

Did you know...

THAT THE AGROCHEMICAL SECTOR
IS ONE OF THE MOST REGULATED
SECTORS IN THE WORLD?

Annual
Report

2016-2017





We are the international support of our Network of Associations with which we work for the agricultural productivity and sustainability of Latin America



Compañías afiliadas a CropLife Latin America



CropLife Latin America is an international nonprofit trade organization, representing the Crop Science Industry; it comprises nine companies and a network of associations in 18 countries of the region.

CropLife Latin America communicates the contributions in favor of agriculture that are conducted by the industry it represents, watches over science-based regulatory systems, for the adequate protection of intellectual property, and promotes good agricultural practices, including proper final disposal of agrochemical containers.

04

Did you know... **recognition and trust in modern agriculture are key to strengthening the agricultural potential of Latin America**

06

Did you know ... **regulatory topics in the agrochemical sector are arduous and intense; the authorities constantly review the evaluation processes for plant protection products**

08

Did you know ... **behind a pesticide there is research, scientific support and a rigorous regulation process**

10

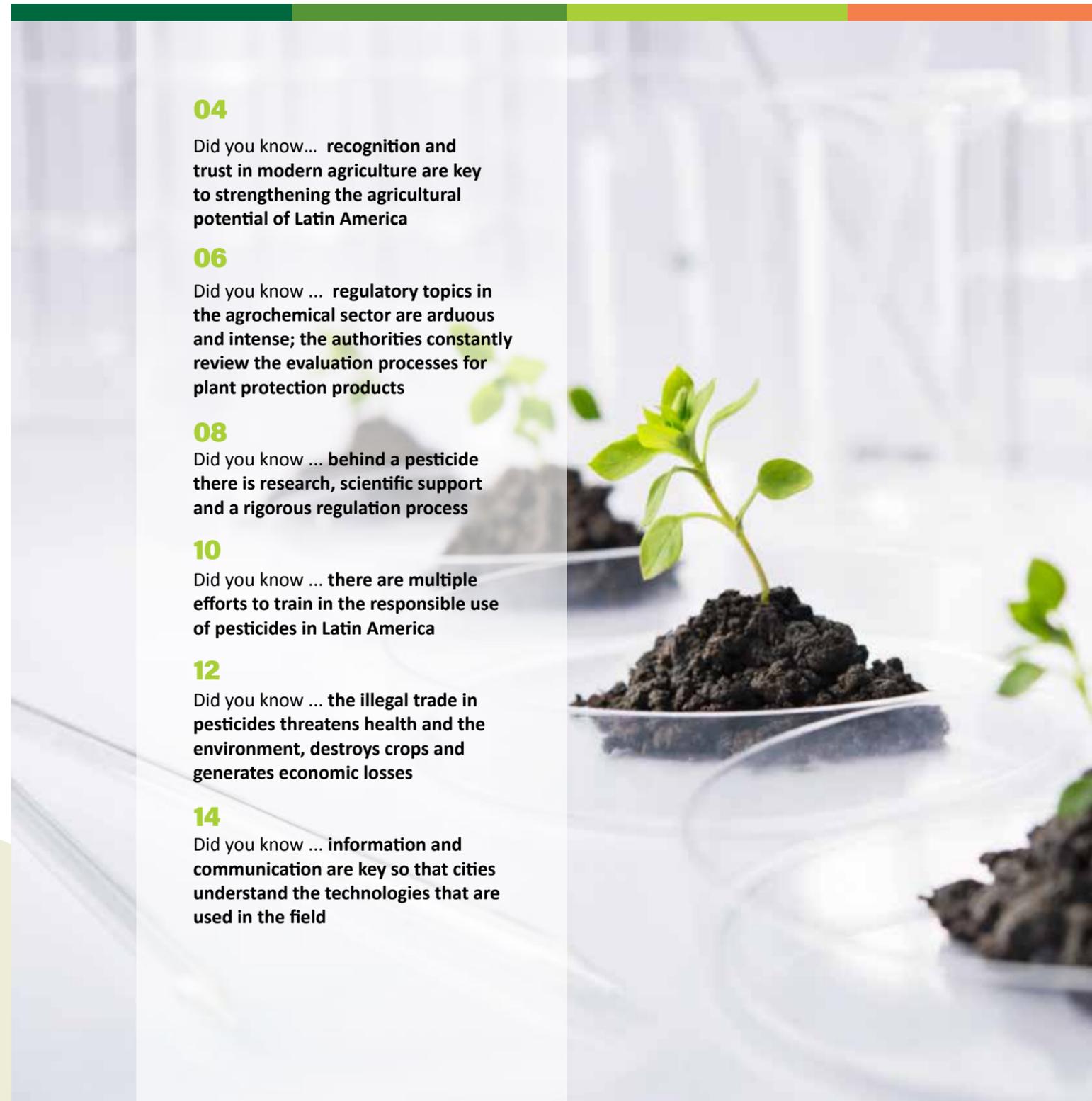
Did you know ... **there are multiple efforts to train in the responsible use of pesticides in Latin America**

12

Did you know ... **the illegal trade in pesticides threatens health and the environment, destroys crops and generates economic losses**

14

Did you know ... **information and communication are key so that cities understand the technologies that are used in the field**



**Board of Directors
CropLife Latin America**

Eduardo Estrada
President
Bayer CropScience

Gustavo Vásquez
Treasurer
Sumitomo Chemical

Ronaldo Pereira
FMC

Karsten Neuffer
Syngenta

Eduardo Leduc
BASF

Pascoal Welles
Dow AgroSciences

Mario Tenerelli
Dupont

Fabio Torreta
Arysta LifeScience

Eduardo Pérez Pico
Monsanto

José Perdomo
Executive President CropLife Latin America

Work Team CropLife Latin America

José Perdomo
President

Juan Cruz Jaime
Executive Director Southern Cone

Martín Zúñiga
Executive Director Central America and Caribbean

Richard Franklin
Executive Director Andean Region

Javier Fernández
Legal Adviser and Director of Regulatory Affairs

Mauricio Rodríguez
Director of Scientific Affairs

Gabriela Briceño
Stewardship Programs Coordinator

Alejandro Hernández
Manager Biotechnology Central America and Caribbean

Mónica Velásquez
Director Communications

Adriana Cortés
Communications Coordinator

Daniela Mahecha
Digital Editor

Ligia Álvarez
Administrator

Margarita Maldonado
Administrative Assistant

Did you know...

RECOGNITION AND TRUST IN MODERN AGRICULTURE ARE KEY TO STRENGTHENING THE AGRICULTURAL POTENTIAL OF LATIN AMERICA

To produce more in less land, to reduce the environmental footprint of agriculture, to harvest abundant, healthy and safe food with the help of science and technology are some of the pillars of “Modern Agriculture”, which today is transforming much of the Agricultural areas of Latin America.

However, we live in a scenario where modern agriculture is misunderstood and undervalued in large cities and urban areas despite receiving ALL of its benefits on a daily basis. This situation requires those of us who work in the agricultural chain, to act in order to raise awareness and win the trust and recognition of consumers.

If consumers ask which are the controls and regulations of the agrochemical sector, we can categorically inform them that it is one of the most regulated sectors in the world and that they can appreciate and trust the work of the regulatory authorities, which permanently evaluate the registration processes or permission to sell for each product. There are many controls and studies that the authorities in each country demand as support for each pesticide before it reaches the market.

The regulatory agenda for crop protection products has a solid foundation in science, and advances alongside the latest scientific discussions, reflections and findings. It is an arduous and intense work that allows access to new technologies that meet the rigorous security requirements for health and sustainability. In 2016 we emphasize the transparent and constant dialogue that we had with the authorities; these are processes of mutual understanding that result in the introduction of new products developed with state-of-the-art technologies, to meet the

demands that farmers need to control pests and ensure safe and high quality harvests.

A challenge for the authorities that today demands more attention is the illegal trade in pesticides. Pesticide smuggling, counterfeiting and adulteration are a growing problem with negative consequences for human health, the environment, the crops and the economy. In 2016 the United Nations Interregional Crime Agency (UNICRI) estimated that at least 15% of the global pesticide trade corresponds to illegal products. It is imperative to combat organized crime effectively, for which coordination between national authorities, agricultural guilds, industry and international agencies is essential.

If the consumer asks what happens to the empty pesticide containers in the field, we can tell him that Latin America is a world leader in the recycling of these plastics, and that in some countries the authorities design post-consumer legislation that gives co-responsibility to the users for the correct disposal of these materials. In 2016 Argentina and Bolivia moved forward with legislative proposals in this area.

Food safety is one of the major concerns of consumers today, and we can give them the assurance that today we have multiple endeavors to promote a better implementation of Good Agricultural Practices in crops of all scales. Today farmers are more aware of the importance of the safety of their harvests as never before in history. In 2016 our training sessions on the responsible use of products for farmers, pesticide applicators and distributors gained greater coverage through partnerships with other organizations. We must add the boom

of digital applications for agriculture, whose efficiency is made possible by the increased access to mobile internet in Latin America.

With modern agriculture new development opportunities are opening up for rural communities, for farmers at all levels of production and for consumers who demand abundant, healthy, safe and affordable food.

This task of informing the consumer and gaining their trust has only just begun. Be part of this effort in every conversation and opportunity that you can, become a promoter of modern agriculture as a fundamental socio-economic activity for development.

Join our #El Agricultor Primero (#First Farmer First) Campaign. If not you, who?

A challenge for the authorities that today demands more attention is the illegal trade in pesticides. Pesticide smuggling, counterfeiting and adulteration are a growing problem with negative consequences for human health, the environment, the crops and the economy.



Eduardo Estrada
Chairman of the Board of Directors



José Perdomo
Executive President

Did you know ...

REGULATORY TOPICS IN THE AGROCHEMICAL SECTOR ARE ARDUOUS AND INTENSE; THE AUTHORITIES CONSTANTLY REVIEW THE EVALUATION PROCESSES FOR PLANT PROTECTION PRODUCTS

In 2016 the dialogue and cooperation with the authorities was dynamic and positive, allowing the exchange of concepts to address concerns about regulatory issues.

Intellectual property

CropLife Latin America participated in the meetings of the Economic Commission for Latin America and the Caribbean, ECLAC (CEPAL in Spanish), for discussion of a Convention on Transparency, Justice and Citizen Participation in Environmental Decision-Making. The objective is to ensure the three pillars sought by the agreement, while recognizing the intellectual property rights.

Ecuador, México and Brazil

consider migrating to electronic records for agrochemical registrations, which is a technological challenge to safeguard intellectual property rights such as industrial secrets.

Biotechnology

On Biotechnology issues, CropLife Latin America has an important role in the dialogue between academia, government and industry.

The discussion of scientific criteria is important in light of the emergence of topics such as Synthetic Biology, New

Methods of Genetic Improvement and Risk Assessment in national and international forums, such as the Meeting of the Parties to the Convention on Biological Diversity and the United Nations Cartagena Protocol on Biotechnology Safety.

Regulatory agenda



After four years of work, the Costa Rican authority undertook a thorough reform of the registration system to allow for its modernization, efficacy and efficiency. The reform is expected to end the almost 10 years in which it was impossible to register new molecules, leaving the country behind in the provision of technology and tools for the farmer.



•Significant regulatory advances were made in the **Dominican Republic**, where fundamental reforms were made for the efficiency and transparency of the registration system.



The **Andean Community General Secretariat** (Secretaría General de la Comunidad Andina) progressed in the process of updating the Andean Technical Manual, with new topics such as the Globally Harmonized System of Classification and Labeling of Chemicals (GHS) and Equivalence.



In **Colombia** the National Environmental Licensing Authority (Autoridad Nacional de Licencias Ambientales, ANLA) with the support of Procultivos-ANDI, published the document Guidelines for Risk Assessment in Birds.



CropLife Latin America and CropLife International supported the local association, ANDEF in the public consultation on toxicological evaluation convened by the National Health Surveillance Agency (Agencia Nacional de Vigilancia Sanitaria, ANVISA) in **Brazil**. It is expected that the proposed regulations provide a balance between the correct application of science and the protection objectives of the regulatory agency.

Academic agenda

These were some of the central themes of the more than 10 workshops held throughout the region during 2016:



Rotterdam Convention



Codex Alimentarius



Pesticide specifications and equivalence



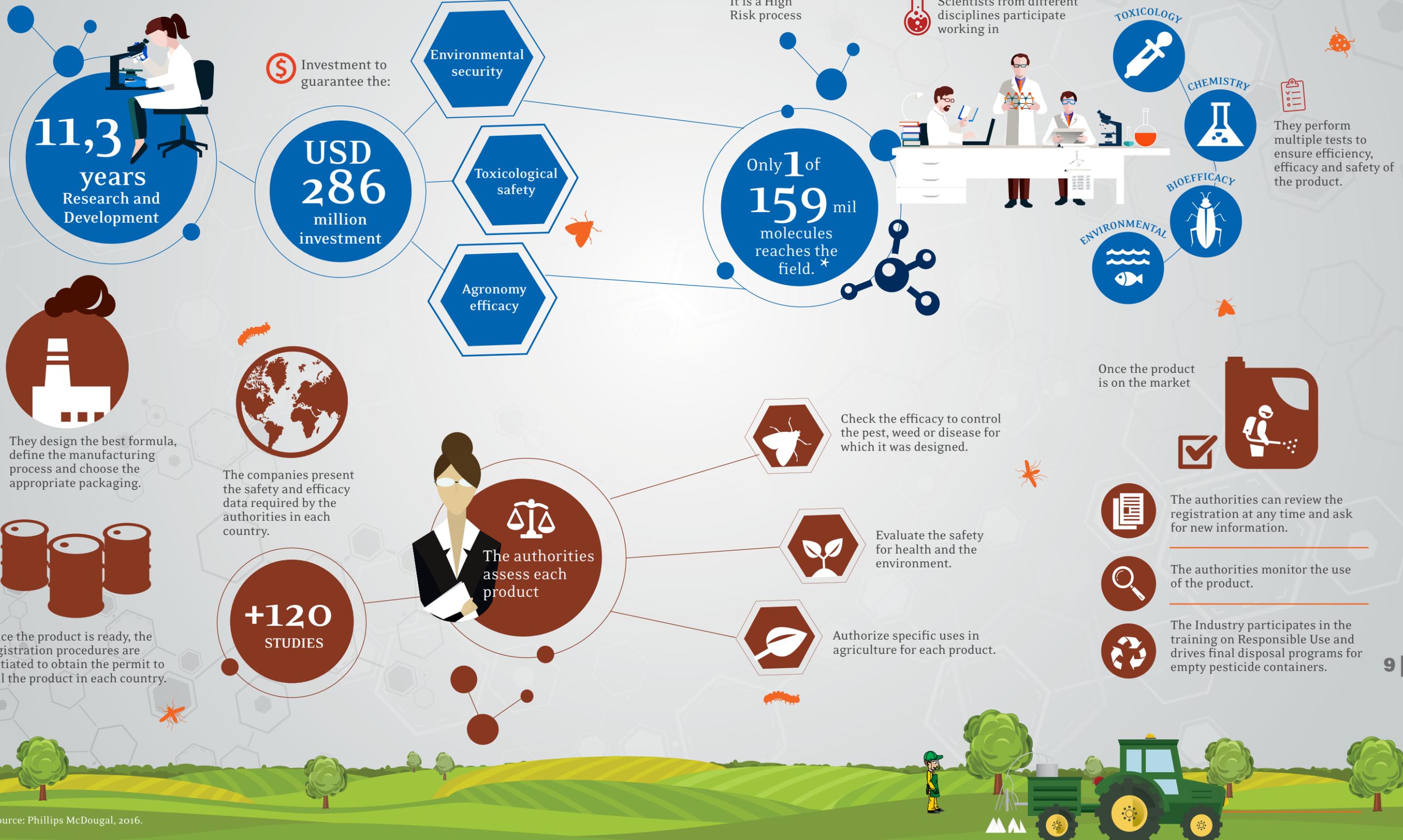
Protection of Test Data, Confidential Information and Business Secrets



Biotechnology

Did you know ... behind a pesticide support and a rigorous

there is research, scientific regulation process



*Source: Phillips McDougal, 2016.

Did you know ...

THERE ARE MULTIPLE EFFORTS TO TRAIN IN THE RESPONSIBLE USE OF PESTICIDES IN LATIN AMERICA



CuidAgro® and CampoLimpioSM are two stewardship programs for farmers to improve agricultural practices related to the use of personal protection equipment, responsible use of pesticides and proper management of empty pesticide containers.

The programs are implemented by CropLife Latin America's network of associations with the active participation of farmers, distributors and authorities.

Virtual Courses 4.968



968 people were trained using CropLife Latin America's e-learning free courses.

Since their launch to date, more than 11,000 people have taken one of the four courses available on the website

www.croplifela.org

Biological Beds, Life Cycle of a Pesticide, CampoLimpio Program and the course on the International Code of Conduct for Pesticide Management are the courses available in Spanish and Portuguese.

Post-consumption duties



The CampoLimpio program began two decades ago as a voluntary industry initiative; today it is regulated in Brazil, Colombia and Ecuador with legal provisions giving responsibility to farmers, distributors, industry and the authorities. In 2016 Argentina and Bolivia advanced in that direction.



400 thousand TONNES

of empty containers destined for correct elimination

Through the Campo Limpio System, Brazil reaches this historic milestone after 15 years of work, of the participation of the entire agricultural chain and of the leadership of the National Institute for Processing Empty Containers, inpEV.



21 new collection centers

In 2016 the Associations expanded the coverage of the CampoLimpio program with the construction of more Collection Centers. Bolivia, Honduras, Uruguay, El Salvador and Ecuador are among the countries that launched new centers.

Alliances

HONDURAS AHSafe - USAID

This initiative that seeks to alleviate extreme poverty in Honduras includes the training of master trainers and farmers in Good Agricultural Practices to increase productivity. For the small scale growers, a healthy and productive crop makes the difference between a life in prosperity and a life in poverty.

+164.000

direct beneficiaries in 2016

EL SALVADOR: APA - Clinton Foundation

This alliance promotes the education and the development of business skills for farmers, that allows them to market their harvests directly and in many cases to get better profit margins.

+12.000

small scale growers benefited

ARGENTINA: CASAFE - Ministry of Agroindustry

With a new training model this alliance focused on the training of small tobacco producers. At the Demonstration Days it was shown live how to make secure and timely applications.

+26.500

people trained in 2016



+200.000

people trained *

+USD \$2 million

invested in 2016



57,000

Tons of containers recovered from the field *

+USD \$18 million

invested in 2016

* 2016 Estimate



Did you know...

THE ILLEGAL TRADE IN PESTICIDES THREATENS HEALTH AND THE ENVIRONMENT, DESTROYS CROPS AND GENERATES ECONOMIC LOSSES

Negative effects of illegal trade in pesticides

Illegal trade in crop protection products is a growing problem; it includes smuggling, counterfeiting, adulteration and the sale/purchase of stolen or unregistered pesticides.



It is a real hazard that affects health and the environment.



Affects farmers and their crops.



Impacts international trade.



Discourages investment in Research and Development.

At least **15%**

of global trade in pesticides corresponds to illegal products,

Source: United Nations Interregional Agency against Crime, UNICRI, 2016



Learn

about the Strategies of organized crime gangs

The United Nations Interregional Agency against Crime, UNICRI, published in 2016 a guide to understanding and combating illegal trade in pesticides, highlighting the following strategies used by scammers

1

They ship the components of the products separately in small packages.

2

The illegal pesticides are assembled, packaged or repackaged for their distribution at the country of destination.

3

They use a separate distribution service to send marks, labels and empty containers.

4

They permanently change routes to hide the origin and destination of the products.

5

They use fraudulent shipping documents. They are flexible and adaptable criminal organizations.

6

They use in their favor the absence of universal standards for adequate documentation to evidence the legality or registration in specific markets.

7

They take advantage of the fact that illegal trade in pesticides is considered of minor criminal and financial importance.

At CropLife Latin America

we develop actions that:



Promote a CULTURE OF LEGALITY



Exalt the principles of Corresponsibility



Position ILLEGAL TRADE IN PESTICIDES as an OFFENSE or HIGH IMPACT CRIME, because it is that.

It is imperative to encourage the authorities, distributors, importers and farmers to combat this crime.



In 2016 we continued with the design and development of communication materials to raise awareness with authorities, distributors, media and farmers across the region, about the negative impact of illegal trade in pesticides. AFIPA, Chile; APIA, Bolivia; CAFYF, Paraguay; Proccyt, México; Agrequima, Guatemala and Procultivos-ANDI, Colombia, are the associations that have echoed the campaign, actively replicating the messages.

We collaborated with firms specialized in enforcement for the training of authorities such as the Police, Customs and Public Prosecutor's Offices, for the identification of illegal agrochemicals; this with the collaboration of CAMAGRO, Uruguay and the Cámara ProCultivos-ANDI, Colombia.

In Venezuela, AFAQUIMA filed a duly substantiated complaint because of the growing illegal trade in pesticides, especially in the border area with Colombia.

The members of the Board of Directors of CropLife Latin America are directly committed to the fight against counterfeiting and illegal trade in agrochemicals. In Brazil they have gone to business, industry and farmers associations to forge alliances in the fight against illegal trade.

In addition to these actions are those of the National Union for the Crop Protection Products Industry, SINDIVEG, which leads the campaigns to combat illegal pesticides trade in Brazil, which has the support of the National Plant Protection Association, ANDEF.

Did you know ...

INFORMATION AND COMMUNICATION ARE KEY SO THAT CITIES UNDERSTAND THE TECHNOLOGIES THAT ARE USED IN THE FIELD

DIGITAL ECOSYSTEM

CropLife Latin America promotes dialogue with different audiences and sectors of society. In 2016 it strengthened its digital ecosystem with the creation of two new portals: Plaguicidas.info (Pesticides.info) and El Agricultor Primero (Farmer First), targeting the urban public with the aim of generating greater familiarity with modern agriculture and agro-technologies.

We are present in 9 social network accounts between Facebook, Twitter, Instagram and YouTube. On Facebook we concluded the year with more than 200 thousand followers.

REACH OF
275 thousand
PEOPLE PER MONTH.

Our readers come mainly from Mexico, Colombia, Venezuela, Guatemala and Argentina.



INNOVACIÓN PARA UNA AGRICULTURA SUSTENTABLE EN AMERICA LATINA

More than 250 attendees and 400 people connected by internet participated in the IX International Forum of CropLife Latin America and the Cámara de Sanidad Agropecuaria y Fertilizantes, CASAFE, in Buenos Aires, Argentina.

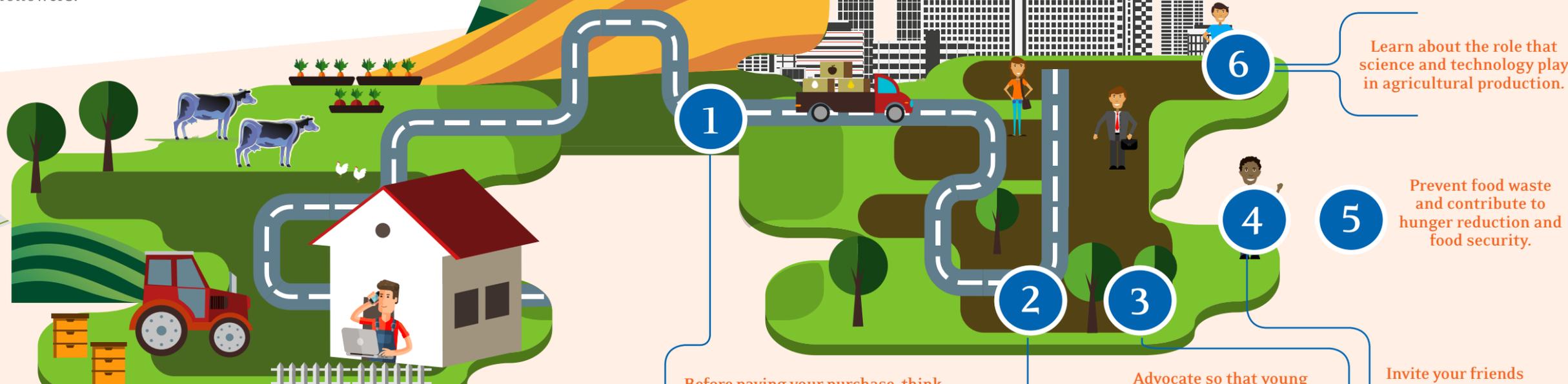
TOPICS ADDRESSED DURING THE FORUM

- Latin American Economic Outlook
- The agricultural potential of the region
- Innovation
- Biological Beds
- Aerial applications in Brazil



In the framework of the forum, CropLife Latin America presented an award to the Bolsa de Cereales de Buenos Aires (board of grain trade) for its Red de BPA (GAP Network) initiative, which aims to generate information, inter-institutional dialogue and cooperation among the main actors in the agro-industrial chain.

CropLife Latin America also participated in more than six events, symposia and forums, with presentations on the agricultural potential of Latin America, in Mexico, the Dominican Republic, Costa Rica, Panama and Argentina.



6 Learn about the role that science and technology play in agricultural production.

5 Prevent food waste and contribute to hunger reduction and food security.

Invite your friends and family to understand the relationship that exists between the farmer and the food that comes daily to their table.

1 Before paying your purchase, think of everything the farmer had to do so that his products are in the fruit and vegetable section of the supermarket. What would you do without them?

4 Advocate so that young people train and educated themselves on agricultural matters; in their hands is the future of humanity.

2 Do not forget that the work of the farmer is crucial to meet the food demand of the growing world population.

Join

EL AGRICULTOR PRIMERO (FARMER FIRST) is an initiative that seeks to claim and promote the importance of the role of the farmer as a food supplier in the city.

Already there are more than 95,000 followers on Facebook and 20,000 activists who have committed to this initiative and who fulfil in their day to day, at least one of the commitments promoted by the campaign.

ADULTERATED PESTICIDES

DO NOT EXPOSE YOURSELF

Trade in adulterated pesticides is a growing problem. Illegal pesticides have not been evaluated or authorized; if you use them you put at risk your health, your harvest and the environment.

**SAY
NO**
— TO —
**ILEGAL
PESTICIDES**



PURCHASE ONLY LEGITIMATE AND REGISTERED PESTICIDES.



IF YOU HAVE INFORMATION ABOUT THE SALE OF ILLEGAL PRODUCTS, CONTACT THE RELEVANT NATIONAL AUTHORITIES OR OUR NETWORK OF ASSOCIATIONS.



Only purchase products from authorized distributors or Ag services dealers.



Be suspicious of offers or discounts from strangers.



Acquire products that are approved and/or registered in the country, with labels in the national language.



Request an invoice that includes the correct detail of your purchase.



www.croplifela.org

CropLife
LATIN AMERICA



CERO CARBONO