



Nestlé Good food, Good life



Partnership that brings biodiversity back

The Fresh Milk programme in Spain: measurable biodiversity improvements with farmers, science and public co-funding

Why biodiversity matters to Nestlé

Our supply chains begin in the soil



600,000

farmers in our supply chain. Every product we place on the shelves starts on a farm.

OUR BUSINESS DEPENDS ON HEALTHY ECOSYSTEMS



Raw materials

Coffee, cocoa, dairy and cereals rely on healthy ecosystems



Yields & quality

Biodiversity supports productivity and resilience



Supply risk

Degradation drives cost volatility and reputational exposure

WHAT HAPPENS WHEN BIODIVERSITY IS LOST



Pests & diseases

Less natural pest control; spread of coffee leaf rust and cocoa pests



Pollinator decline

~75% of global crop types depend at least partly on pollination



Yield & quality loss

Soil degradation hits cocoa and cereals; coffee yields drop without pollinators



Water stress

Degraded ecosystems reduce water availability and quality – critical for milk

Regenerative agriculture is not a side agenda: it is how we transform the farms we depend on.



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Regenerative agriculture at Nestlé

A journey started years ago

OUR JOURNEY



2002

Co-founded the SAI Platform



2020

Transition to a regenerative food system



2021

Institute of Agricultural Sciences



2022

Income Accelerator Programme

OUR HOLISTIC APPROACH – SIX COMPONENTS



Soil health

Living soils: microbes, fungi, worms



Biodiversity

Hedgerows, trees, flower margins



Water cycles

Buffers filter water, sustain aquatic life



Livestock

Grazing builds diverse pasture



GHG footprint

Trees and cover store carbon



Communities

Farmers are the stewards



Biodiversity is the thread

It is both an outcome and a tool: healthier soils, cleaner water and more resilient farms all depend on it – and all strengthen it.

When soils degrade, we feel it as yield volatility, quality loss and supply risk.



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Nestlé's main achievements

We aim to source 50% of key ingredient volumes from farmers adopting regenerative practices

 Cereals & Grains

 Dairy Derivatives

 Fresh Milk

 Vegetable Fats & Oils

 Sucrose

 Vegetables 



AgroImpact

LENS[®] LANDSCAPE ENTERPRISE NETWORKS



13 countries in Europe with 30+ regenerative agriculture projects running



1900+ farmers in Europe adopting regenerative agricultural practices.



We are currently sourcing **20,7%** of key ingredient volumes from regenerative farms.



12 ingredient categories in scope, from cereals and dairy to coffee, cocoa and vegetables



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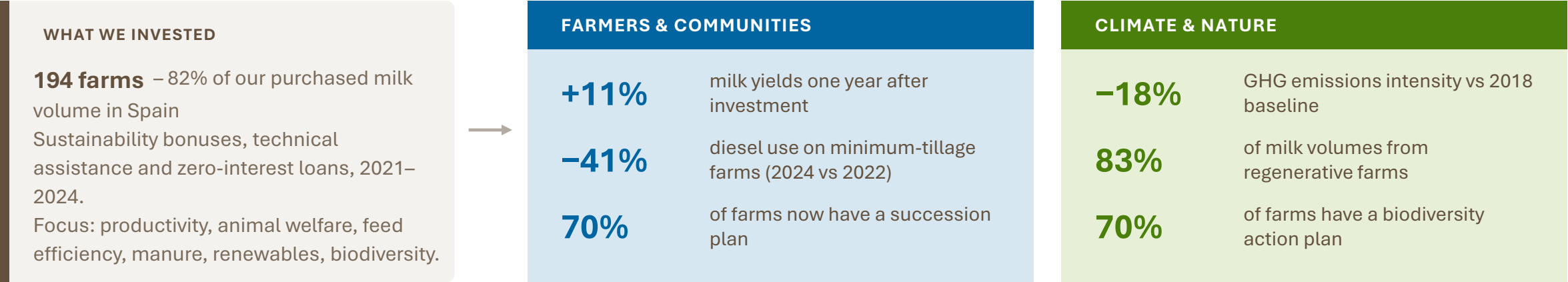


Deep dive: Fresh Milk, northern Spain

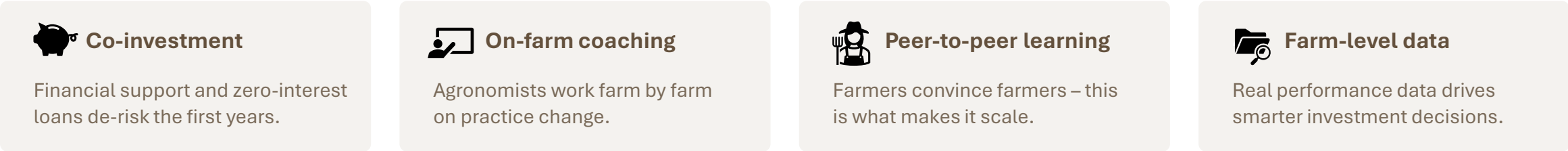
From co-investment with 194 dairy farms to 'Ecosistemas Lecheros' with SEO/BirdLife

Business case for farmers and planet

Co-investing with Spanish dairy farmers since 2021



WHY IT WORKS – A FARMER-CENTRIC MODEL



The foundation for ‘Ecosistemas Lecheros’ – a blueprint we can adapt to other commodities and regions

Four partners, one model

Every partner brings – and gains

HOW WE WORK TOGETHER



PARTNER

 **SEO/BirdLife**
COORDINATOR

 **Fundación Biodiversidad**
PUBLIC CO-FUNDER

 **Nestlé**
PRIVATE CO-FUNDER

 **Dairy farmers**
HOSTS & TESTERS

BRINGS

Ecological science, monitoring and stewardship agreements

Around 60% of funding, through the EU's ERDF

Around 40% of funding, agronomists and farm relationships

Their land, time and practical know-how

GAINS

Access to 33 working farms and long-term field data

A replicable model for EU biodiversity and restoration goals

A more resilient milk supply with measured biodiversity results

Habitat improvements, advice and farms better adapted to climate change



THE PROJECT · 2026–2028

 **33 farms**
Galicia · Asturias · Cantabria

 **€1.04m**
total budget

 **59**
people involved

HOW IT IS FUNDED

60% public

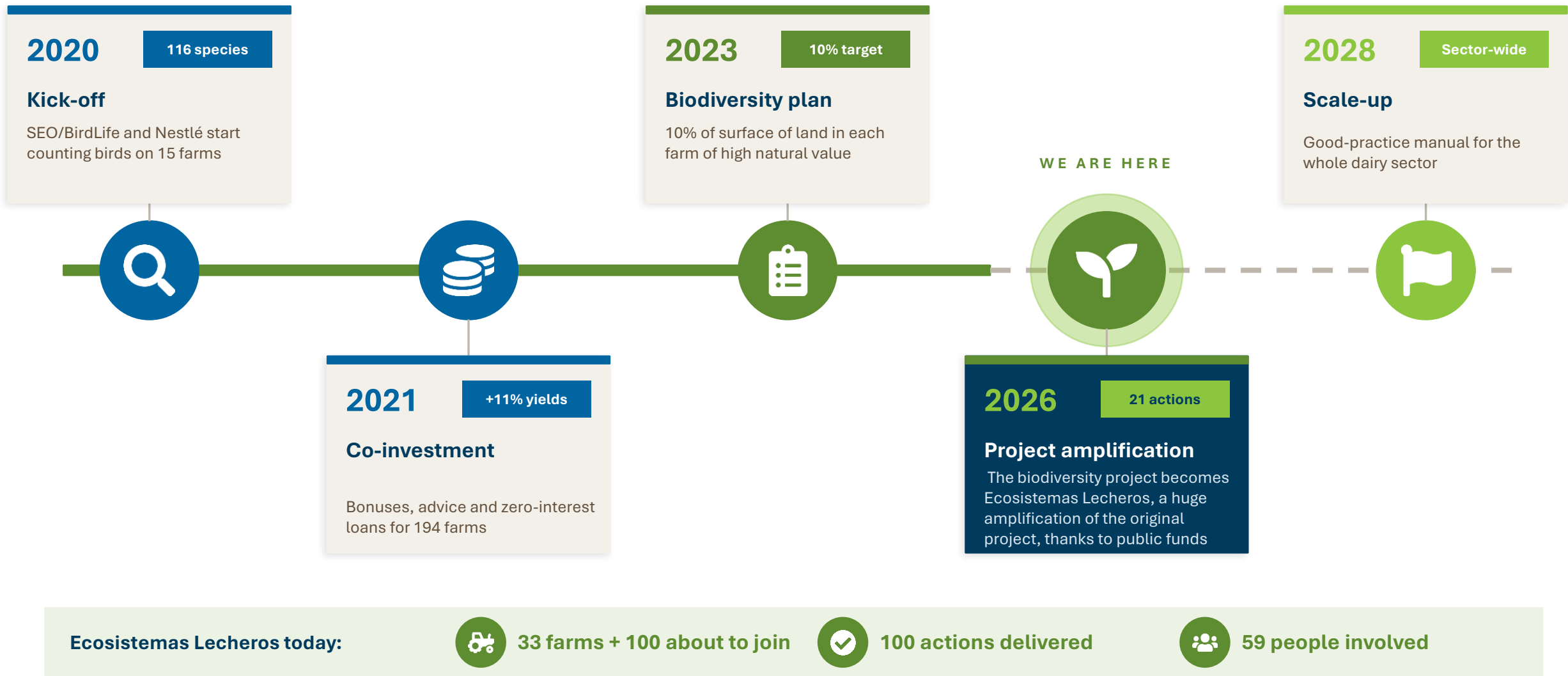
40% Nestlé

Public share: Fundación Biodiversidad (MITECO), via the EU's ERDF

Science, public money, market reach and farmers' land – no single actor could deliver this alone, and each has a reason to stay.

How we got here

From a bird count to a model for the sector





What changes on the land

On 33 pilot farms

Flower meadows for pollinators

Native seed mixes flowering spring to summer; fewer cuts, no pesticides

Biodiverse hedgerows

Native species as corridors and shelter between fields

Multifunctional water points

Ponds and watering holes for amphibians and livestock alike

Pasture improvement

New mowing and grazing regimes that let wild plants flower and rebuild soil

Habitat improvement

Stone walls and rockeries restored for reptiles and small fauna

Wildlife shelters

Nest boxes and bat roosts replace lost old trees and buildings

Targets per farm: 250 m² of wild flowers, 500 m² of hedgerows (500 trees of 12 different local species), 50 m² of artificial ponds, nestboxes and bat boxes



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How we know it works here

Measured, not estimated

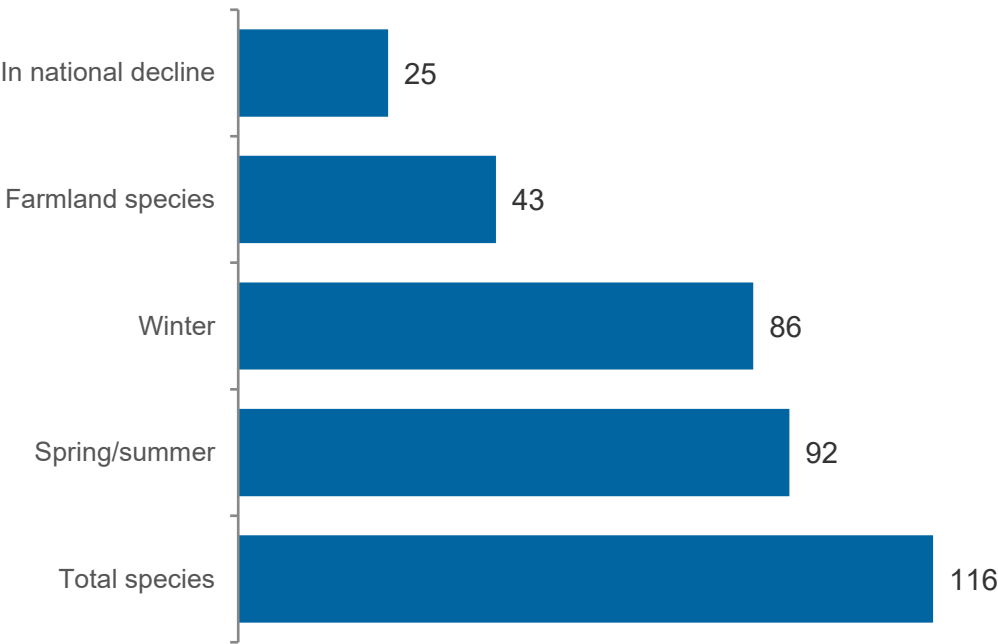
The 2020–24 bird study gave us the baseline: of 43 farmland species found in spring and summer, 25 are in national decline. The farms are already a refuge worth protecting.

How we measure

Specialists run periodic censuses of birds (SACRE method) and butterflies and bumblebees (BMS), so results are comparable over time, and each farm gets its own species inventory.

Target: 10% of surface of each farm of high value for biodiversity – measured with scientific methods, not estimated.

Birds recorded on Nestlé dairy farms, Cantabrian countryside



Three things we would repeat



01

Trust your partners

SEO/BirdLife and Nestlé have worked together since 2020, and 73% of these farmers have supplied us for over 30 years.



02

Farmers as co-designers

Farms host the demonstrations and test the practices themselves. 'Allied species' such as the red-backed shrike and midwife toad show what nature does for them.



03

Measurement from day one

Scientific censuses from year one, plus a good-practice manual and outreach, let the model travel beyond the 33 farms.



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THANK YOU!



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