

2023

Stakeholder
Value Report



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WE ARE ON A MISSION
TO TRANSFORM
GLOBAL FOOD SYSTEMS





1

Forewords



1.1


LETTER FROM THE CEO

Pascal Foehn
Group CEO



It has been a dynamic and inspiring year for Innoterra, our global team, and the communities we engage with worldwide. The visible impacts of climate change in agriculture have intensified our commitment to building a stakeholder-driven organization dedicated to the well-being of the planet and its people. Throughout the year, our focal point has been the transformation into a technology-first, platform-driven company, aligning our expertise with future fitness.





India, with its immense potential in the agri-economy, has been a central focus, emphasizing our dedication to scaling exports and uplifting millions of farming-dependent families. This year marks a significant milestone as one of the few foreign companies licensed in India to retail food products through both physical stores and our e-commerce platform. This achievement underscores our commitment to providing smallholder farmers access to global markets and empowering our platform business to construct resilient and sustainable food systems.

Our technology and operations strategy, coined as 'hyper-localization,' involves strategic partnerships with input providers, NGOs, and farmer organizations tailored to the specific geographies we serve. This approach ensures relevance, linguistic and contextual connectivity with users, and de-risked pathways for market presence and farmer engagement in India. It expands our capacity to orchestrate value for farmers, producer groups, and retailers, enhancing efficiency and driving impactful change on the ground.

Committed to achieving operational Net Zero by 2040, we have developed a comprehensive roadmap focusing on R&D, farmer-first capacity building, and investments in cutting-edge digital tools to fuel our platform business. As our technological prowess expands, so does our ability to harness extensive datasets, informing a robust impact strategy.

Throughout this transformative journey, the dedication, drive, and entrepreneurial spirit of our employees have laid the foundation for our success. Heading into 2023, we have a team steadfast in making our end-to-end technology platform a sustainable, people-positive growth engine across our value chain. At Innoterra, we recognize an unparalleled opportunity to drive transformation in the entire food ecosystem, innovating towards a more cohesive and regenerative value chain, ultimately building a better future for both people and the planet.





II

Executive Summary



2.1 INTRODUCTION

The escalating impact of climate change on the agricultural sector propels our commitment to evolve into a stakeholder-driven organization, dedicated to both the planet and the people we serve. India, with its unparalleled potential, remains a focal point for investing in the agri-economy. Our goal is to revolutionize over 150 smallholder farmer families by steering them towards regenerative farming practices, coupled with facilitating direct access to the offtake market through innovative technology.

This year marks a notable achievement as we stand among the select foreign companies authorized in India to retail food products through both physical stores and our e-commerce platform. This accomplishment is a pivotal step in our mission to grant smallholder farmers entry into global markets, empowering our platform business to construct resilient and sustainable food systems.





Our Commitment

We are dedicated to attaining operational Net Zero by the year 2040. In pursuit of this goal, we have crafted a comprehensive roadmap that focuses on Research and Development (R&D), farmer-centric capacity building, and strategic investments in cutting-edge digital tools to fortify our platform business. As our proficiency as a technology company expands, so does our capacity to harness extensive, intricate datasets that shape our impact strategy”.





2.2

OUR LIGHTHOUSE GOAL

5-year goals: Become a globally recognized ESG



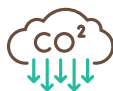
Our Focus



25%
Renewable energy transition¹



40%
Reduction in food waste



25%
Reduction in GHG emissions

Impact performance management process

1

Formulate yearly targets
Define KPIs framework

2

Define impact initiatives
Implement projects to achieve the defined KPIs

3

Conduct regular management reviews
Review projects' and take corrective actions

4




Capture data and report impact results
Collect data and report results in alignment with international ESG standards








2.3 OUR PROGRESS AT A GLANCE

In our ongoing commitment to create a meaningful impact in the agricultural landscape, we have made significant strides across seven key fronts:

Stakeholder Focus	Achievements 2023 (selection)
<div></div> <div>Elevate Farmer Household Net Income</div>	<ul style="list-style-type: none">A notable 26.5% increase in yield has been observed among crop and dairy farmers collaborating with us.Facilitating over 145,000 digital payments to farmers annually.Successfully processing more than 50,000 order counts through our output marketplace, FarmLink, seamlessly linking
<div></div> <div>Promote Regenerative Farming and Adaptation Practices</div>	<ul style="list-style-type: none">Our farmer learning app, InnoSoli, has been downloaded by over 11,000 users, offering a comprehensive collection of more than 800 educational learning modules specifically tailored for illiterate farmers.Daily, we source an impressive 145,000 liters of antibiotic-free and aflatoxin-free milk directly from farmers, ensuring quality
<div></div> <div>Enable Access to Climate Incentives and Carbon Credits</div>	<ul style="list-style-type: none">Partnering with ETH to introduce the Innoterra Carbon Credit program.





Stakeholder Focus	Achievements 2023 (selection)
<div></div> <div>Reduction in food wastage</div>	<ul style="list-style-type: none">Achieved over a 60% reduction in food dumping through the adoption of technology.Realized a more than 10% reduction in food waste by incorporating technology into the ripening process.
<div></div> <div>Labor efficiencies and welfare</div>	<ul style="list-style-type: none">We have championed fair and equitable pay across all our operations through the establishment of a position-based compensation framework.
<div></div> <div>Fostering a culture of impact within the organization</div>	<ul style="list-style-type: none">Our employee workforce has over the last few years, organized various collection drives to partner with Goonj, a well recognized Indian NGO.The Admin teams are rolling out a 'no plastics' policy to reduce the carbon footprint of our corporate offices.We are committed to the welfare of our employees and our revising our employee insurance provisions to ensure the best coverage for our employees





Our People and Building A Culture of Impact

We understand the transformative power of capturing our internal stories of change, helping us create narratives and build a movement within the agri-food sector.



3.1

DR. ANUP KARWA

Director Innoterra Bioscience

Number of Years at Innoterra: 3



BIO

Anup, a serial AgBio-Entrepreneur, brings over 18 years of expertise in product development and agribusiness leadership within plant breeding, agribiotech, and microbial technology. Holding more than 30 patents in these domains, he earned his MSc in Molecular Genetics from the University of Leicester, United Kingdom, followed by an MSc in Biosafety in Plant Biotechnology in Ancona, Italy (as a UNIDO Scholar). Further solidifying his academic background, Anup attained a PhD in Plant Molecular Biology at the Forschungszentrum Juelich in Germany.

Throughout this year, our dedicated teams have undertaken numerous training and awareness programs targeting both Sigatoka and Fusarium Wilt diseases. These initiatives encompassed regular field visits, surveys, and the distribution of informative leaflets in local languages. These materials comprehensively explained identification techniques and mitigation measures. In areas at heightened risk, collaborative efforts with our partners involved the deployment of drones for canopy spraying and the promotion of essential mitigation practices, including proper sanitation and consistent spray schedules.

Acknowledging the evolving landscape of banana farming, traditional methods of plant and fruit care are proving insufficient to ensure export-quality produce. Innoterra stands as a trailblazer in providing farmers access to contemporary, science-driven cultivation techniques. Through our end-to-end services, on-ground guidance, and detailed field surveys, we have successfully assisted hundreds of farmers in enhancing both the quality and yield of their bananas for the export market.



Combating the Threat of Sigatoka and Fusarium Wilt TR4 (Panama Disease) in Indian Banana Farming”

The escalating spread of Sigatoka and Fusarium Wilt diseases poses a formidable challenge for our banana farmers in India. This widespread threat has the potential to significantly impact both the quality and yield of produce in the upcoming year. Recognizing the urgency of the situation, it is imperative that we raise awareness on effective strategies to counter these new challenges.





3.2

GAUTAM KARAJGI

**Advisor for Impact
and ESG**



BIO

Gautam brings more than two decades of expertise in consulting, entrepreneurial management, rural development, operations transformation, and corporate and social sector management. Currently, he serves as an advisor on impact and sustainability.



Empowering Farmers Through Platform Services”

At the outset of 2023, we embarked on a journey to engage directly with our platform farmers, delving into their challenges and milestones. Through extensive visits, we connected with 25 farmers and numerous village-level aggregators spanning three states in India.

The resounding feedback we received highlighted the substantial benefits our village-level procurement services bring to farmers in terms of market access. Beyond cost savings on transportation and packaging for distant markets, our services incorporate a transparent inspection, quality control, and pricing mechanism. This ensures that farmers receive a fair and equitable price, determined by the quality and quantity of their produce. The expedited digital payment process was frequently lauded, providing farmers with same-day access to their funds.

Overall, our platform services are evidently making a positive impact on the lives of farmers throughout India. These interviews not only serve as a testament to our current success but also provide valuable insights that enable us to continually assess and enhance the impact of our services. By identifying areas where we can concentrate our efforts, we aim to assist farmers in improving yields, reducing costs, and implementing climate-positive practices.





IV

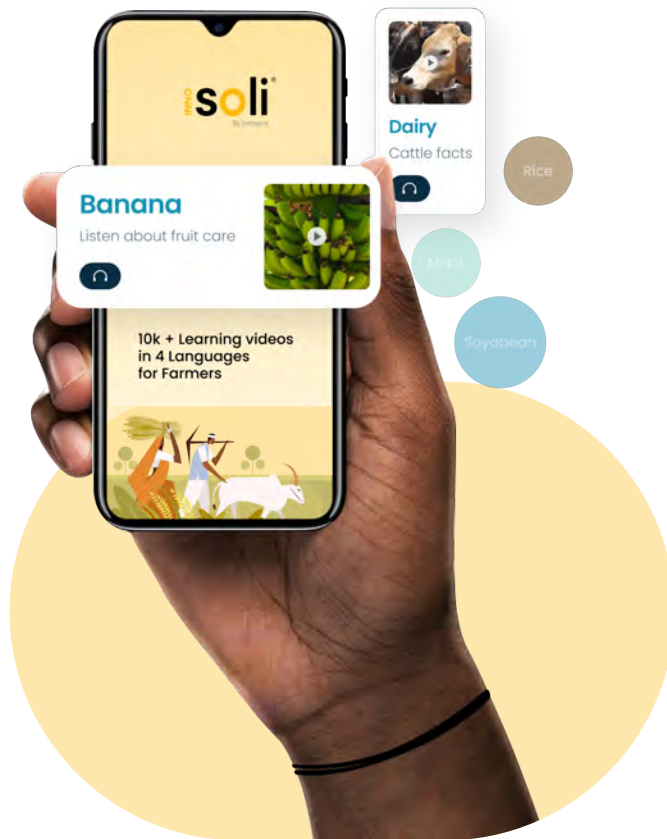
Case Studies

Innoterra is committed to preserving natural capital and becoming resource positive. No group experiences the immediacy of a shifting climate more acutely than farmers and rural communities, which is why as an agribusiness, we feel that it is our duty to work towards becoming a best-in-class leader in climate action. By promoting transparent and bold long-term initiatives, we hope to generate measurable results well into the future.

4.1

CASE STUDY

Cultivating Rural Wisdom with Human-Centered Design for Farmer Empowerment with Innoterra’s InnoSoli



Background

InnoSoli represents a groundbreaking venture – a farmer-centric mobile application meticulously crafted using human-centered design principles. With a commitment to fostering meaningful behavior change among rural, low-literacy audiences, InnoSoli was conceptualized to bridge the digital gap and empower farmers from the ground up.

Approach

Recognizing the inherent complexities of catering to a rural audience, we embraced a hands-on approach. Collaborating with Tomorrow Partners, an esteemed California-based design firm renowned for its human-centered design expertise, allowed us to envision and create a truly innovative digital product.

Development Goals

InnoSoli was envisioned not just as an application but as a catalyst for transformation. The overarching goal was to enhance the capabilities and capacities of smallholder farmers by providing them with information, products, and services to elevate income, reduce costs, and mitigate risks.

Key Steps

1

Immersive Field Experience:
Direct engagement with end-users in the field provided invaluable insights into their challenges and aspirations.

2

Strategic Partnership:
Collaborating with Tomorrow Partners ensured an award-winning design approach grounded in human-centric principles.

Outcome

InnoSoli is more than just an app; it's a testament to our dedication to rural empowerment. By melding innovative design principles with a deep understanding of end-user needs, InnoSoli has become a platform that not only disseminates knowledge but also cultivates positive behavior change, empowering smallholder farmers.



Impact



Enhanced capabilities and capacities of smallholder farmers.

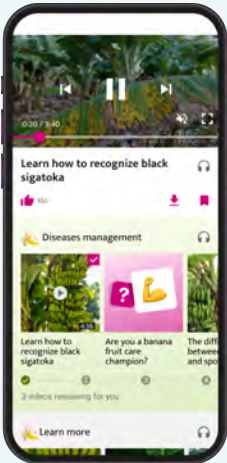
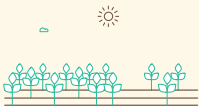


Increased access to information, products, and services.

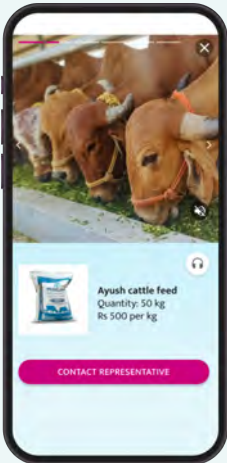


Positive contributions to income augmentation, cost reduction, and risk mitigation.

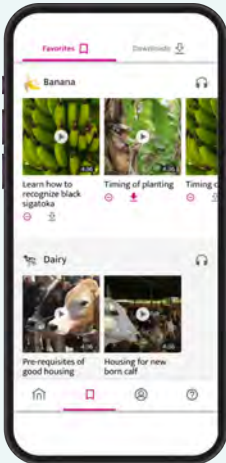
InnoSoli stands tall as a beacon of farmer-first innovation, built on the foundation of human-centered design for enduring impact in agriculture.



Learn
Learn to avoid costly problems on your farm with science-based



Buy
Access vetted and localised quality agri-products and services that will save you costs, increase



Apply
Watch & listen to high quality and varied audios & videos based on best farm practices for better quality &



Connect
Get great advice from our sales support teams and local



11,000
Farmers on-boarded



4+
Languages to add to convenience



> 800
Educational content modules to choose from

For more information visit: innoterra.com/innosoli-retail-market-place/



4.2

CASE STUDY

Transforming Banana Plantations: Innoterra's Breakthrough in Combatting Sigatoka and Fusarium Wilt TR4 (Panama Disease)



Background

Banana plantations globally face a looming threat from the Panama disease (Fusarium Wilt TR-4) and Sigatoka, both of which pose severe risks to plant health, leading to substantial economic losses. With TR4 jeopardizing a staggering USD 25 billion in banana produce and Sigatoka contributing to a yearly revenue loss of USD 1.6 billion, the need for an effective solution became imperative.

Field Trials and Efficacy

In response to this pressing challenge, Innoterra conducted meticulous field trials across Bihar, Uttar Pradesh, and Gujarat. Our bioformulation solution emerged as a beacon of hope, demonstrating exceptional efficacy in disease control. The results were remarkable, with a 92% success rate against TR-4 and an 88% success rate against Sigatoka.

Market Progress

Buoyed by the success of our bioformulation, we are now on the cusp of launching a groundbreaking 2-in-1 vaccine. This game-changing solution is poised to revolutionize banana plantations not only in the Philippines but also in India, offering a comprehensive defense against both Fusarium TR-4 and Sigatoka.

Key Achievements


- 1

Field Trials Success:
Demonstrated exceptional efficacy with a 92% success rate against Fusarium TR-4 and 88% against Sigatoka.
- 2


Market Expansion:
Preparing to launch our 2-in-1 vaccine in the Philippines and India, marking a significant milestone in the battle against banana plant diseases.



Impact



Mitigation of significant economic losses in the global banana industry.



Establishment of a groundbreaking solution for widespread use in banana plantations worldwide.

Innoterra's relentless pursuit of innovative solutions has not only safeguarded banana plantations against the devastating effects of Fusarium TR-4 and Sigatoka but has also opened a new chapter in sustainable agriculture. The impending launch of our 2-in-1 vaccine marks a pivotal moment in transforming the landscape of banana farming and securing the future of this vital global crop.

Effect of before and after application of BanacXin on the Fusarium TR4 / Panama disease infected fields




For more information visit: innoterra.com/plant-vaccine/



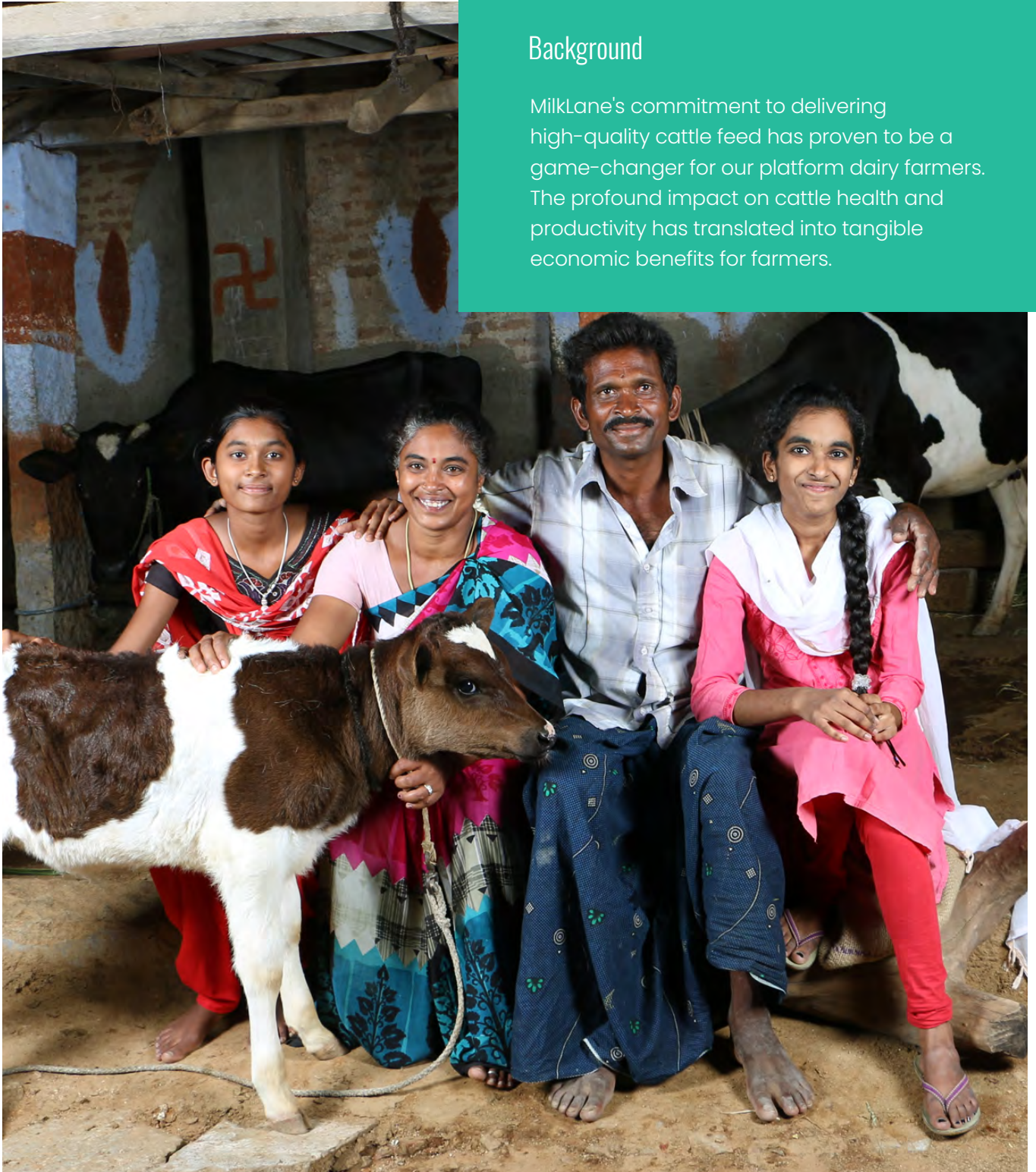
4.3

CASE STUDY

Empowering Farmers and Enhancing Livestock with MilkLane's Nutrient-Rich Cattle Feed

Background

MilkLane's commitment to delivering high-quality cattle feed has proven to be a game-changer for our platform dairy farmers. The profound impact on cattle health and productivity has translated into tangible economic benefits for farmers.



Economic Gains

On average, our nutritionally enriched cattle feed has contributed to an impressive ~USD 4,000 per cattle, fostering a remarkable 55% increase in income per productive cow. These economic gains underscore the pivotal role our feed plays in transforming the financial landscape for our dairy farmers.

Holistic Animal Health Approach

MilkLane's holistic approach extends beyond economic benefits, aiming to enhance animal health and productivity across every stage of the animal lifecycle. Our high-quality feed has resulted in a remarkable +15% increase in yield, extended the productive life of animals by 2 years, and elevated conception rates by 1.5X. This achievement is attributed to providing timely recommendations on feed, coupled with the right supplementation and fortification.

Key Achievements

- 1

Economic Upliftment:
Averages of ~USD 4,000 per cattle, leading to a 55% increase in income per productive cow.
- 2

Holistic Livestock Health:
Achieved a +15% yield, prolonged the productive life of animals by 2 years, and increased conception rates by 1.5X through tailored feed recommendations.



Impact



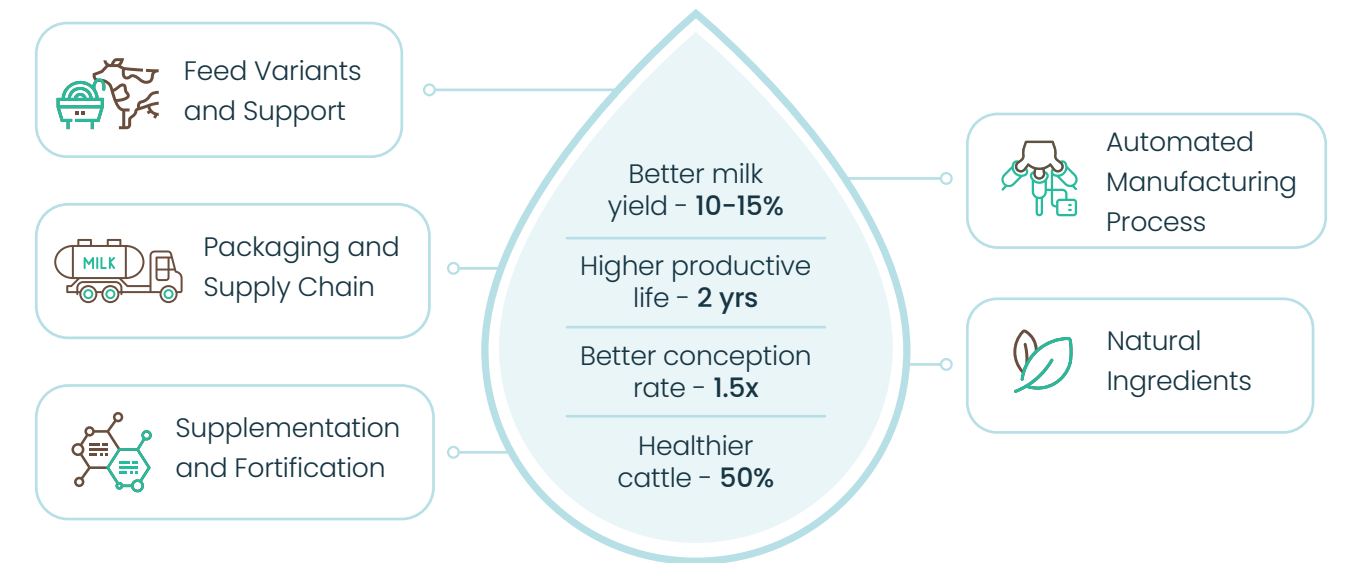
Economic empowerment for dairy farmers.



Enhanced animal health and productivity throughout the animal lifecycle.

MilkLane's unwavering commitment to excellence in cattle feed is not just a boon for dairy farmers but a testament to our dedication to fostering sustainable and prosperous livestock farming. The success story unfolds as we continue to transform the lives of both farmers and their valuable cattle.





Particulars (data in USD)	Regular Feed	MilkLane Feed	Difference	Savings
Cattle feed cost (per kg)	14	15	7.1%	
Milk per day (litres)	9	9.9	10.0%	
Lactation Cycle (days)	280	300	7.1	
#lactation cycles	4	7	75.0%	
Productive life (years)	6	8	33.3%	
Benefit 1: Increased Milk Output				
Milk value @25/litre	3,360	6,930	106.3%	+3,570
Benefit 2: Fewer Unproductive Days				
#unproductive days	1,070	820	(23.4%)	
Cost savings (@INR57/day)	3,360	6,930	(23.4%)	+190
Benefit 3: More Dairy Calves				
50% chance every lactation cycle 2	2	3.5	75.0%	
Female calf value @30,000	800	1,400	75.0%	+600
Benefit 4: Cattle health benefits				
Disease incidence per year	2	1	(50.0%)	
#incidents during productive life	12	8	(33.3%)	
Treatment cost @5000	800	533	(33.3%)	+267
Milk loss cost (@5 disease days)	180	132	(26.7%)	+48
Net savings				~4,000
Savings / Incremental cost				~7x


For more information visit: innoterra.com/dairy-product/





V

Partnerships and Way Forward

We believe in the power of collaboration to drive meaningful impact and Partnering with visionaries, innovators, and industry leaders, we strive to create forward-thinking solutions that set the stage for success.

5.1

PARTNERSHIPS

At Innoterra, we understand that achieving meaningful impact requires collaboration. We continue to partner with radical thinkers, innovators and industry leaders to create forward thinking solutions with the greatest possible framework for success. We seek the advice of leading sustainability experts, organisations and government agencies to ensure that our ambitions are always aligned with the planet and the well-being of the communities we serve.



5.2

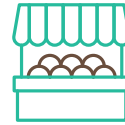
WAY FORWARD

As we set our sights on the future, our commitment to building resilient and sustainable food systems remains unwavering. In the upcoming year, our strategic focus will revolve around key areas that lie at the heart of our mission:



Regenerative & Resilient Farming

Agriculture, with its substantial resource demands, necessitates a paradigm shift toward regenerative practices and techniques. It is our imperative to not only champion but also incentivize the integration of regenerative approaches into our food systems. By doing so, we strive to contribute to the preservation of our planet while ensuring the longevity and health of our agricultural practices.



Market Access

The disconnect between farmers and consumers, often exacerbated by unfair pricing dynamics, demands our attention. We are steadfast in our commitment to rebuilding a seamless link between producers and the global value chain. Through our platform, we aim to generate fair and ethical prices for producers, fostering a system that prioritizes equity, quality assurance, and transparency for sellers.



Resource Efficient Supply Chains

The resilience and adaptability of our supply chain are critical components of our mission. In the coming year, our efforts will be dedicated to ensuring that our supply chain remains robust, energy-efficient, and capable of navigating rapid changes. This focus aligns with our overarching goal of creating a sustainable and future-proof ecosystem.



Anticipating

2024

In the year ahead, we eagerly anticipate sharing the strides we make in realizing these commitments. As we continue to innovate, our objective is not just progress but also gaining invaluable insights. Our journey toward a more cohesive and sustainable world, marked by greater equity for all stakeholders, will be a testament to the transformative power of our collective efforts. Together, we forge ahead, paving the way for a brighter and more sustainable future.



Cultivating Sustainability Together!

Explore the stories of impact with #InnoterraJourney on LinkedIn. Be part of the change towards resilient and sustainable food systems!



#InnoterraImpact

#Innoterra



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For you and the planet

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