

PHOTO BY: EMILY GARTHWAITE

OUR ECOSYSTEM

ANNUAL IMPACT REPORT 2021-2022





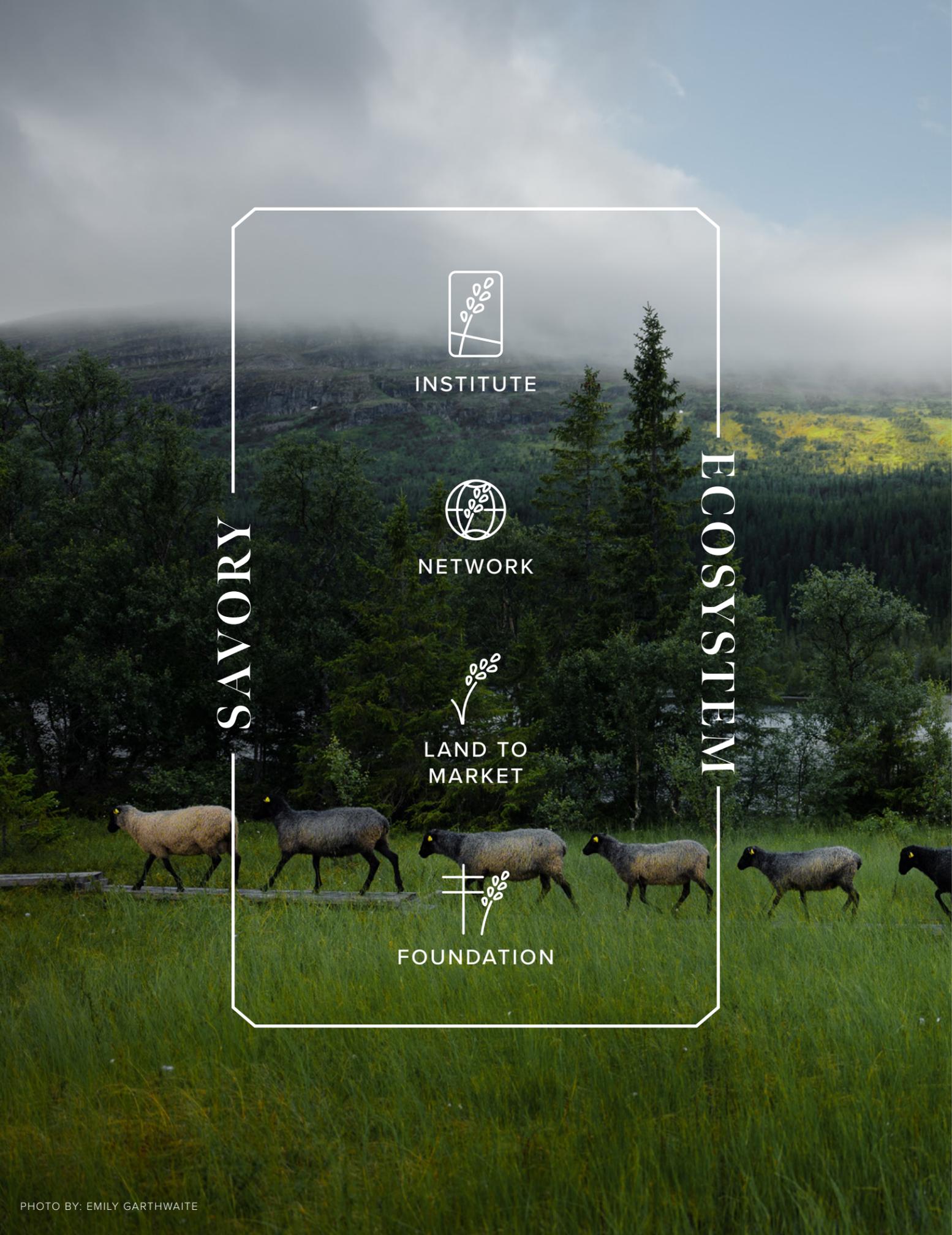
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SAVORY

ECOSYSTEM



INSTITUTE



NETWORK



LAND TO
MARKET



FOUNDATION

Letter From Our CEO

The Savory ecosystem—this human-designed, human-powered, human-nurtured, and human-stewarded collective creation—is maturing and evolving into a force of healing probably more powerful than I have ever imagined possible. This power comes from the beauty and realness of our community and its hard and honest work; from our deep love of land, animals, and life in all its forms. It comes from a relentless conviction and commitment to the long view, the infinite game of healing the Earth and our fatigued climate, and to the advancement of the Holistic Framework into global consciousness. It comes from our refusal to compromise our integrity for short-term gains in a time of great opportunity, yes, but also of great speculation and confusion. In 2015 there was an *aha* moment in the world, and regenerative agriculture was finally acknowledged and institutionalized as a solution to the climate crisis. Increasing amounts of capital began flowing to land purchases and to technologies to measure and transact the outputs of this new promise. We are observing the short-term focus intensifying around carbon as a sole lever in the fight against climate change, while the real challenge is holistically addressing ecological collapse. Billions of dollars have been mobilized. Regrettably, very few efforts can be pointed out that represent the systemic transformation of the agricultural sector needed to halt global desertification and climate change at scale.

By managing complexity holistically, forging mutualisms, and optimizing resources, the rich soil and life that the planet so desperately needs can be co-created. We, as Holistic Managers, play our part.

In a similar fashion we are also together building the Savory family, layer by layer. We are now a complex, dynamic ecosystem of interwoven entities, each with their own unique function and area of emphasis. Together, they represent what is needed at this time to achieve our mission—the large-scale regeneration of the world’s grasslands through Holistic Management.

As always, the Institute remains our standard bearer and thought leader, and is the global quality assurance for our Holistic Management community, and the verifying authority on regeneration through its EOV protocol.

Our diverse Global Network is our entrepreneurial and professional lifeblood, the thousands of hands and hearts that have learned to manage holistically, to steward land to a state of abundance, and to monitor the outcomes of this management while bringing families and communities along through training and unwavering support.

With the fruits and outcomes of this work, Land to Market facilitates advantageous and differentiated market opportunities to propel the system forward and upwards while promoting the brands and products that represent an authentic investment in regeneration.

This ultimately compels us all, global citizens, to participate in dialogue and affect change through our own informed choices, purchasing decisions, increased awareness, and subsequent support and demand for that which is life-giving.

All this progress has been made possible through authentic partnerships with thousands of investors and philanthropists who believe in and have helped fund our global work, and who have made our journey all the more joyous and fruitful.

This year the Savory Foundation was established in Denmark, doing business from Europe to accelerate our global work. The Foundation represents a leap in strategic audacity for Savory. It is driven by our desire and a need to build an investable business model around the reality of healing land and climate through regenerative agriculture. We want to unveil a compelling investment model that recognizes and elevates “true wealth” as the greatest return. A model that accounts for all ‘currencies’ of value in measuring its impact—money, water, biodiversity, climate, health, well-being, peace. A model that also unveils the societal cost of not doing this. We will not live in harmony and prosperity as humanity until our agriculture is managed holistically. Through the Foundation we are poised to raise, receive, and infuse large amounts of mission-aligned capital

into our ecosystem (like abundant, yet gentle rainfall falling onto well-prepared and covered ground) to scale our impact while up-cycling stagnant energy and reinvesting it, landing directly into the soil, on which all of life depends, and where our collective, grassroots, life-enabling work begins and ends.

Let’s continue to nurture our ecosystem, our family, and behave with the intelligence of a herd or a flock, with our mission keeping us focused and on track, with our global programs facilitating and accelerating the work that, if tried alone, would be so much harder if not impossible.

“Piano piano se va lontano,” my grandfather used to say—slowly slowly you can go far; an Italian adage. “If you want to go fast go alone, if you want to go far go together” says an African proverb. These resonate with me. Together and mindfully (no time for slowly), let’s act where we have presence and agency, with a holistic model that we have shown can be replicated thousands of times in different contexts, and that we know is bringing about the scale and inspiration needed for systemic transformation. Together let us build a beautiful legacy of healing for future generations.

With Love,



Daniela Ibarra-Howell

“Healing the world’s land and our relationship to it”

 <p>INSTITUTE</p>    <p>Education & Standards Verification & Quality Assurance Project Management</p> <p>1.5M hectares under EOV</p>	 <p>NETWORK</p> <p>52 hubs</p> <p>6 continents</p> <p>15,755 land managers</p> <p>21.7M hectares influenced</p>
 <p>LAND TO MARKET</p> <p>80+ brand partners</p> <p>1,000 products EOV verified</p> <p>Burgeoning consumer awareness</p>	 <p>FOUNDATION</p> <p>Proven impact pathway</p> <p>Credible credit market</p> <p>Force multiplier at scale for regen ag</p>

SAVORY

MISSION: Large scale regeneration of the world’s grasslands through Holistic Management.

2030 Vision: 10% world’s grasslands transformed, 500M ha Verified, 1.5B tons CO2 sequestered, 6.6T gallons H2O retained



Savory Global Network



52 HUBS STRONG
& GROWING

15,755 PEOPLE
TRAINED

211 ACCREDITED
PROFESSIONALS

21,717,875 HECTARES
INFLUENCED



Africa SAVORY HUBS

- MARA TRAINING CENTRE // KENYA
- MALAWI HUB* // MALAWI
- TRUQUEST // SOUTH AFRICA
(PREVIOUSLY SOUTH AFRICA SAVORY HUB)
- AFRICA CENTRE FOR HOLISTIC MANAGEMENT (ACHM) // ZIMBABWE

**in process*



Asia & Oceania SAVORY HUBS

- ISRAEL HUB FOR REGENERATION (MEVO HAMA)* // ISRAEL
- INDUS VALLEY HUB // PAKISTAN
- ANADOLU MERALARI // TURKEY
- AUSTRALIAN HOLISTIC MANAGEMENT COOPERATIVE LIMITED // AUSTRALIA
- ATA LAND // NEW ZEALAND

**in process*



PHOTO BY: EMILY GARTHWAITE

Europe SAVORY HUBS

- CROATIAN REGENERATIVE AGRICULTURE CENTER (CRAC) // CROATIA
- HOLISTIC ORGANIC LIFE DENMARK (HOLD) // DENMARK
- INVENIRE* // FINLAND
- GONNE GIRLS FARM* // FRANCE
- GERMAN HUB FOR LAND REGENERATION // GERMANY
- REMENY FARM* // HUNGARY
- REGENERATIVT NORGE* // NORWAY
- HUB DEL NORTE* // SPAIN
- JUNTOS ARREGLAMOS LA BIOSFERA (ALEJAB) // SPAIN
- HOLISTIC MANAGEMENT SVERIGE (NORDIC SAVORY HUB) // SWEDEN
- 3LM // UNITED KINGDOM

**in process*



North America SAVORY HUBS

- HOLISTIC MANAGEMENT CANADA // MANITOBA, CANADA
- DRYLANDS ALLIANCE ADDRESSING WATER NEEDS (DAAWN) // ARIZONA, USA
(PREVIOUSLY ARIZONA SAVORY HUB)
- HEIFER USA // ARKANSAS, USA
- WHITE BUFFALO LAND TRUST // CALIFORNIA, USA
- UVE // CALIFORNIA, USA
(PREVIOUSLY JEFFERSON CENTER FOR HOLISTIC MANAGEMENT)
- COLORADO REGENERATIVE NETWORK // COLORADO, USA
- WHITE OAK PASTURES // GEORGIA, USA
- TYNER POND* // INDIANA, USA
- KALONA FARMS & SMALL FARM PROGRAM* // IOWA, USA
- THE PROVENANCE CO.* // KANSAS, USA
(PREVIOUSLY TALLGRASS NETWORK)
- MICHIGAN STATE UNIVERSITY // MICHIGAN, USA
- THOUSAND HILLS CATTLE COMPANY // MINNESOTA, USA
- CABRIEJO RANCH // MISSOURI, USA
- WE ARE FOR THE LAND (MONTANA)* // MONTANA, USA
- HICKORY NUT GAP FARM // NORTH CAROLINA, USA
- DOUBLE P RANCH // OKLAHOMA, USA
- REGENSYLVANIA* // PENNSYLVANIA, USA
- ANCIENT NUTRITION RANCH PROGRAM* // TENNESSEE, USA
- GRASSFED SUSTAINABILITY GROUP // TEXAS, USA
- STUDIO HILL FARM* // VERMONT, USA
- ROBINIA INSTITUTE* // VIRGINIA, USA
(PREVIOUSLY TIMSHEL PERMACULTURE)
- BOOT RANCH LLC // WYOMING, USA

**in process*



South America SAVORY HUBS

- OVIS XXI // ARGENTINA
- AGROPECUARIA FLETA // BRAZIL
- SAVANNAS BRAZIL HUB* // BRAZIL
- PASTOAVACA* // BRAZIL
- EFECTO MANADA // CHILE
- INVERSIONES LAS CAROLINAS SAS // COLOMBIA
- COSTA RICA REGENERATIVA* // COSTA RICA
- REGENERATIO (SAN SEBASTIÁN FARM) // ECUADOR
- GANADERA URUGUAYA S.A. // PARAGUAY
- PAMPA ORIENTAL // URUGUAY

**in process*

Ecological Outcome Verification (EOV)

Ecological Outcome Verification (EOV) is Savory's scientific monitoring protocol that tracks a suite of indicators of ecosystem health (carbon, water, biodiversity) and informs management decisions for desired outcomes.

EOV was developed by Savory in collaboration with leading soil scientists, ecologists, agronomists, and an extensive network of regenerative land managers around the world. It is a practical and scalable soil and landscape assessment methodology specifically designed for grassland environments. EOV provides the empirical data to verify claims of regeneration and create opportunities in regional and global differentiated markets, through Savory's Land to Market.



898 LANDBASES VERIFIED

1.5M+ HECTARES MONITORED THROUGH EOV

163 DEFINED ECOREGIONS WORLDWIDE



Land to Market

Land to Market works with brands around the world to support Savory's mission and is the world's first verified regenerative sourcing solution for raw materials, such as meat, dairy, leather and wool. Land to Market connects brands to farmers who regenerate the environment and whose farms are verified regenerative through Savory's EOV protocol. Land to Market spun off in 2022 as its own for-profit mission-protected entity, with Savory Institute remaining a key shareholder, and participating Hubs and farmers sharing in the company's profits.



80+ PARTNER BRANDS

1,000+ PRODUCTS VERIFIED

EILEEN FISHER

LVMH

KERING



UGG



Timberland



Reformation



CAPPELLO'S

LAS MORAS

Madswell

J.CREW

tapestry





health, the rebalancing of ecological function that the planet needs to remain livable, and the decreased risks associated with a more stable and resilient climate. We seek to unveil a compelling investment case in a “whole system” value proposition that helps accelerate the deployment of third-party capital in this proven path in many regions around the world. A model that at the end of the day does not cost money to society, but builds true wealth: social, ecological, and financial simultaneously, short and long term.

The Savory Foundation works with aligned financial partners who have the fiscal foresight, authentic intention, physical capacity, and courage to do what needs to be done; those who support what is life-giving and reject what is extractive and degenerative. Working on real projects with these stakeholders, we seek to upcycle the role of money in healing Earth, climate, and communities. As we journey and learn together, we are all transformed. Consciousness shift is the ultimate outcome for all.

This capital flow will result in:
 10% of world’s grasslands transformed
 500 million hectares verified regenerating
 1.5 billion tons of carbon sequestered
 6.6 trillion gallons H₂O retained
 By 2030

Savory Foundation

Headquartered in Copenhagen, the Savory Foundation activates new global partnerships to explore, design, and implement emergent and holistic models to rapidly grow the impact of the Savory Group and catalyze global transformation at the intersection of regenerative finance, climate resilience, and regenerative agriculture.

Through the Savory Foundation, we seek to attract and deploy mission-aligned capital into large-scale projects to unveil the true value of the holistic management of grasslands, as well as the societal cost of not doing so. We want to highlight the real timeframes needed to shift these systems and the immense benefits provided by the resulting ecological abundance: the well-being of entire communities, the quality of food and its impact on human



- Commercial Foundation incorporated, Denmark
- Advisory Group established
- 2 Retreats carried out
- Strategic Direction determined
- First Financial Partner engaged
- Official launch coming up in 2023



2022 LANDED IMPACT

5 LARGE-SCALE PROJECTS

6 COUNTRIES

80 FARMS PARTICIPATING

500+ FARMERS & HERDERS BENEFITING

140,000 HECTARES ONBOARDED AND MONITORED

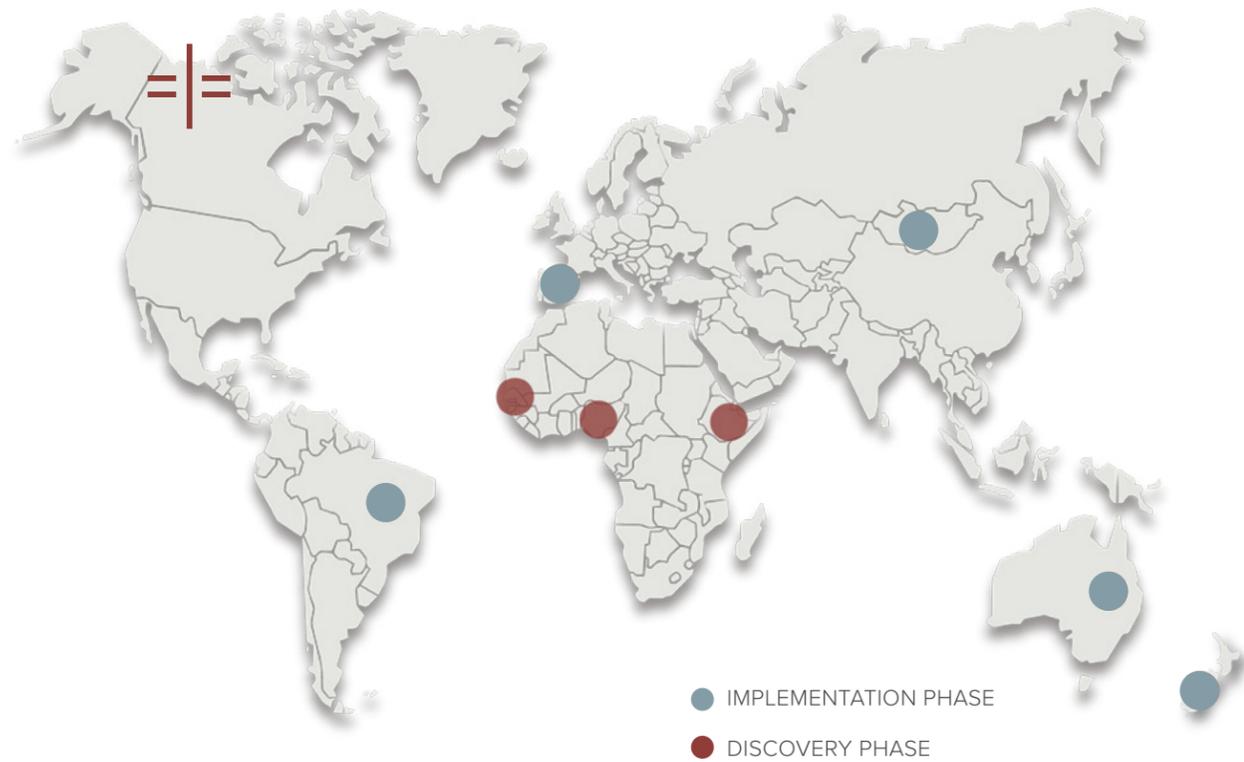
Impact Landed

As the large-scale project implementation arm of Savory, Impact Landed orchestrates the strategic deployment of Savory's time-tested programs and Global Network expertise. In partnership with the Savory Foundation, capital is deployed in selected regions to affect systemic transformation and land regeneration at scale. We work alongside our Hubs and experienced Savory Accredited Professionals to build up and reinforce their local capacity to serve farmers in their region. Project participants are equipped with Savory's holistic framework for decision making, and all holistic planning and monitoring procedures, that ensure self-reliance and lasting resilience. Lastly, all raw materials and data that ensue from these projects are strategically and advantageously positioned in the marketplace by Land to Market for the benefit of farmers, brands, and citizens.



Impact Landed Around the World

We have advanced projects in 5 regions around the world in 2022, with a projected collective 2.75M+ hectare impact over the next 5 years.



“Agriculture is not crop production as popular belief holds. It is the production of food and fiber from the world’s land and water. Without agriculture it is not possible to have a city, stock market, banks, universities, church or army. Agriculture is the foundation of civilization and any stable economy.” – Allan Savory



ASIA | MONGOLIA

5,000 HA. ONBOARDED.

PROJECT IMPACT:
1M HA. COMMUNAL, 8K+ SEMI-NOMADIC HERDERS.



EUROPE | SPAIN & PORTUGAL

10,500 HA. ONBOARDED.

PROJECTED IMPACT:
250K HA., 625+ FARMS, 2.5K FARMERS.



OCEANIA | AUSTRALIA

88,000 HA. ONBOARDED.

PROJECTED IMPACT:
0.5M HA., 200+ FARMS, 1K FARMERS.



SOUTH AMERICA | BRAZIL

1,800 HA. ONBOARDED.

PROJECTED IMPACT:
22.5K HA., 4 FARMS, 20+ FARMERS
AND MANAGERS.



OCEANIA | NEW ZEALAND

12,000 HA. ONBOARDED.

PROJECTED IMPACT:
1M HA., 500 FARMS, 2K FARMERS.

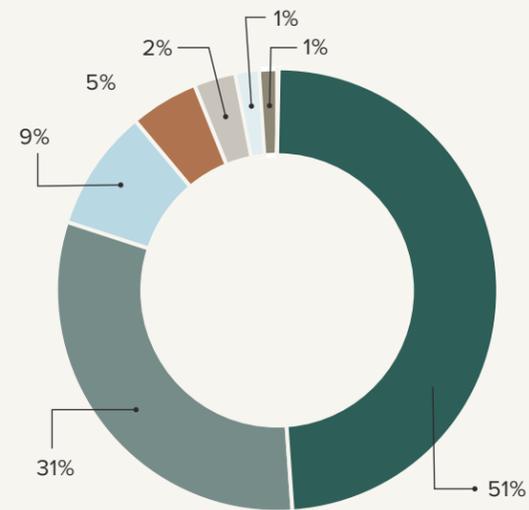


Financial Statements

2021

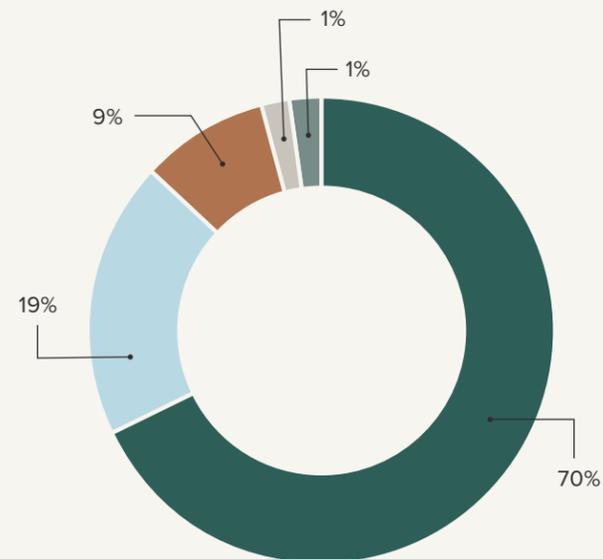
Revenue

- Donations & Grants
- Corporate Partnerships
- Investment Income
- Special Projects
- Network Programs
- Technology Platform
- SI Events

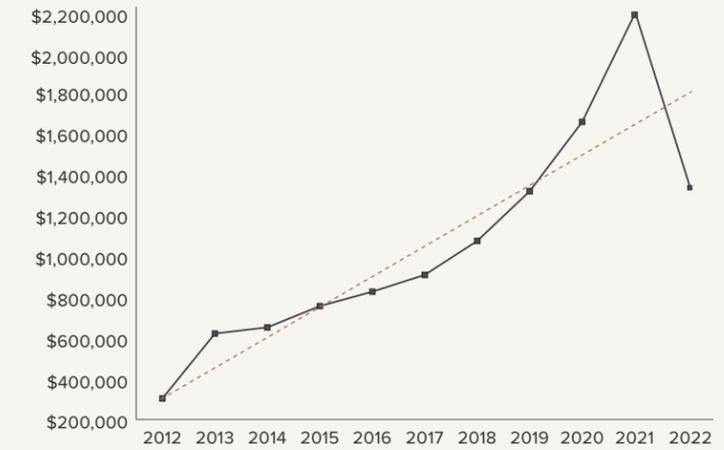


Expenses

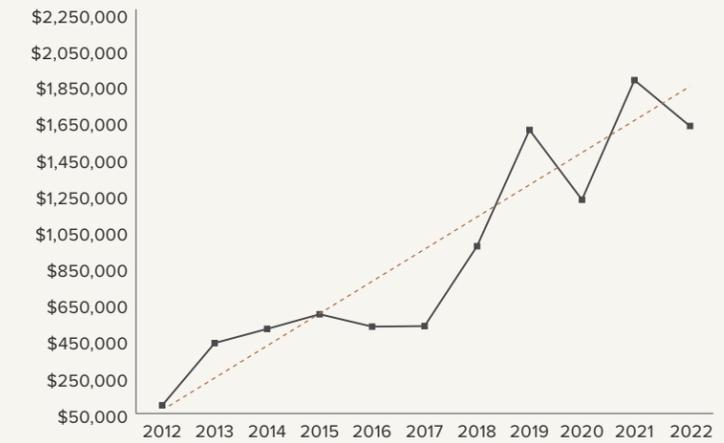
- Network Services
- Administration
- Special Projects
- Fundraising
- Technology Platform



Donations



Earned Income

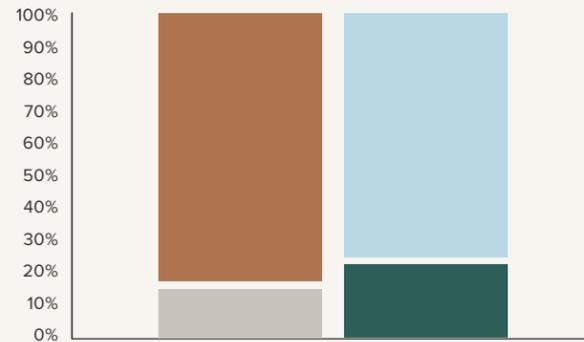


Total Income



The above graphs are based upon 2021 audited financials and include 2022 forecast unaudited figures to display overall trends through the year to date.

2021 Fiscal Year | Overview



- Admin Expenses | \$627,793
- Mission Direct Expenses | \$2,589,680
- Earned Income | \$872,881
- Donation & Grant Income | \$3,507,201

Assets

Cash & Cash Equivalents	359,873
Receivables	528,212
Program Related Notes	50,000
Investments	3,765,321
Other Assets	101,857
Net Property & Equipment	4,864,711
Total Assets	\$9,669,974

Liabilities & Net Assets

Accounts Payable	38,158
Custodial Funds	28,062
Accrued Liabilities	45,827
Deferred Revenue	10,000
Total Liabilities	\$122,047

Net Assets

Unrestricted	7,313,554
Temporarily Restricted	2,234,373
Total Net Assets	\$9,547,927
Total Liabilities and Net Assets	\$9,669,974

Thank You.

We greatly appreciate our donors and partners who support us in bringing Holistic Management and Savory's programs to communities around the world, to accelerate the systemic transformation needed to heal the Earth and Climate.

Cornerstone

EARTH (\$500,000+)

Ronald B. Rankin Philanthropic Fund

CLIMATE (\$200,000 - \$499,999)

Eric Laufer
Healy Foundation
Pamela Boll

SOIL (\$100,000 - \$199,999)

WATER (\$50,000 - \$99,999)

Anonymous
Dakota Charitable Foundation
Mary M. O'Malley

Hero

GRASS (\$10,000 - \$49,999)

Allan Savory & Jody Buttfeld
Anonymous
Charles Kuo
Dodman Family Giving Fund
Donald & Carole Chaiken Foundation
Donald and Carole Chaiken Foundation
Fred & Julianne Mucha
James & Mary Boutwell
John and Amy McCarthy Family Trust Fund
Julia Vlock Charitable Fund
Katherine Collins
Katie and Mitch Dumke
Kimball & Christiana Musk

Kunst Family Charitable Fund
L&A Foundation
Lyn & Adam Cheyer
Marcia Brown
Peter R. Boerma
Piton Foundation
Poole Family DAF
Quicksilver Fund
Raitz Giving Fund
Rangelands Restoration Trust
Records-Johnson Family Foundation
Robin Chandler Duke Foundation
Ryna & Melvin Cohen Family
Seba Fund
Starfish Fund
Steven Hilsabeck
Tamarack Habilitation Technologies, Inc.
The Driscoll Foundation
The Fullerton Family Foundation
Tides Foundation
Victoria Keziah
Western State Ranches
Whole Foods Market
William Raiser
Zegar Family Fund

GRAZER (\$1,000 - \$9,999)

American Endowment Foundation
American Outdoor Products
Andrew Wright
Ben Williams Charitable Fund
Capital Institute
Carol, James, and Harold Short
CBC I Real Assets Fund
Cheryl M. Frank
Chris & Elanne Kresser
Community Foundation Boulder County

Community Foundation of Western Carolina
Daniel G. Corsaro Family Foundation
David Balmer
Dodman Family Giving Fund
Donald and Carole Chaiken Foundation
Drausin Wulsin
Emily Gallagher
Fred & Julianne Mucha
Gerilyn Burnett
Helena Hendricks
John Brenninkmeijer
Julia Vlock Charitable Fund
Katherine Collins
Katie and Mitch Dumke
Kelly Day
Kevin Cochran
Kevin Lindseth
Kunst Family Charitable Fund
L&A Foundation
Lyn & Adam Cheyer
Marcia Brown
Paleo Hacks
Peter R. Boerma
Piton Foundation
Poole Family DAF
Rangelands Restoration Trust
Robin Chandler Duke Foundation
Seba Fund
Starfish Fund
Steven Hilsabeck
Tamarack Habilitation Technologies, Inc.
The Driscoll Foundation
Thomas Davis
Victoria Keziah
Western State Ranches
William Raiser
Wytse Bouma

AND THANK YOU TO OUR 1077 REGENERATING MEMBERS ACROSS 39 COUNTRIES



Letter From Our President

The Savory Institute's progress this last year has been profound indeed given the expansion of our global hub network, our growing network of collaborating organizations, the exciting expansion of our Land to Market and EOVS efforts, and the creation of the Savory Foundation and its implementation partner, Impact Landed. But this is no time to relax.

That we need to redouble our efforts in the coming year was brought home to me while observing the lobbying of ecologically illiterate corporate CEOs and boards, as well as the leaders of international institutions, at major conferences, such as COP27 and Davos. At these conferences no discussion at all took place on the management scientists acknowledge is the cause of climate change. And we know that until the cause of any problem is addressed the chances of success are zero.

With few exceptions, scientists are now acknowledging that humans are causing climate change. And this acknowledgement is profound because, science being logical, it can only mean that our management is the cause—not the fossil fuels and livestock we blame. Yet, we as a society, are behaving like lemmings, blindly following everyone else in what they do and say and continuing to blame fossil fuels and livestock rather than recognize that the way we manage such resources is the problem, not the resources themselves. This means we as the Savory Network will need to focus in coming years even more clearly on the need to manage holistically not only in the world's vast grasslands and savannas, but in all areas where food is grown and harvested.

However, the focus of climate change solutionaries is on carbon dioxide, methane and other greenhouse gases, and now on making available billions of dollars from "developed" nations so that "undeveloped" nations can afford a shift to alternative energy sources to minimize fossil fuel emissions and build their economies on an unidentified foundation. Much of this transfer of wealth is to be enacted by carbon trading, enabling fossil fuel emissions to continue in the "developed" world.

In the climate debate, barely any discussion takes place about such alarming issues as the accelerating drop in male sperm counts (now over 60%), the rising obesity related deaths in the United States (currently about 300,000 per year), rising emigration across borders, extinction of cultures (cuisine and languages). These and much more are symptoms of corporate and government agricultural policies leading to increasing biodiversity loss, floods, droughts, desertification in the seasonal

rainfall environments (most of the world's land) and human habitat (environmental) degradation. While contributing to climate change they are not in any way brought about by fossil fuels emitting carbon or livestock emitting methane.

Agriculture, as we know, is the production of food and fiber from the world's land and waters. Fish (wild caught or farmed), wildlife (harvested or farmed), timber, livestock and crop production are all agriculture. Without agriculture we cannot feed people, which means we cannot have an orchestra, church, university, bank, any business or economy. We cannot even hold a COP28 conference next year.

Agriculture is the foundation of civilization and has to be the foundation of any economy if it is to sustain civilization.

Yet agriculture is alarmingly mismanaged. Ocean life and tropical forests are being decimated and man-made deserts are expanding. From the six percent of our planet's surface able to grow crops, it is estimated we produce annually twenty times as much dead eroding soil as the food we need for every human alive today. While we do not know for certain, it is my belief that agriculture is not only the most destructive industry ever, but a major and perhaps even the major mismanagement leading to climate change.

Once more, participants at the recent COP27, in an attempt to provide guidance to world leaders (mainly politicians), proposed that we produce electricity less harmfully from nature—sun, wind, geothermal—or nuclear. A massive multi-million dollar corporate and billionaire lobby promoted the production of less nutritionally dense commodity food through corporate management, based on chemistry, technology and inhumane factory animal production. A small minority funded by no major foundations or corporations promoted food production by farmers producing a wide diversity of highly nutritious food based on the biological sciences and humane treatment of livestock.

Everything, including food, that we produce stops if we stop producing it, if a part breaks, or a battery or fuel runs out. This is because nothing humans produce is self-organizing or complex. We can produce things independently—cell phones or violins, grain or wine, meat or cheese, natural meat or lab-grown meat, food or weapons. But nothing we produce is managed. What we are managing are the people producing it, our means of financing their labor, and the resources we take from nature. So the millions of things we produce, including our food, is not where the cause of the problem lies, although it dominates discussion even amongst people promoting ill-defined regenerative agricultural production.

Far from managing millions of things, as we discovered, and published in the first edition of *Holistic Management* over forty years ago, we only manage these three things—people (our lives and institutions); economies (how we finance ourselves); and nature, or our life-sustaining environment. All three are self-organizing. They continue to exist indefinitely, although in changed form, no matter how many millions of people die, no matter if entire economies collapse and no matter how many species go extinct. Humans, economies and nature are not only self-organizing but inseparable. You cannot manage one without the others. You have to manage all three together, holistically.

The Savory Institute, to which I've entrusted my life's work, is at the forefront of managing holistically and is expanding the practice of it as rapidly as possible through all of the initiatives that have defined it from the earliest days to those that have come onstream in the past year. As a matter of policy we have focused on the grasslands and savannas of the world for good reason. They are by far the largest, least understood and most ignored desertifying regions of the world, and they are where we will get the highest return. They are also the point at which we can most logically break the relentless cycle in which biodiversity loss, desertification, mega-fires and accelerating climate change are feeding on each other and spiralling out of control.

This cycle has to be broken for global civilization to thrive, and the quickest way to do that is for governments to begin to address the cause of climate change—our management of resources—at scale. And that can only be done through policy.

So while we have accomplished much we still have much more to do. We have the team, collaborating partners, increasingly serious funders, the skills, the leadership and the determination to serve the world and we will rise to the occasion.

A handwritten signature in black ink that reads "Allan Savory". The signature is written in a cursive, flowing style with a long horizontal stroke at the end.

