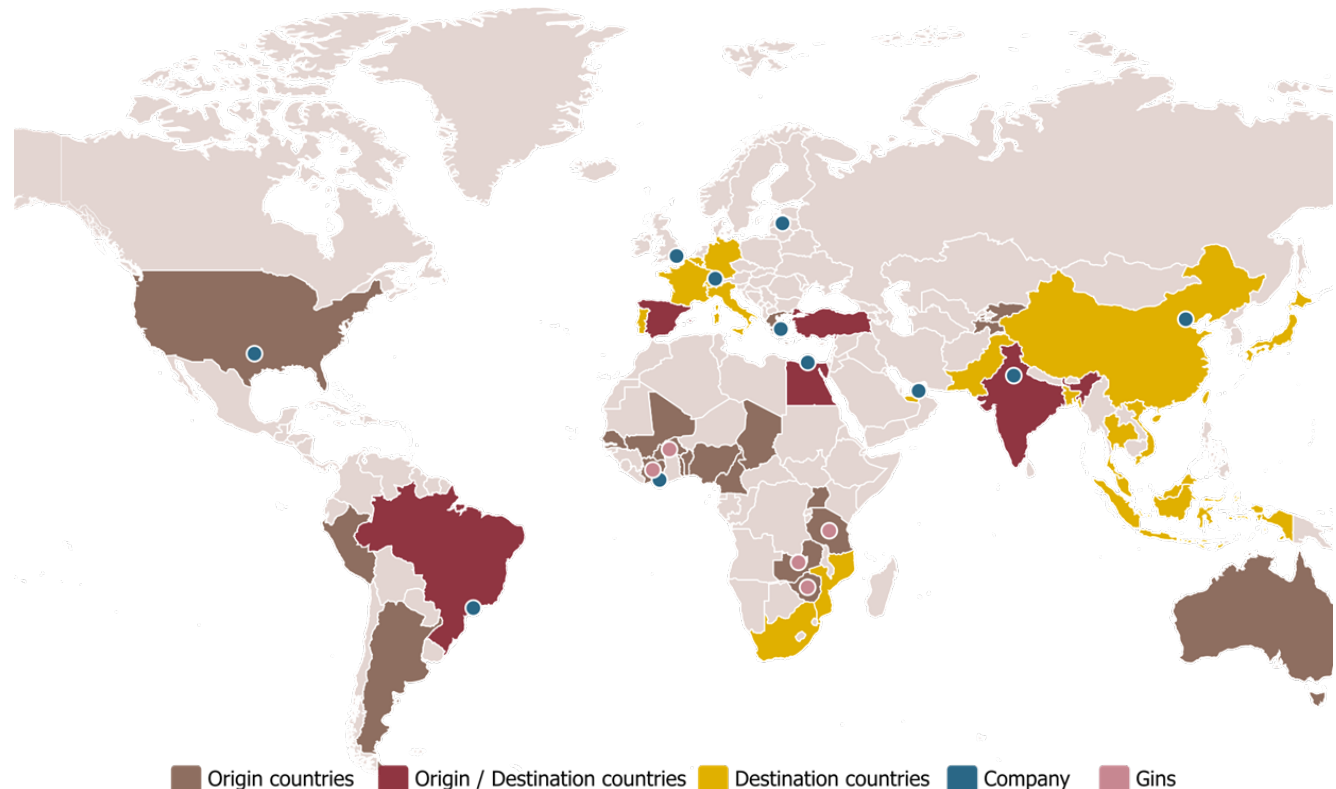


REINHART¹⁷⁸⁸

REGENERATIVE GAP ASSESSMENT STUDY TANZANIA

19.03.2024

- 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

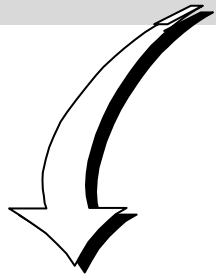




Reference: „Regenerative Gap Assessment Tanzania“, 2023, Laudes Foundation/GIZ/Helvetas, Aid by Trade Foundation and Paul Reinhart Foundation

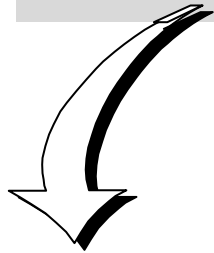
- 4 Ginners / 46k farmers / 144k ha cotton / 93 extension officers / 171 farmers
- Field survey performed in Sept/Oct 2023 by independent consultant, 3-4 assessments per ginner
- Matching against standard criteria on 4 levels

An analysis of the extension material

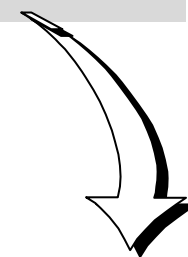


Are the criteria of the standard and related measures occurring in the extension material?

Discussions with the extension teams

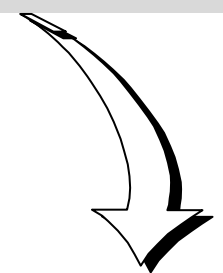


Are the criteria of the standard and related measures occurring in the trainings?



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

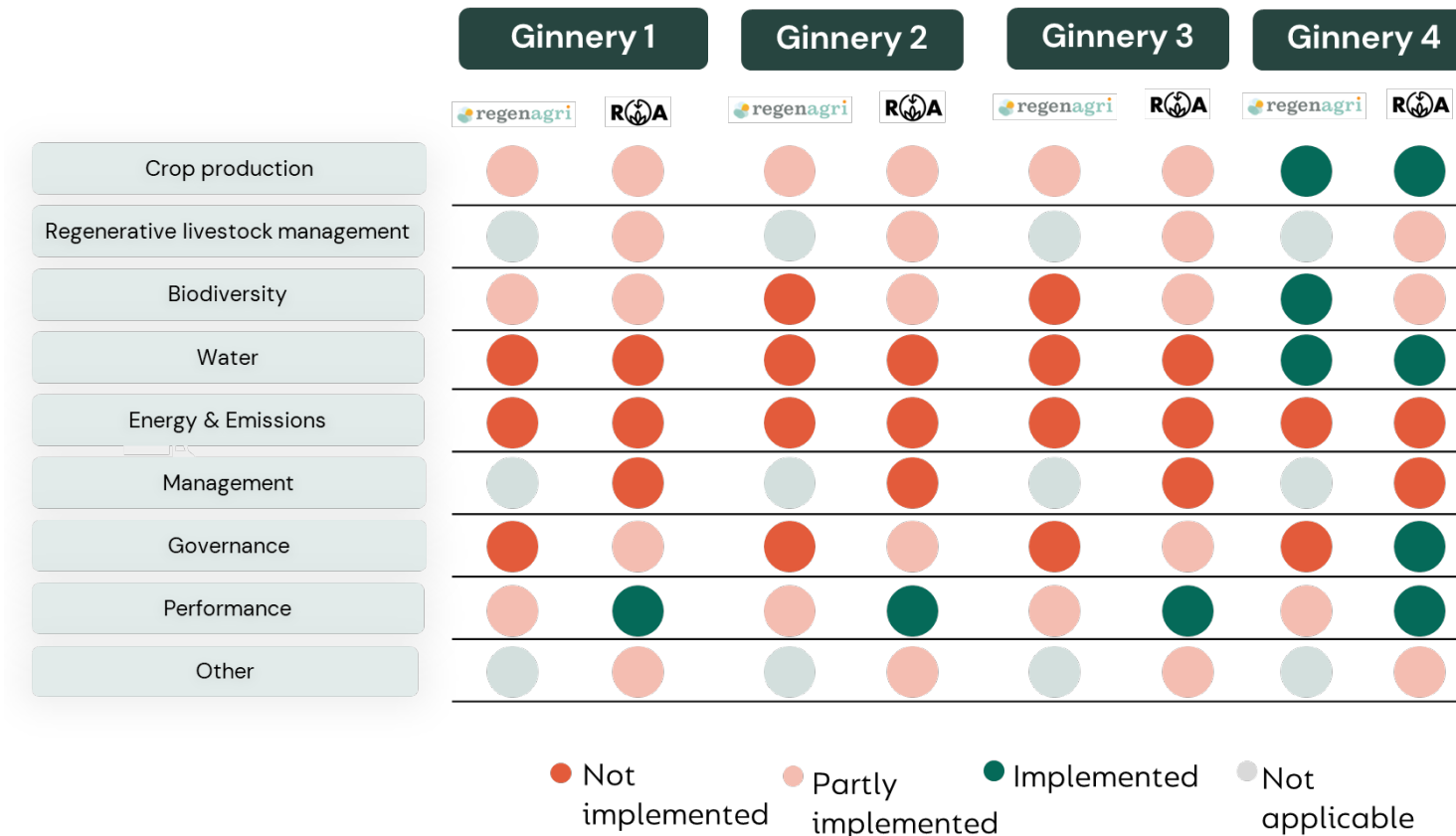
Focus group discussions with farmers



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

SUMMARY OF FINDINGS

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



Reference: „Regenerative Gap Assessment Tanzania“, 2023, Laudes Foundation/GIZ/Helvetas, Aid by Trade Foundation and Paul Reinhart Foundation

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?

This document has been prepared by Paul Reinhart AG solely for the information of the person to whom it has been delivered. The information contained herein is strictly confidential and is only for the use of the person to whom it is sent. The information contained herein may not be reproduced, distributed or published by any recipient for any purpose without the prior written consent of Paul Reinhart AG. The distribution of this document may be restricted in certain jurisdictions. The information herein is for general guidance only, and it is the responsibility of any person or persons in possession of this document to inform themselves of, and to observe, all applicable laws and regulations of any relevant jurisdiction.

This document does not, and is not intended to, constitute an invitation, or an offer, or a solicitation with respect to the purchase or sale of any security and accordingly should not be construed as such. This document is not intended for distribution to, or use by any person or entity in any jurisdiction or country where such distribution or use would be contrary to local law or regulation. Paul Reinhart AG is not hereby providing advice as to the merits or otherwise of any investment and is not hereby arranging or agreeing to arrange any transaction in any investment whatsoever or otherwise undertaking any regulated activity.

No reliance may be placed for any purpose on the information and opinions contained in this document or their accuracy or completeness. No representation, warranty or undertaking, express or implied, is given as to the accuracy or completeness of the information or opinions contained in this document by any of Paul Reinhart AG, its members, employees or affiliates and no liability is accepted by such persons for the accuracy or completeness of any such information or opinions, and nothing contained herein shall be relied upon as a promise or representation whether as to past or future performance.