

GUIDE TO

PROJECT PARTNERSHIPS

SHOWCASING ECOSPHERE+
MARKETING AND SALES SERVICES





Ecosphere+ partners with project developers and carbon credit holders across the world to distribute the highest quality units into the voluntary carbon market (VCM) and other emerging environmental markets.

We work on behalf of our project partners to bring their environmental assets to market and maximise reliable and long-term financial returns that best suit their needs. We work closely with project partners to determine the right commercialisation strategy for them, such as balancing long-term revenue certainty against exposure to future market fluctuations, through a variety of sales structures and transaction types.

Ecosphere+ was created with a mission to have a fair and transparent approach to pricing and to build demand and credibility within the VCM. We are not a traditional 'broker'. We operate as a true partner to projects, sharing our expertise, environmental asset management tools and market intelligence to help them implement, accelerate and scale their climate solutions.



ECOSPHERE+ HAS TRANSACTED
MORE THAN **45 MILLION** CARBON
CREDITS TO DATE

Since 2016, we have worked with over 200 clients across 6 continents to deliver more than \$150 million in climate finance for our project partners, and our leadership has been involved in the carbon market since 1999.

Ecosphere+ has built relationships with major corporates from across the economic spectrum with a variety of successful sales channels and has developed tailored products and services for a wide range of sectors. As a result, the projects we represent do not need to reinvent the wheel or invest their own resources in this way. Instead they can benefit from the work we have already done, our market access and our sales and transactional capability, allowing projects to focus on what they do best on the ground.

Figures last updated in March 2023.

ECOSPHERE+ AT A GLANCE

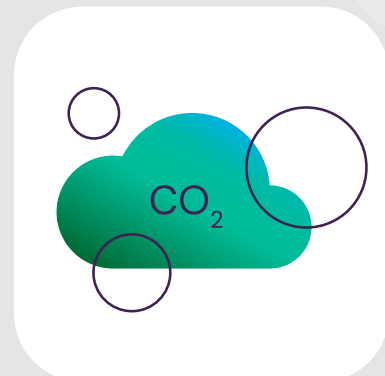
Delivering some of the largest and **MOST INNOVATIVE SOLUTIONS** in the carbon market to date



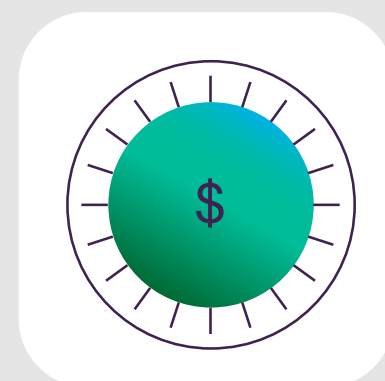
Project partnerships developed across **6 CONTINENTS**



45+ MILLION carbon credits transacted to date



Over **\$150 MILLION** generated in shared value for projects globally



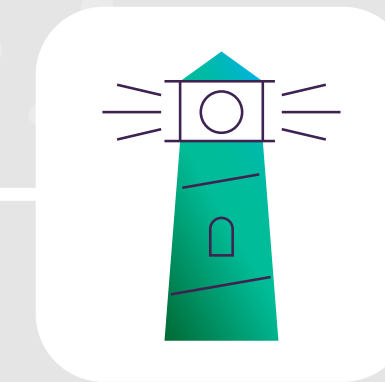
OPERATING SINCE 2016



Bringing to market projects assured by the **HIGHEST VERIFICATIONS AND RATINGS**



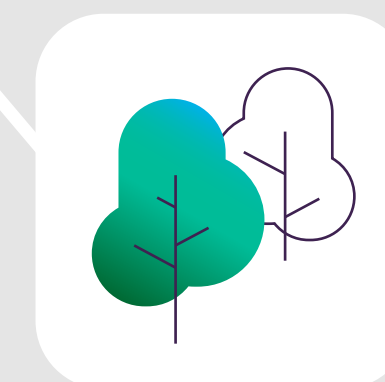
Experienced team bringing **40+ YEARS** of corporate climate action to Ecosphere+



Projects in our portfolio are recognised **NATURAL CLIMATE SOLUTIONS LIGHTHOUSES** exemplifying best-practice in project development and implementation



Delivering solutions for more than **200 CLIENTS** across the world



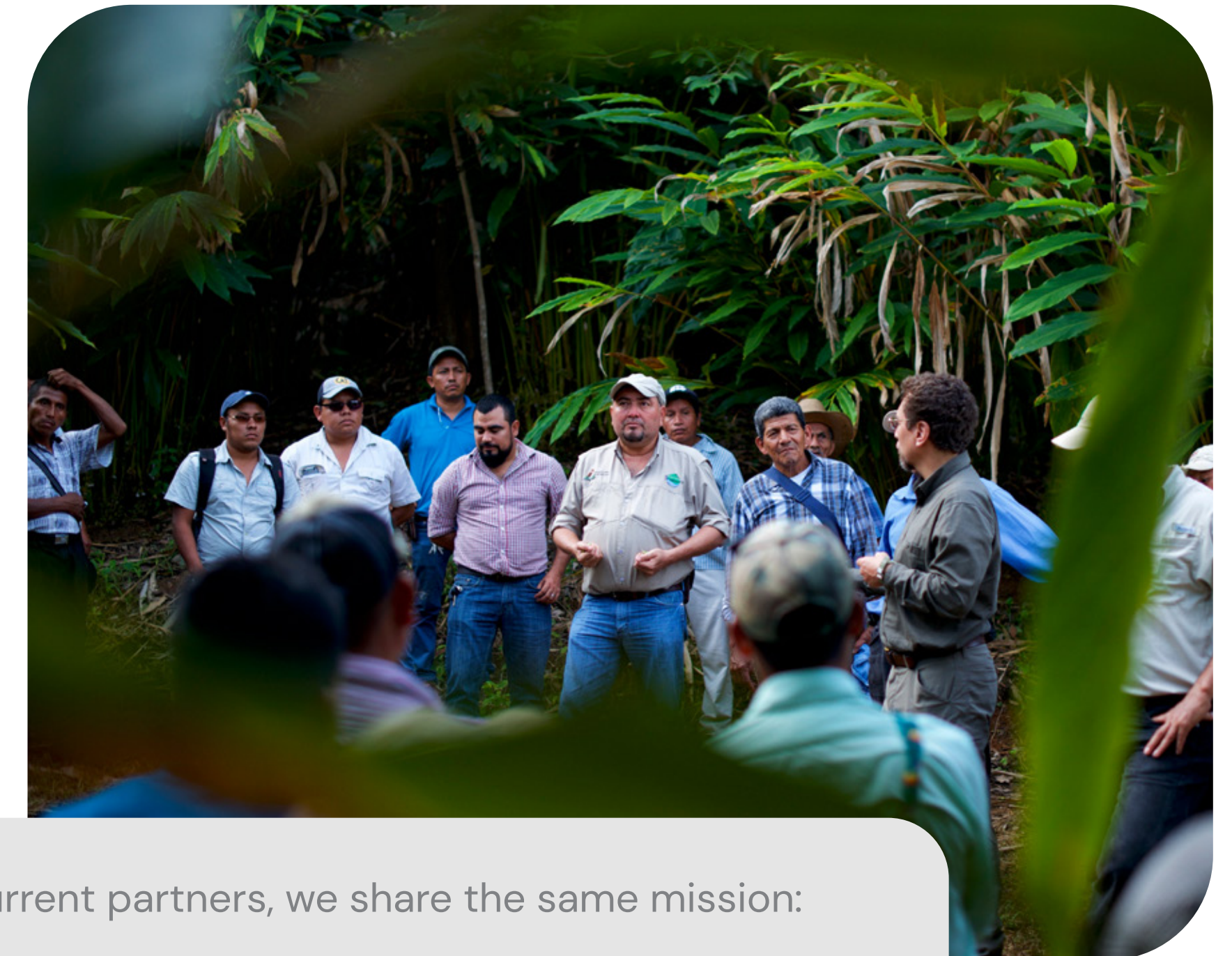
Bringing to market leading projects across **NUMEROUS METHODOLOGIES**

WHAT WE DO

In bringing projects to market, we offer an end-to-end solution for our partners, supporting with:

- + legal and structuring expertise
- + regular sales and market reporting
- + inventory and registry management
- + innovative market placements and project launches
- + communications and marketing

In most cases, we serve as an exclusive project representative. This allows us to provide a better service to our project partners as out-sourced carbon markets specialists and reap the benefits of a single voice in the market and does not limit the possibilities to partner with other participants.

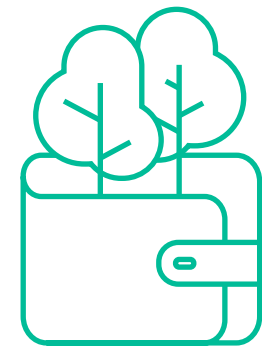


With our current partners, we share the same mission:

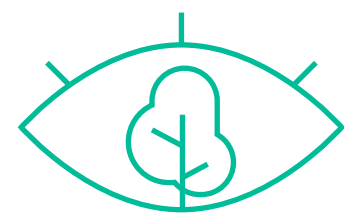
to use the carbon market to deliver a holistic solution to climate change

one that also addresses the interrelated challenges of environmental degradation, biodiversity loss, resource depletion, poverty and inequality. Above all else, our partnerships are defined by high-integrity project governance, and place local and indigenous people at the core of project design and implementation.

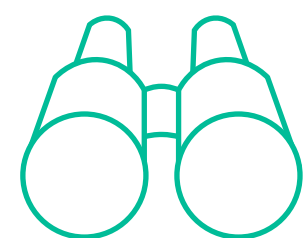
WHO WE WORK WITH



Project developers with **projects in need of upfront capital** e.g. accessed through investment or pre-payment for credits.



Project developers with **operational projects and carbon credits ready to distribute**, and/or future issuance streams pending



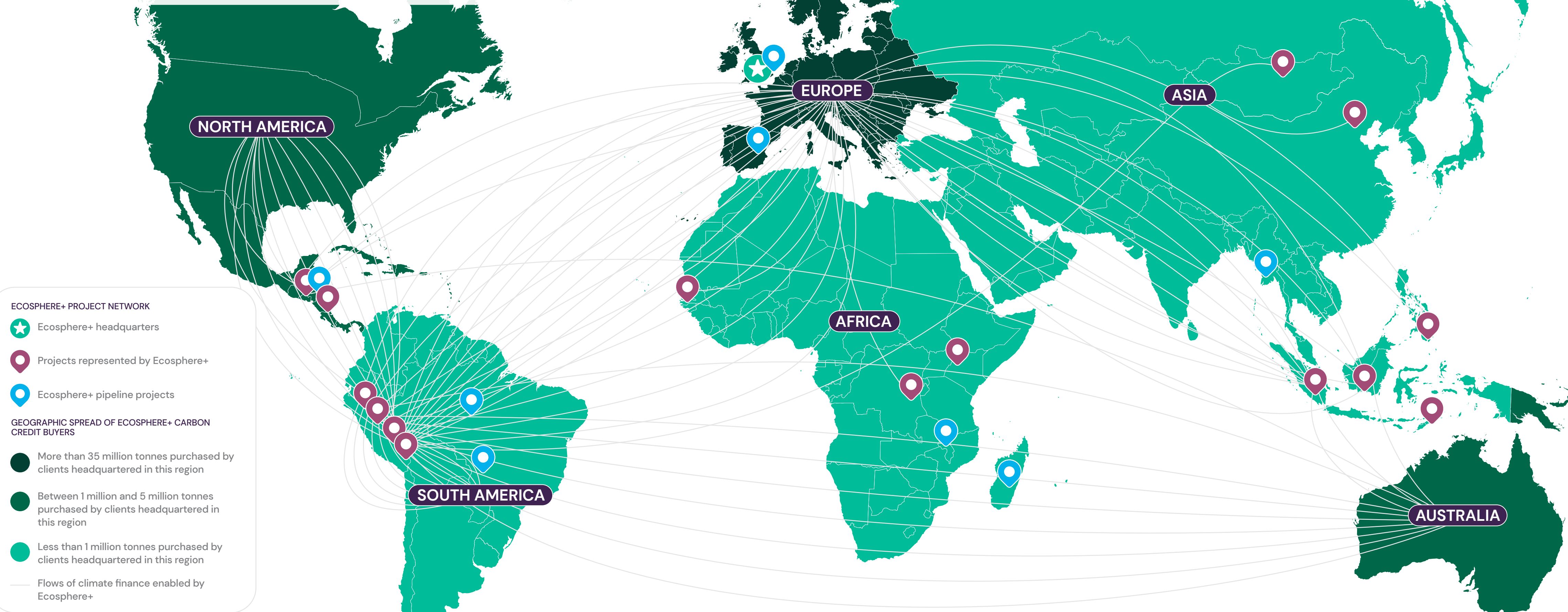
Market **participants looking for procurement opportunities** in current and future supply of carbon credits

We partner with projects across a broad set of methodologies. Project types include:

- Forest conservation (REDD+)
- Restoration
- Assisted natural regeneration
- Reforestation
- Access to clean energy
- Fuel-efficient clean cookstoves
- Fire prevention
- Blue carbon
- Bio-ethanol
- Other clean energy solutions

We exclusively partner with projects that meet the highest international standards that deliver **benefits beyond carbon reduction, such as those for nature and people.** When assessing new projects, we apply our leading standards and impact reporting framework to determine impact and quality.

A GLOBAL NETWORK OF PROJECT PARTNERS, INVESTORS AND CARBON CREDIT BUYERS



ECOSPHERE+ PROJECT NETWORK

- Ecosphere+ headquarters
- Projects represented by Ecosphere+
- Ecosphere+ pipeline projects

GEOGRAPHIC SPREAD OF ECOSPHERE+ CARBON CREDIT BUYERS

- More than 35 million tonnes purchased by clients headquartered in this region
- Between 1 million and 5 million tonnes purchased by clients headquartered in this region
- Less than 1 million tonnes purchased by clients headquartered in this region
- Flows of climate finance enabled by Ecosphere+

Map updated quarterly. Last updated in March 2023.

CONNECTING INNOVATIVE PROJECTS WITH MORE THAN 200 COMPANIES ACROSS KEY SECTORS



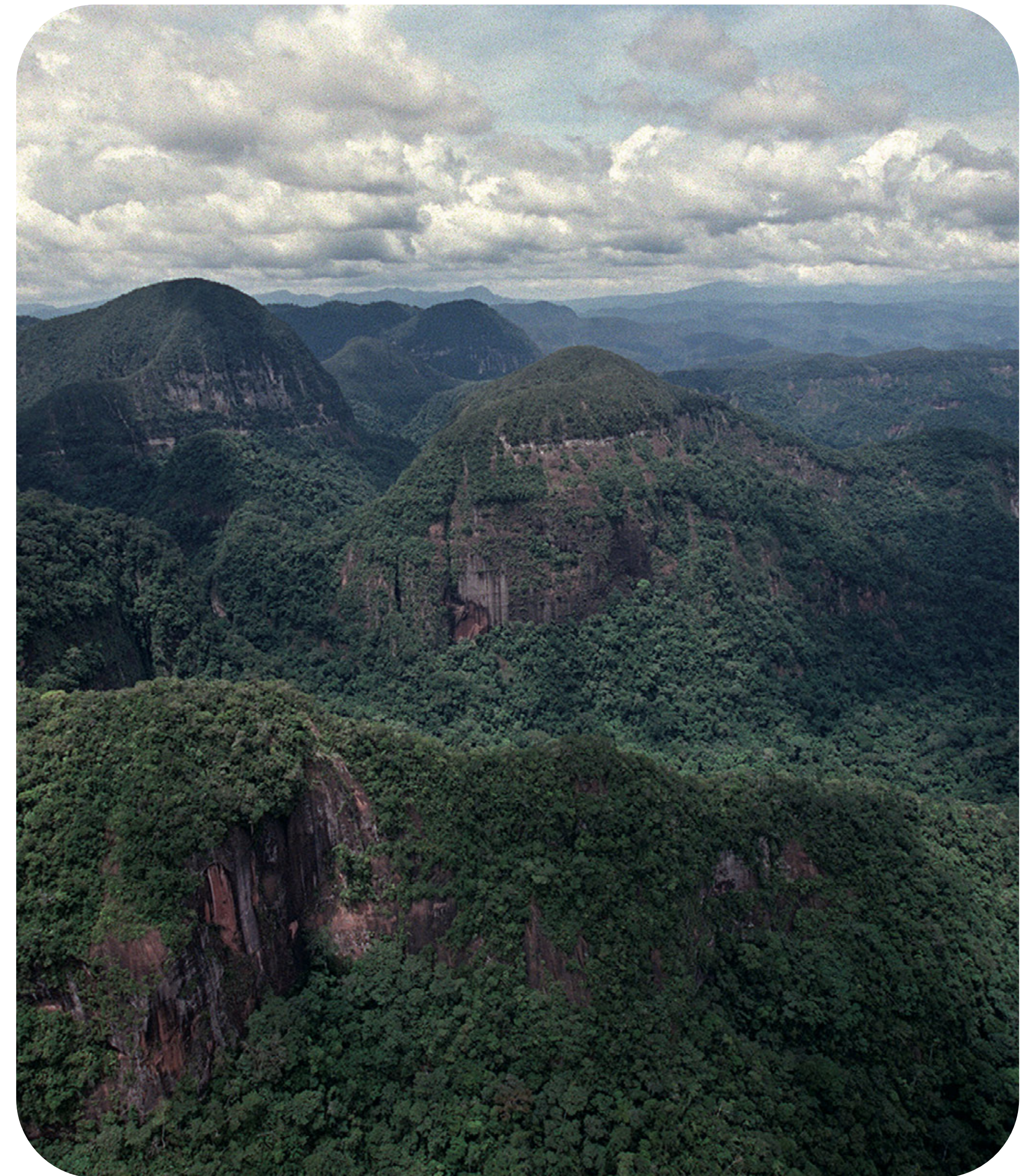
OUR MODEL

We ensure that **we are fully aligned with the interests of the projects we represent** so that our partners get the full financial benefit of any sales we make on their behalf, less a transparent fee which covers the sales service and transactional related costs.



OUR AIMS AS A MARKET REPRESENTATIVE

- + **Remove barriers** to market entry for high-impact projects and add value by providing an end-to-end solution for environmental asset sales
- + **Ensure fair and transparent pricing** for all market participants – developers, investors, IPLCs and buyers
- + **Provide strategic advice**, reporting and market insights to project developers to support internal decision-making and planning
- + **Increase the profile of high-quality projects**, enabling them to receive the recognition they deserve through active external engagement on behalf of the projects we represent
- + **Provide a complete package of services and tools** which enables project developers to focus on project delivery and expansion



ADDED VALUE FOR OUR PROJECT PARTNERS:

- + Access to Ecosphere+ **global demand pipeline** with hundreds of screened and qualified buyers often with KYC completed and master trading agreements already in place;
- + Wealth of experience in **project marketing and communications** and external endorsement for project quality;
- + Ability to structure and complete multiple **different transaction types** including complex multi-year agreements;
- + Experience in running successful **project launches and competitive tenders**;
- + Complete management of the **sales and financial settlements process**;
- + Access to **reporting and inventory management** through our bespoke, specialist Carbon Asset Tracking System and Salesforce CRM including reporting that can be used for project Boards and other stakeholder committees as needed;
- + Management of **delivery or retirement of VCUs** and Registry interface as required;
- + Services supplied to buyers to support **project selection, due diligence, contracting and post-sales support** including communications and external engagement / media;
- + Production of **sales impact reports** to align with individual requirements;
- + Collaborating on responses to third-party and **media enquiries**;
- + **ICROA accreditation** (often this is a pre-requisite for buyers that can only transact with ICROA accredited counterparties) and **B Corp certification**
- + **ESG screening of all potential third-party buyers** to ensure no business is conducted with anyone on ESG exclusion lists and that all project or funder ESG requirements are adhered to.

COMMUNICATIONS & ENGAGEMENT

As your partner, we develop a broad set of materials to showcase and share the impact of your unique project with our clients, potential new clients and the wider market. We support across a range of marketing including:

Forest hero: Amao from Sinchi Rocha

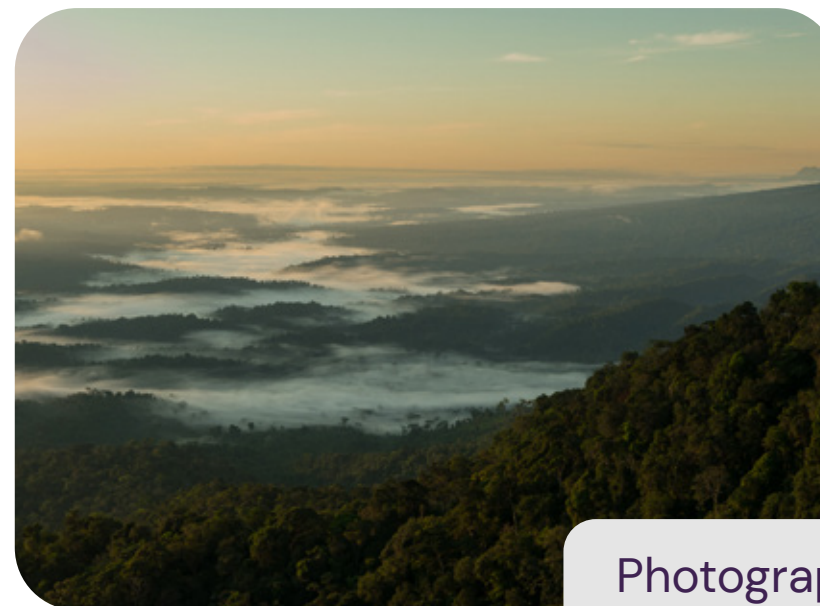


*Amao, Harik from Sinchi Rocha, one of seven indigenous communities involved in the project.

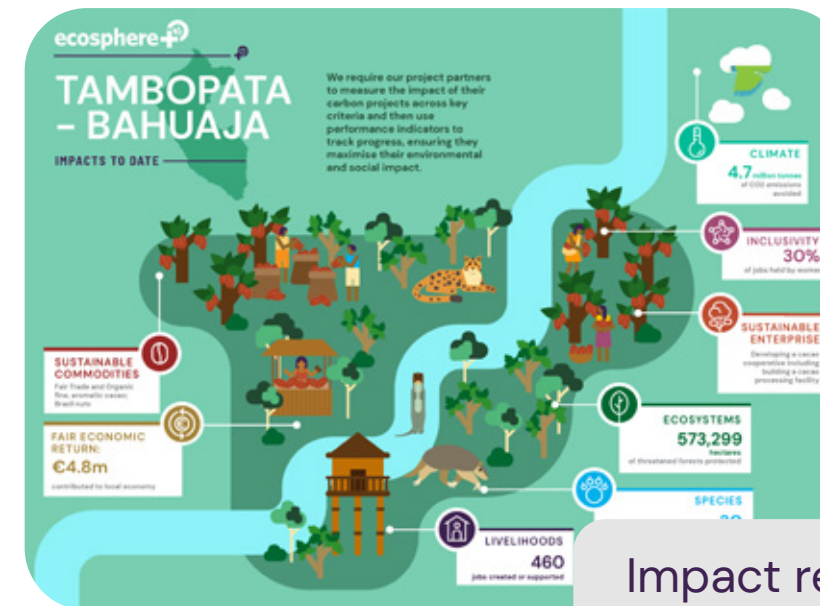
Project blogs & newsletters



Social media graphics



Photography & videography



Impact reports & infographics

We will also serve as your direct partner, advocating for your project through strategic engagement in the market. This includes through:



Awards



Events, conferences and workshops



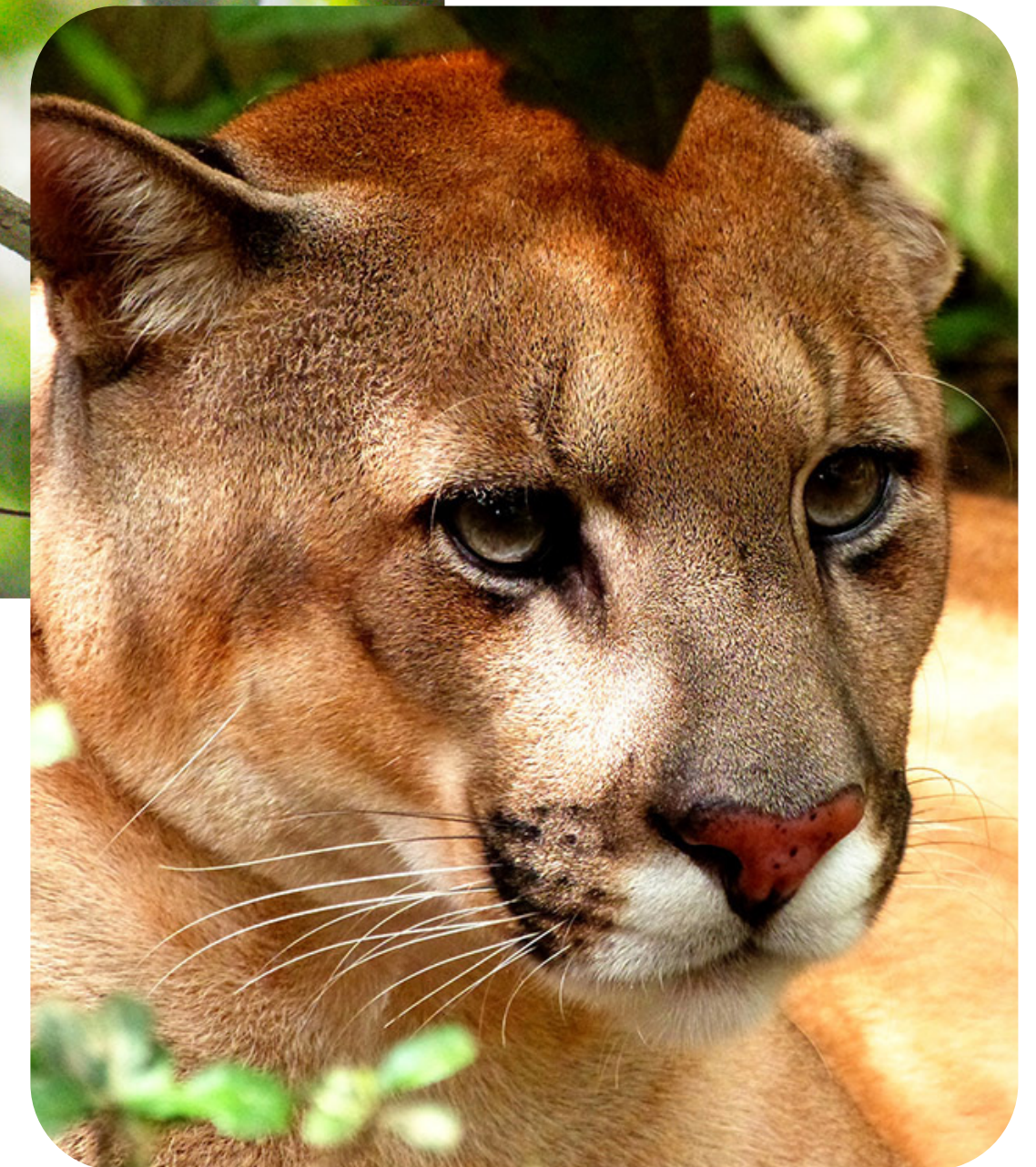
Media engagement

MARKET ANALYSIS AND TRENDS REPORTING

Our sales team actively monitors an ever-growing and changing carbon market. We bring market insights to our project partners, helping them navigate an often opaque environment through data and analysis.

Truly committed to transparency, we also report all of our sales transactions (maintaining client confidentiality) to leading data providers and market intelligence organisations. Our market partnerships include:

- + OPIS
- + Trove
- + Ecosystem Marketplace
- + S&P Global
- + Natural Climate Solutions Alliance
- + International Platform for Insetting
- + ICROA
- + IETA
- + REDD+ Business Initiative
- + World Economic Forum
- + UpLink



YOUR DELIVERY TEAM

We promise excellence and transparency in everything we do. We are agile and able to work quickly and dynamically to meet our partners' individual needs.

A set of internal operations and processes ensure we provide a leading service to project developers. These include:

- + Internal committee to track and manage project issuances
- + Management system for carbon credit deliveries
- + Customer relationship management tool to track and report project sales (volume, pricing, vintage etc)
- + Regular carbon market analysis and reporting

We are a team of energetic, dedicated experts, led by our CEO Lisa Walker, with diverse backgrounds from energy, government, international development, finance, communications and academia.



GLOBAL RECOGNITION FOR ECOSPHERE+ AND OUR PORTFOLIO PROJECTS

- + World Economic Forum Trillion Trees Challenge
- + Natural Climate Solutions Lighthouse Programme
- + REDD+ Business Initiative Flagship project programme
- + Forbes Business of Net Zero edition
- + IUCN – Green List and Incubator for Nature Conservation
- + Yale Innovation Prize
- + Environmental Finance – Deals of the Year Winner
- + Equator Innovation Prize
- + UN Global Climate Action Awards
- + Whitley Fund for International Nature Conservation
- + BBVA – best conservation project in Latin America recognition
- + UNFCCC Momentum for Change Award
- + UK Green Business Awards 2023 Finalist





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