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**CLOSING THE LOOP**

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**IMPACT REPORT 2024**

## 1. FOREWORD

# LETTER FROM THE CEO

At Innoterra, we believe real change in the agri-food system comes from **intent and successful execution**. The last 12 months have been a key year in **expanding our business and strengthening our footprint** our three circular economies 'Dairy', 'Fresh Fruits' and 'Rice & Spices'.

Through **regenerative agriculture, responsible sourcing, and digital supply chains**, we've improved **efficiency, transparency, and trust** – from farmers to retail shops in the cities to global partners, and health-conscious consumers.

Impact is an ongoing commitment. Our **ESG framework** guides our progress across **people, planet, and prosperity**, creating **sustainable growth, responsible nutrition, and fair opportunities for all**.



Pascal Foehn,  
Group CEO,  
Innoterra

**A circular economy isn't the future – it's our operating system today.**



Dr. Anup Karwa,  
Group Head,  
Scientific Innovation

## LETTER FROM GROUP HEAD, SCIENTIFIC INNOVATION

At Innoterra, we see ourselves not just as problem-solvers, but as **rebuilders of the food system** – making it more resilient, inclusive, and future-ready. While **technology powers our progress**, it's our **human-centered approach to innovation** that truly sets us apart.

In 2024, our advances in **biological crop protection, soil regeneration, and digital quality systems** proved that when science meets sustainability, transformation isn't just possible—it's scalable. With **data-driven insights**, we've helped thousands of farmers improve yields, and through **ethical, traceable sourcing**, we've supported safer, healthier food systems.

Our ESG promise goes beyond metrics – it's embedded in how we **think, act, and build**. Every investment in tech, every step toward equity, and every move to improve traceability brings us closer to our vision: a **smarter, cleaner, and more compassionate agri-food world**.

**Innovation is our tool; inclusivity is our edge.**



2. INTRODUCTION

# OUR IMPACT IN ACTION

At Innoterra, sustainability is a core commitment, shaping a transparent, regenerative food system that empowers farmers, drives prosperity, and protects the planet.

Aligned with the United Nations SDGs, we focus on responsible agriculture, fair trade, environmental stewardship, and inclusive growth. Through innovation, we reduce waste, optimize supply chains per consumer needs, and secure food for future generations.

## Innoterra as a Circular Economy

Innoterra's circular economy creates a closed-loop food system by integrating sustainable farming, ethical sourcing, and efficient supply chains. From bio-enhanced crops, organic crop protection and eco-friendly feed to reusable crates for product handling and waste repurposing, we are building a resilient agri-food ecosystem.

The diagram below illustrates how Innoterra seamlessly connects these elements to establish a truly circular and sustainable consumer centric food system:

### Our ESG Promise

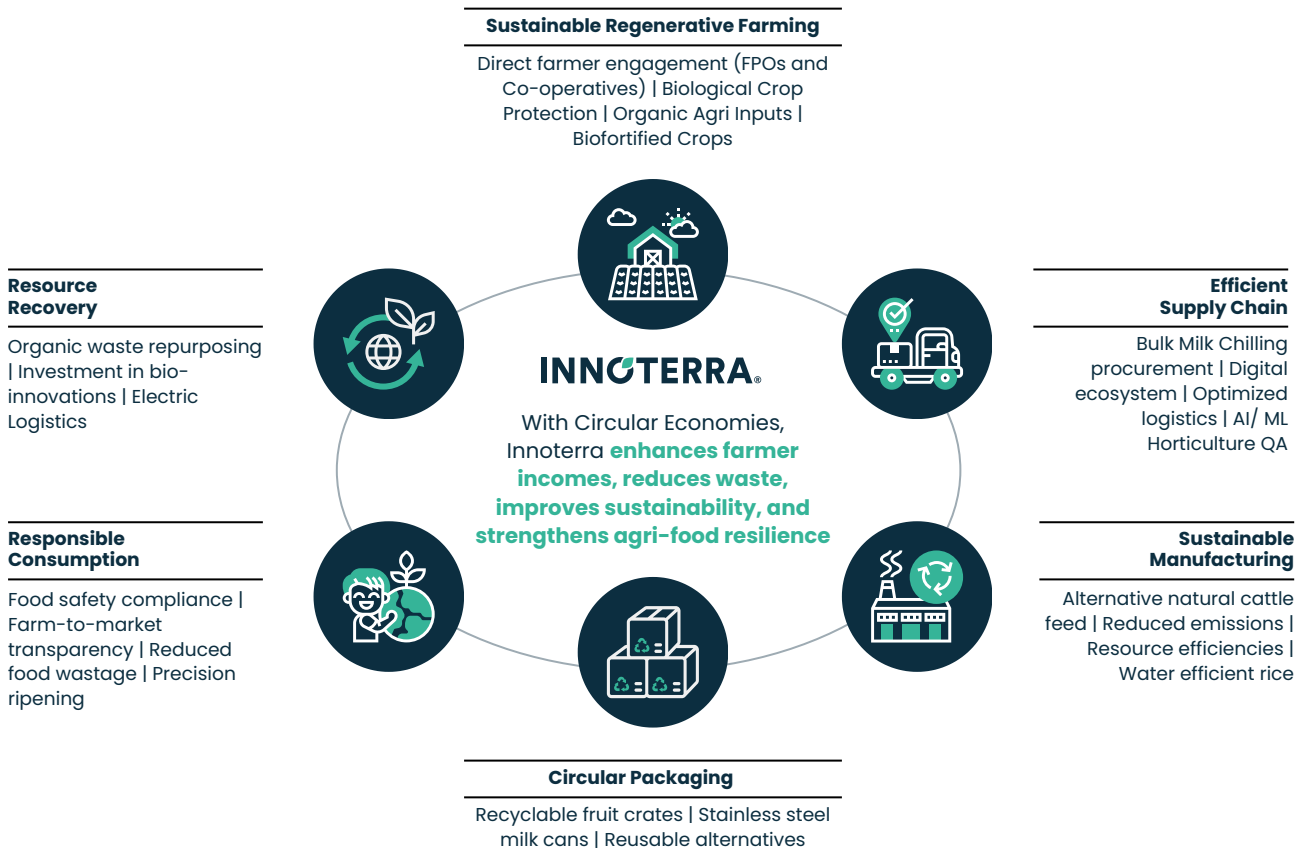
We leverage innovation and ethical practices to drive prosperity, social equity, and sustainability. Through regenerative agriculture, farmer empowerment, and circular economies, we are shaping a resilient agri-food system for future generations.

### OUR IMPACT FRAMEWORK

We categorize our ESG impact across three pillars

- PEOPLE
- PLANET
- PROSPERITY

with a clear focus on measurable change.



**We focus on three circular economies: Dairy, Fresh Fruits, and Rice & Spices**



3. PEOPLE GOALS

# STRENGTHENING LIVELIHOODS & WELL-BEING

At Innoterra, people are central to our sustainability efforts, from empowering farmers and promoting gender inclusion to fostering employee well-being. By strengthening rural livelihoods, and advancing equitable workplaces, we are shaping a more **resilient and inclusive future**.

## CASE STUDY: Enhancing 10,000 Dairy Farmer Livelihoods through Precision Procurement

India's 75 million dairy farmers struggle with middlemen, price volatility, and poor milk quality. Our structured procurement and cattle nutrition initiatives ensure fairness and transparency for smallholder farmers.

### Impact

- **Fair Pricing & Transparency:** 150KL milk procured daily through 100% Bulk Milk Cooler (BMC) network, 95% direct bank payments, and real-time quality tracking
- **Higher Dairy Productivity:** 14,000+ farmers supported via digital advisory. Enhanced yields through specialized cattle nutrition – achieved milestone sale of 1,000+ MT cattle feed in Dec 2024, surpassing our previous benchmarks
- **Financial & Equipment Support:** INR 5.22 crore (USD 0.7 m) in cattle loans and mechanization aid to 1,300 farmers



Pictured above: **Milking machine in action**



Shown here: **Milk quality and payment details for the farmer**

**8** **DECENT WORK AND ECONOMIC GROWTH**

**10** **REDUCED INEQUALITIES**



Captured: **Farmer loan disbursement event**



3. PEOPLE GOALS

CASE STUDY

EMPOWERING FARMERS IN THE SPICE VALUE CHAIN



Pictured Above: **Turmeric Processing & Quality**



Shown Here: **Dried Red Chili Harvest**



Captured: **Women in Spice Processing**

Despite India's spice production leadership, smallholder farmers face income instability, and women's contributions remain undervalued. We enhance market access and gender inclusion to provide super foods to global consumers.

Impact

- **Higher Farmer Incomes:** Procurement of 500 MT chillies and 750 MT turmeric supporting 180 farmers
- **Fair Trade & Transparency:** Ethical sourcing ensures stable pricing

5 GENDER EQUALITY

10 REDUCED INEQUALITIES

8 DECENT WORK AND ECONOMIC GROWTH

CASE STUDY

Innoterra a National Agtech Award Winner - supporting employee well-being, engagement, and equal growth

We foster a supportive, inclusive workplace through career development, diversity, and holistic wellness initiatives.

Impact

- **Engagement & Recognition:** Conducted employee surveys to define values, strengthening culture and alignment; Honored 31 employees with long-service awards
- **Industry Recognition:** Won FICCI India's Most Innovative AgTech Award, awarded by the Indian Agriculture Minister — for BanacXin, a breakthrough bio-fungicide combating Fusarium TR4 and Sigatoka
- **Career Growth:** 16 employees promoted through Individual Development Plan, mentorship, and upskilling programs
- **Diversity & Inclusion:** 33% women in leadership, in key offices
- **Health & Wellness:** 100% employee health coverage, mental health support



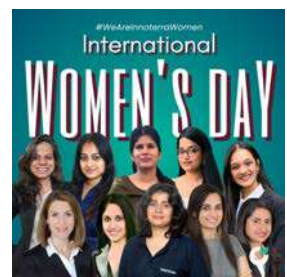
Shown here: **Long service award winners of 2024**



Captured: **BanacXin Wins National AgTech Award**



Captured: **Empowering girls with healthy food alongside NGO Maitrayana**



Pictured Above: **Celebrating women in leadership**

3 GOOD HEALTH AND WELL-BEING

8 DECENT WORK AND ECONOMIC GROWTH



4. PLANET GOALS

# DRIVING SUSTAINABILITY & CIRCULAR ECONOMY PRACTICES

At Innoterra, we drive sustainability by reducing emissions, eliminating plastics, restoring soil health, adopting organic crop protection and minimizing food waste. Our commitment to **eco-friendly agriculture and waste reduction** enhances climate resilience and biodiversity conservation.

CASE STUDY

## Reducing Dairy’s Environmental Impact by 7% with Sustainable Practices

The dairy industry significantly contributes to methane emissions, plastic waste, and excessive chemical use. MilkLane Aayush cattle feed addresses these concerns through eco-friendly feed, stainless steel milk cans, and tech-driven logistics, creating a sustainable dairy ecosystem.

### Impact

- **Lower Methane Emissions:** 6-8% reduction per cattle unit with optimized cattle feed
- **Plastic-Free Dairy Collection:** 6,000 stainless steel cans replacing plastic, making MilkLane India’s first 100% plastic-free dairy collection system
- **Reduced Carbon Footprint:** Digitized milk collection and local feed sourcing minimize transport emissions



Above: Cattle feeding on Aayush™



Shown here: Dairy farmer milking his cow



Captured: MilkLane Aayush boosts cattle nutrition



4. PLANET GOALS

# CASE STUDY Digitalizing Fruit Sourcing Stewardship to Reduce Food Waste to <1% & harness 100% Recyclable Crates



Captured: Empowered farmer with fair compensation



Pictured above: Switching to recyclable crates



Shown above: ERP in action by Farmlink

With 14% of global food lost post-harvest and 26,000+ tons of plastic waste generated daily in India, inefficient agri-supply chains worsen sustainability challenges. Farmlink’s digital quality management, ERP processes, and recyclable packaging cut waste and improve efficiency in fresh fruit sourcing.

## Impact

- **<1% food waste:** Redirect rejected produce directly to alternative markets
- **Lower Plastic Dependency:** Replaced plastic crates with recyclable, reusable alternatives, reducing landfill waste
- **Paperless and efficient operations:** Transitioned to digital quality management, reducing paperwork and accelerating decision-making

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

13 CLIMATE ACTION

14 LIFE BELOW WATER

# CASE STUDY InnoGreen™ & InnoBlac™ restore soil health with 25% higher organic matter & lasting disease tolerance

Banana farming’s heavy chemical use depletes soil health and biodiversity. InnoGreen™ and InnoBlac™, Innothera’s nature derived banana varieties, reduce chemical dependency and improve sustainability.

## Impact

- **Regenerating Soil & Reducing Chemicals:** 80% less fungicide use, 20–25% higher organic matter, and 35% increased microbial diversity
- **Lower Carbon Footprint:** 2 metric tons CO<sub>2</sub> reduction per hectare, preventing deforestation
- **Climate-Resilient Farming:** Disease-resistant plants improve long-term productivity



Pictured above: InnoGreen™ banana saplings



Shown here: Regenerative banana farming



Captured: Healthy InnoGreen™ plant growth

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

13 CLIMATE ACTION

14 LIFE BELOW WATER



5. PROSPERITY GOALS

# ENABLING ECONOMIC GROWTH & MARKET ACCESS

At Innoterra, we drive sustainable prosperity by **empowering farmers, expanding market access, and building resilient supply chains.** Through **fair trade, ethical sourcing, and workforce stability,** we ensure long-term economic growth and food security.

## CASE STUDY **Strengthening the \$25B banana industry with 25% higher yields and \$4,000 in farmer savings**

Fusarium TR4 threatens 80% of banana plantations, endangering a \$25 billion industry and millions of livelihoods. Innoterra's BanacXin™ and InnoGreen™ solutions protect existing farms and offer disease-resistant banana plants to stabilize production.

### Impact

- **Stable Supply & Economic Growth:** 1,000+ hectares of InnoGreen™ plantations, 300,000 saplings sold, and a 1M-unit pipeline in India, Costa Rica, Malaysia, and Australia
- **Higher yields and profits:** 92% efficacy against Fusarium TR4, 88% against Sigatoka with farmer's saving upto ~\$4000 per hectare with 25% higher yields
- **Stronger Global Trade:** Premium export-quality bananas with extended shelf life and transport durability



Pictured above: **BanacXin™, natural biocontrol solution**



Captured: **Secure Disease Control, State-of-art Bioprocesses**

**2** ZERO HUNGER

**13** CLIMATE ACTION

**12** RESPONSIBLE CONSUMPTION AND PRODUCTION



Shown here: **On-ground application & farmer training**



Shown here: **InnoGreen Bunches**



## 5. PROSPERITY GOALS

## CASE STUDY

## Delivering 1700MT of superfoods to strengthen trade, nutrition, and sustainability

Pictured above: **Fruit quality inspection**Shown here: **Fresh blueberries for market**Captured: **Sustainably packaged cherries**

Shanghai Innoterra is transforming global fruit supply chains by ensuring that consumers in China have access to high-quality, nutrient-rich superfoods like blueberries, cherries, and pineapples by partnering with responsible growers across Chile, Argentina, Australia, and other regions.

## Impact

- **Expanding superfood availability and consumer health:** ~1700 Tons of superfoods sourced ensuring nutrient-rich, pesticide-free fruits with strict food safety & traceability standards to meet China's rising health-conscious demand
- **Fair Trade & Stable Supply:** Partnered with family farms & exporters, ensuring fair wages and consistent fruit availability through long-term contracts

3



GOOD HEALTH AND WELL-BEING

8



DECENT WORK AND ECONOMIC GROWTH

12



RESPONSIBLE CONSUMPTION AND PRODUCTION

## CASE STUDY

## Developing Specialty Rice Value Chain for Higher Farmer Earnings

Indian specialty rice, Gobindobhog rice is a short-grain aromatic rice variety from Eastern India, and is known for its unique buttery flavor, sweet aroma, and sticky texture when cooked. Despite its premium quality, this rice faces fragmented supply chains and low farmer earnings. By eliminating intermediaries and enhancing market linkages, we unlock its full potential.

## Impact

- **Direct Market Linkages:** 100 MT directly procured, connecting east Indian farmers to U.S. markets
- **Higher Farmer Earnings:** 15% increase in per MT realizations by removing middlemen
- **Scaling Production:** Expanding from 35-45 farmers (100 MT) to 750-800 households (2,000 MT annual target)

Pictured above: **Specialty rice ready for export**Shown: **Packaged rice for export**

1



NO POVERTY

8



DECENT WORK AND ECONOMIC GROWTH

10



REDUCED INEQUALITIES

Captured: **Our rice processing unit**



5. FUTURE GOALS

# ADVANCING SUSTAINABILITY & PROSPERITY

Innoterra is committed to **scaling sustainability, enhancing farmer livelihoods, and reducing environmental impact** through measurable actions. This section outlines our **current progress (2024), mid-term goals (2027)** and **future goals (2030)** to **build a more resilient, equitable, and climate-friendly food system.**



## Farmer Empowerment

### Existing Impact (2024)

- **15%** higher farmer realization for rice farmers
- **\$4,000** per hectare saved through BanacXin™
- **10,000+** farmers in dairy
- **300,000** InnoGreen™ saplings sold
- **30,000+** dairy farmers trained via digital advisory

### Mid-Term Goals (2027)

- **20%** higher farmer realization for rice farmers
- **5%** savings increase via 40% fungicide reduction (via BanacXin)
- **17,000+** farmers in dairy
- **2M** InnoGreen™ saplings planted
- **50,000+** dairy farmers trained via digital advisory

### Long-Term Goals (2030)

- **25%** higher farmer realization for rice farmers
- **10%** savings increase via 80% fungicide reduction (via BanacXin)
- **25,000+** farmers in dairy
- **4M+** InnoGreen™ saplings planted
- **75,000+** dairy farmers trained via digital advisory



## Governance and Women Empowerment

### Existing Impact (2024)

- **500+** women engaged in spice processing
- **33% women** in mid and senior levels across Innoterra

### Mid-Term Goals (2027)

- **15% increase** in women's participation in spice processing
- **40% women** increased participation across circular economies

### Long-Term Goals (2030)

- **20% increase** in women's participation in spice processing
- **50% gender parity** increased participation across circular economies



## Resilient Supply Chain

### Existing Impact (2024)

- **<1% food wastage** in fruits through logistics efficiency
- **100 MT** specialty, biofortified & Low GI rice sourced directly

### Mid-Term Goals (2027)

- **Maintain** <1% food wastage in fruits consistently across months.
- **1,000 MT** of specialty, biofortified & Low GI rice sourced and exported

### Long-Term Goals (2030)

- **7-10% betterment in waste reduction** via ERP - driven quality control & storage expansion
- **2,000 MT** specialty, biofortified & Low GI rice sourced and exported



## Promote Regenerative Agriculture

### Existing Impact (2024)

- **6-8%** methane reduction in dairy via cattle feed
- **2 metric tons** lower carbon footprint per hectare on **1,000+ hectares** with InnoScience solution

### Mid-Term Goals (2027)

- **10-12%** methane reduction in dairy via cattle feed
- **15%** lower agricultural emissions on **5,000+ hectares** with InnoScience solution

### Long-Term Goals (2030)

- **15%** methane reduction in dairy via cattle feed
- **20%** lower agricultural emissions on **10,000+ hectares** with InnoScience solution



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# Disrupting the food value chain with technology

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