

**REGENERATIVE
AGRICULTURE**
AND FOOD SYSTEMS SUMMIT 2022



PASCAL CHAPOT

Group Head of Sustainable
Agriculture Development
Nestlé

6-7 SEPTEMBER 2023 | AMSTERDAM
regenerativeagriculturesummit.com

**Kisaco
Research**

WHAT CHALLENGES HAVE YOU ENCOUNTERED WITH TRAINING AND ONBOARDING FARMERS AND WHAT STRATEGIES HAVE YOU IMPLEMENTED TO OVERCOME THEM?

Our main challenge is engaging the 500,000 farmers that Nestlé sources from directly in a successful transition to regenerative agriculture. This is particularly complex as most of these sourcing relationships are with smallholder farmers located in different countries around the world.

Our regenerative agriculture deployment strategy starts with pilot studies at farm level to assess and validate approaches relevant to different farming systems and contexts. Once we understand what works where, we can expand.

BUT THE CHALLENGE IS HOW TO BRING THE REQUIRED TECHNICAL SUPPORT AND COACHING TO THE FARMERS.

This is a must to ensure the right actions are taken and farmers feel confident to trial.

From there, we aim to scale the approach to the broader farming community, helping to further advance and improve the business case for change. Nestlé will roll this approach out at scale through our Farmer Connect program.

Another challenge is to demonstrate the impact, create and monitor indicators that will help us track progress and report credible information to the outside world. Once more, the size and the complexity of the scope is a challenge.

Finally, beyond our direct sourcing, we are working closely with suppliers to help them meet the requirements in our [Agriculture Framework](#) throughout Nestlé's upstream supply chains, so that we drive actions through them and ensure we align approaches.



PASCAL CHAPOT

AS PART OF THE NESCAFE PLAN 2030, A MAJOR NESTLÉ PROGRAM TO CONTRIBUTE IN SCALING UP REGENERATIVE AGRICULTURE, YOU ARE PILOTING FINANCIAL SUPPORT SCHEMES TO ENCOURAGE FARMERS TO TRANSITION TO MORE SUSTAINABLE PRACTICE, WHAT RESULTS ARE YOU SEEING FROM THESE DIFFERENT SUPPORT SCHEMES?

We indeed have financial schemes in place to incentivize farmers through the transition. We established pilot programs with targeted financial support schemes for approximately 3,000 smallholder farmers in Côte d'Ivoire, Indonesia and Mexico to further accelerate the adoption of regenerative agriculture practices and enable increased farmer income and resilience. These programs also include piloting income protection schemes using weather insurance.

But more importantly, we focus on helping their farms and income streams grow through the implementation of regenerative agriculture and agroforestry in coffee plantations.

One of the best examples is from Vietnam, where coffee farmers are currently intercropping black pepper with coffee. This generates an additional revenue stream which supports a viable business case for change and helps improve farm resilience.

WHAT CHALLENGES HAVE YOU COME UP AGAINST WHEN OPERATING AT SCALE?

When piloting financial support schemes, our challenge is to find financial institutions willing to collaborate on new forms of partnership and business relationships.

As many of these projects involve smallholder farmers in remote areas, there are additional transaction costs involved for lenders or insurers. This can hinder the viability of the business case.

Our approach is to establish pilots alongside recognized financial institutions that we aim to take to scale, thus absorbing costs through a rapid roll out with farmers in our key supply chains.

WHAT ARE THE NEXT STEPS IN THE NESCAFE PLAN AND WHAT OPPORTUNITIES ARE THERE TO SCALE FURTHER?

Our aim is to consolidate our learnings to date and develop a model that can be taken to scale over the coming years. This means that we keep building on the solid foundations of our Nescafe plan and our successes so far.

As of 2022, 87% of our sourced coffee meets our responsibly sourced standard. We've conducted 3885 individual farms assessments to measure their level of

regenerative agriculture adoption and we enabled 125,000 farmer trainings on regenerative agriculture practices, reaching 31,000 women and 12,000 young people. We also distributed 23.2 million coffee plantlets to farmers to help rejuvenate coffee plots.

Going forward, we remain committed to achieving our goal of sourcing 20% of our key ingredients from regenerative agriculture methods by 2025 and to reach 50% by 2050. In 2022, we sourced 6.8% of these ingredients through regenerative agriculture methods.

AS A SPEAKER AND ATTENDEE AT THE EUROPEAN REGENERATIVE AGRICULTURE AND FOOD SYSTEMS SUMMIT, HOW DO YOU FORESEE THIS EVENT FACILITATING PROGRESS EITHER IN THE NESCAFE PLAN OR WITH OTHER PROJECTS NESTLÉ IS WORKING ON?

First to all, I am truly honored to be part of the event's Advisory Board this year along with recognized evangelists of regenerative agriculture.

I AM REALLY CONVINCED THAT COLLECTIVE ACTION CAN HELP MOVE THE NEEDLE AND THAT THIS KIND OF EVENT HELPS BUILD CONNECTIONS THAT LEAD TO ACTUAL TRANSFORMATION ON THE GROUND.

Last year was a very good premiere and I'm excited to keep engaging, sharing knowledge, and collaborate this year.

REGENERATIVE AGRICULTURE & FOOD SYSTEMS SUMMIT

6 - 7 SEPTEMBER 2023 | AMSTERDAM

[DOWNLOAD AGENDA](#)