

GUIDE TO

CARBON PROCUREMENT

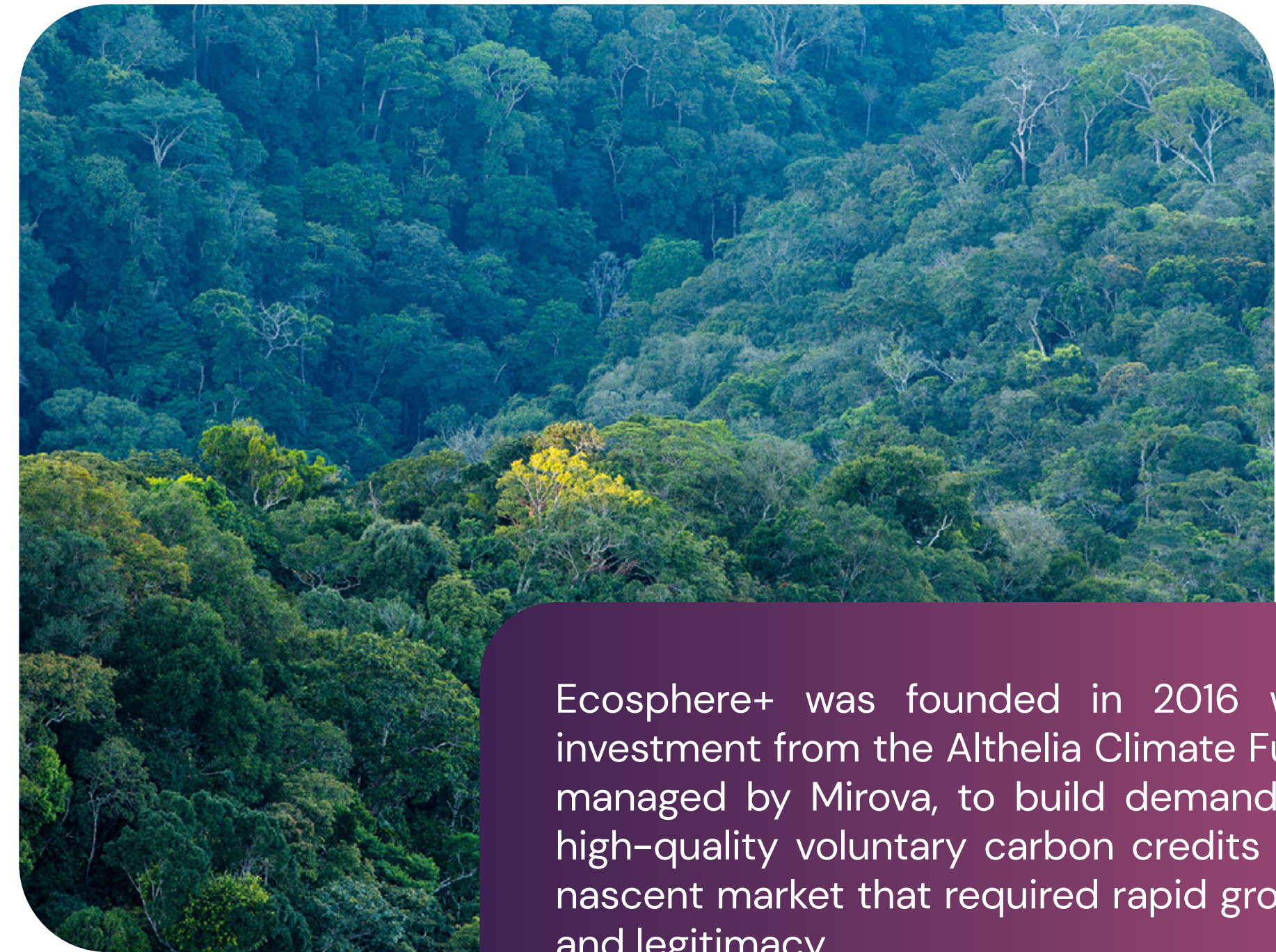
HARNESSING THE POWER
OF THE CARBON MARKET



ABOUT ECOSPHERE+

Ecosphere+ has transacted over 45 million carbon credits since 2016, pioneering best-practice in carbon procurement. We help businesses to navigate carbon procurement with confidence and deliver broad environmental and social impact. Ecosphere+ portfolio strategies enable our clients to take further action beyond value chain mitigation, integrating carbon credits to achieve net zero and beyond. Our team bring over 20 years of experience in corporate climate action to Ecosphere+. This commercial expertise, matched with a global network of experienced project partners, enables us to deliver future-proof, rigorously assured business solutions. We have designed and delivered some of the largest corporate solutions in the carbon market to date, guided by a standards and reporting framework focused on quality and impact.

Ecosphere+ is a proud B Corp and accredited to ICROA, a quality assurance framework in carbon offsetting.



Ecosphere+ was founded in 2016 with investment from the Althelia Climate Fund, managed by Mirova, to build demand for high-quality voluntary carbon credits in a nascent market that required rapid growth and legitimacy.

Since 2022, Ecosphere+ has entered an exciting new phase as the Fund comes to a close, using our long-term expertise to diversify our partnerships with project developers and impact investors to source and deliver unique and dynamic solutions to end-users of carbon credits.

Ecosphere+ continues to work closely with Mirova, bringing to market exclusive supply from new Mirova funds.

Figures last updated in March 2023.

ECOSPHERE+ AT A GLANCE

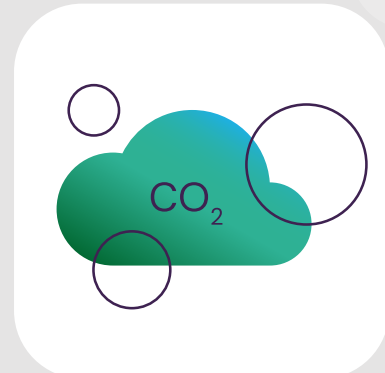
Delivering some of the largest and **MOST INNOVATIVE SOLUTIONS** in the carbon market to date



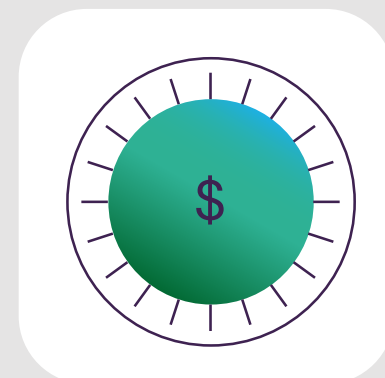
Project partnerships developed across **6 CONTINENTS**



45+ MILLION carbon credits transacted to date



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



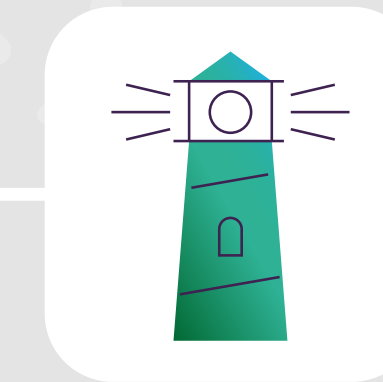
OPERATING SINCE 2016



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



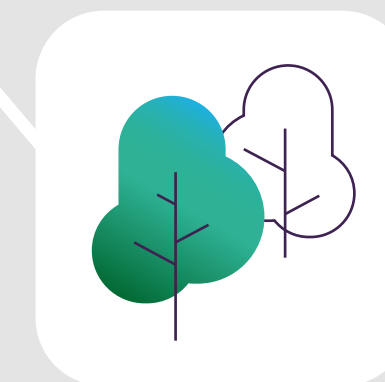
Experienced team bringing **40+ YEARS** of corporate climate action to Ecosphere+



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**

NAVIGATING CARBON PROCUREMENT WITH CONFIDENCE

The carbon market is capable of achieving profound environmental and social impact. But a current lack of standardisation and clarity in the market is stalling the climate finance required to scale the market. **Solutions that protect and restore nature are capable of delivering almost 40% of the near-term emissions reductions needed to reach global climate goals, yet finance flows are not ramping up fast enough.** When used in addition to industrial and value-chain decarbonisation, carbon credits can play a key role as part of an integrated approach to the delivery of net zero. Crucially, high-quality projects that generate carbon credits can also deliver core benefits for ecosystems, biodiversity and communities, when developed with integrity and governed transparently with local and indigenous people at the core of decision-making.






Navigating the carbon market is a challenge. Businesses and investors want to be sure they are supporting the right projects, in the right way. A fragmented market, regulatory uncertainty and lack of transparency makes this difficult. **Ecosphere+ portfolio strategies exist to remove these hurdles allowing ambitious businesses to deliver environmental and social impact, whilst managing financial exposure and reputational risk.** Our team are experts in carbon solutions, and we guide our clients to the highest-quality projects in the market with a range of commercial structures.





Ecosphere+ bridges the gap between businesses looking to procure carbon credits and finance high-quality projects, and the implementors capable of delivering them. Businesses need to enhance their net zero strategy by integrating high-impact carbon credits, alongside deep value chain emissions reductions, that can also help to deliver on the UN Sustainable Development Goals. Ecosphere+ works to build portfolio procurement strategies that align brands with wider environmental and social outcomes.

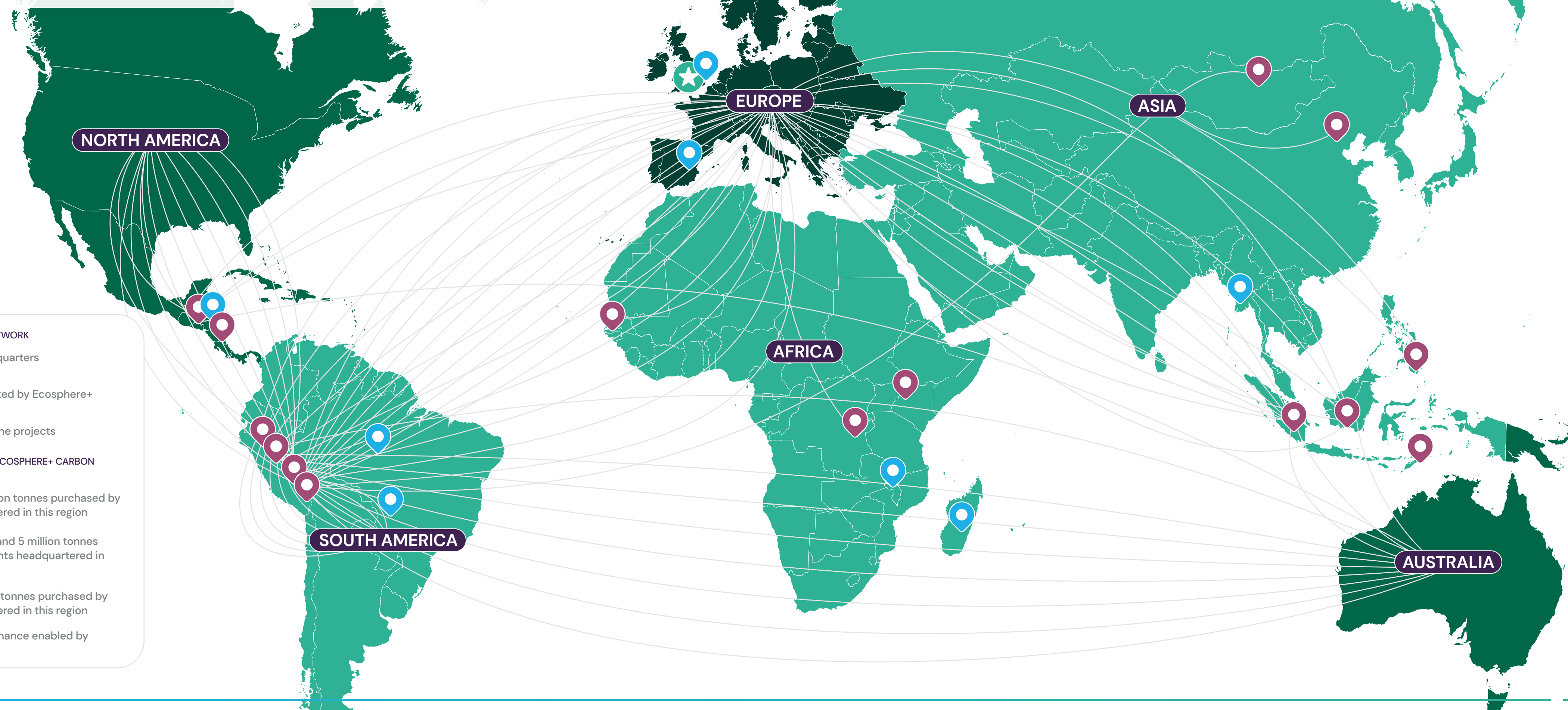
A GLOBAL NETWORK OF PROJECT PARTNERS, INVESTORS AND CARBON CREDIT BUYERS

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.

OUR SOLUTIONS

We support businesses with a range of contract structures for procuring carbon credits, with each transaction bespoke to our clients' needs:

- + Immediate supply of carbon credits through **spot contracts**
- + Supply of a future stream of credits to cover contributions over multiple years through **forward contracts** (with or without pre-payments)
- + Flexible supply that can be tailored to keep pace with corporate carbon reductions and implementation of net zero goals e.g. through **optionality within contracts** to manage price exposure and volume fluctuations.
- + Opportunities to support carbon projects on an **exclusive basis**
- + **Portfolios** of multiple projects with impacts and landscapes aligned to corporate environmental and social objectives



PROCUREMENT SERVICES

We provide an end-to-end solution for buyers, built around four key pillars:

- + Developing **bespoke contract structures** to meet client demand and tailored to specific risk appetite
- + **Sourcing and securing supply** of high-quality carbon credits with the right attributes (e.g. geography, additional certifications, SDG and ESG dimensions), and supporting technical and ESG due diligence for clients
- + **Managing the delivery process** of carbon credits to clients (including management of registry sub-accounts as necessary)
- + Supporting clients with internal and external **communications and marketing campaigns**, facilitating access to engagement opportunities and navigating media coverage



For businesses that don't know where to start on their journey to net zero, we provide access to tools for measuring, reducing and offsetting their carbon footprint through our community-driven platform and free-to-use carbon footprint calculator. See more on our services for small and medium sized businesses [here](#).

A TRACK RECORD THAT SPEAKS FOR ITSELF:

Ecosphere+ is created out of a EUR100 million impact investment fund – the Althelia Climate Fund, managed by Mirova – which remains **one of the largest forest-based portfolios of carbon credits** ever assembled.

SEPTEMBER 2016

Ecosphere+ launches a **free-to-use carbon calculator** to empower small businesses to take climate action

OCTOBER 2017

Ecosphere+ helps to convene the **REDD+ Business Initiative**, a coalition supporting businesses to integrate REDD+ into their climate strategy

MARCH 2018

Ecosphere+ **represents 26% of the voluntary carbon market** based on issuances from the Verified Carbon Standard

DECEMBER 2019

AUGUST 2017
Ecosphere+ is accredited to the International Carbon Reduction and Offset Alliance (ICROA) – a framework for quality assurance in carbon offsetting

DECEMBER 2017
Ecosphere+ delivers its **first significant portfolio level transaction** covering 5 million carbon credits

APRIL 2019
Ecosphere becomes a **certified B Corp** – a global community of companies using business as a force for good.

JANUARY 2020
Ecosphere+ reaches **25 million in carbon credits** transacted to date

A TRACK RECORD THAT SPEAKS FOR ITSELF:

Ecosphere+ joins Peruvian NGO AIDER to develop and bring to market the **world's first indigenous-led FSC programme**

APRIL 2020

Ecosphere+ **expands its portfolio beyond the Althelia Climate Fund** to onboard new projects across the world verified under a variety of methodologies

JANUARY 2021

Ecosphere+ surpasses **\$120 million** in climate finance generated on behalf of projects globally

DECEMBER 2021

Ecosphere+ surpasses **45 million** carbon credits transacted to date

JUNE 2022

Ecosphere+ and tech partner Reforestum win the **World Economic Forum Trillion Trees Challenge**, recognising innovation in protecting and restoring forests

SEPTEMBER 2020

The Ecosphere+ project partner network now **spans 6 continents**

MAY 2021

Projects within the Ecosphere+ portfolio are selected as **Natural Climate Solutions Lighthouse finalists** by the NCS Alliance, a World Economic Forum and WBCSD convened platform recognising best-practice investments in nature

MARCH 2022

Ecosphere+ supports an **indigenous-led group of climate leaders from Peru to attend COP27** in Egypt to shine the light on equitable solutions to climate change

NOVEMBER 2022

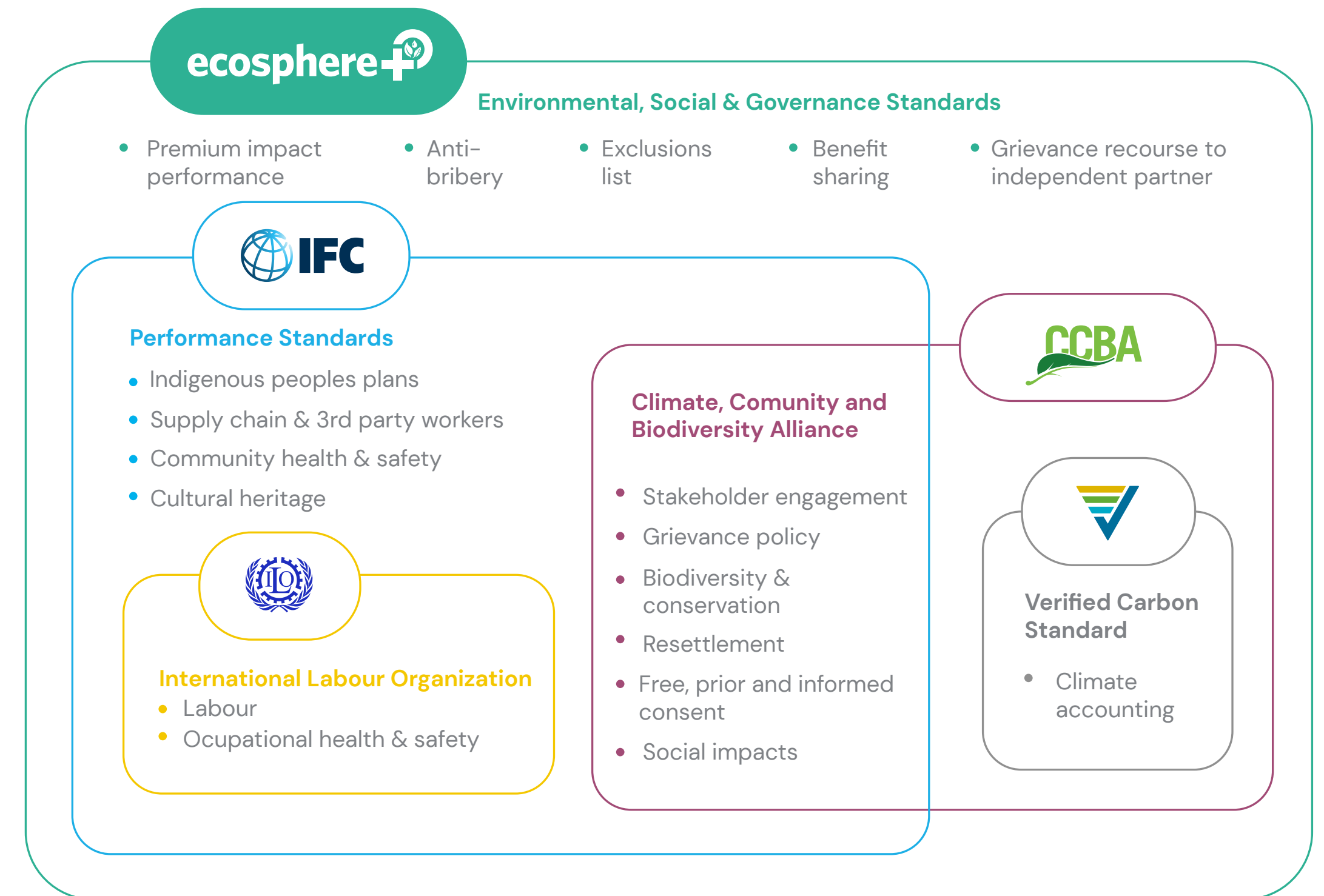
SCALING ACTION FOR CLIMATE, NATURE AND PEOPLE IN 2023

ASSURING QUALITY

Our standards and reporting framework manages risk and provides assurance to our clients that they are driving the impact they aim to deliver. We apply this framework to projects and implementors across the board to ensure our solutions are resilient and high-integrity.

We measure and report impact on the projects we represent across key impact criteria. This impact framework is ever growing and changing to encompass the unique attributes of our expanding portfolio.


Our impact themes include:



COMMUNICATING WITH CONFIDENCE

Impact is at the core of our business. Communicating how high-quality projects deliver impact is vital if there is to be trust and transparency in the carbon market. But in an often opaque market, businesses need to communicate with clarity to avoid reputational risk. We empower our clients to share the impact of their support with stakeholders, and to communicate about their contribution with confidence, also advising on the claims that can be made. Our communications support includes:

- + **Client nature access portal** – a password protected portal to download key assets from projects supported, such as high-resolution images, videos, infographics, stories, social media materials and more
- + Individual company **impact conversions** translating contribution to measurable impacts such as hectares and trees protected, or jobs supported
- + Client-specific **impact reports**
- + Client **site visits** to supported projects
- + **Engagement opportunities**, such as speaking platforms and campaign collaboration



More than 25% of a company's market value is directly attributable to its reputation.

Deloitte Global Survey
on Reputation Risk

COMMUNICATIONS & ENGAGEMENT

We develop a broad set of materials to showcase and share project impact with our clients. This includes:

Forest hero: Amao from Sinchi Rocha

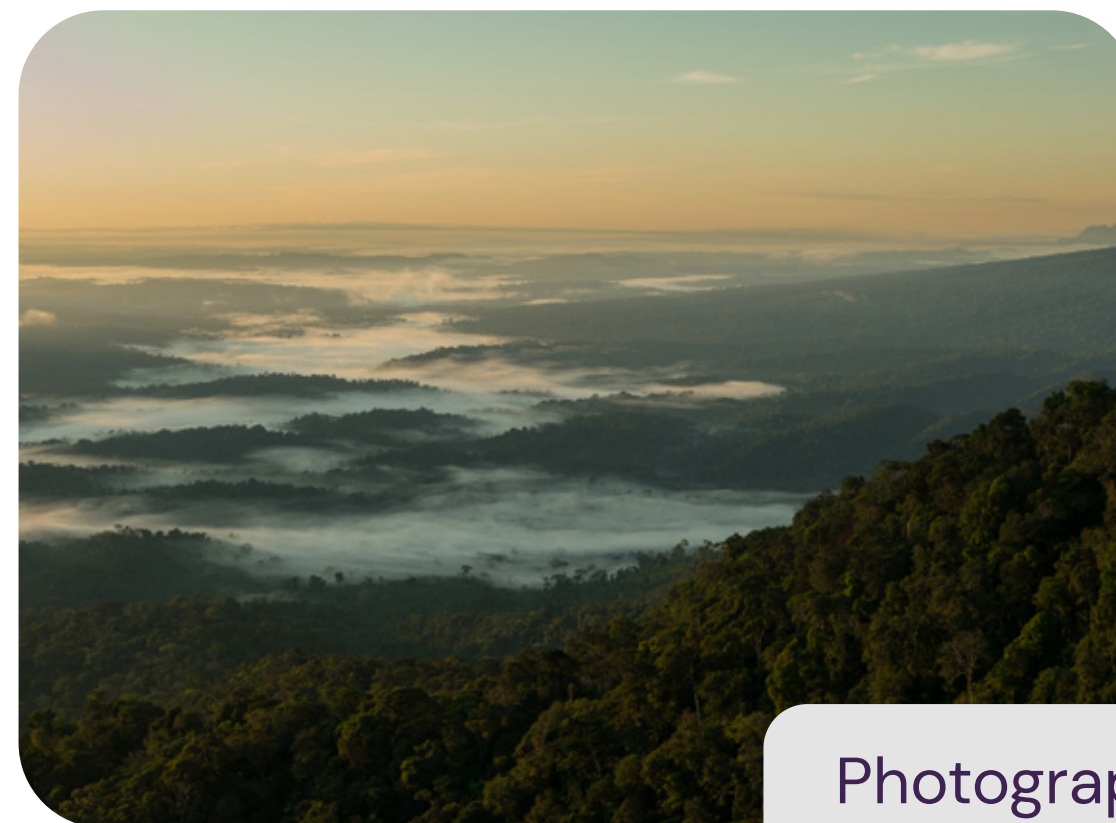


Amao. He's from Sinchi Rocha, one of seven indigenous communities involved in the project.

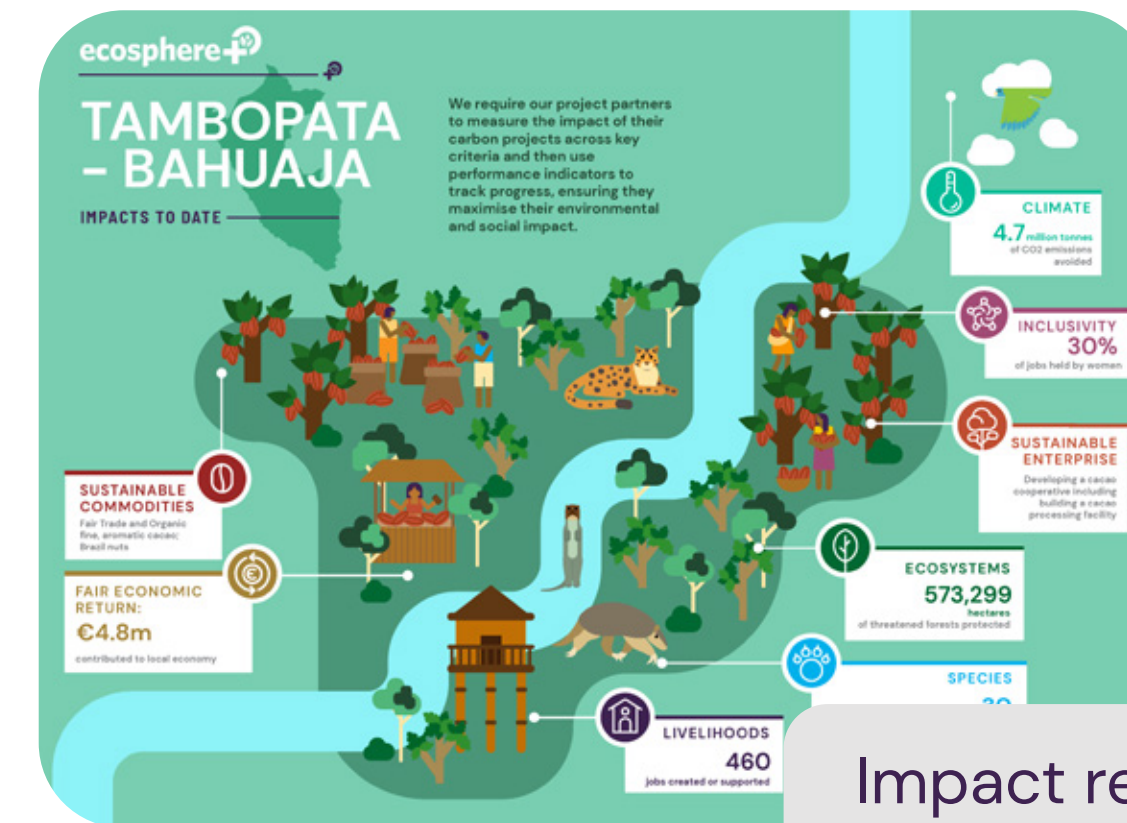
Project blogs & newsletters



Social media graphics



Photography & videography



Impact reports & infographics

SUPPORTING MORE THAN 200 COMPANIES ACROSS KEY SECTORS



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





ecosphere.plus

Contact us:

Get in touch with us on info@ecosphere.plus to discuss our solutions and projects in further detail

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