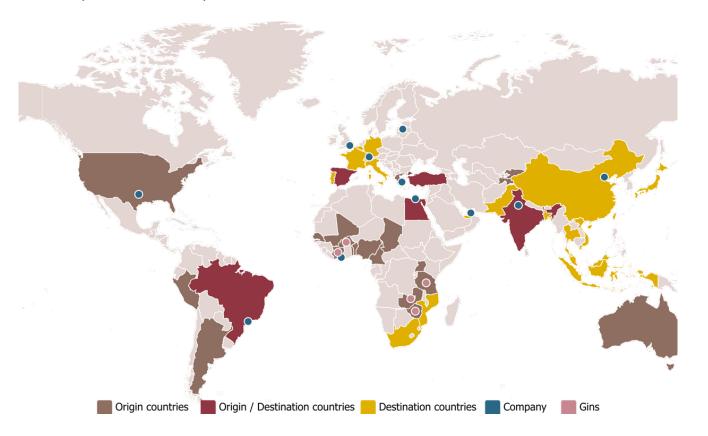


PAUL REINHART AG

REINHART₁₇₈₈

- Founded in 1788, HQ based in Winterthur (Switzerland)
- Family business, run by the owners in the 7th/8th generation
- Merchant of agricultural commodities, especially raw cotton
- Minority ownership of cotton gins in Burkina Faso, Ivory Coast, Tanzania, Zambia and Zimbabwe







- 4 Ginners / 46k farmers / 144k ha cotton / 93 extension officers / 171 farmers
- Field survey performed in Sept/Oct 2023 by independent consultant, 3-4 assessments per ginner
- Matching against standard criteria on 4 levels

An analysis of the extension material



Are the criteria of the standard and related measures occurring in the extension material?

Discussions with the extension teams



Are the criteria of the standard and related measures occurring in the trainings?

Are the criteria of the standard and related measures applied by the farmers?

Focus group discussions with farmers

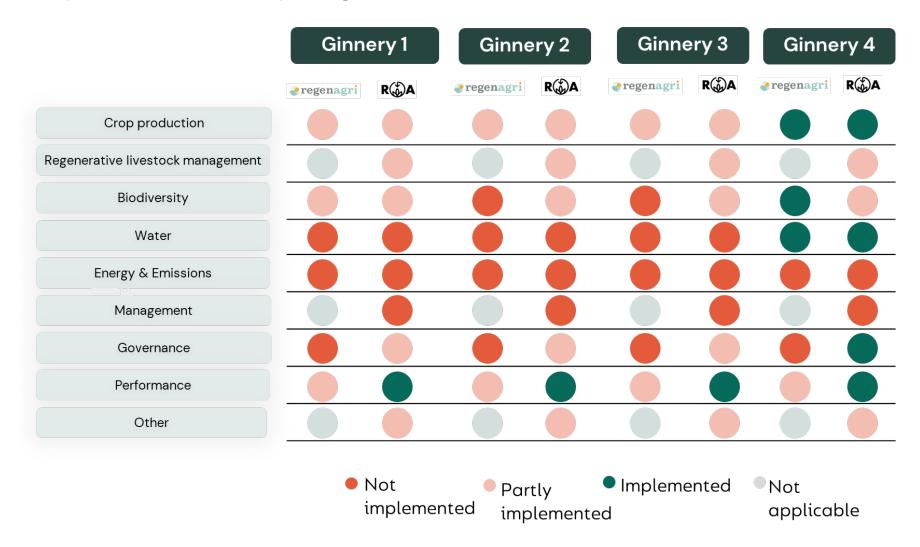


Are the criteria of the standard and related practices applied in the farmers' practice?

REGENERATIVE GAP ASSESSMENT (TANZANIA)



- Regenerative requires substantial investments by cotton producers and the ginner
- Likely to become a competing standard for certified cotton in Africa



Farmer benefits

- Legume rich crop rotations and cover crops are not a "self-runner"
 - -> need for training
 - -> need for marketing of produce
- Initial trials with legume-rich rotations show higher productivity in cotton
 - -> does this compensate the additional efforts?
- Organic fertilizers is limited.
 Without crop rotation measures the yield potential will not be unfolded
 risk of soil mining



BUT...

Who performs the additional work?

How is the farmer compensated?

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