

PROOF POINTS – YEAR ONE

Path to Sustainability



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PROOFPOINTS – YEAR ONE



APEAM's Portfolio of Sustainable Projects 2026



APEAM-MHAIA Sustainability Academy Platform



APEAM-MHAIA Water Footprint Study



APEAM-MHAIA Biodiversity Base Line Study



APEAM-MHAIA Avocado Landscape Evolution Study



APEAM's Zero Deforestation Agreement 2026-2030



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APEAM'S PORTFOLIO OF SUSTAINABLE PROJECTS



Approved by the APEAM Board on March 10, 2026



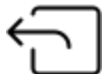
Aligns 21 Initiatives to the **Path to Sustainability**



Aligns contributions to 20 KPI's of 5 Strategic Programs



7 Projects linked to the current Special Projects Budget



4 Projects previously existed at APEAM



10 Initiatives do not have an allocated budget yet.



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PROJECTS IN APEAM'S PORTFOLIO LINKED TO Special Projects BUDGET



Avocado Landscape Evolution



Sustainability Academy



Research Extension Services



JLSV Collaboration



Biodiversity Base Line Study



Water Footprint Reduction



Ecological Footprint Mitigation






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SUSTAINABILITY ACADEMY



-  **Started** on March 2026
-  Phase 1 ends **in late summer 2026**
-  Preliminary work is **in progress**

PLATFORM OUTCOMES

-  **Sustainability culture building** across value-chain
-  **Standardized sustainability language** & sector alignment
-  **Certified competencies** through structured learning paths
-  **Measured cultural change** and impact tracking



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WATER FOOTPRINT STUDY



Start on June 2026



Ends in late winter 2026



Preparation phase to extend the water footprint study.

STUDY OUTCOMES



Develop a comprehensive understanding of water use practices in Michoacan & Jalisco



In 2027 we will design water policies.






Establishing a water resource management program *by 2028.*







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BIODIVERSITY BASELINE RESEARCH



-  **Starts in summer**, on June 14
-  Ends in **spring 2027**
-  Preliminary work is **in progress**

STUDY OUTCOMES

-  **Baseline of biodiversity richness abundance**
-  Validated **avifauna & entomofauna** conservation
-  Standardized **biodiversity monitoring protocol**
-  Data system & **traceability recommendations**



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AVOCADO LANDSCAPE EVOLUTION STUDY



The "base-zero" study on the evolution of the avocado landscape in 18 municipalities in Michoacán from **1985 to 2025** found that the expansion of avocado orchards, covering 164,891 ha or 88.3% of the state's total avocado area, has resulted in a combined net loss of 60,728 ha of temperate forests, affecting water resources, biodiversity and climate resilience.

However, the study also found that **only 37.0% of the avocado landscape contributed to the loss of temperate forests**, while 63.0% was established on former agricultural land, and that the main drivers of land-use change in Michoacán are activities like cattle pastures, agave, and other less profitable agriculture.

The avocado value chain is committed to using these findings to lead restoration and incentive efforts, alongside other stakeholders, to restore ecosystem goods and services, maintaining productivity and competitiveness



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ZERO DEFORESTATION AGREEMENT 2026-2030



Signed on April 15 by APEAM, Semarnat and Profepa



Implements the federal policy published in October 2025 to ensure deforestation-free avocado production



Currently, APEAM is awaiting SEMARNAT to finalize data-sharing mechanisms



Once SEMARNAT enables the digital platform, over 90% of export orchards are expected to obtain a Technical Zero Deforestation Certificate

APEAM

AVOCADO

MHAIA





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ZERO DEFORESTATION AGREEMENT 2026-2030



 Orchards with verified forest loss between 2019 and October 24, 2025 may enter a voluntary administrative process with PROFEPA, where penalties can be deferred, commuted, or compensated through environmental services, including ex-situ compensation.




 The Pro-Forest Avocado Certification serves as a voluntary bridge mechanism until federal verification and compliance instruments are fully implemented, after which it will be phased out.







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COMMON INFORMATION DATABASE

-  **Planned to start** in July 2026
-  **Aligns** Strategic Programs + Projects + Focus Areas
-  Design works in **execution right now**

USEFUL TO

-  **Follow the strategy** in real time
-  Prepare **periodic reports**
-  **Communicate effectively**, with data
-  Provide **timely follow-up**



SCAN ↓





01. Corporate Governance

Promote and strengthen a culture of sustainability across all levels of decision-making and operations within APEAM. This will ensure short-, medium-, and long-term commitment, reflected in the practices implemented throughout the avocado landscape.

02. Sustainable Orchards

To progressively transform agricultural practices toward a model that balances productivity and sustainability, enhancing competitiveness while preserving ecosystem goods and services.

03. Sustainable Packing Houses

To optimize packinghouse processes to cost-effectively reduce environmental impacts, progressing toward neutrality in water, biodiversity, and climate.

04. Sustainable Distribution and Marketing

To optimize supply chain efficiency and reduce its environmental footprint, from packaging to the consumer. This includes mitigating and offsetting negative impacts and ensuring transparent communication with customers.

05. Biodiversity, Forests and Watersheds Conservation

To ensure the protection, management, and restoration of ecosystems and biodiversity within the avocado-growing landscape. This action is essential to preserve vital ecosystem services such as water supply, soil quality, biological richness, and the capacity to adapt to climate change.



KPI Matrix [1/2]

01. Corporate Governance

1. **% of orchards/area formally committed** to the PTS.
2. **% of packinghouses/ tonnage formally committed** to PTS.
3. **% of stakeholders with basic training** in sustainability topics.
4. **% of recycled materials and renewable energy** used at *Casa APEAM*

02. Sustainable Orchards

5. **% of orchards/area under IPM** and rationalized use of agrochemicals.
6. **% of orchards/area implementing sustainable irrigation** & water conservation.
7. **% of orchards/area with associated vegetation management.**
8. **% of orchards/area with proper waste disposal** and recycling practices.
9. **Reduction in water footprint** per metric ton produced.

03. Sustainable Packing Houses

10. **% of fruit packed in sustainable packaging:** FSC-certified materials, sustainable printing, and stickers.
11. **Reduction in GHG emissions** per metric ton packed.
12. **% of energy from sustainable sources,** including on-site generation.
13. **% of packaging with sustainability identity,** communication, and culture.



KPI Matrix [2/2]

04. Sustainable
Distribution and
Marketing

- 14. **Reduction of transport and cold chain** ecological footprint.
- 15. **Sustainability messaging in commercial campaigns** with partners and clients.

05. Biodiversity,
Forests and
Watersheds
Conservation

- 16. **Hectares or resources contributed** to protected areas in avocado landscape.
- 17. **m3 of water contributing** to aquifer and watershed recharge.
- 18. % of avocado landscape area **with ecological connectivity**.
- 19. **Increase in APEAM members' conserved area for biodiversity resiliency**.
- 20. % of plants produced in **community nurseries** for restoration.



Corporate Governance

Progress Chart



Project	Progress	Next Steps
Governance Consolidation		APEAM Board Approval
Avocado Landscape Ev.		Communication Strategy
Zero Deforestation Ag.		Waiting for Semarnat Platform
JLSV Collaboration		1 st Stage linked to Academy
COE 2026		Potentially Changes to 2027
Sustainability Academy		Starts this Spring 2026
Individual Commitment		Starts this Summer 2026
Casa APEAM Sustainable		Starts this Summer 2026
APEAM PMO		In Progress



Sustainable Orchards
Progress Chart



Project

Progress

Next Steps

Regional Technical Guides

Not started

Requires funding

Research Extension Services

Not started

Requires funding

Water footprint Reduction Ecological



Not started

Starts in summer 2026 *

Carbon footprint Management

Requires funding

** Special Projects Budget 25-26*



Sustainable Packing Houses

Progress Chart



Project

Progress

Next Steps

Sustainable Energy		Questionnaire ongoing *
Circular Economy		Questionnaire ongoing *
FSC Certified Packaging		Questionnaire ongoing *
Biodegradable Labels		Questionnaire ongoing *

** Results on July 2026*



Biodiversity, Forests and
Watersheds Conservation
Progress Chart



Project

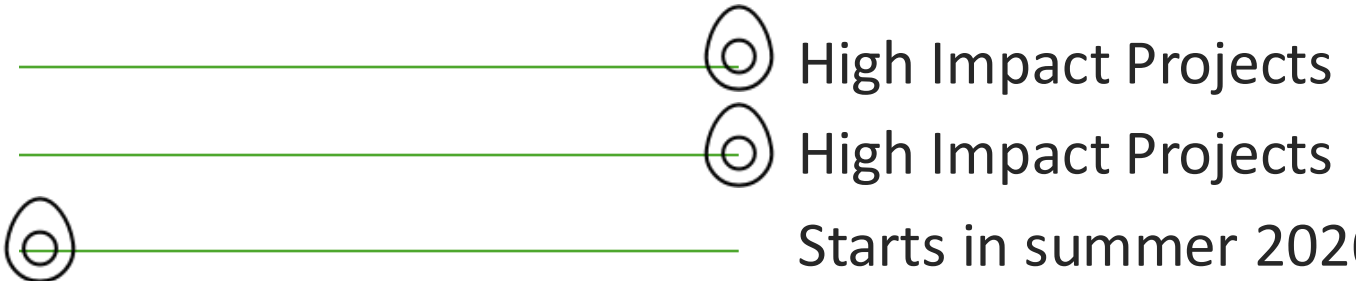
Progress

Next Steps

Forest **Conservation**

Forest Fire Prevention

Connectivity and Biodiversity



High Impact Projects

High Impact Projects

Starts in summer 2026



What to expect?

In next Board Meeting



A Common Reporting Framework APEAM-AFM-MHAIA
...towards 2027



A Sustainability Academy On-Line



Thank You!

¡Gracias!

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