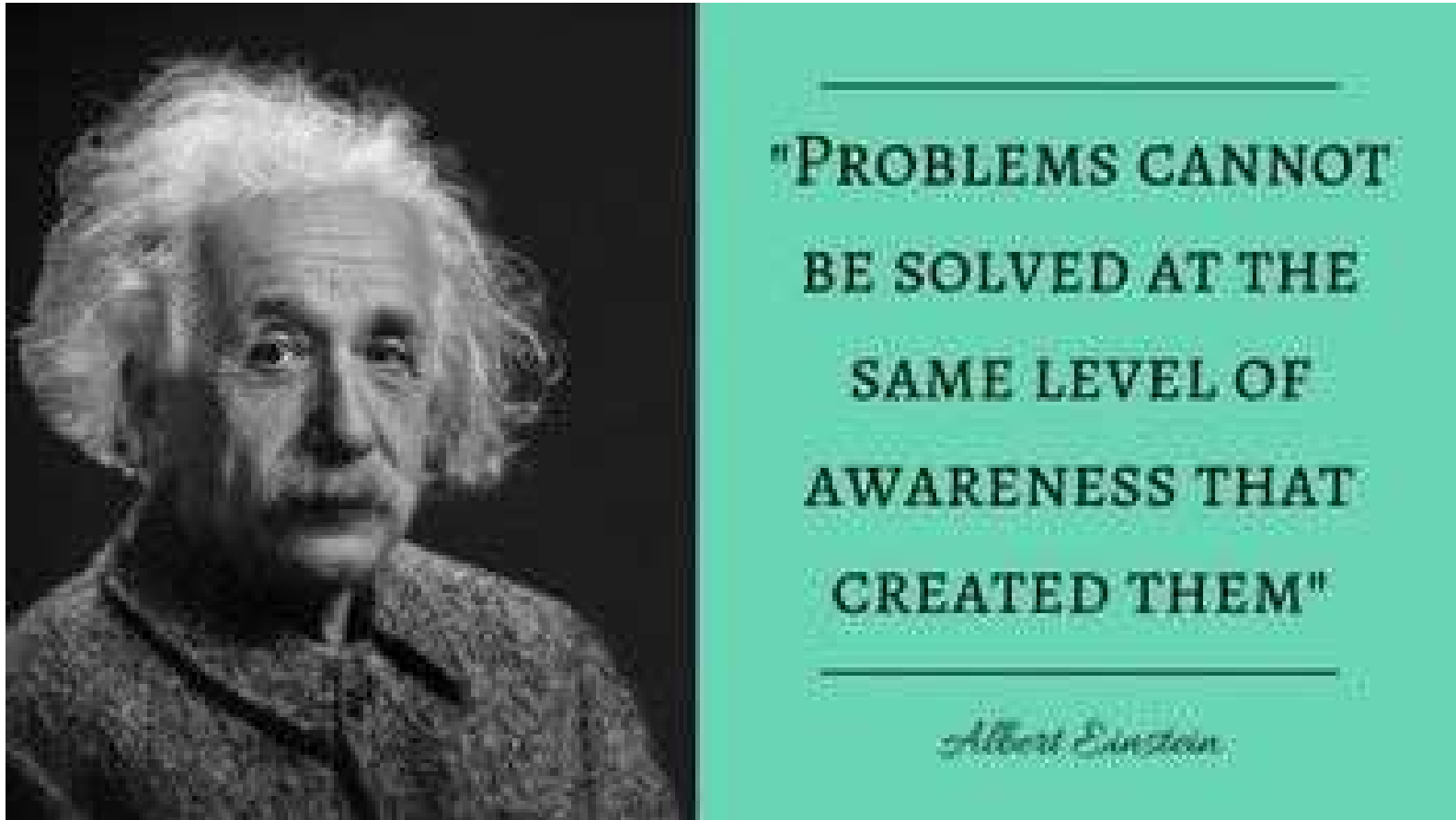


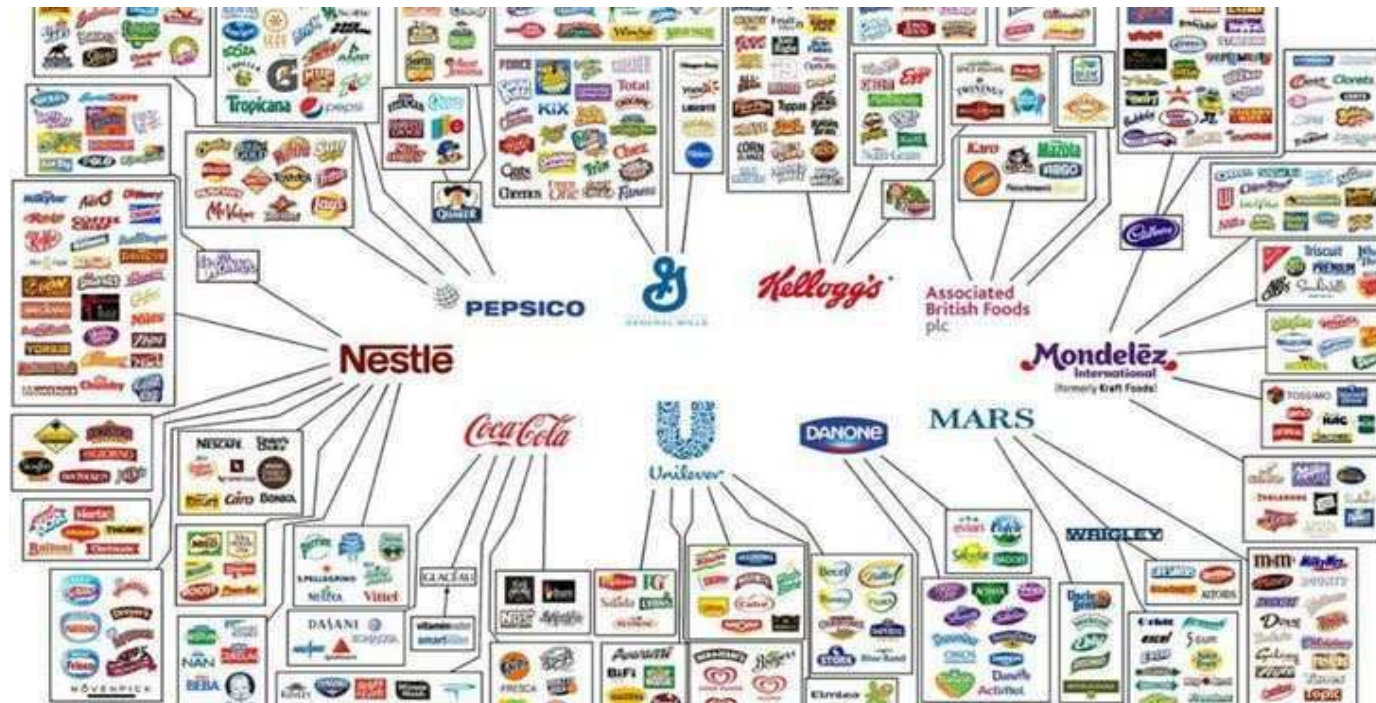
Farmers to Consumers;  
**Why** is the value chain wanting  
improved environmental  
credentials?

The FMCG companies that supply food around the world have fundamentally changed in structure in the last 40 Years.





# What do the world's top 10 food (FMCG) companies want? (\$US1.185 TRILLION OF MARKET CAP)



***They need to tell a 'good' story about something more than half of the world's population have little affinity with but have increasing concern about.***

# **AGRICULTURE**

For farmers, the bar is getting higher and the bar is influenced by the FMCG corporation. Why?





## What do the world's top 10 food companies have in common? (\$US1.185 TRILLION OF MARKET CAP)



*Over the past 40 years they have divested from agricultural production, raw processing and upstream research. They have invested in:*

**BRANDS AND MARKET RESEARCH**

***BRANDS have 'intrinsic value' related to their image, a key part of that value now is their impact on the environment.***



***Every brand's reputation can be either enhanced by it's environmental performance, or diminished.***

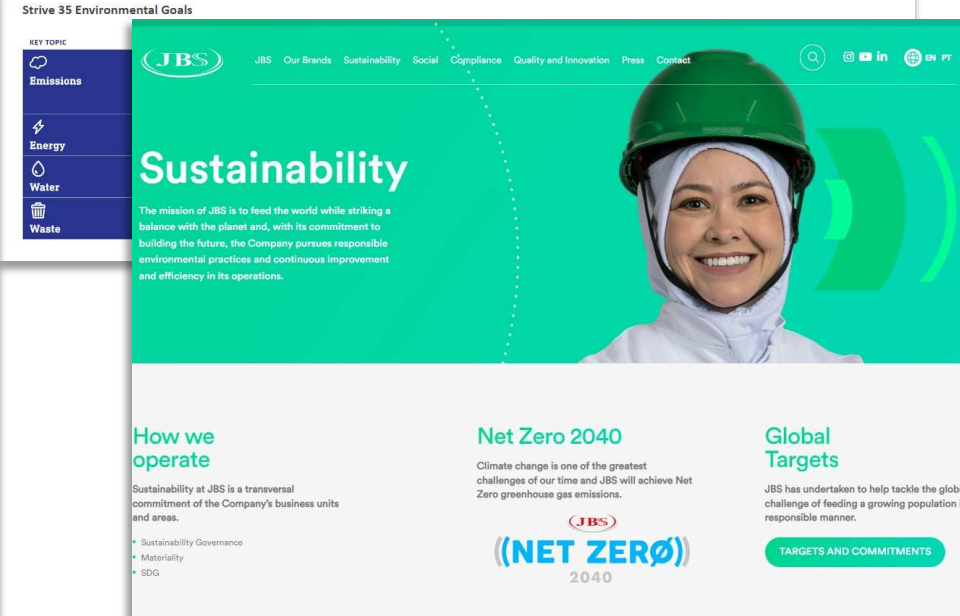
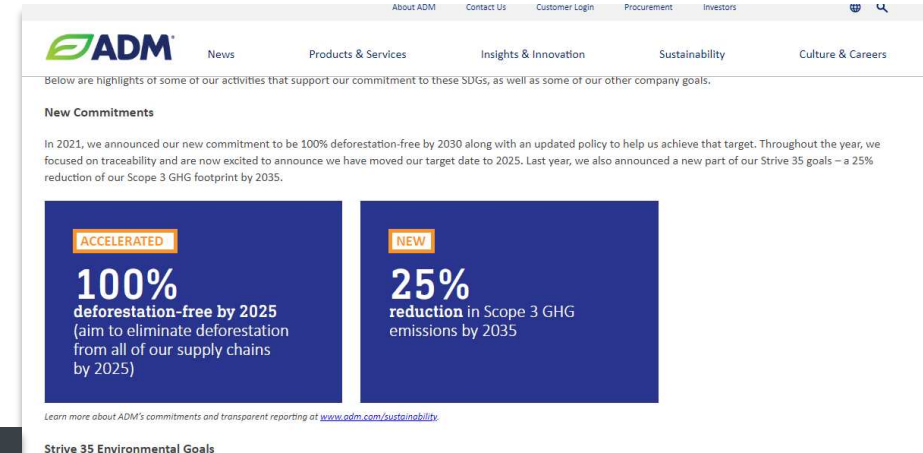
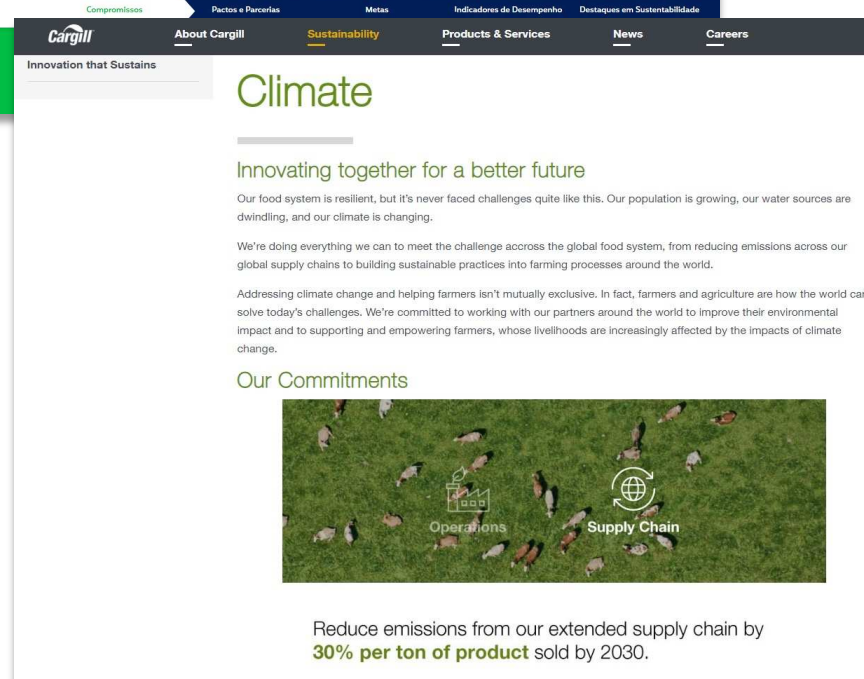
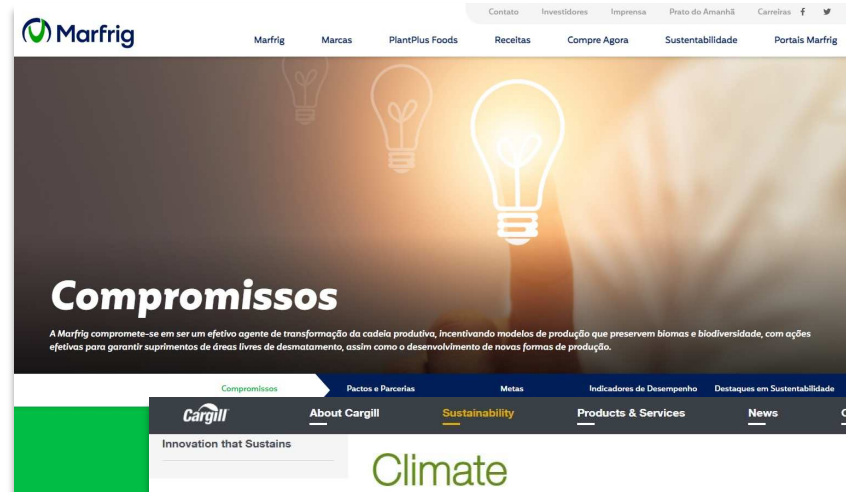


Is your milk eventually supplying one of these companies?



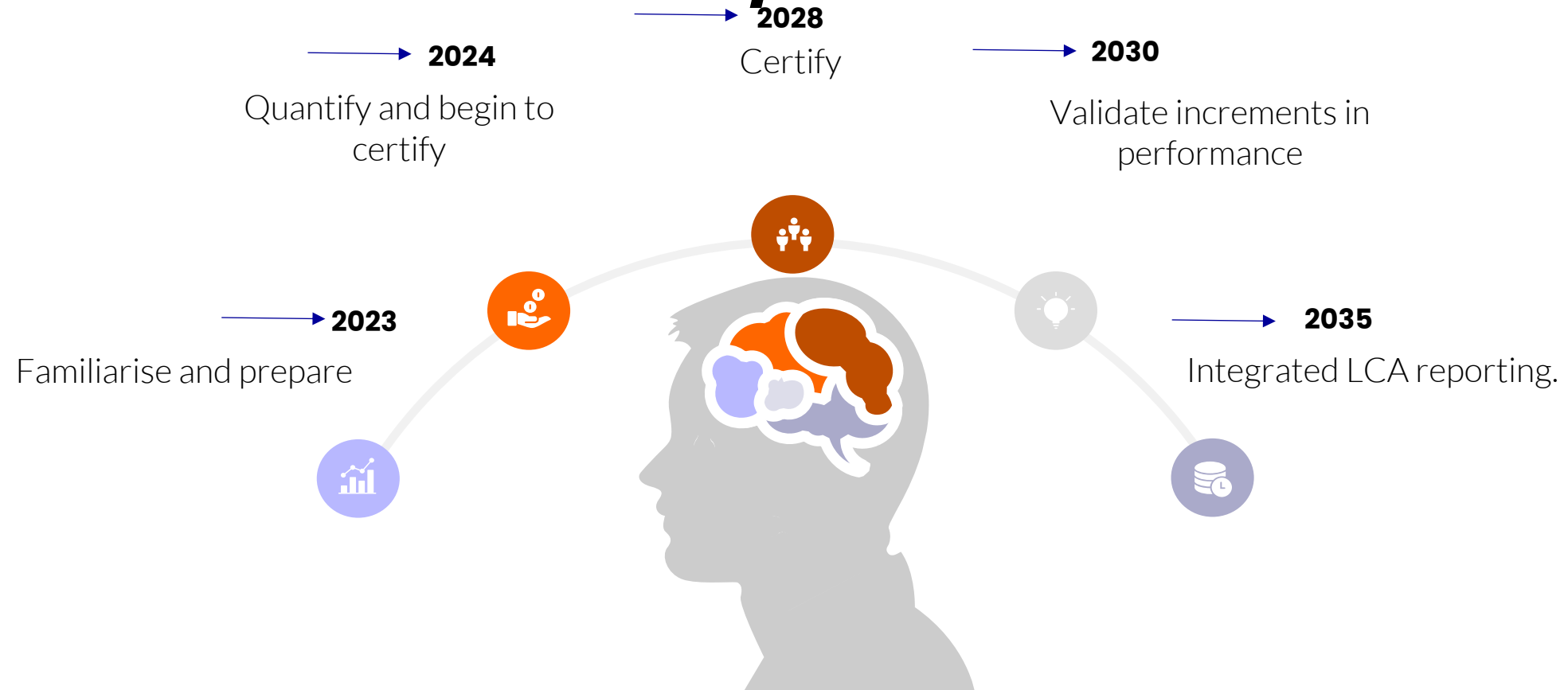


# Have their merchants supplying the BRANDS followed?





# What sustainability themes are the FMCG brands focused on in food/fibre?



**Carbon/Emissions**

**Animal Welfare**

**Water**

**Biodiversity**

**Soil Health**



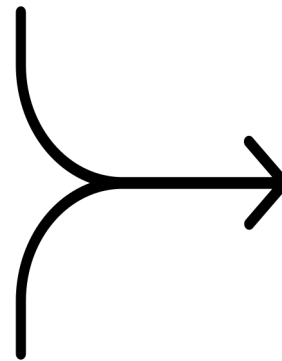
# Separating C Sequestration and GHG Emissions

SBTI FLAG Guidance. (P 28)

In FLAG target development, emissions and removals must be reported separately. The overarching FLAG target may net emissions and removals because in an inventory accounting approach, changes may be accounted for as emissions or removals depending on the starting point. Removals may only be included in FLAG targets when the appropriate requirements are met, following the GHG Protocol Land Sector and Removals Guidance. *Removals may not be used to meet any other energy/industry targets under the SBTi. For example, removals from soil carbon may be included in a FLAG target but would have no impact on a energy/industry target.* Please note that no company can purchase offsets to meet its near-term FLAG or energy/industry target. **Only removals on land owned or operated by a company or within a company's supply chain can be included in FLAG pathways and count toward achieving a FLAG target.**



## What's changing in banking?



**Sustainability Linked Loans**

**Green Loans**

**Green Bonds**