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Dear Nick

WDM's report *Carving up a Continent* presents a misleading picture of the role of companies in partnerships for poverty reduction in agriculture in developing countries. It is a narrative based on cherry-picking sources, undermining vital partnerships that have enabled tens of thousands of smallholder farmers to lift themselves and their families out of poverty.

It is of course legitimate to ask the question "under what conditions do partnerships involving multinational companies best contribute to poverty eradication?" But your report is framed to deny smallholder farmers any such opportunity – ignoring the independent evidence that this is already being achieved. For example, Ethan Kapstein of INSEAD evaluated the economic impact of SABMiller's businesses in Africa. This and other reports show that our operations in Africa including South Africa employ more than 24,000 people, indirectly support a further million jobs and contribute over US \$9 billion of added value to the economy.

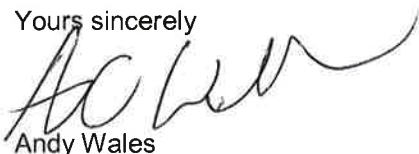
To take two examples in agriculture: our Eagle lager in Uganda uses locally-grown sorghum sourced from smallholder farmers. The Eagle family of brands today supports around 9,000 smallholder farmers and it is estimated that between 2002 and 2007, farmer income increased seven-fold. Similarly in Mozambique and Ghana, thousands of smallholder farmers, who previously had no market for their surplus cassava grown on a subsistence scale, are now supplying our businesses and enabling their families to escape poverty.

The perspective of these smallholder farmers, many of them women living close to the poverty line, can be very different from that of others quoted as their "representatives". Please speak with smallholder farmers directly, as we do, and find out whether, on balance, your campaign is genuinely in their interests.

Finally, your report writer took a quote from the Guardian (10 December 2012), made by Beira Agricultural Growth Corridor director Emerson Zhou, and prominently attributed it to SABMiller. The quote is damaging and does not reflect our approach: "We will emphasise cash crops... We are not interested in the social angle." Given WDM's strong focus on transparency, please publish a correction as soon as possible on your website, and update the PDF version of the report to make clear the quote has nothing to do with SABMiller.

I look forward to hearing from you.

Yours sincerely



Andy Wales
Senior Vice President, Sustainable Development
SABMiller plc