with the Food System Summit, Rabobank decided to invite a diverse group of clients representing the different sectors and value chain, to bring up solutions in a trustful and respectful environment, also demonstrating the importance of each player from the system. The dialogue counted with an opening session in which the speakers mentioned the Act with urgency, the commit to the Summit, Recognize Complexity and build trust. The audience invited were clients from all sectors, regions and sizes, from Rabobank's portfolio. It also counted with the participation of experts representing civil society - WWF, ID; Science – CGAIR, FGV and Multi stakeholder – GTPS
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## HOW DID YOUR DIALOGUE REFLECT SPECIFIC ASPECTS OF THE PRINCIPLES?

It was an opening dialogue giving opportunity to all to speak and bring into discussion topics that were really relevant considering its complexity and also the value chain inter relation

## DO YOU HAVE ADVICE FOR OTHER DIALOGUE CONVENORS ABOUT APPRECIATING THE PRINCIPLES OF ENGAGEMENT?

Rabobank NL

## 3. METHOD

The outcomes of a Dialogue are influenced by the method that is used.

DID YOU USE THE SAME METHOD AS RECOMMENDED BY THE CONVENORS REFERENCE MANUAL?

Yes No

The event took place on June 24nd in which Rabobank's clients from Brazilian portfolio were invited. Both from rural sector and WCI. The event was all in Portuguese in order to be more inclusive and give more confidence for the participants. During the preparation we counted with an internal working group with representatives from commercial team, risk, credit, CSR, communications and networks. This group decided the format of the event, based on the FSD reference manual. The event officially started at 9:15am (Brazilian Local Time) and counted with an opening session in which the head of Rural Head of WCl welcomed the audience, explained the importance of the FSSD for the FSS. (5 minutes). Then a Board Member, Brazilian, Portuguese speaker, took the floor to give light to the Action Tracks, also the importance of the Food System. Transformation and some initiatives that Rabobank is part/ or leading such as Carbon Bank, carbon in soil. (20 minutes). Then the audience took a 10 minutes break and then has been divided in 6 breakout sessions: Sustainable Agriculture, Carbon, Climate Change Mitigation, Regenerative Agriculture, Sustainable Livestock and Payment for environmental service. Where we counted with one expert per group to inspire the group discussion, bringing science based data. Each group counted as well with a facilitator. All participants were encouraged to participate bringing their experience into the discussion. After 70 minutes, the breakout rooms closed and all the attendees were directed to the big plenary, were the moderator of each breakout session dialogue brought the main outcomes discussed in 25 minutes, and a final world from the curators in 5 minutes. Finishing at 11:30am

## 4. DIALOGUE FOCUS & OUTCOMES

## **MAJOR FOCUS**

The major focus of the event was on the solutions for an effective food systems transformation, especially on the interdependence of each player of the entire value chain.

Each break out session focused on a different subject, in order to bring into discussion different topics, points of view but to see the relation between them as well.

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Carbon - Emissions related to food systems correspond to 1/3 (one third) of global emissions, being agriculture responsible for 12% of those emissions, thus the importance of the discussion and how a large scale implementation of low emissions and carbon sequestration practices can potentially drive food systems to net zero emissions by 2050.

Climate change - Investments and the impact of the climate change in Brazil

Payment for environmental services - What are considered environmental services, the importance of this theme for the agriculture sector and food production, historical perspectives, legal milestones (e.g. CNAE code for native forest conservation, the National Policy for PES from January 2021, etc.) and the agronomic practices that can impact the ecosystems services. Concrete examples of projects involving payments for environmental services (e.g. carbon with REDD+, Floresta+, hydro preservation projects as Extrema and Jundiaí, Natura/private company which business depend on the local communities and exploitation of certain species in the Amazon and others).

Regenerative agriculture - Education, Communication and Sustainable Development Framework Sustainable Agriculture - discussed 3 pillars for producing food while having a positive impact in the environment: (i) protect

Sustainable Agriculture - discussed 3 pillars for producing food while having a positive impact in the environment: (i) protect the existing natural ecosystems, (ii) manage/handle food production in a sustainable way, and (iii) restore and rehabilitate degraded ecosystems and soil functionality for food production. In addition, key topics were discussed such as: (i) combating deforestation and conversion of native vegetation, (ii) taking into consideration productive systems: use of inputs,

diversity and soil management; and (iii) ecosystem restoration and rehabilitation of degraded soils.

Sustainable Livestock – focused on sustainable meat production, carbon emissions, the benefits of investing in sustainability and the issue of water use in the sector.

#### **ACTION TRACKS**

Action Track 1: Ensure access to safe and nutritious food for all

Action Track 2: Shift to sustainable consumption patterns

Action Track 3: Boost nature-positive production

Action Track 4: Advance equitable livelihoods

Action Track 5: Build resilience to vulnerabilities, shocks and stress

#### **KEYWORDS**

**Finance** 

Human rights

Innovation

Women & Youth Empowerment

Policy

Data & Evidence

Governance

Trade-offs

Environment and Climate

## MAIN FINDINGS

The main findings (or conclusions) of the dialogue were:

- It is important to align incentives and make the link between clients and suppliers to match the parties that need to reduce carbon emissions to the ones that have conditions/projects and also are lacking financing. The group suggested that financial sector players could do this link as they tend to have contact with both sides.

  • Make carbon methodologies more user-friendly, affordable and applicable to the agriculture and forestry sectors. Hence,
- these methodologies should fit-for-purpose (e.g., inventory, donor report and carbon markets).
   Farmers awareness and perceptions on climate ("carbon") issues should be increased.

- · Farmers should be more involved in low emissions development discussions and brought to the table for co-creating
- Improvement of methodology for measuring carbon emissions is critical, as well as orientation to companies and producers on how to measure correctly.

• Partnership with the supply chain for target carbon achievement also very important.

- · Lack of market mechanisms linking clients and suppliers: companies and banks can play an important role in building such connections, also important to make incentives reach the right end where the difference can be made (production)
- Companies are already adopting good practices in sustainability and are fully aware of its impacts, however Brazil does not communicate this in an efficient manner. The country has strict legislation and significant areas under preservation but fails to communicate its accolades.
- At government level, a more active monitoring is needed in order to enforce the law against wrong-doers and to inhibit traditional harmful practices such as burnings in specific areas of Brazil.
- The adoption of best practices in sustainability requires investment and the cost of such investments are not transferred to final pricing, decreasing companies' margins.

  • Companies expect a stronger support from the banking industry in financing the adoption of sustainability practices and as
- a mean to segregate those who are contributing for the change to those who are not.

The adoption of bio-fertilizers and biochemical is growing.

• Renewable energy and circular economy practices are part of an increasing reality and should continue growing.

- Improve level of consciousness in farmers but also at civil society;
  Payment for environmental services could come from premium at commodity prices and/or carbon monetization
  Both small/medium and large farmers should be part of this (Payment for environmental services) solution (broader landscape approach);
  • Idea: farmer Amazon fund

- Education: Environmental and social responsibility should be taught to children at basic education programs and knowledge about existing sustainable techniques and practices should be disseminated to farmers.
- Communication: consumers have to be aware of the sustainable initiatives being developed by the Companies and their impact. There is a transition price to be absorbed by the whole society, consumers will only agree to pay more for a sustainable product if the hidden benefits are communicated.
- Sustainable development framework: the transition to a more sustainable model demands relevant long-term investments, which require well-defined policies, laws and economic incentives.

• Make sure economic aspects from all parties (producers, governments and consumers) do converge.

- The right incentives need to be properly allocated throughout the value chain, especially for the producers/farmers, who often incur most of the costs to become sustainable.
- End consumers, banks and governments should also play a role in creating such incentives/compensation for the additional cost related to implementing sustainable practices across the value chain.
- · Carbon capturing and consequent monetization is another avenue to incentivize farmers while promoting sustainable
- production patterns. Collaboration across the value chain is already taking place (Scope 3).

   These incentives should also improve the livelihood of the smaller farmers and promote sustainable economic growth.

- Broader access to technology in the field is necessary to also reach more remote areas/small-holders.
  Use of technology as a means to improve productivity (e.g. high precision agriculture, biological defensives/fertilizers, machinery, and others).
- Traceability is a key element in properly identify illegal practices while identifying and rewarding sustainable practices and players. Collaboration among players is also necessary to map the entire value chain.

• Get the right message across to the society and fight fake news are very important elements.

· Clear/Objective metrics in order to benefits from the investments and current existent sustainable footprint. That would benefit the entire agri chain;

Clear carbon metrics, both visually noticed (forest) and non-visually noticed (soil enhancement).

• Enhance the Brazilian agriculture image worldwide with initiative from the sector/government and media. Brazil has one of the most sustainable process but does not benefit from that.

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## **OUTCOMES FOR EACH DISCUSSION TOPIC - 1/6**

Topic 1- Carbon

- Emissions related to food systems correspond to 1/3 (one third) of global emissions, being agriculture responsible for 12% of those emissions, thus the importance of the discussion. It was also pointed out that large scale implementation of low emissions and carbon sequestration practices can potentially drive food systems to net zero emissions by 2050.
- · Biggest challenge is how to measure, report and verify (MRV) carbon emissions and what is the impact of the actions undertake in the attempt to reduce emissions.
- Significant number of farmers in Brazil have never heard about "carbon" and, therefore, increasing awareness on climate issues, negotiations and commitments is needed for larger farmers engagement. Hence, farmers need to be involved in food systems/carbon discussions and help co-creating solutions.
- Current methodologies (Science Based Targets) are not adapted to agriculture/forest sectors and they are involved in discussions to help foster this improvement. It is crucial for methodologies to reflect the specificities of forest sector given that this sector starts from a low carbon emission base and already has a great amount of carbon capture. Importance of doing partnership with the supply chain to achieve reduction targets.
- The sugarcane sector itself does not represent a big part of carbon emissions within the agricultural sector, but this increases a lot when the supply chain is taken into account. The biggest challenge is for long supply chains where the intermediary industries have a relevant role in emissions. For instance, 1/3 of carbon emissions in the ethanol industry is along the supply chain. Main challenge is that incentives do not necessarily reach the ones that have the ability to make a bigger difference by changing practices.
  • There are funding alternatives in place, but it's hard to find sound projects.

- · Lack of orientation, information on how the producer could measure carbon emissions and what are the incentives. What are the actions that they could implement that could have the biggest impact on carbon reductions in the short term.
- Biggest challenges is that currently there is not a certification for commodities (the product itself) and just for the production process.
- · Traditional voluntary carbon market methodologies (e.g., Verra-VCS) are not affordable and that this process do not result in significant revenues to farmers.

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## **OUTCOMES FOR EACH DISCUSSION TOPIC - 2/6**

Topic 2 - Climate Change

Carbon Sequestration:

- Sugarcane in itself contributes for carbon capture and ethanol, which is an important product generated by the crushing of sugarcane and a gasoline substitute, emits 90% less carbon dioxide than the petroleum derivative.
- · Biodiversity is related to everything above and underneath the soil, and the latter is not measured and valued properly nowadays.

Other good practices related to climate change and implemented by the companies present in the discussion:

- Usage of traceability tools to track the grains used for animal feed products, choosing good suppliers in order to produce more with less grains and less environmental impact, and to improve quality of the products to optimize the energy conversion and reduce the cattle methane emission.
- · Leading role towards climate change must be played by agribusiness companies soil preservation, crop-livestock integration, use of biological fertilizers and defensives, and water reservation and use optimization.

Sustainable energy generation:

· Cogeneration energy from sugarcane bagasse used for own consumption and also for supplying the market and, more recently, the beginning of biogas projects that will use vinasse and other sugarcane by-products as the raw material for biogas/biomethane production. The biogas will be then used for clean energy generation while the biomethane as a substitute of diesel in the company's logistics.

Solar energy - the investment is high, but the environmental and economic benefits are worth the expenditure.

Climate change in Brazil:

 Sustainable agenda and climate change discussions are here to stay. Brazil has one of the most rigid environmental rules in the world and that besides the necessity to keep legal reserves as a percentage of each productive property. 66% of the country's territory is dedicated to the protection, preservation and conservation of native vegetation and biodiversity.

• Brazilian image perceived is very negative because of the actions of a few people that do not represent the correct

- Farmers are commanding the market and will increasingly require more actions in the environmental field. No soy has been purchased from deforested areas and the grain producer must change its mind. The ones that do not adapt to the new reality will be out of the market soon.
- Government should be more active to avoid illegal burning and punish the ones involved in those illegal activities

#### **ACTION TRACKS KEYWORDS**

	Action Track 1: Ensure access to safe and nutritious food for all	1	Finance		Policy
	Action Track 2: Shift to sustainable consumption patterns	1	Innovation	1	Data & Evidence
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## **OUTCOMES FOR EACH DISCUSSION TOPIC - 3/6**

Topic 3 - Payment for environmental services

- Importance of protecting legal reserves areas and mainly APPs given its influence in assuring better river/water quality as a "natural filter", also costs tied to it.
- Include larger scale farms at the discussion given their relative higher landscape impact and contribution to the maintenance of ecosystem services. Commonly we see these type of programs only destined to smallholder farms.
- Important role from agriculture sector in providing environmental services, the need to create recognition mechanisms in the external market for all the efforts from the Brazilian Agriculture sector.
- Environmental measure has to be economically viable, even in the long term. Remuneration for ES will generate the demand for improved systems.
- Benefits of environmental measures should be calculated as to improve the chances of farmers adhering to best practices, especially in a shorter term horizon. Farmers tend to think more short term and stakeholders should address this as well.
- Market must make it more tangible for producers opportunity cost showing that preservation brings economic advantages for the producer in the medium-to-long run and the need to bring the economic component to the discussions at the landscape-level.
- Renewable energy/biofuels and their positive impact. Carbon credits and locally CBios as a way to monetize/back environmentally friendly investments. Farmers should realize that producing a lot volume thru expanding lands is not interesting for them price wise, meaning that if farmers are able to realize that in record volume moments price trends should
- be bearish perhaps they would better control their expansion moves.

   Amazon has always been in evidence by media even globally was suggested to create a fund having Brazilian farmers as investors with the exclusive purpose of protecting the forest as well as enabling economic use of it by its local people. This would be a way for the Brazilian agriculture to take closer responsibility towards all the criticism related to the Amazon deforestation, overall improving our image.
- It was not a consensus that farmers have short term mindset, but long term, in their future generations. Farmers responsibility of any economic activity not to have negative externalities thus taking care of the environment e.g. forests, water springs and mainly the soil, is mandatory for a farmer besides being also an obligation by the Forest Code. Farmers that do not take care of their soil, for instance, gradually will be out of the business as yields (an consequently margins) will
- Regarding payments for environmental services was argued that receiving money for x or y would increase the level of external requirements/interference in the business thus it would be better not to monetize over those services.
  If the farmer wants a profitable business in the long-term, he will do this in the same way, however under a voluntary
- approach, not bringing more constraints to the business. However, if this same farmer accept to receive for the ES, he is accepting a new market regulation on their activity that is not worth. The certification schemes are already doing part of this role. PES should come through market recognition to the products with more sustainable footprint and not as a direct
- Direct remuneration for environmental services will eliminate any possible benefit and increase the liabilities for the farmers. Indirect remuneration is more effective than creating a direct flow, indicating that the farmer needs a better payment for his activity and not to receive a separate payment for the environmental services.
- · Amazon generates a negative image for Brazilian producers, and that the sector should use this global interest to establish a positive dialogue with the market.

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#### **KEYWORDS**

Finance Policy Innovation Data & Evidence Human rights Governance Women & Youth Trade-offs Empowerment Environment and Climate

## **OUTCOMES FOR EACH DISCUSSION TOPIC - 4/6**

#### Topic 4 – Regenerative Agriculture

- Regenerative agriculture goes beyond applying sustainable practices on the agribusiness, but targets the positive balance of deforestation and carbon footprint (net zero is not enough - needs to be carbon positive).

  • Companies must commit with Regenerative practices and Governments must provide access to transition finance and
- support the scalability of projects. Blended-finance instruments can facilitate the transition and scale up.
- For a successful business case for regenerative agriculture, it is essential to bring together knowledge about farming, ecology, communications, technology and finance.
- Farmers learn better from other farmers and they play a key role on this transformation, as it is deeply integrated at the local level.
- Remunerate the sustainable and regenerative practices is essential.
- The whole society must be willing to make it happen, as there is a transition price to be paid by everyone: consumers, the industry and farmers.
- The economic premium paid by the society for the sustainable products has to reach the farmer and this will be the main driver for the transition to a more sustainable model.
- Sustainability must be on the Government Basic Education Program to ensure the next generation's awareness about environmental responsibility.
- Dissemination of existing sustainable agricultural models among farmers is an important way to speed up transition.
- There is a lot to be improved in the current practices only by adopting existing techniques, as the reduction on the usage of fossil fuels, improvement on equipment efficiency, investments on infrastructure that allows larger vehicles to reduce the number of trips per ton of production, among others.
- Communicate to final consumers what has been done in order to promote a more sustainable agriculture and empowerment to choose the right type of product to buy according to their environmental practices.

- Additionally, consumers will only be willing to pay for something they understand.
  Education is key. Environmental responsibility must be part of the Public Education Program.
  The new generation must be aware of the benefits of sustainable practices to the current and future generations, as they will be responsible for production and consumption in the coming future.
- Agriculture is very often mentioned as harmful for the environment on school books. The government and companies should advertise on the good practices of the vast majority of the players, so that the new generation realizes that agriculture is actually an important part of the solution for a sustainable living.

  • The existing regenerative techniques must be spread out among farmers.
- Governments must act, creating mechanisms and policies that will provide growers with the tools to start the transition.
- There are many alternatives to produce in a more sustainable way.
- It is important to show farmers that there are economic viable models for a sustainable agriculture, as they will not invest in "Green" if they believe bank account is going to turn "Red".
- Agroforestry demands a long term planning. As there is no safe environment for farmers to make the transition, i.e. no adequate funding, neither a defined legal framework, nor a formalized market to purchase the production, the initiative is taken only by a few and capitalized farmers.
- · A very complex environmental legislation moves farmers away from the discussion.
- Standardization of demands among the states of the nation and making the rules clear to be followed are the first steps to engage all stakeholders around this common target.

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## **OUTCOMES FOR EACH DISCUSSION TOPIC - 5/6**

#### Topic 5 – Sustainable Agriculture

#### Land/Deforestation:

• Territorial intelligence system tool, to assist with improvements in the socio-environmental risk analysis – for instance: manage grain sourcing and assist in identifying areas for investments that will not cause disruption in the environment.

Separate what is legal versus illegal deforestation.

- Must have more ambitious on the carbon goals. There is already a natural selection made by the market on the legal vs illegal deforestation. There should be incentives to avoid deforestation – potential covenant from banks; rewards those who are taking the right actions.
- The Soy Moratorium already works well in his view and an important initiative. Focus on areas that are already "at our disposal" (e.g. degraded pasture land).
- Brazil already has a very strict legislation strong surveillance should be the focus. We should make use of the land already available when economic viable.

Incentive for a sustainable value chain and sustainable production:

• Identify ways to include those players who are not so keen in actively participating in a more sustainable value chain. Also identify incentives to increase such participation. Also touched upon the legal deforestation – how to incentivize the producers to avoid using this land – how can they be compensated?

• Seek best practices with incentives, avoiding dichotomies "certifications that includes and other that excludes", for instance, carbon bank is beneficial to both the grower and to the society. Example given: Sugar & Ethanol sector in which the basis of payment changed from weight to sucrose content (focus on quality) resulting in improved productivity and Cbios concept.

#### Communication:

- In terms of communication, all the stakeholders should also promote what Brazil has done right for instance, 56% of the territory is native forest, best practices/productivity improvements over the years.
- Communication is key in fighting fake news. We need to find ways to get good and correct information to the society. It is also an education process.

#### Data and technology investments:

Investments in technology has been key in such development.

• In the context of a growing population, which requires better quality food and want to know where it comes from, the digital transformation becomes key.

• Usage of 4G to monitor the fields by applying high precision agriculture. With technology, farmers get able to better manage the fields by feeding the soils with what is needed and also by allowing for the biological control of pests.

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## **OUTCOMES FOR EACH DISCUSSION TOPIC - 6/6**

#### Topic 6 – Sustainable livestock

#### Water Use:

• Image of Brazil internationally is scratched and the reality must be better presented by entire Brazilian agricultural industry. Was mentioned that in Brazil are several pioneering initiatives in place for a while and are not well shared to the importers, some of them sometimes are done in a better way than our other countries competitors. Such as, livestock water based on re-used clean water, irrigation done by the farm own reservatory, energy generation based on the animal waste feedlot, natural biome preserved and guaranteed by law including the private lands, etc..

- Nutrients for human consumption:
   Benefits of using the beef as the main animal protein diet. Was exemplified that profiling those benefits translating the information in the beef nutrient for a human diet, such as: the fatty acids and minerals (selenium, Mg., Zn., etc).
- The best way to measure the benefits of a beef production must be not only productivity (@/ha) but also the nutrients that a beef meal counts on a human diet nutrients. Therefore, the best approach should be a nutrient index.
- · All depend on the nutrients the livestock is feed. There is no other country in the world that feed its livestock with as much Selenium and Zinc as Brazil does. Therefore, it should be taken into account when we consider the final price of the Brazilian beef.

### Carbon emissions and footprint:

- Have tool to properly measure the sustainable impact/footprint is the key. Some potential good measurements that might be interest to be adopted: (i) Meat production/carbon emission; (ii) Meat production/native biome preserved.
- Reputational footprint might be a potential solution to enhancement the livestock chain.
- · Communication access as well as the standardization of the retailers are key to benefit from a sustainable footprint in the retail industry.
- The difference between the carbon sequestration visually (forest) and non-visually (soil). Participants agreed that there is an important topic to be discussed - quality of the soil. Soil can sequester as much carbon as a forest and that must be also broadcasted internationally.

#### Other Sustainability Topics:

- Creation of Integral Concept which combines sustainable projects, reduced carbon emission/more sequestration, enhancement of beef quality and animal welfare. The result for a well-structured Integral Concept is a green/sustainable
- stamp which will add value to the product.
   There is in place some metric adopted by international organizations (feed ingredients, livestock carbon emission, etc) and that they can be certified/audited and that could cut some corners. The slaughter house should start a program to benefit the best farmers paying them a premium for a more sustainable product, such as what has been done by the dairy industry.
- Enhance the image of Brazilian agriculture worldwide.

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## **AREAS OF DIVERGENCE**

The participants in the dialogue were well aligned and did not present significant differences during the discussions.

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