



dōTERRA

Brazilian Copaiba

A 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. As varied as it is beautiful, Brazil boasts breathtaking coastlines, grandiose mountain ranges, and open arid landscapes. It's widely recognized as having the largest and most biodiverse tract of tropical rainforest in the world.

Welcome to the Amazon

Fly into the Amazonian city, Manaus. From there, you take a small 8-seater plane flying over the

infinite channels of the Amazon River. As you examine the vastness of the river, you wonder how the boats that travel it don't take a wrong turn by mistake and end up at a dead end.

The Amazon basin encompasses an estimated 2,700,000 square miles and extends to nine different countries in South America. 60% of the rainforest is in Brazil, and amazingly, over half the world's plant and animal species call this rainforest home. Due to its large plant and animal life, the Amazon Rainforest has often been dubbed the "Lungs of the Planet."

The Meeting of the Waters

As you fly over Manaus, you see the meeting of the waters. 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 Niagara, Iguaçu, and Victoria falls combined¹.

Copaiba Harvesting

Generations of Harvesters

You eventually land on a thin landing strip nestled between the thick rainforests. From there, everyone loads into small wooden boats, and you continue your journey. In the boat, you pass small communities of wooden houses on stilts overlooking the river. You see kids jumping off trees into the water, and families tending to their laundry by the river, or carrying baskets of fruits and nuts from the forest.

January to June is considered the “rainy season” in the Amazon. Throughout the rest of the year, the river is too shallow to travel through by boat, but during these months its tributaries rise significantly (an average of 20 feet or more). This “flooding” creates a unique window of access to thousands of copaiba trees that otherwise couldn't be reached.

This is considered prime harvesting time and families work together in their harvesting areas to sustainably collect copaiba oleoresin. A copaiba harvester is as much an artist as a harvester. They



Our Copaiba harvesters are true artisans

have harvested copaiba resin for generations, and they take pride in their work, truly demonstrating a feeling of stewardship over these precious trees.

Tapping the Trees

Those who harvest venture into the nearby copaiba forest for 1–2 weeks at a time.

They carefully evaluate the tree canopy and branching arrangement, searching for the ideal tree to tap. Once they find it, a harvester pulls out a large hand drill and drills an ideal spot in the bark to form a hole. The harvester then carefully fits the hole with a short pipe, allowing liquid oleoresin to pour out in a steady, slow stream. As the stream tapers off, another harvester removes the pipe, takes a branch of a sapling and uses his machetes to plug the hole, which bandages the incision so the tree can heal around it.

The tree will be revisited an average of 1–2 times per year, and the diameter of the tree determines the amount of oleoresin from a single tap. It's estimated that each tree can produce between 2–6 liters annually.

A Copaiba Partnership

dōTERRA partners with this very large and resourceful network of harvesters to source Copaiba essential oil from the copaiba oleoresin. The yield is remarkably about 50%, which means the copaiba tree naturally produces an oleoresin that is 50% essential oil!



Copaiba trees thrive in the Amazon Rainforest



The rural Amazon areas are among the most under-resourced in Brazil. The state of Amazonas is Brazil's 4th poorest state, with approximately 17% of the 3.6 million residents living below the poverty line. This is due in part to lack of support for smallholder farmers.

Many families in this region generate income by collecting forest products and selling them to tradesmen that pass by their homes. They'll also make a trip to a nearby town or city and sell there. Others leave their homes for periods of time to work in the nearest cities.

dōTERRA seeks intentional partnerships that add value to copiba resin trade for the harvesters involved. We advocate for healthy and safe working environments and have collaborated to enhance safety measures and harvesting techniques.

Cō-Impact Sourcing

We want our suppliers, farmers, harvesters, and partners to grow. That's why dōTERRA Cō-Impact Sourcing provides support to aid their growth and capacities. Supported by the Co-Impact Sourcing® Challenge Fund, one of our sourcing partners worked with two Amazonian cooperatives in Apuí and Oriximiná to improve harvester safety and practices. Another sourcing partner seeks to build the capacity of a local harvester, not only to sell their own resin, but also to build a network of harvesters and organize their payments and raw material deliveries.

Healthcare: In 2019, the dōTERRA Healing Hands Foundation (dHHF) funded a dental clinic for 350 residents of seven remote Copiba-harvesting communities to address urgent oral healthcare needs.

During the Covid-19 pandemic dHHF collaborated with our sourcing partner to provide food and hygiene parcels to a total of 450 families. Equipment for two hospitals and 24 healthcare units throughout the Oriximiná, Faro, and Terra Santa municipalities of Pará were also distributed during this time.

Education: In 2024, a primary school in the Sataré-Mawé tribal community, supporting 20–25 students, was renovated in part with funds from dHHF. Because this school serves the main Mawé Community in the region, this renovation was very important, enabling many children from neighboring villages to return to school.

Additionally, a new school is under construction for the Apurinã tribe in Mirituba village. The new school, when it is finished, will be more than double the size of the current school. dōTERRA is also investing in community development by building a computer lab in Novo Airão, which was opened to the community in an inauguration ceremony March 2025.



**Copaiba
Oleoresin as
harvested
from the trees**



QUICK FACTS

Brazil is home to 21 UNESCO World Heritage Sites, including Iguaçu National Park, the world's largest waterfalls at 1.7 miles wide.

Copaifera are evergreen trees native to Central and South America, where they flourish in tropical rainforest, including the Amazon Rainforest.

The Amazon Rainforest, the world's largest tropical rainforest, covers 60% of Brazil and makes up one-third of all rainforests on Earth.

Copaifera trees can live up to 400 years and grow to more than 100 feet tall.

The unique ecosystem of the Amazon includes more than 40,000 plant species.



Satare-Mawe School Renovation

Moving Forward

Through these initiatives, families and communities are reclaiming their futures and gaining the tools, knowledge, and resources they need to thrive. dōTERRA is honored to walk alongside them as a committed partner. Together, we're laying the groundwork for stronger, more resilient communities, from improved healthcare to better education facilities. A culture is being created where people can grow their businesses, protect their environment, and secure a better future for their children.

dōTERRA®
pursue what's **pure**

dōTERRA
healing hands®

References

¹ Nasa Earth Observatory. <https://earthobservatory.nasa.gov/IOTD/view.php?id=79111>

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