



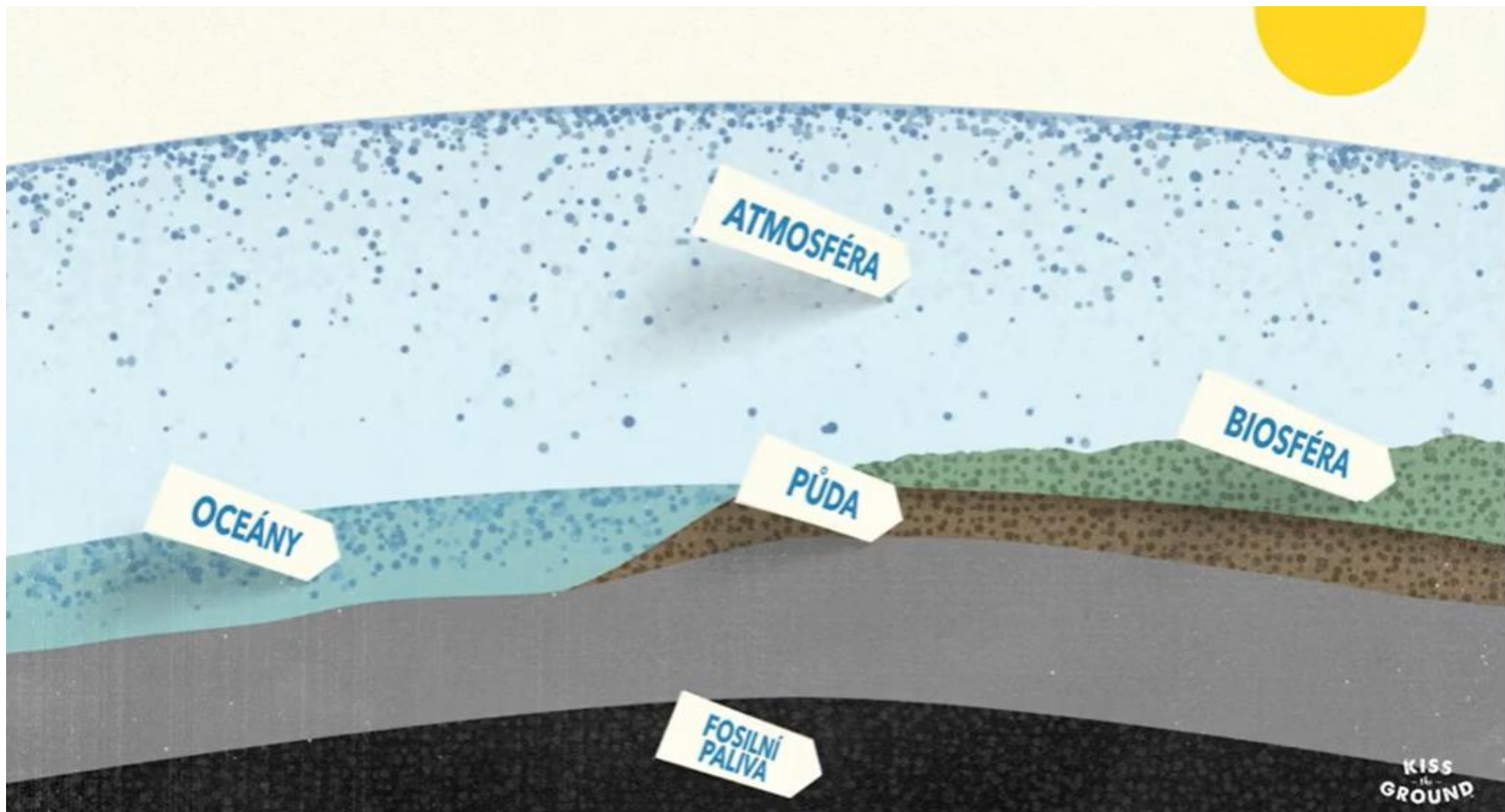
**DANONE**  
ONE PLANET. ONE HEALTH

## Danone vrací život do půdy

Monika Ihnatková  
Public Affairs Manager CZ  
Danone

10.11.2022





Zdroj: Youtube: Příběh o půdě - jak regenerativní zemědělství vrací CO2 z atmosféry pod zem od Carboneg



# DANONE 2030 GOALS

IN LINE WITH THE UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS



## OUR BRAND MODEL

OUR BUSINESS MODEL



OUR TRUST MODEL



## SUSTAINABLE DEVELOPMENT GOALS



## PERFORMANCE TOWARDS OUR AMBITION

PRESERVE AND RENEW THE PLANET'S RESOURCES

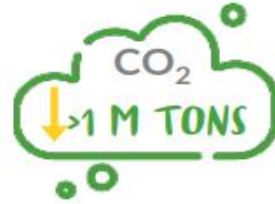
	2019	2020	TARGET
<b>CLIMATE CHANGE</b>			
Total reduction of energy intensity since 2000	47%	46%	60% by 2020
Percentage of renewable electricity purchase	42.4%	54.3%	100% by 2030
Full Scope CO <sub>2</sub> Emissions Reduction on a LfL basis	10.8%	4.6%	
Scope 1&2 CO <sub>2</sub> emissions Absolute Reduction since 2015 on a LfL basis	29.1%	38.1%	30% by 2030
<b>REGENERATIVE AGRICULTURE</b>			
% volume directly sourced from farms having started the transition towards Regenerative Agriculture	-	12%	15% in 2021
<b>WATER</b>			
Water consumption in operations Intensity Reduction (vs. 2000)	49%	49%	60% by 2020
<b>CIRCULAR ECONOMY</b>			
Packaging recyclable/ reusable/ compostable	81%	81%	100% by 2025
<b>FOOD WASTE</b>			
Non-recovered Food Waste Ratio: Reduction (on a like-for-like basis vs. 2016)	7,0%	15.6%	50% by 2025

Indicators monitoring Danone's progress as an Enterprise a Mission

## PRESERVE AND RENEW THE PLANET'S RESOURCES



### HIGHLIGHTS 2020



Of carbon emissions reduction vs. 2019



Thanks to Regenerative Agriculture Initiative

70% of entities are transitioning to Regenerative Agriculture for the main raw materials

12% of volumes directly sourced come from Regenerative Agriculture



Launch of the **Water Policy**: dedicated to having a positive impact on nature and local communities



**Circular Packaging**: Danone x LOOP - launch of a **refillable and reusable** glass pot



of Renewable Electricity use achieved for the first time



Triple CDP ranking for the 2nd year in a row  
One of only 10 companies globally.  
The only consumer food company

## THE PROJECT

**300** farmers  
with **12** heads/farmer

**16.5** ton/farmer of annual milk production  
and **6** milking cows

**Holstein** weighing **600 KG** and producing **20 L/day**

**Baltata cu Negru Romaneasca** (local breed) weighing **600 KG** and producing **6-7 L/day**

## PROJECT TEAM



OPEN FIELDS FOUNDATION



Catalin Andrecea



Alina Rus

1/6

APRIL 2017

## BYPRODUCTS VALORIZATION

TO REDUCE FEED COSTS & INCREASE FARMERS' AUTONOMY



- A **33% increase** of milk production per cow
- A **x 10 increase** of milk collected and CBU needs representation
- An improvement of **animal welfare**



To valorize:

- **Agro-industrial byproducts** (e.g. beer dreche)
- **Agricultural byproducts** (e.g. wheat straw)



Today, **80%** of the farmers of the project have introduced these byproducts in their ration.

## CHANCE FOR ALL IN ROMANIA



CHANCE FOR ALL

## THE COUNTRY

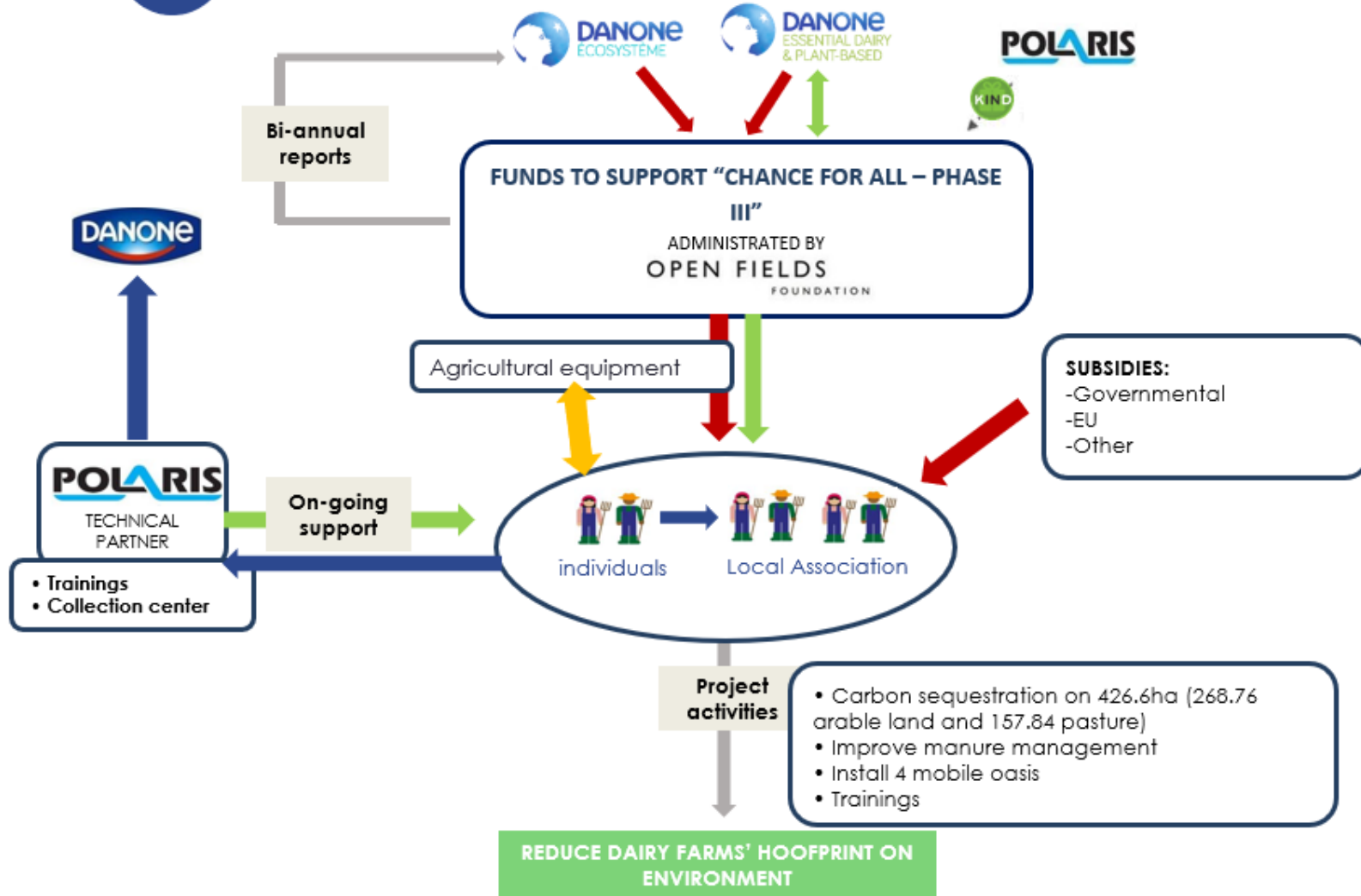
**19** million inhabitants  
**953,405** tons/year of milk production  
**126,151** tons/year of milk importation

## ICONIC PRODUCT



# 2

## OPERATING AND REVENUE MODEL OF THE PROPOSED SOLUTION – PHASE III



### Chance for All - III OPERATIONAL & BUSINESS PLAN

#### 1. FARMERS INVESTMENT:

- Own savings
- Loan

#### 2. SUBSIDIES

- Governmental
- EU
- Other

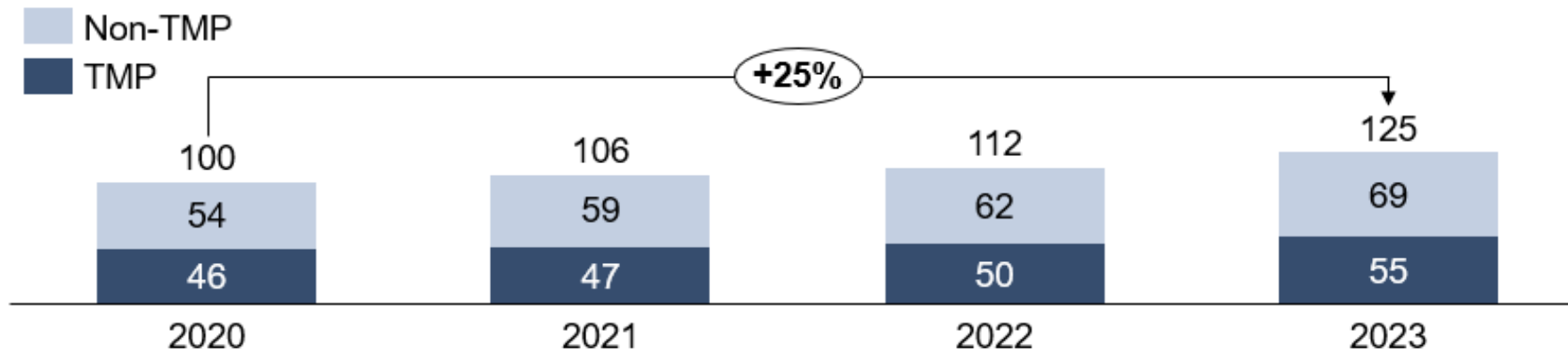
#### 3. GRANT REQUESTED

- Chance for All - III

- Fund
- Milk
- Knowledge
- Feed

## Growth in milk produced by CFA farmers

Benchmarked to 100



## Volume of milk delivered to Danone, benchmarked to 100

69.0	78.8	82.9	92.3
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## Change in volume delivered to Danone from 2020 baseline













-	+14%	+20%	+34%
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### Drivers of change

- **Milking cows increase** of 7% for TMP farmers (non-TMP farmers saw 2% decrease)
- **Productivity increase** from of 14% for TMP (11.4 to 13.0) and 30% for non-TMP (6.2 to 8.1)
- **Reduction of milk rejected** due to quality issues from 11% in 2020 to 6% in 2021-23

Source: Danone procurement team projection data

## Looking ahead, Chance for All faces opportunities to deepen impact and ensure long-term sustainability

Primary opportunity	Method	Impact
<b>Increase volume delivered to Danone</b>	Increase total volume of milk produced by CFA farmers and share of milk delivered to Danone by <b>exploring proved levers of value</b> to the farmers (e.g., TMP, feed, genetics)	 Business
<b>Create a stakeholder coalition</b>	<b>Collaborate</b> with other dairy companies and <b>industry stakeholders</b> and lead nation-wide coalition to support smallholder farmers continue on and improve their dairy business, while promoting environmental initiatives	 Social  Environmental  Ecosystem
<b>Promote investments to increase productivity</b>	Tailor education to convince farmers of <b>long-term productivity benefit</b> of investing on high quality breeds and enriched feed and explore options such as <b>financing initiatives</b> to mitigate high upfront costs	 Business  Social  Environmental
<b>Increase access to water</b>	Help <b>offset frequent drought impacts</b> and <b>promote animal welfare</b> by providing more mobile oasis, education on water access and saving practices, and access to weather insurance	 Social  Environmental
<b>Improve data management</b>	Adopt a standardized, comprehensive and robust data management system to facilitate <b>continuous learning and improvement</b>	 Business  Social
<b>Gender empowerment</b>	Incorporate <b>gender-specific</b> modules into training, set <b>higher targets</b> for women registered in the project, and provide more opportunity for women to engage in core farming business	 Social



**Děkuji za pozornost**

