

ECOM- CIRAD: R&I in value chains with private sector involvement

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*Boosting agrifood research and innovation
cooperation for impact at scale*



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Introduction

■ ECOM Agroindustrial Corp Limited

Founded in 1849

Headquartered in Switzerland

2nd worldwide trader in coffee, largest coffee miller

3rd in cocoa, in the top 5 for cotton

“Origin-integrated company”: focused on buying from producers at origin, providing primary processing, logistics and risk management services, and selling to the branded product manufacturers (coffee roasters, cotton textile mills, and chocolate manufacturers).

Operates in over 40 producer countries

Works close to producers through SMS – Sustainable Management Services – Field technicians and agronomic team implementing regenerative agriculture in supply chain



Our Sustainability Commitments

Improve farmer and worker livelihoods

Protect and regenerate nature

Manage change through transparency and traceability



Collaboration with CIRAD

22 years of joint work

Foundational challenges linked with low productivity, disease prone, and climate sensitive coffee varieties.

- Building partnerships with the private sector and coffee stakeholders guarantees that innovations are adopted
- Create a dialogue with the downstream sector
- Pooling of resources and original governance to address the main challenges of the sector
- Very limited coffee public research community (and no CGIAR, no seed company..) -> necessity to build partnerships between the best private and public laboratories
- Possibility of long-term collaboration are more adapted and efficient to address major challenges such as breeding resilient varieties, climate change adaptation and agroecological transition
- **Outcomes:**
 - In vitro culture laboratories in Nicaragua and Mexico - somatic embryogenesis (SE)
 - Nurseries for the regeneration of pre-germinated SE embryos
 - Cutting and mini-grafting units
 - Seedling acclimatization nurseries



ECOM-CIRAD in numbers



Varieties

Marsellesa

H1 – Centroamericano

H10 – Milenio

EC16 – Mundo Maya

EC18 – Evaluna

EC19 – Nayarita

Starmaya

Mariana

500k

Plant embryos produced per year

20m+

Coffee plants and seedling distributed per year

2m+

Production of agroforestry trees

20+

 years of innovation

Demo plots in 30 countries



EC16 & H1

Top 2 most productive varieties in WCR ILMVT (11 countries)



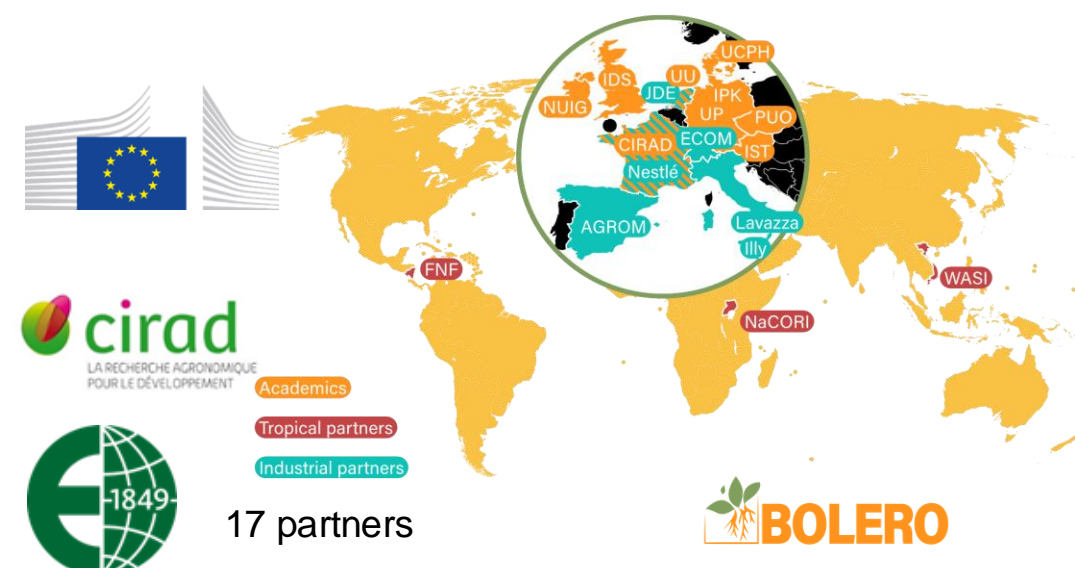
First F1 hybrid per seed

Key highlights

- ✓ Bilateral research ECOM-CIRAD aiming at “semi-private” results (private but also developmental): **breeding and dissemination worldwide of varieties more resilient to climate change and adapted to agroecology (2002-present)**
- ✓ Research in public-private consortia with **EU** public research and innovation funds, with the objective of open science and public good: these are **H2020 BreedCafs (2017-2021) to adapting coffee to agroforestry** and **Horizon Europe Bolero (2022-2026) to boost the selection of more resilient root system in the context of climate change**
- ✓ Development-oriented multi-lateral pre-competitive initiative with the entire coffee sector: **ECOFFEE (2020-2026), aiming at eliminating pesticides in coffee cultivation**

Outcomes

- Innovative coffee varieties
- Ability to implement agroforestry programmes around our operations
- Further trials and testing for improved breeding of ECOM-CIRAD varieties
- Knowledge for farm climate adaptation and resilience practices
- Data and knowledge sharing on pesticide practices
- Direct support for innovative farm management trials at origin



Key challenges for ECOM

1. Long-term commitment and long-term ROI

- Shareholder pressure
- Management support

**Shared
commitments**

2. Variety dissemination in traditional crop

- Regulations linked to traditional & sentimental crop
- Long introduction process

**Education /
Extension services**

3. Industry-wide collaboration

- Industry alignment on R&I
- Financial commitments

**Shared
values**

Thank you!

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