CAMPO CAPITAL

Proposal

Business Plan Development

September 2026

Commercial Proposal

1. Description:

Environmental initiatives in the forestry, agroforestry, biodiversity, and carbon sectors have significant technical and ecological potential, generating returns through ecosystem restoration and conservation. However, the lack of a well-developed business plan to bring these initiatives to market can create barriers to financing and investment capital, ultimately limiting their development.

At Campo Capital, we aim to remove this barrier by developing well-structured business plans that combine technical rigor with short-, medium-, and long-term financial requirements. We design comprehensive proposals that formalize each initiative by bringing together its business model, sector analysis, technical and operational strategy, and financial projections in a single document. This provides investors with a clear overview and supports capital mobilization.

2. What does the service include?

Our business plan development service is delivered through four main stages:

- **Technical and Operational Model**:
  We define the project's objectives and management plan, including planting design, activity schedules, operational logistics, and the cost structure for implementation and maintenance.
- **Sector and Market Analysis**:
  We conduct a market study to establish the current market context, assessing supply and demand, price trends, competition, and the commercial strategy to be implemented.
- **Financial Modeling**:
  We develop a dynamic, long-term financial model using financial indicators to demonstrate the project's profitability and financial feasibility.
- **Investment Vehicle Structuring**:
  We quantify the capital required to establish and implement the project, detailing how the funds will be allocated. We also recommend the most suitable financial structure.

3. Why Campo Capital?

3.1. Benefits of working with us:

Engaging Campo Capital for this service enables you to:

- Turn your project idea into a well-structured, compelling report that is ready to be presented to prospective investors.
- Obtain reliable financial projections for your project, providing transparency regarding its feasibility and profitability before implementation.
- Rely on a long-term partner for the successful implementation of your project, with access to a range of additional services as it progresses through subsequent stages.

3.2. Campo Capital Experience:

Campo Capital S.A.S. is a Colombian company established in 2010 as an agroforestry investment manager in Colombia. Our purpose is to bring real nature-based projects and solutions to rural areas that maximize economic, social, and environmental returns.

We currently focus on the financial structuring, administration, and management of agricultural and forestry projects; consulting services in this sector; and sustainable solutions for stakeholders with natural assets or companies required to undertake environmental offsets. Our Sustainable Solutions team has the technical knowledge and direct experience to guide you throughout the development of carbon credits for your project, from the initial assessment through certification, providing you with peace of mind through the support of a specialized team with experience in the sector. The team also structures emissions-reduction projects and certifies carbon credits through nature-based solutions (NbS). The main objective of these projects is to generate economic, environmental, and social benefits, while promoting climate change mitigation and progress toward the Sustainable Development Goals (SDGs).

<u>Our key achievements</u>

- To date, we have mobilized more than USD 120 million in capital across more than 20,000 hectares, comprising USD 70 million in invested capital and USD 50 million in capital committed for investment over the next four years.
- We have managed 1,300,000 carbon credits in the Verra Registry, which are currently on the market.
- We have conserved 7,000 hectares of high conservation value areas and structured REDD+ carbon credit projects covering 250,000 hectares in the Peruvian Amazon rainforest.

- We have brought together private equity investors and development finance institutions such as FMO and IFDK, UNEP-RSCF, among others.
- We have operated four greenfield projects structured by our team: two agricultural, one forestry, and one agroforestry project.
- We have worked in Colombia, Peru, and Tanzania.
- In 2024, Campo Capital was recognized as the "Most Sustainable Company in the Impact Investment Industry" and "Best Investment Management Company" at the World Finance Innovation Awards. In 2022, Environmental Finance recognized us as Boutique Investment Manager of the Americas for our work in Peru and Colombia.
- Our projects have obtained various certifications, including FSC, Primus GFS, and USDA Organic.
- We have implemented technologies and practices that meet high international standards, including SAP Business One (SAP B1) ERP systems for financial accounting and reporting, and MRV systems using ArcGIS, among others. The financial statements of our investments have been audited by a Big Four firm (EY) for more than 10 years.
- We have participated as speakers at events such as the COPs, New York Climate Week, Nature Finance Forums, and Latin America Climate Week.

Our partners

We have worked with international and local organizations such as the Global Green Growth Institute, the International Climate Fund, Finagro, IICA, Corpocampo NGO, and TotalEnergies, among others. We also have experience working with government entities and private companies in the agricultural sector.



4. Next Steps:

If you are interested in engaging our services, please contact a member of the Campo Capital team by email:

- Schedule an initial meeting with our team to tell us about your project and expectations.
- Together, we define the scope of the service and begin the project assessment.
- We present a formal proposal outlining the work schedule and next steps for developing the business plan.

"Towards a sustainable future. Together, we move forward."

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