CAMPO CAPITAL

Proposal

Carbon Credit Commercialization

September 2026

Commercial Proposal

1. Description:

Establishing long-term commercial relationships for the purchase and sale of carbon credits can be a complex process in the Voluntary Carbon Market, creating barriers for project developers seeking to monetize their projects. Likewise, companies with offsetting targets often find it difficult to source credits that fully meet integrity and quality requirements.

Building on its experience, Campo Capital has identified an opportunity to act as a strategic commercial bridge between your project and corporate and institutional buyers worldwide. We structure the offering of available credits and present them through our portfolio. Our objective is to reach mutually beneficial agreements in exchange for a commission on the volume effectively sold.

2. What Does the Service Include?

Campo Capital manages the entire commercial intermediation process between supply and demand in the international Voluntary Carbon Market:

- Commercial structuring of the offering: We describe the type of project and establish the value of each ton of carbon captured, preparing it to be offered on the market through our credit portfolio.
- Connecting with qualified buyers: We offer your credits to corporate and institutional buyers interested in acquiring them to reduce their carbon footprint or meet their offsetting targets.
- Transaction negotiation: We support the negotiation process between interested parties through to the closing of the transaction, ensuring that both parties are satisfied with the outcome.
- Performance-based commission: A commission is agreed for our carbon credit purchase and sale intermediation services. This may be based on the volume successfully commercialized, a percentage of the sale, a commission above a minimum price, or other arrangements.

3. Why Campo Capital?

3.1. Benefits of working with us:

Engaging Campo Capital for this service will allow you to:

- Access a commercialization channel backed by an established network of contacts, making it easier to sell your available credits and monetize your project sooner.
- Avoid financial losses, as no costs are incurred unless the credits are successfully sold.
- Access a national and international network of contacts who may become recurring clients.

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).

Our key achievements

- 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.

Inversionistas:



Clientes:



4. Next steps:

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

- Schedule an initial meeting to tell us whether you are looking to sell your credits or purchase high-quality credits.
- Together, we define the transaction volume, project type, and commercial terms.
- We present a formal proposal outlining the commission structure and the next steps in the negotiation process.

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

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