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Panel 2

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Creating Markets, Creating Opportunities

IFC's Approach to Regenerative Agriculture

Vienna Soil Dialogue

March 23, 2026

OVERVIEW

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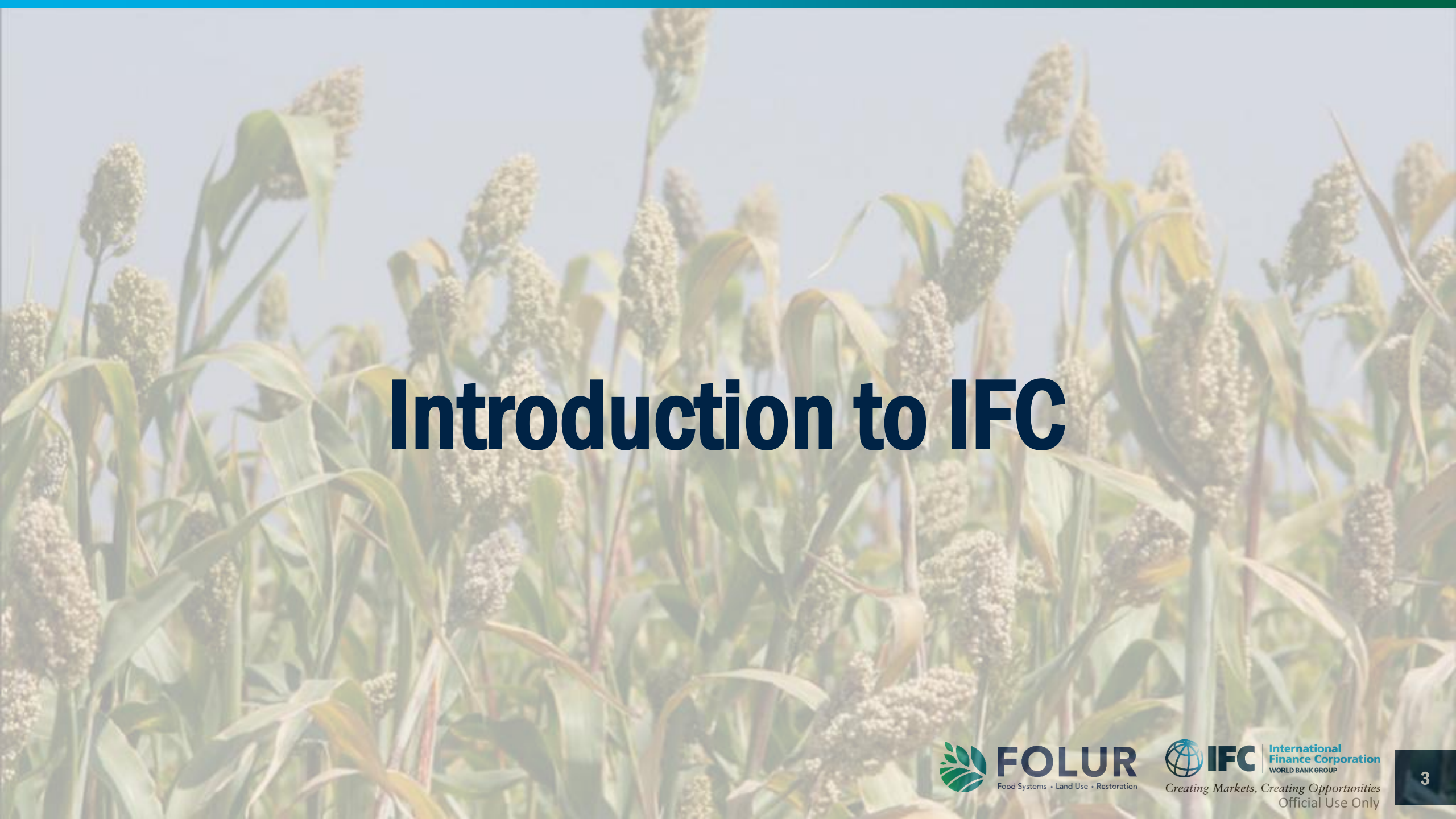
02 Regenerative Agriculture – A Priority for IFC

03 IFC's Approach and Framework for Regenerative Agriculture: Background, Drivers, and Overview

04 Client Pathways

Introduction to IFC



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A member of the World Bank Group

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IBRD	IDA	IFC	MIGA	ICSID
International Bank for Reconstruction and Development	International Development Association	International Finance Corporation	Multilateral Investment Guarantee Agency	International Centre for Settlement of Investment Disputes
Loans to middle-income and creditworthy low-income country governments	Interest-free loans and grants to governments of the poorest countries	SOLUTIONS IN PRIVATE SECTOR DEVELOPMENT	Home of the World Bank Group Guarantee Platform	Conciliation and arbitration of investment disputes

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FROM INVESTMENT TO IMPACT

FY25: IFC's RECORD BREAKING YEAR

INVESTMENT

$71.7 B

TOTAL COMMITMENTS
(own account and mobilized)

HELPING

115.4M
PEOPLE USE BROADBAND INTERNET

89.4M
PEOPLE GAIN ELECTRICITY ACCESS

72.3M
INDIVIDUALS AND FIRMS GAIN ACCESS TO FINANCIAL SERVICES

51.7M
PEOPLE GET IMPROVED ACCESS TO TRANSPORTATION

33.9M
PEOPLE GET INCREASED FOOD AND NUTRITION SECURITY

Based on preliminary results achieved by our FY 2025 active portfolio

IFC

International Finance Corporate (IFC)

Unique Value Proposition

- ☑ **World Bank Group reputation**
- ☑ **Reduced political risk** through government relations, **preferred creditor status.** **No withholding tax**
- ☑ **Local presence and network** in 108 offices in 80+ countries
- ☑ High E&S and Integrity Standards
- ☑ **Deep in-house expertise** through seasoned industry, climate and sustainability specialists
- ☑ **Advisory, Project Development** and **Nearshoring** Support
- ☑ **Long investment horizon:** up to 10-12 years, both equity and debt
- ☑ **Local currency** financing in **40+ currencies** providing natural hedging
- ☑ Supplier Trade Finance linked to **Sustainability and Supply Chain Decarbonization**

Sample of multinational corporates who work with IFC

Coca-Cola · Nespresso · FrieslandCampina · Westfalia Fruit · Arla · inVivo · S&D Sucden · McCormick · Olam · LDC Louis Dreyfus Company

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Regenerative Agriculture – A Priority for IFC

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Multiple Drivers are Leading to Corporate Commitments on Regenerative Agriculture

IFC's Agribusiness clients are being pushed and pulled towards climate investments – these commitments and results impact their business!

Select Drivers of Corporate Action

- Scope 3 emissions reduction targets (voluntary and compulsory)
- Supply chain insecurity, yield volatility
- Need for farmer retention
- Legislation (ex: deforestation/EUDR)
- Consumer demand for premium products (ex: Regenerative Organic Certification (ROC))

Corporate Commitments

Amaggi	Achieve NetZero emissions by 2050 through decarbonization strategies by 2035 and neutralize residual emissions, especially by promoting regenerative, low-carbon agriculture capable of protecting biodiversity
Cargill	Advance regenerative agriculture practices across 10 million acres of North American agricultural land by 2030
Danone	By 2025 purchase 30% of its volume of agricultural ingredients directly from farms that have begun to transition to regenerative agriculture
General Mills	Advance regenerative agriculture on 1 million acres of farmland by 2030
LDC	Implement regenerative practices over 3 million acres by 2030
McCain	100% of potato acreage under regenerative ag practices by 2030
Nestlé	50% of raw material from regenerative ag practices by 2030
PepsiCo	Scale regenerative farming practices across 7 million acres
Unilever	1 million hectares under regenerative ag practices by 2030

Most Of Our Agricultural Systems Degrade
The Natural Resources on Which They Depend and Impact Our Climate

As a result, agriculture production is facing converging environmental crises.

Soil

One third of soils are already degraded (FAO)

- Soil erosion can lead to a decline in yields of up to 50%. (FAO).
- Soil nutrient depletion, salinization and collapsing soil biome also decrease yields and increase pollution and desertification.

Water

Agriculture is the largest user of freshwater globally (FAIRR)

- Overuse of water can lead to aquifer depletion and salinization, and to eutrophication of surface water.

Biodiversity

Agriculture is the primary driver of biodiversity loss (UNEP and Chatham House)

- 75% of crops need pollination but many insect populations are declining; lower pollination has caused a 3%-5% loss of fruit, vegetable and nut production.

Climate

Agriculture is responsible for nearly 1/3 of all global GHG output (FAIRR)

- Smallholder farmers are particularly vulnerable to climate change.

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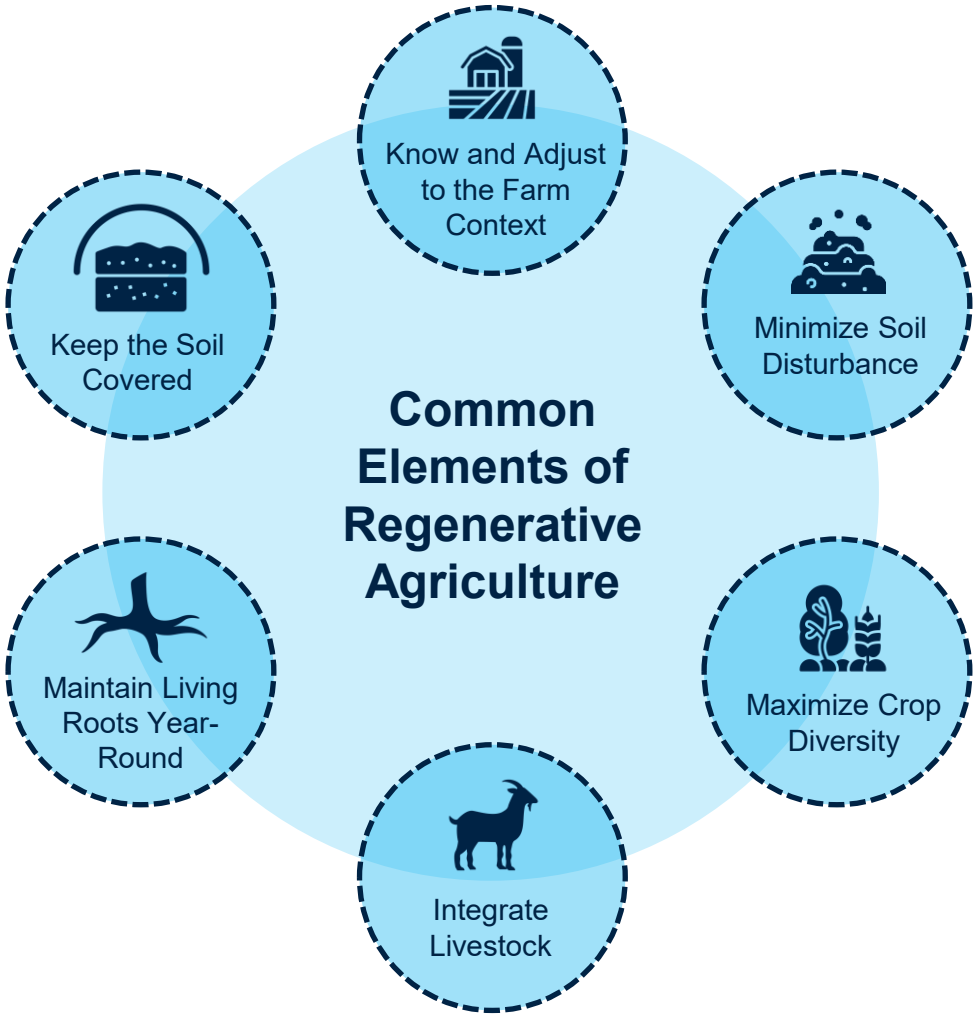
Regenerative Agriculture is a Response to These Converging Crises

Regenerating soil, water, and biodiversity can increase supply chain resilience, decrease GHG emissions intensity, and ensure food security

Characteristics of regenerative agriculture:

- Responds to needs for restoration of soil, water, biodiversity, and addressing climate, while preserving livelihoods
- Highly location-based and context-driven
- Not prescriptive
- No single accepted definition (and no single supervising authority)
- Holistic, adaptive, ecosystem approach
- Outcomes may be reached through different practices
- Practices sit on a spectrum



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Why is IFC prioritizing Regenerative Agriculture?

Demand From Agribusiness Clients is Increasing

- Agribusinesses are increasingly requesting investment and advisory support from IFC to align their business models with a regenerative approach. Many have made commitments that they need help achieving.
- Rockefeller estimates that the funding gap to shift conventional global food systems to regenerative is about $250-430 billion annually, for 10 years. Closing the gap would save $5.7 trillion in damages to people and planet.

Regenerative Agriculture Aligns with IFC's Strategic Areas of Focus for Agribusiness

- Promote job creation (e.g. uptake of Regen Ag could support nearly 5 million jobs by 2040 in Africa, IUCN)
- Support adoption of climate-smart agriculture and increase climate resilience
- Enhance food security
- Enhance farmer revenues
- Promote inclusive development and
- Ease pressure for land-use conversion to agriculture by restoring degraded lands.

Business Development and Client Value-add

Targeted support on Regenerative Agriculture can be a value add for our clients.

- Greater supply chain resilience
- Reduced risk and volatility
- Reduced GHG emissions intensity

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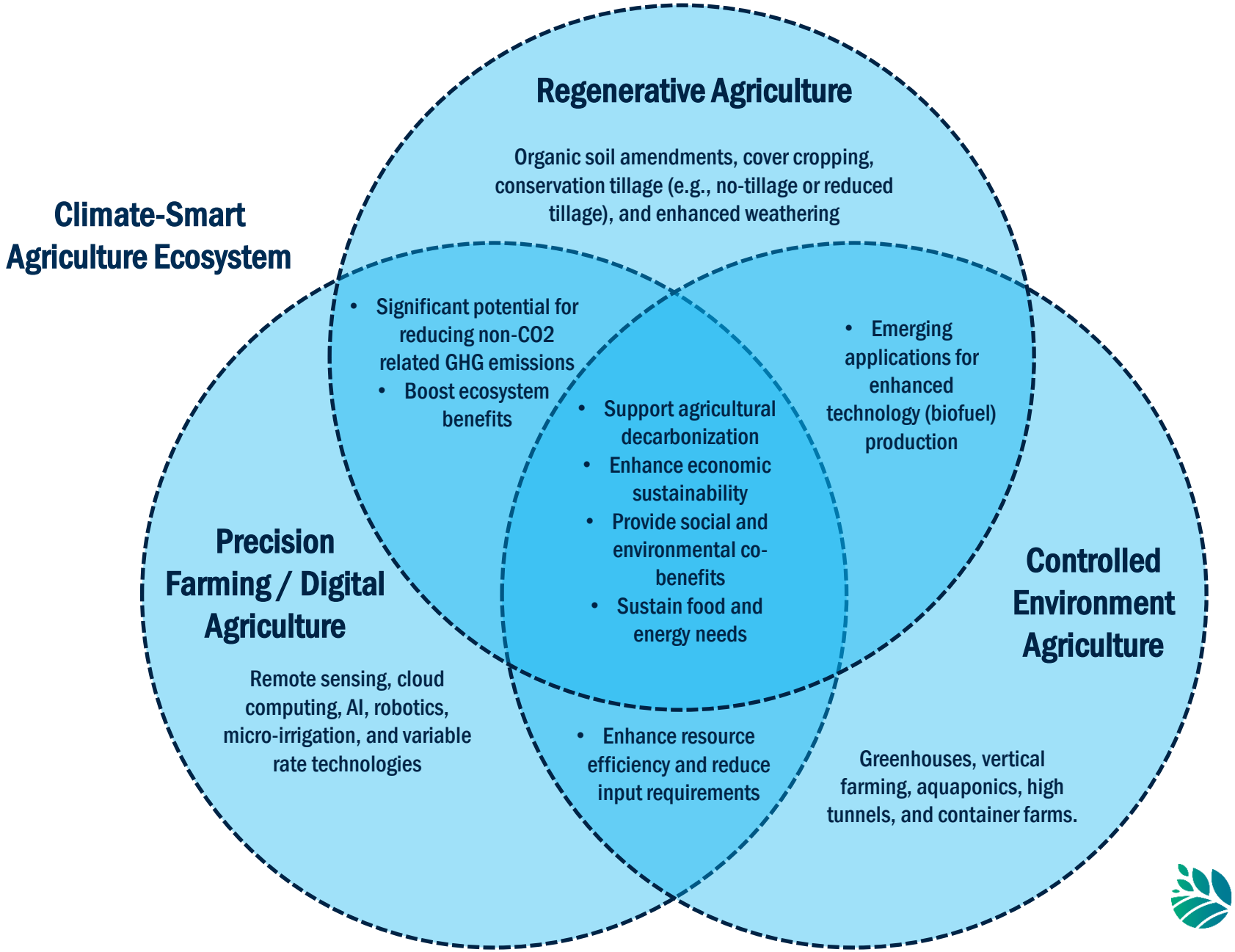
Regen Ag as a part Climate-Smart Agriculture (CSA) Ecosystem



- The WBG has a well-established and embedded CSA strategy for supporting agribusinesses across three objectives: 1) increasing productivity, 2) enhancing resilience, and 3) reducing emissions.
- Regenerative Agriculture has the potential to achieve the "triple win" of climate-smart agriculture objectives while also addressing the most negative impacts of extractive agricultural production systems when adopted widely and sustainably.

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The WBG has an established record of delivery and impact in Agribusiness

AgriConnect aims to double investments by 2030

Existing results

$4.5bn/yr

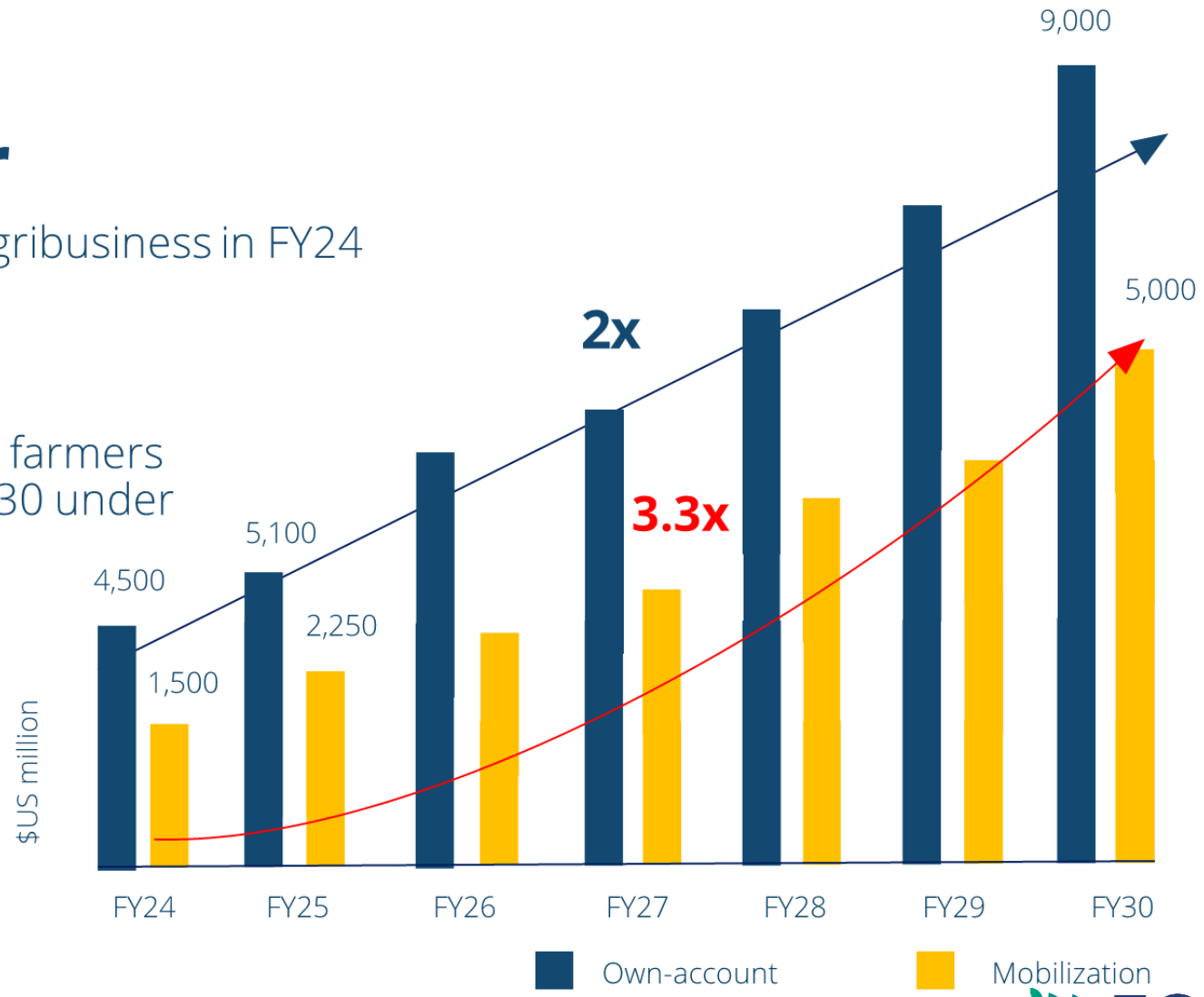
WBG financing for agribusiness in FY24

100m

Projected number of farmers To be reached by 2030 under Business-As-Usual

201m

Number of people with increased food security
(active portfolio)



Projected results

$9bn/yr

+$5bn/yr mobilized by 2030

300m

Number of farmers to be reached by 2030 through AgriConnect

>327m

Number of people with increased food Security by 2030
(active portfolio)

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Six Scalable Interventions to Build a Supportive Ecosystem for Farmers and along the entire Value Chain

Aggregation Models	AgTech Solutions	Physical Infrastructure	Skills, Extension & Research	Financial Ecosystem for Farmers	Policy Reforms
• Build capacity for cooperatives (POs) • Farmer-led aggregation models ("productive alliances") • Anchor firm models to link smallholders to value chains	• Bundled AgTech solutions • Investments in Digital Public Infrastructure • Seed and VC financing • Digital footprints that unlock farmers' access to finance, markets and knowledge	• Integrated spatial approaches • PPP models to scale irrigation infrastructure, and farmer-led irrigation • Energy solutions for agriculture (irrigation; cold chain infrastructure), incl. with ESMAP, M300	• Investing in critical agribusiness sector skills gap • Expanding the adoption of innovations through public-private Agriculture Research Systems • Standardizing farmers' skills	• Revamped engagement with public agriculture banks • Scaling agricultural insurance • Mobilizing financial institutions to lend to agriculture/agribusiness • Leveraging debt swaps, carbon finance for agriculture	• Compacts and policy lending (PfRs, DPOs) • Technical assistance to support policy work and Agriculture Public Expenditure Reviews • Accelerating reforms (Impact Programs/ knowledge/ academies)

Ensuring social inclusion

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IFC's Approach and Framework for Regenerative Agriculture

Background, Drivers, and Overview

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IFC's Interpretation of Regenerative Agriculture

A holistic ecosystem approach to agricultural production that addresses biodiversity loss, climate mitigation and adaptation by

- Building Resilience of farmer livelihoods and farming systems,
- Restoring natural resources and cycles, and
- Reducing farm GHG emissions intensity.

Resilience
of farmer livelihoods and farming systems

Reduction
of GHG emissions intensity

Restoration
of natural resources and cycles

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IFC's Framework for Investment and Advisory Engagements in Regenerative Agriculture to Support Clients and Improve Production Systems

Goal

Drive the long-term viability of food and fiber production systems by increasing farmer and supply chain resilience, restoring natural ecosystems, and reducing agricultural GHG emissions.

Core Impact Areas

Resilience
of farmer livelihoods and farming systems

Restoration
of natural resources and cycles

Reduction
of GHG emissions intensity

Targeted Outcomes

- ✓ Increase and diversify farm revenues
- ✓ Improve farm profitability
- ✓ Reduce farm vulnerability to economic and environmental shocks
- ✓ Improve food security
- ✓ Improve farmer / worker health

- ✓ **BIODIVERSITY:** Optimize crop protection / IPM; improve biodiversity on-farm
- ✓ **SOIL:** Improve soil health and fertility: reduce soil erosion, top-soil loss or compaction; increase water holding capacity
- ✓ **WATER:** Improve water use efficiency and quality of water outflow

- ✓ Improve nutrient use efficiency
- ✓ Increase the proportion of agri-inputs from biological/organic sources
- ✓ Create a circular system and/or reduce farm waste and losses
- ✓ Increase sequestered carbon
- ✓ Reduce on-farm fossil fuel use

IFC's Approach

Support agribusiness clients with investment, advisory, and knowledge sharing to implement and scale regenerative agriculture outcomes that create lasting impact on Resilience, Restoration, and Reduction.

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IFC's Regenerative Agriculture Framework in Practice

A set of minimum criteria and client engagement pathways to support the scaling of regenerative agriculture

IFC's Framework	**IFC's approach to regenerative agriculture and supporting agribusiness clients to implement and scale their strategies through investment, advisory, and knowledge sharing.**	
Operationalizing IFC's Framework	**Minimum Criteria** Guardrails to support effective and credible regenerative agriculture programs	• Regenerative Agriculture Program Principles • Regenerative Agriculture Farm Strategies • Eligible Practices
	Client Engagement Pathways Adding value through improved regenerative outcomes	• Early stage • Engaged • Advanced • Leading

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Client Pathways

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Application of the Framework for IFC Investment and Advisory Clients

Minimum criteria enable application of the framework to client engagements and pathways to support the scaling of regenerative agriculture

Client Engagement Pathways
Adding value through improved regenerative outcomes

Application of Framework to IFC Investment and Advisory Clients

(1) **Assess baseline** for client's regenerative agriculture initiatives

(2) **Ensure alignment** with IFC minimum criteria for regenerative agriculture
- Principles
- Strategies
- Practices & practice thresholds

(3) **Prioritize additional regenerative outcomes and activities**, in alignment with client's strategic objectives

(4) **Design appropriate IFC investment and advisory instruments**, where possible

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Case Studies

- **US$60 mn loan to Jalles Machado**, a leading **Brazilian** producer of organic sugar, ethanol, and bioenergy
- Jalles is one of the few sugarcane producers in the world that has adopted regenerative agriculture practices and has Regenerative Organic Certified (ROC) sugar production.
- IFC financing will support the use of diversified sugarcane varieties, including drought- and pest-resistant seedlings, that will improve productivity and climate resilience.
- IFC's engagement will also support soil restoration and precision agriculture initiatives and improve water-use efficiency.
- Loan includes a financial incentive to encourage Jalles Machado to expand its certified regenerative and organic areas while improving water efficiency, marking IFC's first incentive-based loan for regenerative agriculture.

- IFC has provided **advisory support to Olam Agri SECO Cotton in Côte d'Ivoire** to increase yields through improved soil health and fertility and erosion management.
- **Interventions included** strengthening the capacities of cooperatives, farmer leaders, and extension agents through the design of a customized training and coaching program.
- Thanks in part to IFC advisory, Olam Agri was the first African company to receive RegenAgri © certification for its operations, thus enabling Olam Agri to offer traceable, regeneratively-grown cotton than can allow their retailer and brand clients to distinguish themselves in the market.
- 7,000 farmers adopted improved practices for erosion management on 17,000 hectares.

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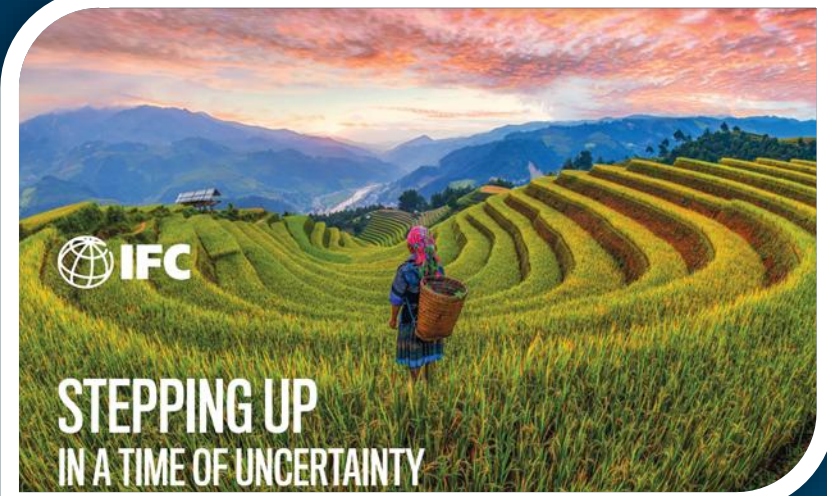
This summary has been prepared to facilitate the discussion of certain basic terms and conditions of IFC's proposal. All figures, terms, and conditions are subject to change. Only the legal documents as finally executed will contain binding terms and conditions. The summary of indicative terms does not constitute a contract or an offer or a commitment by IFC. IFC's decision to invest in the project is contingent on approval by IFC's management and Board of Directors and execution of final documentation in form and substance satisfactory to IFC.



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