

Mr. Johannes Cullberg  
CEO Paradiset

Dear Mr. Cullberg,

The Brazilian Embassy in Stockholm has taken note through reports in the press that your company announced a boycott to Brazilian products, which obviously surprised the Brazilian Government as well as many Brazilian exporters.

With all respect to your convictions and to your privilege to decide what best suits your business, we wish to convey some important facts and information that may interest you as a supplier of fresh farming products, and that may be taken into account for future decisions. In sending you this letter, we do not know exactly if you import organic goods from Brazil or otherwise.

In any case, the Embassy wishes to inform you that Brazil, despite being an agricultural powerhouse, is not the biggest user of pesticides. It is ranked 5<sup>th</sup> or 7<sup>th</sup> in the World, according to applicable parameters in pesticide studies worldwide, being such rankings based on either total volume, per surface (hectare) or per capita.

In what regards pesticides, notwithstanding being, as a country, the second greatest producer of food in the World (excluding the EU as a whole), Brazil has a compatible record if compared to the rest of agricultural countries, and stands below the top users and consumer countries. There are statistics that you may find on the Internet, such as the official records of FAO (Food and Agriculture Organization) which can be accessed through the following link: <http://www.fao.org/faostat/en/#data/EP/visualize>.

Or you could also find Brazil's rankings in many other studies available online, as <https://ourworldindata.org/fertilizer-and-pesticides#pesticide-application-rates>, for example.

It is worrisome that, though many other countries have higher use of pesticides, only Brazil has been singled out in the press and media. In that regard, as you know, news in general are in many cases based on opinions tainted with political or other agendas, and we believe that such sources of information to take decisions are not an unbiased substitute for studies and technical data. Taking solely general opinions into account to support conclusions may give way to unfair decisions since they do not reflect all available and reliable data and real situations.

On that note, we wish you could take into account also, in what regards the number of pesticides that were authorized recently in Brazil, that this fact does not necessarily mean that all of the products will be used in full scale on the short or long run. It will be the market and the efficiency of the pesticide

products in controlling harmful pests and insects that will determine if they will be used in large scale. Therefore, authorization does not mean actual use, and again, we wish to stress that there are many other countries that use bigger volume than Brazil, even if there are fewer specific authorized pesticides. Therefore, there is no direct correlation between authorizations and total volume, as statistics have proven in the above-mentioned studies.

In this context, another fact to keep in mind about the need of use of pesticides in Brazil is its tropical environment, where pests, insects, bacteria and fungi exist in a greater variety and with much greater rate and scale of proliferation than in European or other milder climates. In tropical countries, clearly, pesticides have to be used in proportion to the dimension of the challenges of local biological environment so as to counter the elements that jeopardize agriculture and farm production. Even though it may be desired, organic and chemical-free production is a much greater task and challenge in some climates than in others, but yet pesticides have to be used nevertheless in large scale production.

As you are aware, also, tropical agriculture can yield more than one harvest per year, which may double the absolute amount of yearly applied pesticides. It is worth noting that, in some cases, Brazilian agriculture is capable of producing up to three annual crops. So, while a farm in a milder climate uses specific products once during the year, a farm in Brazil has to incur in greater investments in products such as fertilizers and pesticides for each harvest.

Even though these elements mentioned above could have been a reason for consuming more pesticide, Brazil is still far away from being the greatest user worldwide.

Dear Mr Cullberg,

The Brazilian Embassy is totally available for any further information or clarification on this or any other matter.

Please find enclosed to this letter additional information from the Brazilian government as well as other scientific figures that may be of your interest.

The Brazilian Embassy takes this opportunity to cordially greet you, hoping that you take into consideration the above information.

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