



## WHAT DOES THE FUTURE LOOK LIKE WITH dōTERRA IN THE AMAZON?

Through Co-Impact Sourcing, dōTERRA can positively contribute to sustainable job creation in these rural areas and also help address needs of the community. As we expand our reach to work with more and more communities, we are anxious to continually identify ways in which we can help. dōTERRA has identified the following critical needs already and we look forward to bringing sustainable solutions to our harvesting communities.

**Healthcare:** This is the biggest and most immediate need amongst the harvesting communities where we are working. We are very excited to bring lasting and meaningful change to these communities, as we have

done in other areas of the world. The concept that has the most immediate promise is to commission a dental and health services boat that will travel between our harvesting communities and provide much needed dental and health care. We look forward to reporting on the results of this initiative in the years to come.

**Education:** Secondary education is in great need amongst our harvesting communities. We are currently working with an organization that is able to establish smaller schools in these remote communities that will make secondary education much more accessible. In addition to teaching subject areas such as math, language, reading, and writing, they also teach

proper vocational skills to better manage crops, herds and flocks, and to establish a more sustainable way to live off of the land. This approach will help strike a balance between meeting the educational needs of the families while also sustaining their families through income generation and subsistence food gathering.

**Clean Water:** Although water is very abundant throughout the Amazon, access to potable water is a very different and immediate concern. We will be implementing water purification initiatives that are sustainable and affordable for these smaller communities. This will further support our envisioned healthcare initiatives.



Oleoresin draining from a Copaiba tree

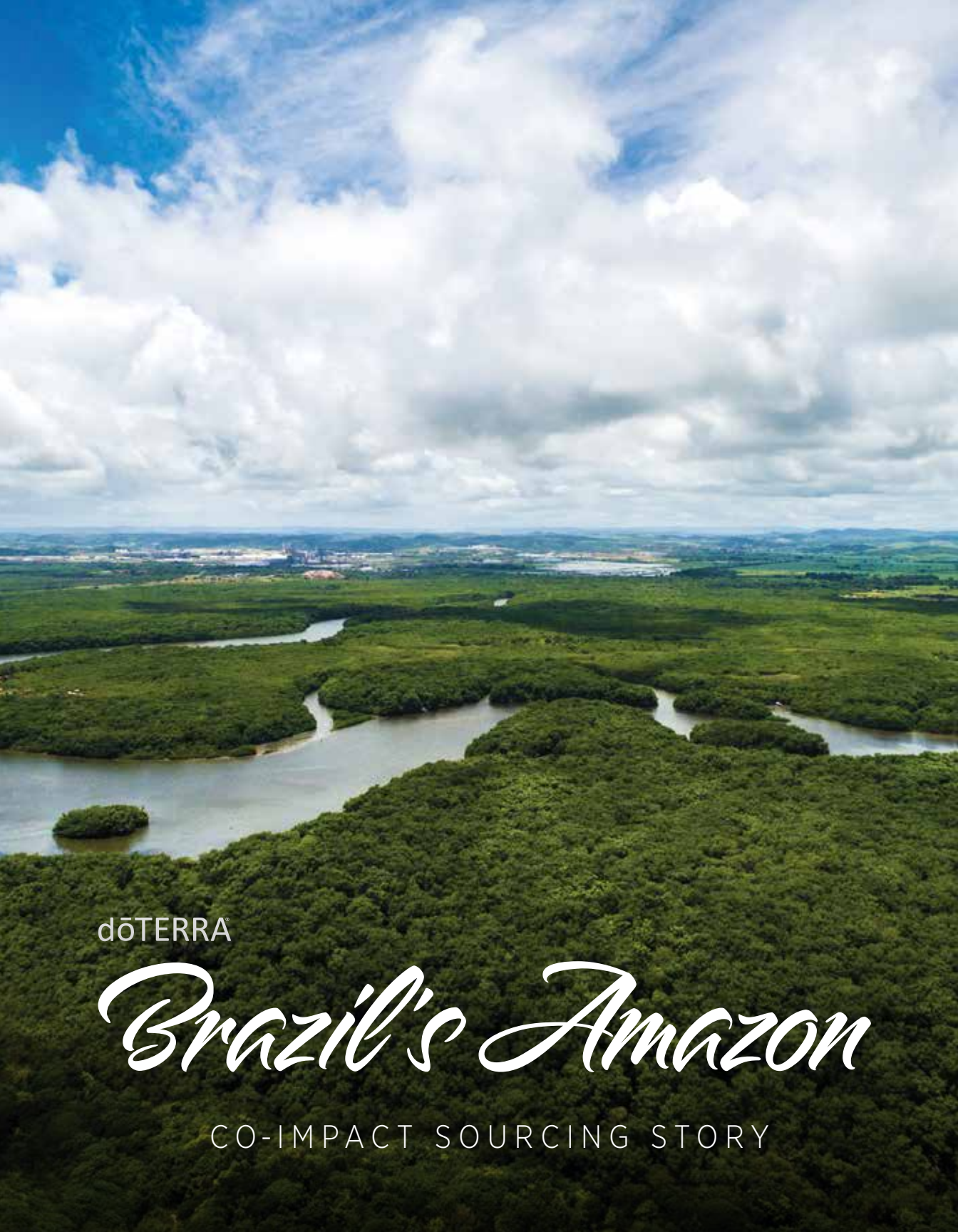
### Providing Support to Harvesting Communities

dōTERRA is at the very beginning stages of its Co-Impact Sourcing initiatives in Brazil. While there is a lot of work to do, we are eager to identify areas in which we can provide the best support to these harvesting communities. As we coordinate with these local communities, honoring and respecting their heritage and experience with these magnificent Copaiba trees, we will be able to share with them the benefits of better healthcare, meaningful education, and access to clean water—as well as sustainable job opportunities and a long-term partnership with us for meeting our sourcing needs of Copaiba essential oil.



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dōTERRA

*Brazil's Amazon*

CO-IMPACT SOURCING STORY



The Meeting of the Waters



### Natural Beauty

Larger than the contiguous United States, Brazil is home to over 207 million people. Brazil is the only South American country to officially speak Portuguese and it possesses many unique features that draw attention worldwide. As varied as it is beautiful, Brazil boasts breathtaking coastlines, grandiose mountain ranges, and open arid landscapes, and is widely recognized as having the largest and most biodiverse tract of tropical rainforest in the world. *Welcome to the Amazon.*

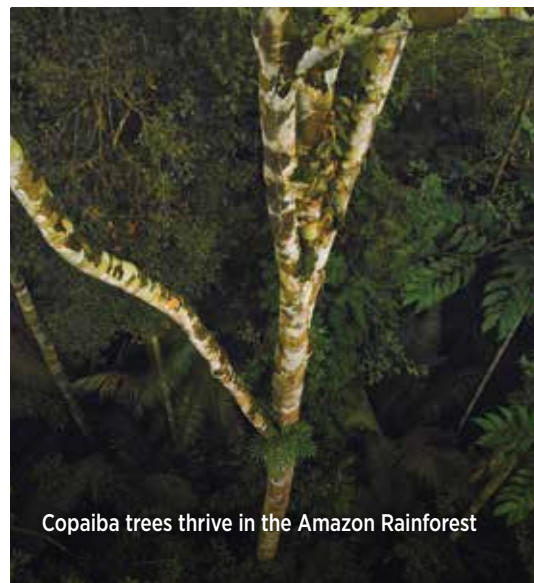
The Amazon basin encompasses an estimated 2,700,000 square miles and extends to nine different countries in South America. Sixty percent of the Amazon Rainforest is found within Brazil, and amazingly, over half of the world's plant and animal species call this rainforest home. Due to the large impact that the Amazon has on the consumption of carbon dioxide and the production of oxygen, the Amazon Rainforest has often been dubbed the "Lungs of the Planet."

### The Meeting of the Waters

The Amazon River is the largest river in the world by volume. A few of its tributaries also claim space among the largest rivers in the world, including the Madeira and the Negro rivers. Remarkably, 80 percent of the Amazon River flows within the borders of Brazil and the legendary "Meeting of the Waters" is a striking event that occurs at several confluences along the Amazon. One of the largest confluences can be seen from Manaus, the largest city in the Amazon.

At this "Meeting of the Waters," the noticeably dark Rio Negro and the chocolate brown Solimoes Rivers join together as one river—but fail to mix. Due to their great difference in density, temperature, and speed, the two rivers flow side-by-side for about 100 kilometers before fully intermixing. This creates a clear "toothpaste stripe" phenomenon within the river bed that is truly stunning. The volume of water that flows together at this point is more than ten times greater than the water from the Niagara, Iguassu, and Victoria falls combined.

Along the riverbanks, the people of the Amazon River basin experience about 80–85 percent humidity year-round, with an average of 90 inches of rainfall per year. The Amazon Rainforest is located just south of the equator, experiencing 12 hours of sunlight per day, 365 days per year. These factors, along with several others, create exceptional conditions for plant growth. It is in this unique climate that Copaiba and many thousands of other plant species thrive! dōTERRA is excited to be directly involved in sourcing Copaiba oleoresin from the Amazon. It is the first essential oil that we have sourced from this abundant region of the world, but certainly not our last!



Copaiba trees thrive in the Amazon Rainforest



Our Copaiba harvesters are true artisans

### Copaiba Harvesting

January to June is considered the "rainy season" in the Amazon. During this time the Amazon River and its tributaries rise significantly (an average of 20 feet or more) and this "flooding" creates a unique window of access to thousands of Copaiba trees that otherwise could not be reached. Families work together during this season to sustainably collect oleoresin from the Copaiba trees in their harvesting areas.

A Copaiba harvester is as much an artist as a harvester. After careful evaluation of the tree canopy and branching arrangement, the Copaiba harvester locates the ideal place to tap the tree. Once this tap hole has been made, the tree will give an initial volume of oleoresin. The hole is then plugged and this tree will be re-visited an average of 1–2 times per year. The amount of oleoresin varies due to the diameter of the tree, the size of the tree canopy, and even where it is located within the jungle canopy. It is estimated that each tree can produce between 2–6 liters annually. Each harvesting family takes care of several trees. We have one harvester whose family has over 100 trees under their care!

Over the past year, dōTERRA has worked directly with this very large and resourceful network of harvesters to source pure and natural Copaiba oleoresin. The oleoresin is then distilled into our essential oil at a remarkable yield of approximately 50 percent, which means that the Copaiba tree naturally produces an oleoresin that is 50 percent essential oil! We have noticed that the harvesters take pride in their knowledge of the Copaiba trees and truly demonstrate a feeling of stewardship over them, a culture that has been fostered over many generations.

### A Need for Opportunity

The rural Amazon areas are among the most poverty-stricken in Brazil. Despite Brazil being an economic leader in Latin America, income inequality is among the highest in the world with at least 25 percent of the population living at or below the poverty line (living on less than \$5.50/day). This large

disparity in income inequality is partially due to a lack of support for small-holder farmers, as well as technical support and other services reaching rural areas, but fortunately that is where dōTERRA is anxious and uniquely equipped to help.

### Partnership: A Perfect Fit

Cō-Impact Sourcing® is dōTERRA's supply chain initiative that seeks to create shared value throughout our global botanical network, including Copaiba harvesters in Brazil. By deliberately seeking to improve the social, economic, and environmental well-being of these harvesting networks working with dōTERRA, we are able to ensure the continued supply and quality of Copaiba oil for generations to come while creating shared value with these harvesting communities and helping to lift them out of poverty. This is accomplished in part through harvesters benefiting from our Sourcing Guiding Principles (see [www.sourcetoyou.com](http://www.sourcetoyou.com)), including job creation, fair and on-time payments, capacity building, environmental sustainability, and community development projects being funded through the dōTERRA Healing Hands Foundation®.

Copaiba essential oil post-distillation



Copaiba Oleoresin as harvested from the trees