

A farmdoc Journey in Brazil

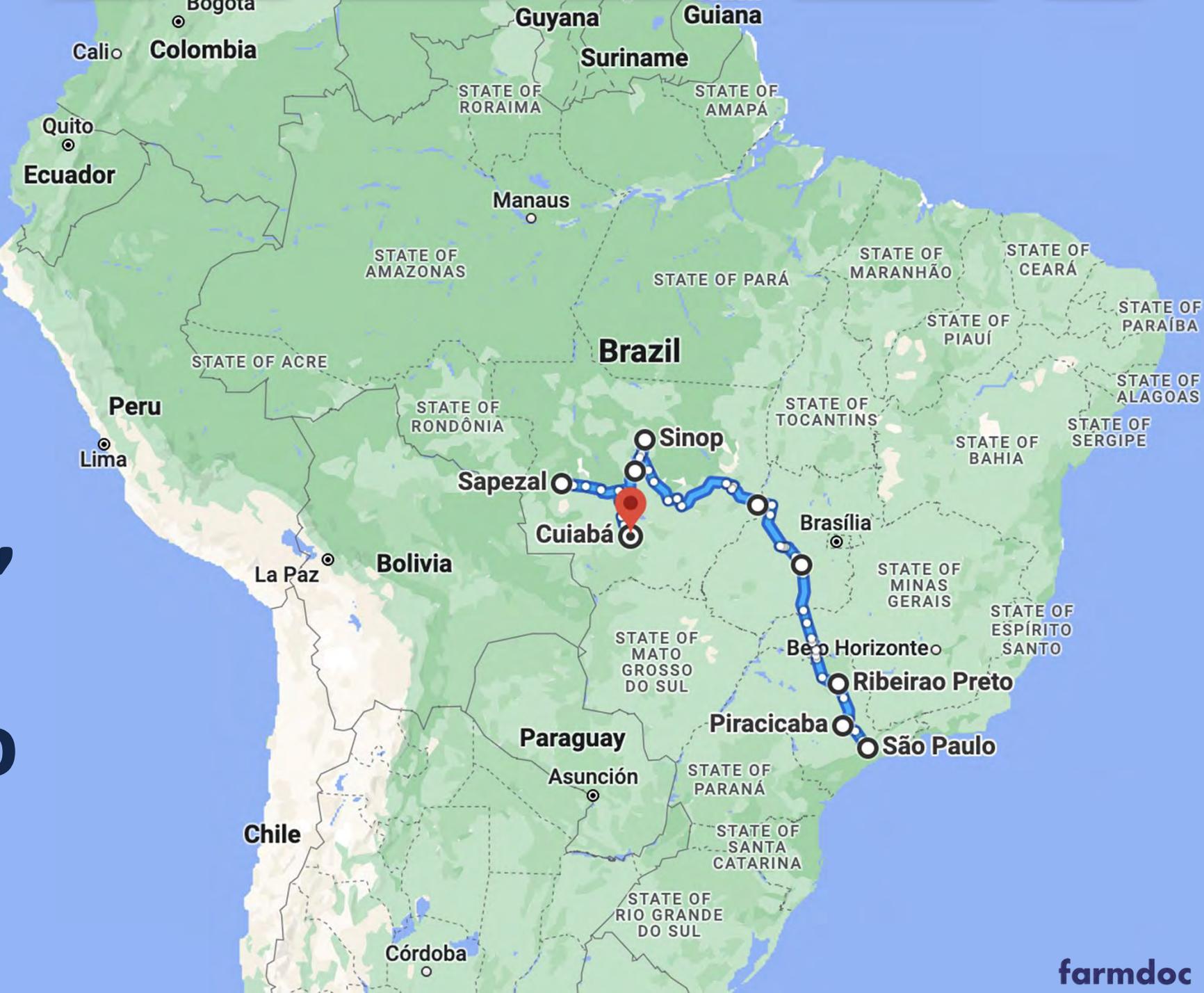
AgTech and Innovative Farm Practices



Joana Colussi



Two weeks in Sao Paulo, Goiás, and Mato Grosso Brazil

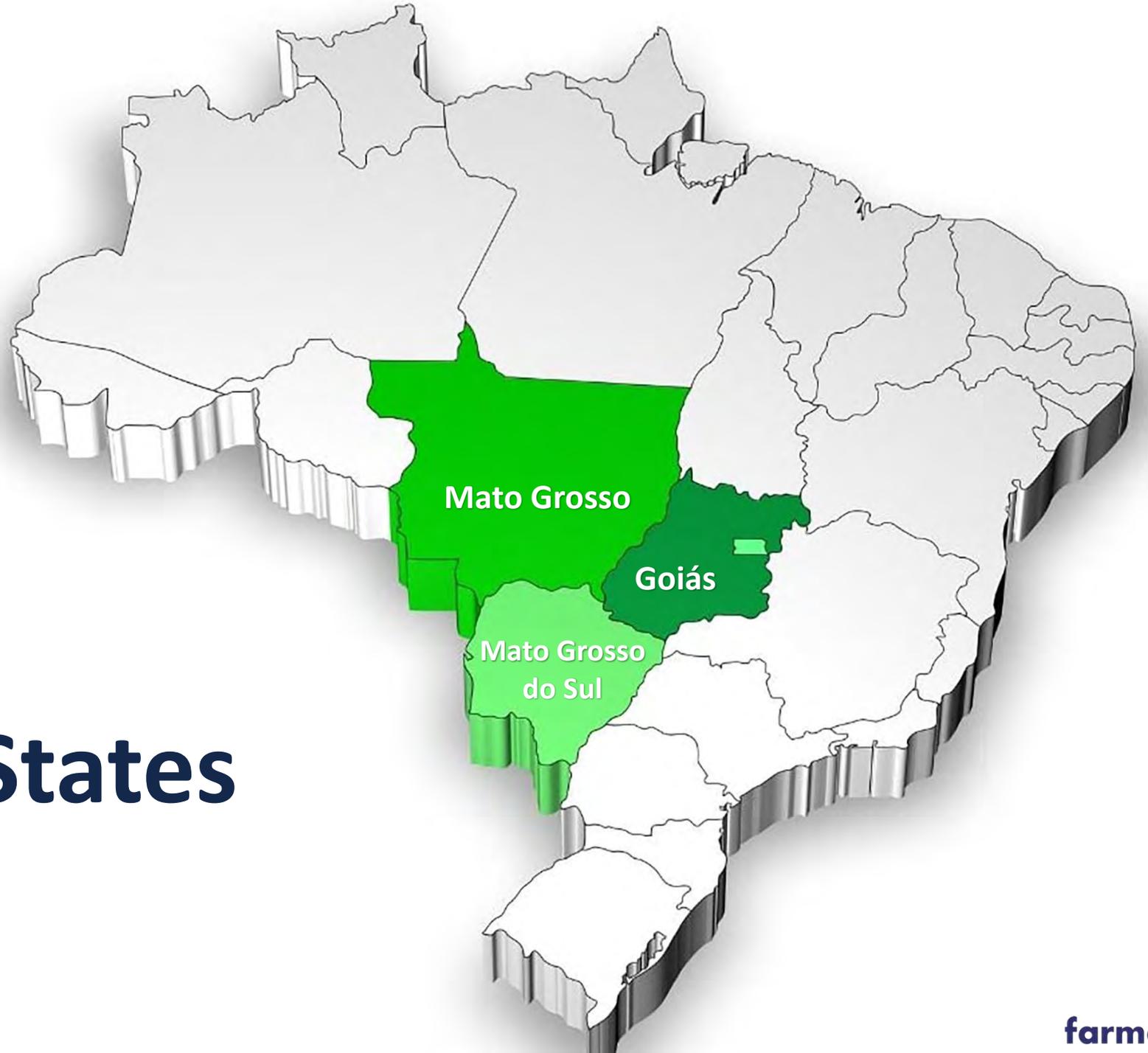


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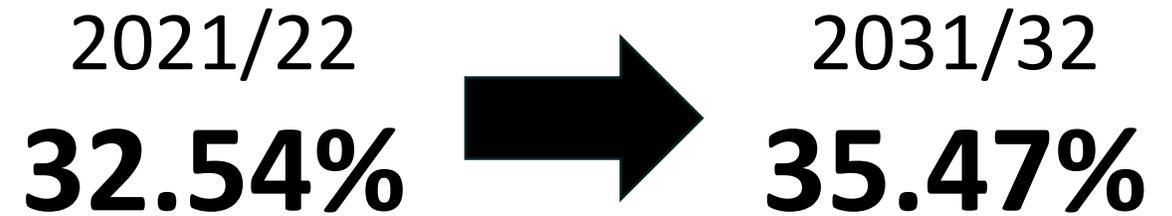
Center-West States in Brazil



Share of Mato Grosso in the Brazilian Soybean Production

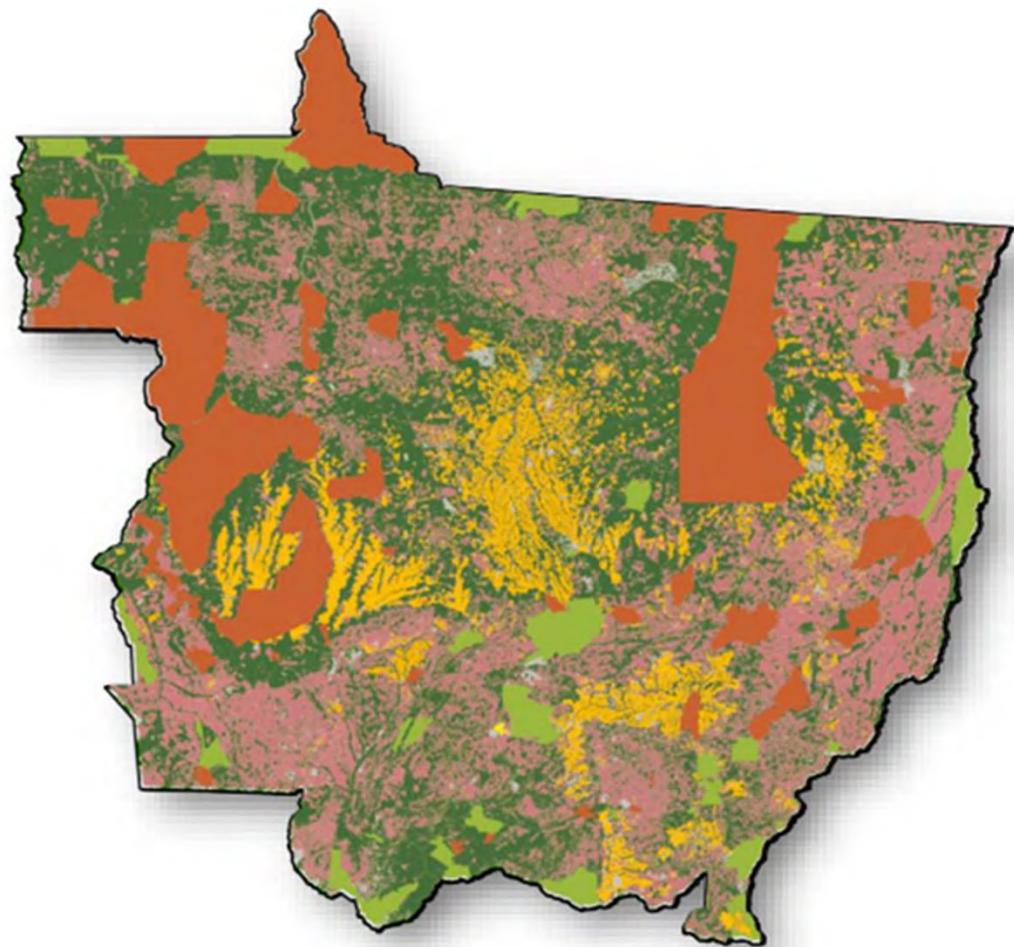


Share production of MT/BR*



*Mapa's projection was considered for the BR volume.

Land Use and Occupation in Mato Grosso



 **13.3%**
Agriculture

 **25.1%**
Pasture

 **1.0%**
Others

 **15.4%**
Indigenous Lands

 **4.5%**
Conservation Units

 **40.7%**
Area preserved by producers

60.6%

Possibility of Doubling the Farmland in Mato Grosso



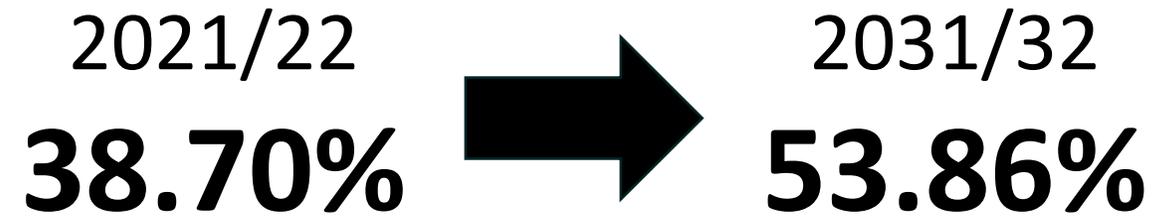
Ouro Verde Group – Cocalinho, Mato Grosso



Share of Mato Grosso in the Brazilian Corn Production



Share production of MT/BR*

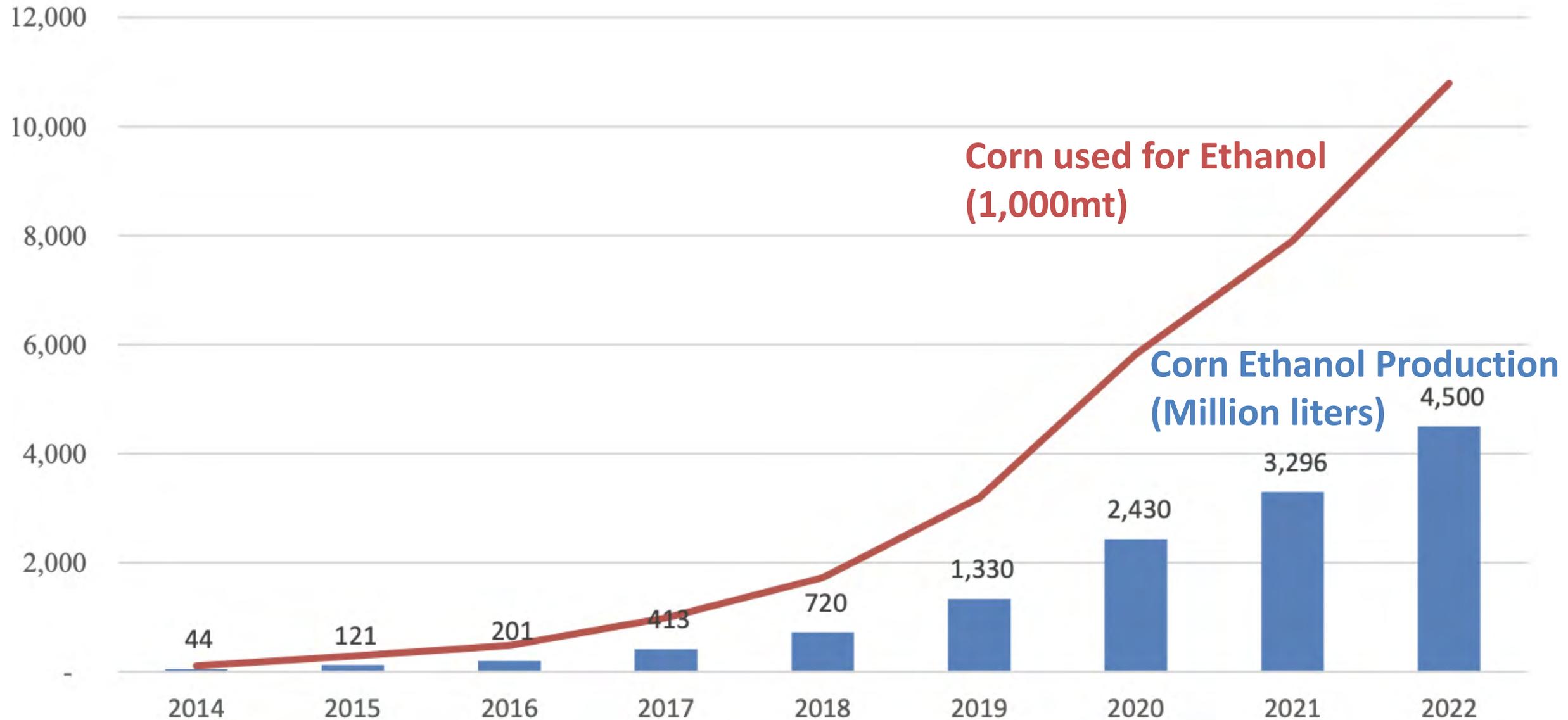


*Mapa's projection was considered for the BR volume.

Guerino Ferrarin Group – Lucas do Rio Verde, Mato Grosso



Brazilian Corn Ethanol Production – from 2014 to 2022



Source: FAS Brazil chart based on data from UNEM and UNICA. 2022 1/ figure is an estimate.

FS Bioenergy

Lucas do Rio Verde, Mato Grosso



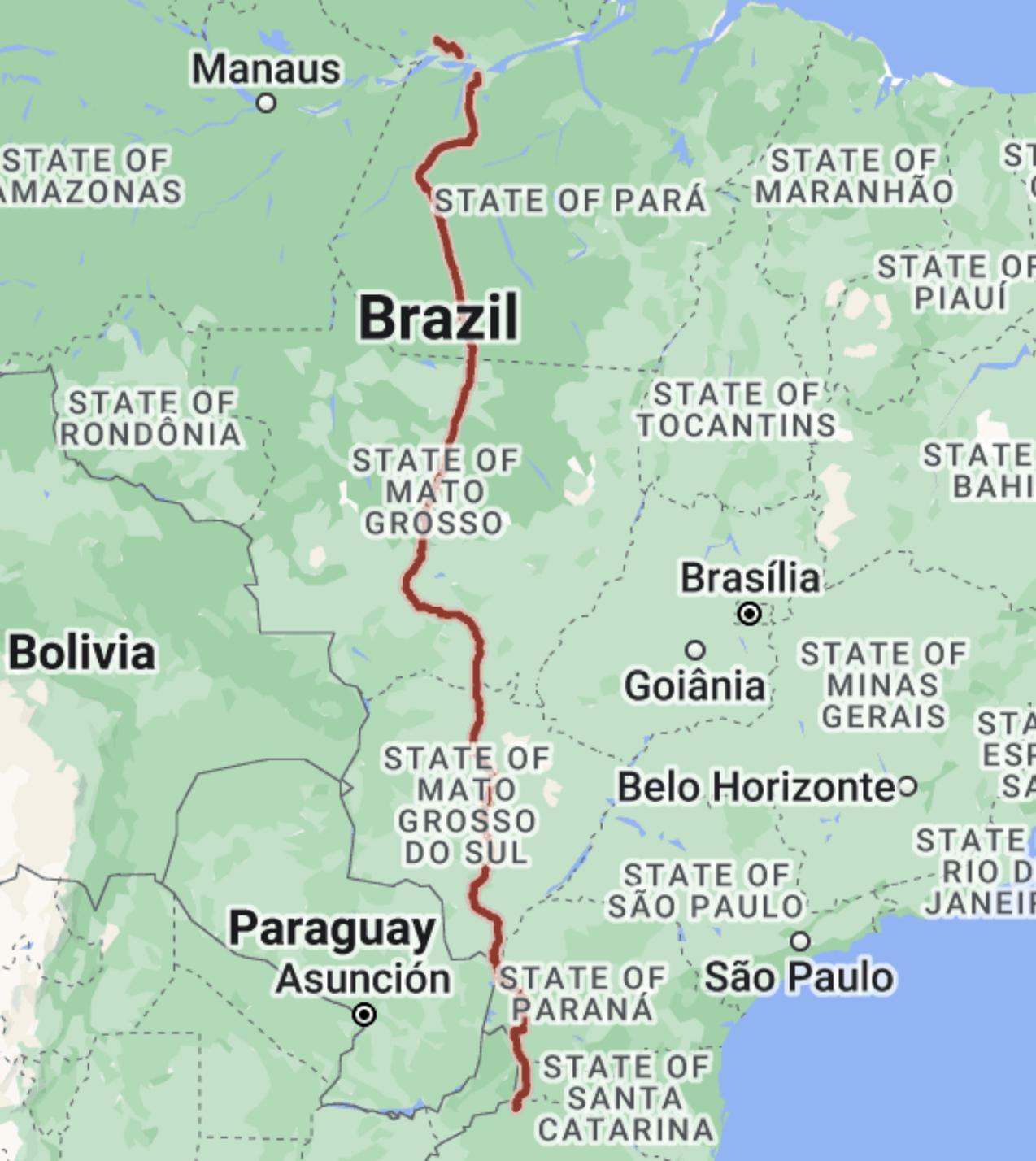
Huge Opportunities and Challenges to Continue Expanding





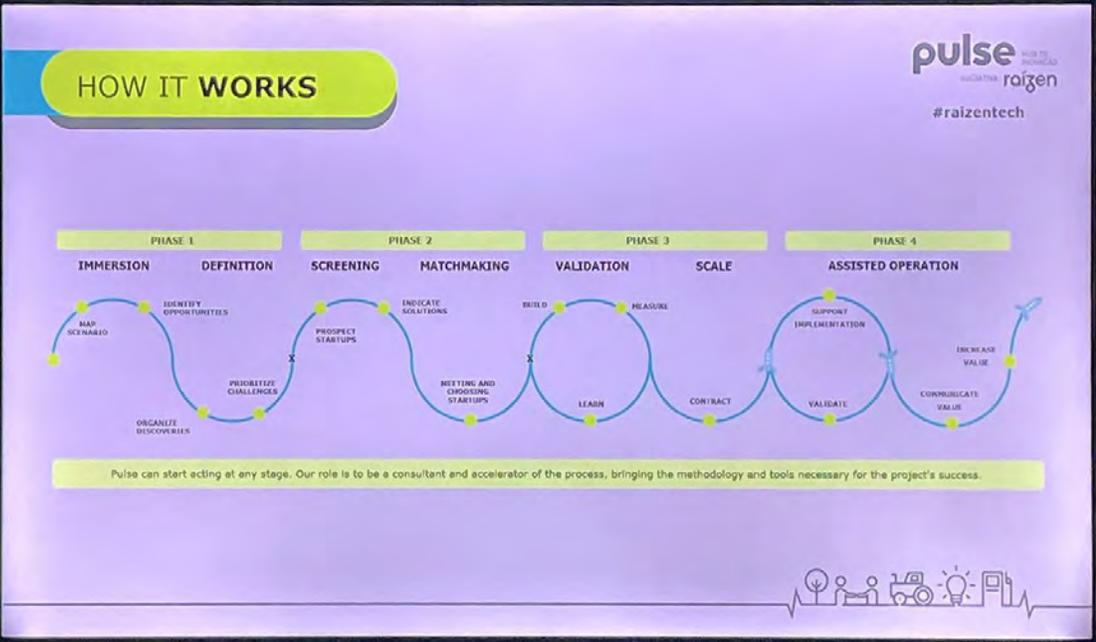
Eric Morgan
Agricultural Communications





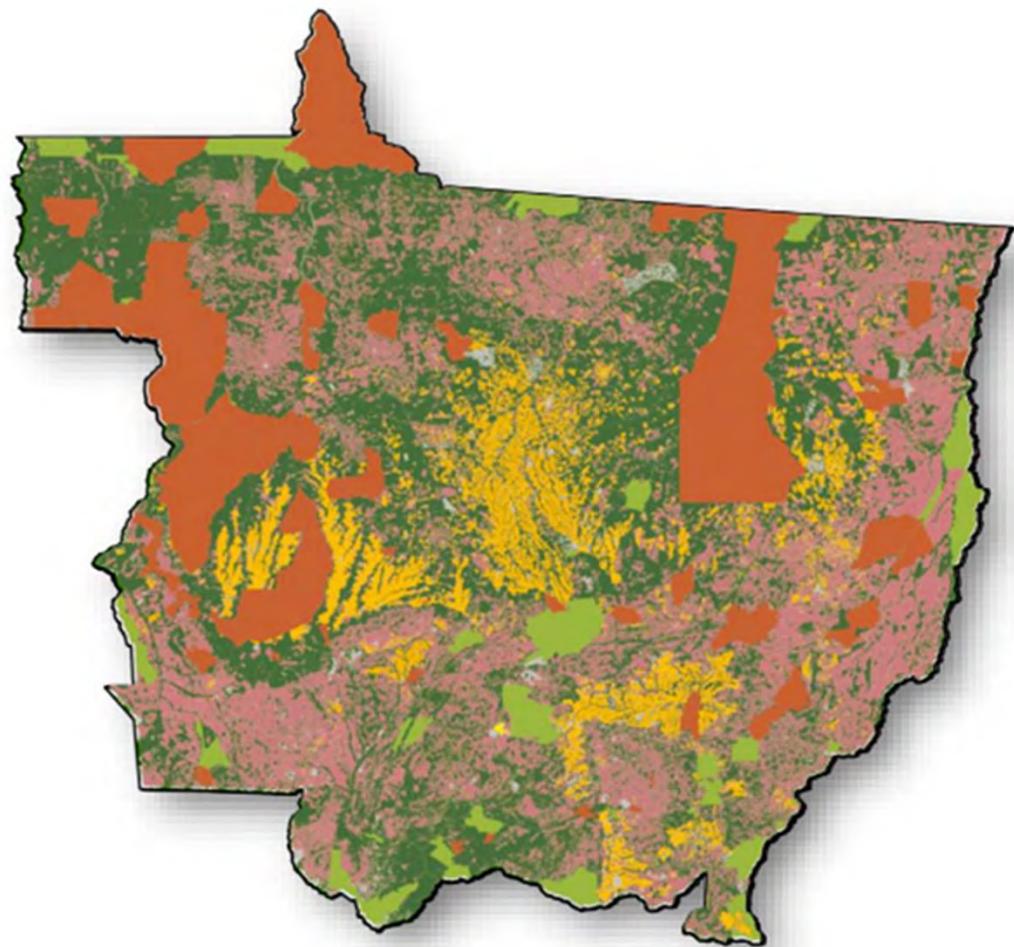








Land Use and Occupation in Mato Grosso



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**Nick
Paulson**



**#AGRISHOW2023
#EUFUI**



Outcomes of Scale

- Farmer as CEO
- Vertical integration
- On-farm experimentation and research
- Risk
- Logistics



Labor Issues

- Identifying workers
 - Geography
 - Education
 - Training
 - Knowledge/perception of agriculture



Farmland Lease Arrangements

- Fixed production rent
- Paid/denominated in soybeans
- Landowner markets
- Implications



Crop Insurance

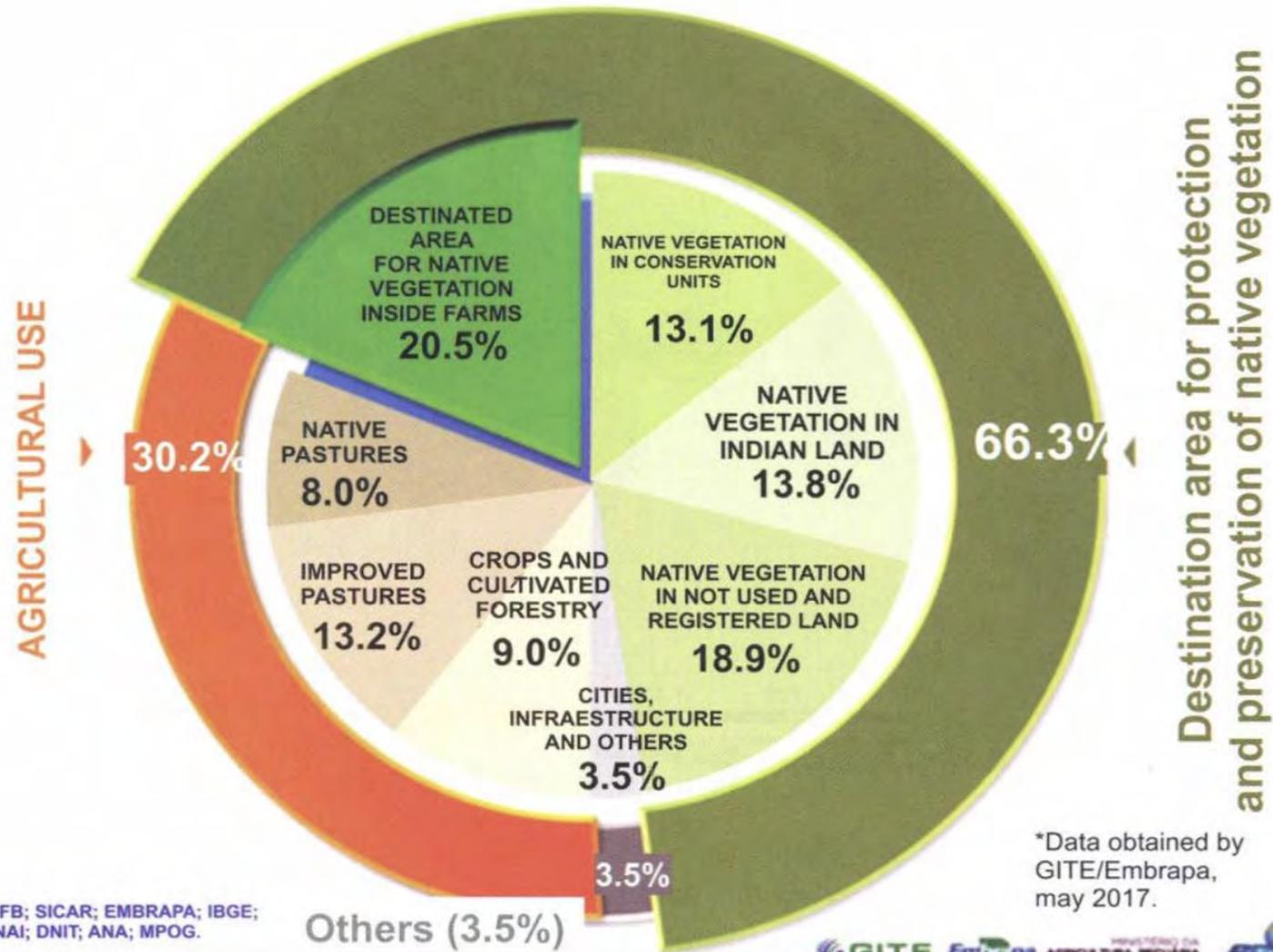
- Focused on smaller farm operations
- Expensive, not subsidized
- Covers % of cost of production
- Low participation



Gary Schnitkey



Land Use and occupation – Brazil



Source: SFB; SICAR; EMBRAPA; IBGE; MMA; FUNAI; DNIT; ANA; MPOG.

*Data obtained by GITE/Embrapa, may 2017.

Ouro Verde Group

Cocalinho, Mato Grosso

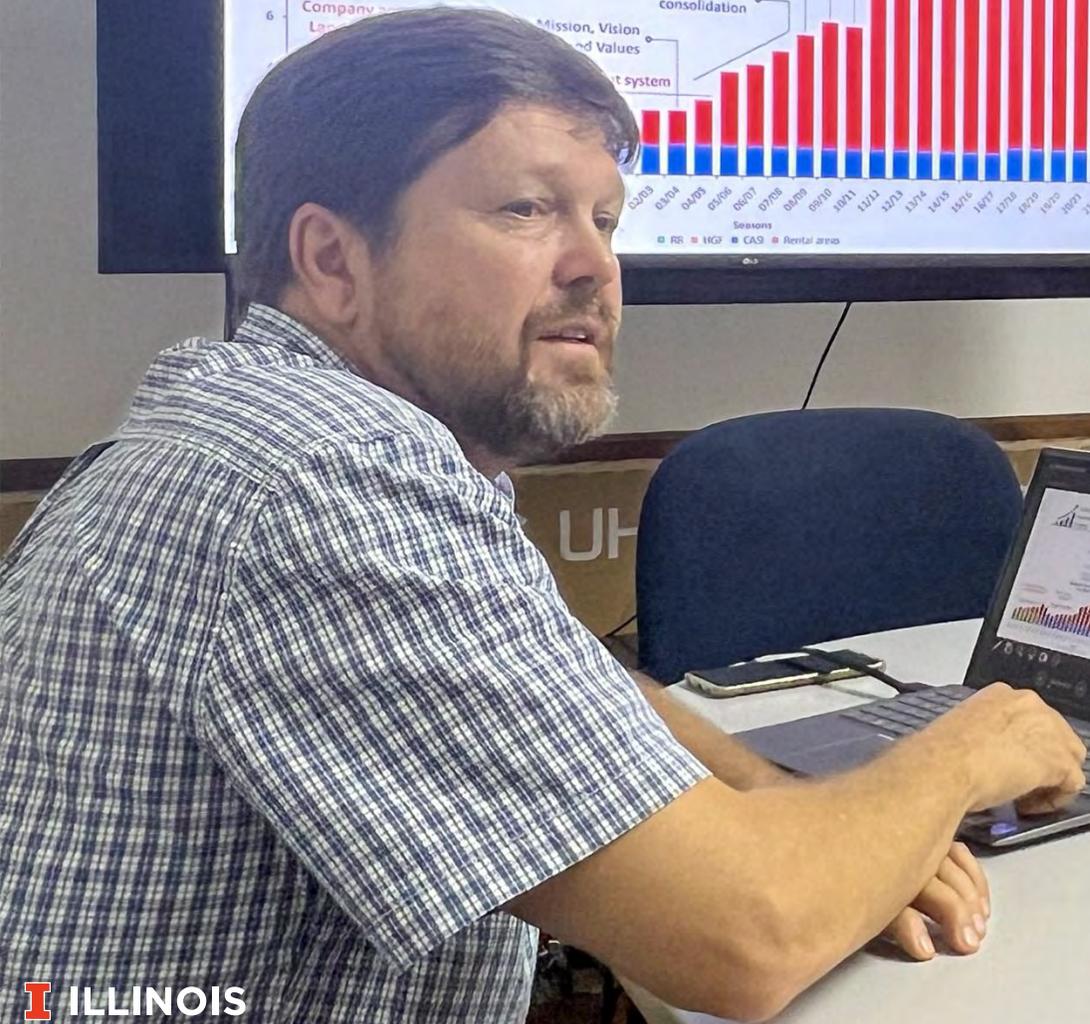
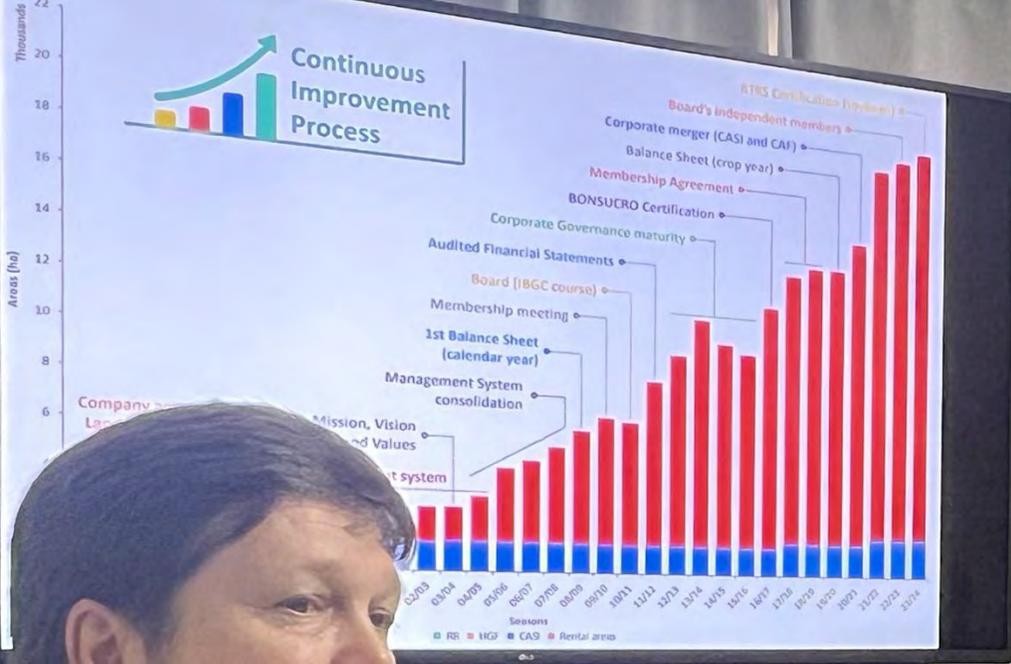


“Soybean Highway” (BR-163) from Mato Grosso to Pará



Rodrigues Family

Jaboticabal, São Paulo



Guerino Ferrarin Group – Lucas do Rio Verde, Mato Grosso



Terra Way – Gianezini Family

Sinop, Mato Grosso



Scheffer Group – Sapezal, Mato Grosso



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Please submit your questions



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