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LETTER FROM THE PRESIDENT OF THE BOARD OF DIRECTORS

OUR FUTURE DEPENDS ON FORESTS

The rescue of the Atlantic Forest, the protection of water sources, the defense of environmental conservation and the support in the maintenance of communities along the Doce River continue to be central points in Instituto Terra's actions in 2020.

The unprecedented moment in the world and in Brazil with the COVID-19 pandemic forced us to look more closely at those around us, looking to preserve what is most important, life. Yes, preserving the life of our forests, of our water sources, but most importantly all of those who directly or indirectly interact with our institution.

In light of the restrictions imposed by the virus, the decision made was to maintain the headquarters, PRNH Bulcão Farm, closed for visitation starting from the third week in March and promote along with our collaborators the safety measures against the Coronavirus while following the recommendations from the World Health Organization and the other national departments in that area.

The digitalization and use of communication technology permitted the administrative departments to continue functioning and exchanging information with fellow collaborators and the community. To ensure further protection of the people on staff, collaborators either worked remotely or in alternating shifts, as permitted. The sharing of ideas and projects with different audiences with which the institute interacts was done via online meetings made possible with the participation of partners and teaching institutions.

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The field activities were maintained within the headquarter limits with a few restrictions and with the introduction of new safety protocols, but overall the activities were suspended at the rural properties that are aided by the Eyes of Water program, a program that protects water springs. The in-person activities, when extremely necessary, were performed while respecting and encouraging social distancing and individual protection.

Planting carried out in the rainy season that began in October 2020, and scheduled to be completed by February 2021, required concentrated work in a short amount of time, especially starting in July and the following months. It resulted in the production of more than one hundred thousand native tree seedlings, mainly using seeds that were stocked at Instituto Terra. The operational context in the municipality of Aimorés, between July and December, didn't allow the free travel for the collection of new seeds, an occurrence that hindered the objective of increasing the diversity of the species planted at PRNH Bulcão Farm this year.

It's worth remembering that the COVID-19 monitoring plan established by the government of the State of Minas Gerais, called "Consciousness in Minas", restricted in-person activities that were considered non-essential and classified Aimorés, where the headquarters of Instituto Terra is located, in the red and purple zones since the second trimester of 2020, a situation that was carried over into 2021.

Investing in environmental restoration means guaranteeing the continuation of human life on our planet. It's evident that the emergence or worsening of epidemics or pandemics, such as the one that took over the world in 2020, are intimately related to environmental disharmony, brought on by situations such as deforestation and pollution of the air, water and soil, something that can create uncommon interactions between diverse organisms that inhabit various ecosystems.

04



Life, both in the present and in the future, entwines with the maintenance and restoration of forests, that when are alive and healthy provide water, air and sustenance of good quality, and also many different productive activities. From there we can affirm: our future, more than ever, depends on forests!

As this message comes to an end and before letting the contributions of Instituto Terra throughout 2020 be known, we must thank the partnering institutions, individual or corporate donors, members of the board of directors and volunteers. Along with our collaborators they helped maintain and materialize the founders', Lélia Deluiz Wanick Salgado and Sebastião Salgado, dream. And even though the founders are committed to defending the Amazon and indigenous people in such a critical moment to Brazil's environment, they never stopped fighting for resources nor did they cease to support and inspire us in our mission to rescue the forest and the biodiversity in the Doce River Valley.

My sincerest gratitude goes out to all of you.

Jose Armando de F. Campos President of the Board of Directors Instituto Terra

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THE ATLANTIC FOREST

The most threatened biome in Brazil

WORLDWIDE HOTSPOT

rropical forest, containing one of the richest biodiversities and also the most threatened on the planet.

NATIONAL HERITAGE

recognized by the Federal Constitution of Brazil of 1988. Law 11.428/2006 protects and regulates the utilization of biodiversity and resources from this forest.

BIOSPHERE RESERVE declared by UNESCO

SOURCE OF WATER

it houses 7 of the 9 largest hydrographic basins in the country, one of which is the Doce River Hydrographic Basin, where Instituto Terra operates

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O INSTITUTO TERRA



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FOUNDED 22 YEARS AGO

headquartered at PRNH Bulcão Farm, the first Private Reserve of Natural Heritage created in a degraded area with the commitment of reforesting the land.

6.2 MILLION SEEDLINGS PRODUCED

in the nursery, totaling 297 species in the Atlantic Forest.

2.3 MILLION TREES PLANTED

at its headquarters, PRNH Bulcão Farm.

1.9 THOUSAND

springs benefitted from protective action actions taking place in small properties belonging to over one thousand families in rural areas, in 34 municipalities that are part of the Doce River Basin.



2,100 HECTARES HAVE GONE THROUGH ACTIONS OF REFORESTATION

of degraded areas of the Atlantic Forest, land that has benefitted from the planting of native seedlings and protection of springs in the Doce River Valley, in the Southeast region of Brazil.

192 TECHNICIANS CAPACITATED

in Ecosystem Restoration, since 2005, and ready to take part in the recuperation of degraded areas and the protection of springs.

82 THOUSAND PEOPLE SERVED

by Environmental Education projects.

140,617 VISITORS

have passed through PRNH Bulcão Farm since it was founded, from different states in Brazil and even other countries.

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ABOUT US



Instituto Terra is a private entity constituted under the non-profit civil organization form. Founded in April of 1998 by Lélia Deluiz Wanick Salgado and Sebastião Salgado, its mission is to stimulate sustainable development through the recuperation and conservation of forests, environmental education and the correct use of natural resources.

It is located in the municipality of Aimorés-MG, acting primarily in the Doce River Valley region, between the states of Minas Gerais and Espírito Santo. Instituto Terra manages Bulcão Farm, with a total area of 711.84 hectares, of which 608.69 make up the first Private Reserve of Natural Heritage (PRNH) in the state of Minas Gerais created on degraded land, with the commitment of recuperation. It holds the title of Advanced Post of the Atlantic Forest Biosphere Reserve, and also the titles of state public utility granted by Minas Gerais (2005) and by Espírito Santo (2011), and on a municipal level, granted by Aimorés (1999).



The PRNH Bulcão Farm is an outpost of the Atlantic Forest Biosphere Reserve.

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MISSION

To stimulate sustainable development through the recuperation and conservation of forests, environmental education and the correct use of natural resources.

VISION

To become a national reference in:

- Ecosystem restoration of degraded areas of the Atlantic Forest in the Doce River Valley;
- Production of seedlings native to the Atlantic Forest;
- Environmental education of children and youths, and;
- NGO management.

OUR VALUES

To make our vision and mission come to life, we put into action the following values:

• Our work can strongly contribute to the improvement of the conditions of life of living beings;

• Respect to ethical and moral tenets should be above all and whichever personal interest or advantage;

- Transparency should be the tonic of all our actions;
- Our partners have a right to solutions that have the best technical-managerial knowledge available for the lowest compatible prices with well-executed activities and the survival of our institution;

• We should seek out the continuous improvement of technicalmanagerial knowledge, as well as its formalization, with the intention of improving our internal processes and transmitting this information to other organizations;

• We cultivate an environment where cooperative work and challenging ideas (while respecting opinions) prevails, while also favoring creativity and initiative, and;

• Our career plan model has as its foundation criteria based on performance, seniority and knowledge.

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FIELDS OF ACTIONS

- Ecosystem restoration;
- Production of Atlantic Forest seedlings;
- Environmental extension;
- Environmental education, and;
- Applied research.

WHERE WE OPERATED

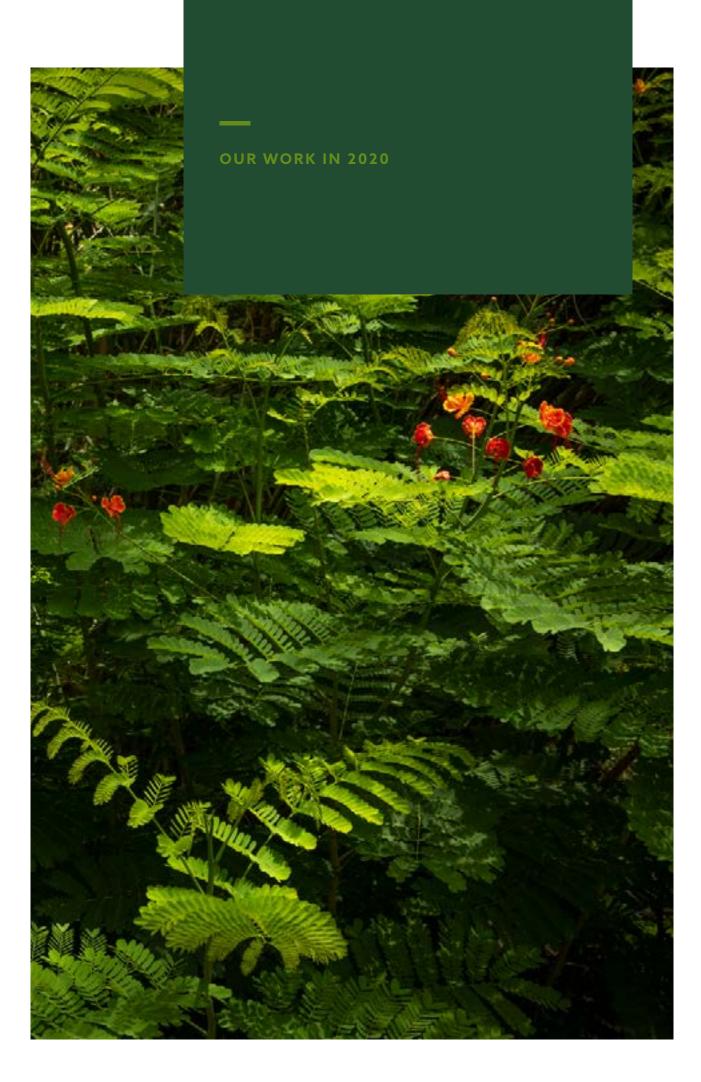
Our geographical field is in the Doce River Valley which extends between the states of Minas Gerais and Espírito Santo, reaching 229 municipalities – with 26 being in Espírito Santo and 203 in Minas Gerais. The region covers an area of 82,646 km².



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If in 2020 the pandemic imposed many restrictions impacting all of the areas of life and the economy, it also served to reinforce the understanding that we need to strive with urgency for a more collaborative and environmentally sustainable future. At Instituto Terra the challenges of social distancing required adaptations in our work routine, especially for positions that required contact with people, but we sought out methods of continuing restoration activities in the Atlantic Forest in the Doce River Valley, as well as its sources of water. We produced seedlings, planted seedlings, cared for new trees and used new communication technologies to continue disseminating environmental knowledge with rural farmers and neighboring communities.

We were unable to open our doors to guests in the past months at our headquarters in Aimorés-MG, so we decided to illustrate part of this Annual Activity Report with the beauty of a few of the important inhabitants of the forest at PRNH Bulcão Farm, images and audio that are also part of a presentation about our institution that can be seen at Google Arts & Culture (<u>https://artsandculture.</u> <u>google.com/partner/instituto-terra</u>).

As we share this documented return of the native fauna to an area of the reforested Atlantic Forest we reinforce our message of hope for better days.

Be sure to check out Instituto Terra's contributions in 2020, and over the past 22 years, to the global challenge of environmental restoration.

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From the moment the greenery is restored, the animals also return. Today PRNH Bulcão Farm attracts endangered species such as the ocelot (Leopardus pardalis), in a remarkable demonstration proving that the cycle of the food chain has been reestablished in the reforested area. Photo taken PRNH Bulcão Farm.



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FOREST

Restoring a forest requires investment, time and knowledge of the technology that will be used according to the ecological conditions present in the reforested area. Faced with a challenge of guaranteeing that all areas of PRNH Bulcão Farm reach a level where future interventions are no longer necessary for the forest to perpetuate, in 2020 Instituto Terra restarted active restoration, based on the direct planting of seedlings. The goal of the new phase of the forest's enrichment is to increase the diversity in species in order to make the PRNH a sanctuary for flora native to the Atlantic Forest in the mid-region of the Doce River.



THE PARTNERSHIP WITH ZURICH WILL MOBILIZE THE PLANTING OF ONE MILLION TREES

After more than two decades of intense work to recover the greenery of the Atlantic Forest on the former cattle farm that was turned into PRNH Bulcão Farm, in 2020 Instituto Terra initiated a new phase of its forest restoration project with the support of Zurich, the Swiss insurance group, advancing in the challenge of promoting the increase in biodiversity of the forest planted at its headquarters in Aimorés, in the Doce River Valley region.

This new step foresees the planting of one million seedlings by the year 2027, and in the first four years approximately 65 species native to the Atlantic Forest should be included. The first seedlings were planted in November of 2020, where the planting of each seedling symbolized at least one tree for each of the 55 thousand employees Zurich has globally.

In a normal routine, the work that goes into restoring a forest starts with the collection of seeds, a process that follows recommended protocols to guarantee the diversity of species, the next step is then to produce and maintain seedlings in the nursery at Instituto Terra until the planting phase arrives, and afterwards comes the maintenance to ensure that the new small trees are properly established in the soil.

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Unusually in 2020, due to the COVID-19 pandemic and because of the shortening of the planting cycle on account of the contract with Zurich Insurance having been assigned in July, the seed collection process was unable to be properly executed. With the headquarters of Instituto Terra closed to the public starting March 17th, with the staff working in alternating shifts to maintain social distancing measures, and with the impossibility of the seed collectors entering neighboring rural properties, it was decided to use the seeds that were already stored at Instituto Terra.

Although the period of preparation for planting was shortened, over 106,000 seedlings were planted in over 55 hectares of the PRNH.

Attracting the fauna - The reconstruction of the forest on former Bulcão farm, initiated in 1999, led to solutions based in nature, something that today is a recommended fundamental principal in the battle against global warming, the reversal of the lost biodiversity crisis, the adaptation to the climactic changes that are happening, and for the development of a sustainable and conscious use of rural landscapes.

In this sense, the plantings that took place in the beginning of the restoration process of the PRNH were aimed at protecting the soil, improving its conditions, as well as laying the foundations of sustenance for the fauna of the Atlantic Forest. The new phase of enrichment will specifically help expand the restoration process in the most complex aspects and characteristics of the original biome. Planting has shifted from introducing trees to create the conditions that make forest restauration possible to enriching the forest with fruit trees and shrubs that attract fauna. This is an important step to reach our goal of establishing a self-sustaining forest, since animals naturally help to increase the deposition of seeds brought in from neighboring remnant forests, favoring the amplification of the biodiversity of local forests. In addition, the choice involves plants that, in the coming decades, will allow the forest ecosystem in recuperation to become more biodiverse and functional.

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Caring for our trees, from the nursery to the planting stage.





THE PRNH RECEIVES ITS FIRST PLANTINGS TO BUILD A GENETIC BANK OF WHITE PEROBA

Between 2019 and 2020, Instituto Terra produced and planted at PRNH Bulcão Farm seedlings of the specie White Peroba (Paratecoma peroba) that will help in forming the first germplasm bank "orchard" at Instituto Terra. This is an initiative to help conserve genetic material of species from the Atlantic Forest that are at risk for extinction. The germplasm banks are essential tools for the conservation of the planet's biodiversity.

Yellow Peroba (Paratecoma peroba)

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ANNUAL ACTIVITY REPORT 2020 The idea is turning Instituto Terra into a storehouse of species from the Atlantic Forest, some considered to be rare and of enormous socioenvironmental importance in the Doce River Valley region through the creation of "orchards" with an area between 0.5 and 1 ha for each species. Very careful selection of mother trees will assure good genetic variability.



The first orchards are being initially implanted at PRNH Bulcão Farm. However, to guarantee the preservation of these species and decrease the risk of loss due to fires, plagues and diseases, Instituto Terra is looking for institutional partners to establish orchards outside the limits of Fazenda Bulcão. The actions towards this goal were suspended in 2020 due to the imposition of social distancing during the pandemic, but they should return throughout 2021. In addition to serving as biodiverse shelter for the forest, these orchards can help promote better local environmental conditions.



The Red-browed Parrot (Amazona rhodocorytha) is, today, an illustrious resident in the forest planted by Instituto Terra.

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CONSULTING SERVICES FROM TEACHERS AT ESALQ-USP

The starting point of the new phase of biodiversity enrichment of the forest planted at PRNH Bulcão Farm was when Dr. Sergius Gandolfi of the University of São Paulo, who has experience in botany and an emphasis on Native Forest Dynamics, provided consulting services specifically in Communal Forest Ecology and Ecological Restoration. In addition to all of this, with experience gained in previous years, starting in 2020 the practice of direct planting of seedlings, produced and acclimatized in Instituto Terra's nursery, was restarted. Both experiments — natural regeneration and direct seeding — that had been performed in the previous year gave disappointing results (see our report of 2019) and have been abandoned.

At the end of 2020 two teachers, Ricardo Rodrigues and André Gustavo Nave, united with Dr. Gandolfi to create a forestry enrichment project for PRNH Bulcão Farm. All three consultants have ties with the renowned Luiz de Queiroz School of Agriculture, a campus belonging to the University of São Paulo, but known in Brazil as Escola Superior de Agricultura Luiz de Queiroz (ESALQ-USP), and are experienced in the field of restoration of forests and degraded areas.

In this new step of reforestation, the plantings scheduled until the year 2027 will be monitored so that the new trees' success rate, including growth and diameter, can be recorded. Students and teachers from the Federal Institute of Espírito Santo – Colatina Campus, known in Brazil as Instituto Federal do Espírito Santo (IFES, Colatina campus), will also participate in the collection of data. The monitoring will occur after each planting for the period of two years. The objective is that the data generated in a specific statistical program will serve as a foundation for studies and academic production, with the creation of scientific articles that will be publishable in magazines, conferences and renowned scientific journals.

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RAINY DAYS ARE PLANTING DAYS AT INSTITUTO TERRA



The preparation of the soil to receive the seedlings planted in 2020-2021 at PRNH Bulcão Farm started in September. Planting holes were dug, fertilizer was provided, everything was left ready to receive the seedlings at the beginning of the rainy season, which starts in October and lasts until February in the Doce River Valley region. In the nursery, before the planting happened, the seedlings were mixed so that the crates that hold them had a variety of species. This facilitates the planting process in the field.

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Birds fulfill an essential ecological function in forest habitats, helping with pollination and the dispersal of seeds, they adorn the forest with their exuberance, such as the Lineated Woodpecker (Dryocopus lineatus).



SCIENTIFIC COMMITTEE BEGINS GUIDING RESEARCH AT PRNH BULCÃO FARM

The headquarters of Instituto Terra, the PRNH Bulcão Farm, constitutes an enormous experimental field for conducting studies on the management, recuperation and conservation of the Atlantic Forest. To promote and improve research in these areas, Instituto Terra has formed a Scientific Committee, which was approved by the Board of Directors in October of 2020.

Comprised by professionals with a great amount of knowledge and experience in the field of restoration of degraded landscapes, the Committee will develop a Research and Monitoring Program that allows, based on experiences at the PRNH, the accumulation of knowledge regarding the physical, biotic, and abiotic aspects related with the recuperation of the Atlantic Forest.

Among the awaited results with actions taken by the Committee we have the expansion of scientific knowledge about the establishment of forests in degraded areas, development of technology that is more efficient in recuperating the Atlantic Forest, as well as making the results public and raising funds to strengthen the R&D and Monitoring Program at Instituto Terra.



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The assignments proposed for the Scientific Committee are:

• Defining research priorities in the area of operation at Instituto Terra, as well as keeping up with and evaluating the results;

• Collaborating towards the improvement of methodologies on recuperation of degraded areas, specifically areas with springs;

• Engaging universities and research institutions that are interested in doing studies in the field of recuperation and conservation of the Atlantic Forest;

• Expand academic participation for the development of dissertations and theses in Instituto Terra's area of operation;

• Collaborating in fund raising for research and monitoring at Instituto Terra by reviewing proposals and identifying opportunities for receiving funds;

• Contributing to the organization and updating of the bibliographic collection belonging to Instituto Terra.

• Expanding the knowledge and development of technology used in the recuperation of degraded areas, specifically areas containing springs, and the conservation of forests;

• Make public the results of the research and monitoring done by Instituto Terra.

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The members of the first Scientific Committee at Instituto Terra are as follows:

COORDINATOR

Miguel Calmon

Doctorate in Soil Science from Pennsylvania State University in the United States, Masters in Irrigation Engineering from the Leuven Catholic University in Belgium and Agronomy Engineer from the Júlio de Mesquita Filho University (Paulista State University). He is currently the Forest Program Director for WRI Brazil. His previous experiences include, but are not limited to, senior management of the Global Forest and Climate Program for the International Union for Conservation of Nature (IUCN) and also working extensively for the Nature Conservancy (TNC). He was also the coordinator for the Atlantic Forest Restoration Pact.

MEMBERS

Cristina Adams

Associated Teacher at the Federal University of Rio Grande do Norte. She has scientific knowledge in the field of Ecology and creation of new technology applicable to the restoration of degraded environments in a variety of tropical and subtropical ecosystems. She has experience in outlining and analyzing ecological experiments and comparative works with a focus on the following areas of Ecology: Restoration, Plant Ecology and Biodiversity.

Gislene Ganade

Associated Teacher at the Federal University of Rio Grande do Norte. She has scientific knowledge in the field of Ecology and creation of new technology applicable to the restoration of degraded environments in a variety of tropical and subtropical ecosystems. She has experience in outlining and analyzing ecological experiments and comparative works with a focus on the following areas of Ecology: Restoration, Plant Ecology and Biodiversity.

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João Luiz Lani

Titular Professor of the Soil Department at the Federal University of Viçosa. Agronomy Engineer, with a Masters and Doctorate in Soil and Plant Nutrition from the Federal University of Viçosa and the University of Florida. Post-doctorate at Wageningen University. Coordinator of the Planning Studies and Land Use Center.

Letícia Couto Garcia

Adjunct Professor at the Federal University of Mato Grosso do Sul and Coordinator of the Ecology Intervention Laboratory (LEI/UFMS). Doctorate thesis: "The Evaluation of ecological sustainability of riparian forests going through restoration processes."

Ludmila Pugliese de Siqueira

Coordinator of the Atlantic Forest Restoration Pact. Masters in Forestry Resources from the University of São Paulo (ESALQ/USP) and in the process of obtaining her doctorate with the orientation of Professor Pedro Brancalion from the Laboratory of Tropical Silviculture at the Universtity of São Paulo.

Theses and partnerships

Throughout the years, Instituto Terra has participated in initiatives along with learning and research centers. The experience of recuperating the Atlantic Forest in the degraded area of the PRNH Bulcão Farm was also the subject of at least two Masters theses. One of them, authored by Jaeder Lopes Vieira an agronomy engineer, focused on the management of timber trees (Anacardiaceae), with the following title "The relation between the soil's attributes and the occurrence of a specific timber tree Myracrodruon urundeuva on the PRNH Bulcão Farm, Mid-Doce River/MG". It was published in 2008 by the University Center of Caratinga-MG. In 2005 sponsorships were signed for the concession of internships and partnerships with the Federal University of Espírito Santo, Federal College of Agrarian Sciences of Diamantina, President Antonio Carlos University and Vale University in Minas Gerais. The Scientific Committee's closest approach to the academic community aims to turn the reforestation area of the PRNH into an area of research about the dynamic of ecosystems of recuperated forests.

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ABOIRANA WILL ENRICH THE TROPICAL FOREST THAT WAS PLANTED

The planting of trees as a way of mitigating the environmental impact of productive activities gains new followers every day. In June of 2020 the Aire Ar company chose Instituto Terra to promote environmental action with its clients, committing to plant at least one hundred seedlings of the aboirana specie (Pouteria venosa) for enrichment and densification with PRNH Bulcão Farm. The plantings will occur during the rainy season that begins in October of 2021 and will be maintained until June of 2023. Based on the



shape of the leaf of the species the company has made a gold pendant in four different sizes and the income obtained from the sale of these pendants will be invested in the plantings that occur at PRNH Bulcão Farm.

Seedlings of the aboirana tree will be produced in the nursery at Instituto Terra throughout 2021. The photos show the fruits and the seeding process of the species.



The Blue-winged Macaw (Primolius maracana) recorded on video at PRNH Bulcão Farm.



PRNH BULCÃO FARM HAS ITS TITLE OF ADVANCED POST OF THE ATLANTIC FOREST BIOSPHERE RESERVE RENEWED IN MINAS GERAIS



Instituto Terra's involvement in the conservation of the Atlantic Forest was once again recognized by UNESCO by once again granting the title of Advanced Post of the Atlantic Forest Biosphere Reserve (AFBR) to the PRNH Bulcão Farm. Instituto Terra was a pioneer in holding this title that was granted originally in 2009, a title that was just renewed once more from 2020 until 2024.

This means that Instituto Terra will continue acting as a beacon of sharing ideas, concepts, programs and projects developed by the Biosphere Reserve, with significant actions in the fields of biodiversity protection, sustainable development and traditional and scientific knowledge about the Atlantic Forest, as was planned in the Man and The Biosphere Program released by UNESCO in 1971.

The Man and The Biosphere Program planned the international scientific cooperation about the interactions of man and its environment, determining that the mission of the AFBR was to contribute, in a manner effective to the establishment of a harmonious relationship between society and the Atlantic Forest environment. For more information about the Atlantic Forest Biosphere Reserve access their website at the following address: www.rbma.org.br

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DATABASE UNITES INFORMATION ABOUT SEEDLING PRODUCTION



Instituto Terra has a Seed Laboratory where research is done and technical information is gathered on the process of producing seedlings for the Atlantic Forest starting from the very first step, the seed. All this information is available to the public for free at Portal Semear (www.portalsemear.org). A one of a kind initiative in Brazil, the database has support from the National Bank of Economic and Social Development, it's the first project approved by the BNDES Atlantic Forest initiative.



While Instituto Terra was closed for visitation due to the pandemic it was possible for improvements to be made on the trails and in the areas accessed by the public in PRNH Bulcão Farm. The Coati Trail was the recipient of 1.2 thousand seedlings sponsored by the Public Defense of the State of Espírito Santo given by the Public Defense of Colatina-ES, through the "Green Solution: Awaken. Plant!" project. The initiative, conceived by public defender Rafael Delfino in partnership with Instituto Terra, allows carbon emissions caused by extrajudicial negotiations from the public defender's office to be compensated for by the planting of trees, seeing as the parties involved in the signed accords are invited to participate in the initiative by donating the amount necessary to finance the production of the seedling, the planting and the maintenance for up to two years.

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THE NURSERY



Throughout 2020 the nursery at Instituto Terra produced 106,848 seedlings of 69 different species, most of them being destined for planting within the PRNH Bulcão Farm forest. While seeking improvement in the production of new trees, a rustification process using 100% nonwoven polypropylene fabric was started in September to verify its efficacy in protecting the seedlings from the sun. These actions are necessary seeing as the lighting, humidity and irrigation conditions for the seedlings in the nursery are very different than the conditions at the location where they will be planted. The rustification process, also referred to as acclimatization, is essential in helping the seedlings bear the adverse conditions at the location where they will be definitively planted.

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SEED COLLECTION



Seed collected directly from the plant of the Juçara palm (Euterpe edullis).

All the seed collecting done throughout 2020, even though the activity was greatly reduced due the pandemic, was focused on obtaining the most genetically diverse selection of the collected species – which happens when the seeds are collected from over 50 different mother trees. One of Instituto Terra's long-term goals is to become referential in the production and sale of seeds from species native to the Atlantic Forest, while taking care of all the legal steps involved. In 2020 the seed collection process was wholly dedicated to supply the nursery at PRNH Bulcão Farm.



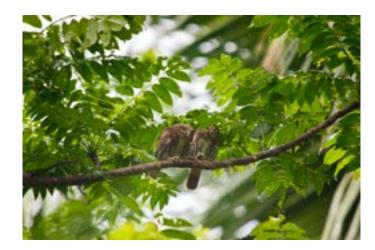
Scaling for seeds from mother trees

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GEOMONITORING THE PLANTED FOREST

In 2020, the technicians from the Projects, Environmental, and Information Technology departments at Instituto Terra started developing an interactive map online with satellite images, visual, and data analysis that allows one to accompany the evolution of the forest planted at PRNH Bulcão Farm. The ArcGIS program was used to make all of this possible as well as the support of the Imagem company. The release is scheduled for 2021.



Ferruginous Pygmy-Owl (Glaucidium brasilianum)



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WATER

For over a decade protection of water springs in the Mid-Doce River region has been promoted via Instituto Terra's Eyes of Water Program, and since 2019 Instituto Terra has been dedicated to perfecting its methodology. In this sense, the institute has incorporated the concept of working with microbasins, with more concentrated action a more effective result is the objective. The institute has also expanded its action to have a further reach than just the immediate surroundings of the spring — the objective being to connect ecologically important areas within the limits of the rural properties, such as hilltops and Areas of Permanent Protection - adopting such practices as pasture subsoilings, executed on unleveled terrain, and the construction of dams. The goal is to achieve a higher infiltration level of rainwater in the soil, thus reducing superficial outflow and consequently siltation of water courses. In 2020, all the fieldwork was happening with safety measures in place on account of the requirements due to the pandemic, bearing in mind the need to reduce face-to-face interactions with the rural farmers.





EDP RENEWS ITS PARTNERSHIP IN PROTECTING MORE SPRINGS

In October of 2020, EDP Energy of Brazil confirmed a new partnership with Instituto Terra, with the "Freshwater Capixaba Springs" project, this time concentrating their actions in the Guandu River basin, which integrates with the Doce River basin. The partnership plans on protecting and recuperating 10 springs in five rural properties in the municipality of Baixo Guandu in the state of Espírito Santo which, after the dam in Mariana-MG broke, uses Guandu River as the main source of water storage for the surrounding population.

Much like the entire Doce River Valley region, which is part of the Atlantic Forest biome, the municipality of Baixo Guandu has suffered with the advancement of the local environmental degradation and the reduction in available water, exacerbated by the effects of severe drought periods that have occurred in recent years in the region.







The initial mobilization actions planned by the rural farmers were performed in 2020, while the field actions are planned for the most appropriate moment of 2021, keeping in mind the restrictions imposed by the Coronavirus pandemic. Activities such as creating technical projects about the use and occupation of the soil from the rural properties served, delivery of the supplies needed for the fencing off of the springs, the planting of native seedlings in the surrounding area of the water spring and the installation of small sewage treatment stations on the properties served by the project.

It's worth highlighting that some of the supplies, such as barbed wire and fence staples, used to put up the fences around the water springs were donated by ArcelorMittal Brasil, and all the actions follow the protocols established by Instituto Terra's Eyes of Water Program that make up more than 1.9 thousand water springs that have received protective actions in the Doce River Valley region. All in all, from 2011 to 2017, 51 springs have been protected and 41 rural farmers have benefitted from the partnership between EDP and Instituto Terra.



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PARTNERSHIPS WITH THE RENOVA FOUNDATION FOR THE REVITALIZATION OF WATER RESOURCES

In 2020, Instituto Terra maintained most of the activities that had been planned with the program that protects springs, agreed upon in 2018 with the Renova Foundation. While following all the COVID-19 safety protocols, it was possible to perform protective maintenance on over 475 springs. 430 small dams and dry boxes were also built to capture rainwater in these rural properties served, ones which are among those affected by the collapse of the dam in Mariana-MG.

The protective actions for the springs had already occurred throughout 2016 and 2017 and ever since, Instituto Terra has worked with the farmers to help ensure the recuperation of these areas through maintenance and manual labor – mowing and weed removal, mulching, replanting, fertilization, and ant control among other things. The area of operation of these services provided, alongside the Renova Foundation, involves the hydrographic basins of the following rivers: Suaçuí (next to Minas Gerais), Pancas and Santa Maria do Doce (next to Espírito Santo).

In a new accord agreed upon with Renova, 2020 saw the beginning of the mobilization in protecting over 140 springs due to the engagement of new rural farmers from the region of the Suaçuí River hydrographic basin, an area covered by the commitment made by the Renova Foundation to repair the damage done by the bursting of the Fundão dam in Mariana (MG).

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MICRO-DAMS BENEFIT THE WATER TABLE OF DEGRADED SOIL

Due to the pandemic some field activities that had been previously agreed upon with the Federal Public Ministry, through the District Attorney of Colatina-ES, were forced to be postponed until 2021. The objective of the actions from the accord signed are to increase the availability of water in the municipality of Barra de São Francisco-ES, in the process of contributing to the environmental revitalization of the São Mateus Hydrographic Basin.

The resources come from a Conduct Adjustment Term and are destined to environmental purposes and will allow, in total, the construction of 200 micro-dams - known in Brazil as "Barraginhas" - for the capturing of rainwater and the containment of sediment of rural properties in the municipality, located in the coverage area of the Itá Stream microbasin, in hydrographic basin of the São Mateus River. In 2020 the construction of 107 micro-dams was possible due to the mobilization and selection of the rural farmers chosen, and also the support of the Barra de São Francisco's City Hall.

The hydrographic basin of the São Mateus River reaches 15 municipalities in the state of Minas Gerais and 11 in the state of Espírito Santo, and serves a population of 433 thousand residents that feel first-hand the effects caused by deforestation, such as siltation and pollution, that affect the water resources in quality and quantity. It's the second largest hydrographic basin in the state of Espírito Santo.

Micro-dams – Small reservoirs in the shape of basins, boxes or terraces made on the properties for collecting rainwater with the purpose of controlling flash floods on nearby roads or neighboring rural properties, in an effort to avoid leakage and prevent erosion, siltation and easing the floods. They also contribute to increasing the subterranean water levels. The intention is that the collected water is stored in the dams for the least amount of time possible, so that it can infiltrate and refill a greater number of times during the rainy season, providing elevation of the water level in the water table.

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Since the first planting of tree seedlings, carried out in 1999, reforestation at PRNH Bulcão Farm involves, every year, a greater diversity of planted species. The trees that have already grown today serve as an abode for specimens of fauna such as the Collared Anteater (Tamandua tetradactyla).





EDUCATION

Since the beginning, Instituto Terra has promoted a new form of environmental consciousness in the Doce River Valley region. Their vision focuses on the recuperation and conservation of forests by way of agricultural production, with the intention of improving the quality of life in a rural environment. In this sense, the environmental education projects have served over 82 thousand people, among them are: agriculturists, students, teachers, community leaders, professionals and technicians from various companies and governments working in environmental improvement, as well as the population in the communities being served.





IMPLANTING SUSTAINABLE IDEAS THROUGH DIGITAL MEDIUMS

In 2020, the COVID-19 pandemic made in-person contact impossible, thus reducing the opportunities for dissemination of environmental knowledge through face-to-face meetings. This new normal has encouraged us to more firmly adopt digital solutions that favor collaborative work and that allow the exchange of information to happen more fluidly.

Things were no different at Instituto Terra, with their team of collaborators participating in virtual meetings, online events or perfecting the digital communication channels for future events. A few examples of opportunities of information exchange, that allowed Instituto Terra to become known to a new audience, have been listed below.

ACTION FOR A LIVING FOREST

In the constant search for the exchange of information with universities and learning institutions, Instituto Terra presented their experience in the recuperation of degraded areas of the Atlantic Forest during the "I Spring Conference of Living Forest Articulation: (In)form and Reforest", via digital means, in November 2020, through the Dean of Extension from the Federal University of Santa Maria (PRE/UFSM).

The Conference was based on the first action of the Living Forest Articulation movement, a proposal from organized civil society due to the attacks suffered by the forest biomes of the Amazon, the Wetlands (known in Brazil as the Pantanal) and Atlantic Forest, and that directly affects traditional and original populations, the biodiversity of ecosystems and the global climate.

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In addition to the theme of grand reforestation projects, the event touched on the challenges of Information and Formation of Public Opinion on environmental matters, with the participation of Marcelo Canella and Paula Saldanha, both journalists, as well as Articulation of Environamental Matters as a theme, actualized by institutions such as Socioenvironmental Institute (TI XINGU e SP), Agendha (BA), REIA (GO) and Bogtrotting Men Institute (MT).

Participation in live broadcasts

- "Process of Updating the National Catalog of Technical Courses", occurred in May through the Ministry of Health and the Ministry of Education;
- "Instituto Terra and the Restoration of Ecosystems", organized in May by Martina Mazzuco, from Rural Architecture.
- "The history of Instituto Terra and the environmental results achieved in the Doce River Valley", promoted by the City Hall of Vila Velha, with the participation of Flávia Maciel of the Municipal Environmental Department of the State of Espírito Santo.
- "Instituto Terra: Reflections on Environmental Education", bringing together guests and students from the various different courses at the UNEC University Center of Caratinga.
- "Environmental education and Organized Civil Society", occurred during the II Seminar on Solidarity Economy, Sustainable Development and Environmental Education, known in Brazil as SENESDE (Seminário de Economia Solidária, Desenvolvimento Sustentável e Educação Ambiental), organized in August by the Federal University of Juiz de Fora, Governador Valadares Campus, and by Instituto Terra.

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TRAINING IN THE FIELD OF RESTORATION OF DEGRADED AREAS

One of the main activities developed by Instituto Terra in the area of Environmental Education is training in the field of restoration of degraded areas in the Atlantic Forest and the protection of natural springs. Aimed at newly graduated agricultural, environmental and forestry technicians, the training has been offered by Instituto Terra since 2005 and has already trained 192 technicians.

With the pandemic that started in 2020, the 20 students that began the course in March 2020 returned to their homes only a few weeks after the training activities commenced. Considering that the students are on a semi-boarding school regime, the decision to suspend all activities followed the guidelines promoting the safety of everyone involved, awaiting the return of classes in 2021.



CSER Class of 2020: Public Security, Education and Environmental Interpretation, Basic Notions and GPS Practices were just a few subjects covered in the in-person classes in March, before they were interrupted due to the pandemic.



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The 2020-2021 class also received financial support from the Lemarchand Foundation, headquarted in France. A long-time partner, the Lemarchand Foundation formalized, in 2019, a threeyear long partnership in support of the Environmental Education actions developed by Instituto Terra.

After taking part in the lessons offered gratuitously by Instituto Terra, both theory and practice, the students will then possess the skills to become active agents in the field of sustainable rural development and helping the small-scale rural farmers in their hometowns. With 20 available spots annually, the course operates from the Center for Studies in Ecosystem Restoration (CSER), known locally as Núcleo de Estudos em Restauração Ecossistêmica (NERE), a building at PRNH Bulcão Farm with the capacity to provide free lodging for the students for the duration of the course, which lasts one year.



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PENALTY REDUCTION THROUGH READING

Instituto Terra is part of the "Remission through Reading" project in the municipality of Aimorés, a project that aims to implant in the carceral system a program where a prisoner's sentence is reduced through reading. The project is run through partnerships with the Public Ministry of the State of Minas Gerais – Justice Department of Aimorés, with the Prison Unit of Aimorés and the Municipal Department of Education of Aimorés.

In 2020, the project had 35 participants that had the opportunity to read one book per month and write a report on it. "If the monthly average is reached for the proposed activity, and in accordance with the criteria established by the Justice Ministry, the prisoner is eligible reduce their sentence by four days for each month of participation," explains Glady Nunes, manager of Education and People at Instituto Terra, who closely follows the project's activities.

Alternative sentence – Another initiative involving the system in Aimorés allows citizens that receive sentences for misdemeanors, especially if the crime is environmentally oriented, to have their sentences reverted to community service, paying their time by doing activities, several of which are promoted by Instituto Terra, involving environmental recuperation. In this partnership with the Justice Department of Aimorés, linked to the Public Ministry of Minas Gerais, the activities were put on hold in 2020 due safety measures taken because of the COVID-19 pandemic.

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SORBONNE'S BLOG



Issbela Sahon / twie 14 · 6 Min

Instituto Terra combines reforestation with environmental education to...

The Atlantic Forest holds the add title of being considered one of the most threatened biomes on the planet

The return of the Atlantic Forest's greenery, on land that was once overtaken by extensive agricultural activity, as well as all the actions taken by Instituto Terra relating to the protection of springs, environmental education and scientific research pertaining to the restoration of the Atlantic Forest have been featured on the Sorbonne International blog (www.mastergeai. com/blog). The subject matter is one of the case studies on sustainability that's available on the blog that was made for the academic community of the University of Sorbonne in France, on behalf of the Masters of International Business program (GEAI), that has been training future executives for 30 years in senior roles in large companies, consulting positions and international organizations.

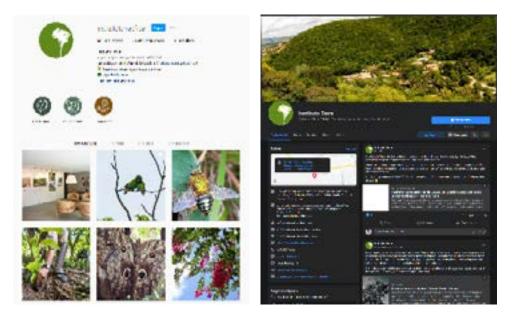
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ONLINE PRESENCE

Instituto Terra has expanded its presence on social media throughout 2020, launching a new website **www.institutoterra. org** and also creating an Instagram account **@institutoterraoficial**.

This was all made possible through the pro bono work of Ampfy, one of the largest agencies in Brazil. They not only helped to visually modernize the institute's digital channels, but also to intensify communication with various the different audiences with which Instituto Terra communicates. The institute's presence on other social media such as Facebook (Instituto Terra), Twitter (@ InstitutoTerra_) and LinkedIn (Instituto Terra) also received the same configuration. This solid and constant online presence is synonymous with transparency, allowing Instituto Terra to show results of its environmental actions in the Doce River Valley. The Vice President of the Board of Directors for Instituto Terra, Juliano Ribeiro Salgado, is spearheading the institute's communication actions with the goal of expanding and consolidating knowledge about Instituto Terra not only to Brazil but other nations as well.



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GOVERNANCE AND SUSTAINABILITY



PHILANTHROPIC FUND TO SUPPORT ENVIRONMENTAL ACTIONS

Within a strategic long-term vision, that aims for sustainability and perenniality in its actions, Instituto Terra made official, in December, a partnership with the King Baudouin Foundation (KBF), thus creating the Instituto Terra Fund. KBF has managed this fund that is dedicated to receiving donations that are intended to fund environmental restoration, reforestation, education and training programs developed by the Brazilian NGO.

The constitution and administration of the Instituto Terra Fund follows the criteria of integrity, transparency, pluralism, independence, respect for diversity and the promotion of solidarity required by the projects supported by KBF, which is considered the largest public utility foundation in Belgium, operating in Europe, Asia, Africa and several countries around the world.

With this initiative, Instituto Terra seeks to reach a new level of institutional development, where their donations coming from individual people and businesses from abroad, can support the expansion and maintenance of its activities. And similarly, in the near future, make it possible to create a perpetual endowment (Endowment funds), to guarantee the continuity of their mission, which is to promote the sustainable development of the Doce River Valley, in the Southeast region of Brazil.

INSTITUTIONAL DEVELOPMENT

Per the macro guidelines mapped out by the Board of Directors, Instituto Terra restructured their fund raising area throughout 2020, thus creating a department for Institutional Development. The new department is strategically focused on the expansion of partnerships and donations aimed at supporting the actions involved in environmental restoration developed by the institute.

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COMMITMENT TO SUSTAINABLE DEVELOPMENT - SDGS

BOBJETIVOS SUSTENTAVEL



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ANNUAL ACTIVITY REPORT 2020 The Sustainable Development Goals (SDGs) are an initiative directly from the United Nations' (UN) environmental agenda that, since 2015, have stipulated 17 humanitarian themes as a priority in international public politics until 2030, encompassing goals on how to eradicate poverty and promote a worthy life for all, within the limits of the planet.

- All of Instituto Terra's projects aim to serve and work on at least three of these themes, some of which are:

- To end poverty in all its forms in all places;

- To end hunger, achieve food security and nutritional improvement, and to promote sustainable agriculture;

- To assure the availability and sustainable management of water and sanitation for all;



UPDATED CODE OF ETHICS

The permanent search for quality in the environmental services provided by Instituto Terra are also linked to its commitment with the ethical consolidation of its mission, vision and values. Because of this, in 2020 the institute adapted its Code of Ethics, a document that clearly states the principles of conduct that manifest themselves in all interactions the institute has whether it be with a partner, collaborator/employee, purveyor/supplier, government or society in general while always aiming for total transparency, to the General Data Protection Law (GDPL).

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GRATUITIES

An important pillar of support for the entities of the Third Sector, the partnerships classified as pro bono guarantee the actualization of different activities that are necessary to the proper functioning of the institution, but normally are not funded by the sponsors of the program. Throughout its journey Instituto Terra has always counted on important partners that identify with the environmental cause and the necessity of restoring the Atlantic Forest in the Doce River Valley. Listed below are our pro bono donors for 2020:

THE BOARD OF DIRECTORS OF INSTITUTO TERRA

LAW OFFICES OF SOUZA LEÃO SUBTIL

PUBLICITY - AMPFY AGENCY

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CONSULTANT OF PEOPLE - SERVINO CONSULTANCY

CITY HALL OF AIMORÉS



INSTITUTIONAL REPRESENTATION

Instituto Terra participates in different initiatives and Basin Committees in the Doce River region, and Brazil in general, aiming towards environmental restoration. Check out this representation in several spheres of mobilization:

Doce-HBC - Doce River Hydrographic Basin Committee

The Institute has participated since March 2005 and in April 2009 it became a full titular member, representing the NGO category for the State of Minas Gerais.

Guandu-HBC – Guandu River Hydrographic Basin Committee

Participates as a titular member, being a representative of civil society. Even though the headquarters are in Minas Gerais, Instituto Terra was elected to the Guandu-HBC (committee for Capixaba River, an affluent of the Doce River) due to its relevant work in the Doce River Basin.

Manhuaçu-HBC - Manhuaçu River Hydrographic Basin Committee

Participates as a titular member, being one of the representatives of civil society.

Suaçuí-HBC - Suaçuí River Hydrographic Basin Committee

Participates as a substitute, being one of the representatives of civil society.

Pontões e Lagoas-ES - HBC

Participates as a titular member representing organized civil society, serving as the Vice President of the Board for the 2017-2021 term.

Santa Maria do Doce-ES - HBC

Participates as a titular member representing organized civil society, for the 2017-2021 term.

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MEC - Municipal Environmental Council of Aimorés/MG

The Institute is an effective member of the MEC of Aimorés, which is a collegiate body charged with advising the Municipal Government on matters relating to the protection, conservation and improvement of the environment..

YRMC - Youth Rights Municipal Council of Aimorés/MG

The Institute is a titular member, being one of the representatives of civil society. The Youth Rights Municipal Council is a normative, consultative, deliberative and controlling body for the policy of promoting, assisting and defending the Rights of Children and Adolescents. (2020-2021)

Seven Salões State Park Advisory Council

The Institute is an effective member, legally elected, since 2014. The Council brings together the municipalities of Conselheiro Pena, Itueta, Resplendor and Santa Rita do Itueto, in Minas Gerais. The formation of Consultative Councils of CUs - Conservation Units is foreseen in the NSCU - National System of Conservation Units. They are forums for discussion, negotiation and support for decision-making in the management of the Conservation Unit and its area of influence, to address environmental, social, economic, cultural and political issues. (2019-2020)

Rio Guandu Consortium

A consortium formed by the municipalities that make up the Guandu River Basin (Afonso Cláudio, Baixo Guandu, Brejetuba and Laranja da Terra). Instituto Terra joined in 2005, at the invitation of the other members.

National Pact for the Restoration of the Atlantic Forest

Instituto Terra is one of the signatory NGOs to the Pact, which also brings together governments, companies and research institutions from all over Brazil and aims to implement large-scale forest recovery projects to recover, by 2050, 15 million hectares of damaged forest area in the country.

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Forest Dialog

Instituto Terra participates in this initiative that constitutes a National Forum aiming at the interaction between representatives of companies in the forest-based sector and environmental organizations and social movements in order to build a common vision and agendas between these sectors. It aims to promote effective actions associated with forest production, expand the scale of conservation and restoration efforts in the environment, generating benefits for the participants of the Dialogue and for society in general. Instituto Terra also participates in the Forest Dialog Forum for the state of Espírito Santo, which is linked to national action.

Atlantic Forest NGO Network

Instituto Terra is part of the Network of Non-Governmental Organizations of the Atlantic Forest - NAF, an institution that aims to weave a wide network for the defense, preservation and recovery of the Atlantic Forest, promoting the exchange of information, mobilization and coordinated political action.

Atlantic Forest Biosphere Reserve

First Advanced Post of the Atlantic Forest Biosphere Reserve in Minas Gerais, Instituto Terra has this "accreditation" that is granted to institutions that regularly and measurably develop significant actions in the three basic functions of Biosphere Reserves: conservation, knowledge and sustainable development, as defined by the UNESCO MaB Program.

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VISITATION AT PRNH BULCÃO FARM

Before the pandemic happened and required social distancing, that resulted in the PRNH Bulcão Farm having to close between the months January and March of 2020, 1,381 people visited the Conservation Unit in Aimorés-MG. Out of all of these visitors, 144 were previously scheduled visits and among them were teachers, students, researchers, and environmental professionals, among other groups from the states of Espírito Santo, Minas Gerais and São Paulo and also from Germany and Italy. During the tour visitors can hike trails, visit the nursery with seedlings native to the Atlantic Forest, the Archeological Museum of Aimorés-MG and appreciate the Exodus Exhibit by renowned photographer Sebastião Salgado.







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BE A FRIEND TO INSTITUTO TERRA

You make a difference! Through a simple purchase on the internet or even donating a few cents generated by rounding up your credit card bill, or in purchases made at partner stores of the Round Up movement. There are several options for you to help Instituto Terra to continue rescuing the Atlantic Forest and the sources of water in the Doce River Valley.

VISIT WWW.INSTITUTO TERRA.ORG AND CLICK ON THE "HOW TO PARTICIPATE" TAB TO LEARN MORE ABOUT BECOMING A FRIEND TO INSTITUTO TERRA.

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ADMINISTRATIVE STRUCTURE

The governance model of Instituto Terra defines its power macrostructure: deliberative instances (Board of Directors), fiscal instances (internal, Fiscal and external Council, Independent Auditing), consultative instances (Advisory Board) and executors (executive team) and how they relate.

The basic governance principles of Instituto Terra are transparency, equity, accountability and responsibility. Seeking to offer maximum transparency to the application of resources, in line with their values, the financial statements are analyzed and certified by renowned external auditing companies since 2002 - PwC (2002 to 2004), KPMG (2005 and 2006), Baker Tilly (2007 to 2015), PricewaterhouseCoopers (2016 and 2017), and RSM since 2018, as well as by a Fiscal Council since its foundation.

BOARD OF DIRECTORS

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EXECUTIVE TEAM

Isabella Salton	Executive Director
Fábio Leonardo Tomas	Environmental Department
Gilson Gomes de Oliveira Júnior	Projects Department
Edna Amorim	Financial Department
Renata Salles	Head of Institutional Development
Camila Alves Madalon	Sustainable Business Department

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PRODUCERS ACTIVITY REPORT

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