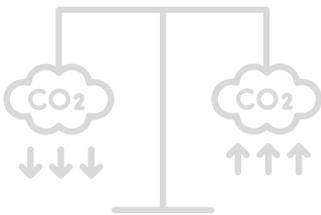


capability statement

CARBON SERVICES



The Pinion Advisory team can provide clients with independent, scientifically sound, business focused support and advice to navigate the world of carbon. With our in-depth understanding of on-farm production systems and carbon and GHG emissions we provide informed recommendations that will increase productivity and profitability and improve sustainability. Our advice is practical and based on sound business and production understanding (soil, enterprises, financial). Our independence means that our services are focussed on outcomes for you and your business.

Benefits to understanding and managing carbon

STRATEGIC AND COMPETITIVE MARKET POSITIONING

There is increasing demand for carbon-friendly products. To access these markets producers must at a minimum understand and be pro-actively managing their farm carbon balance. Companies (and industries) that incorporate carbon accounting are exhibiting greater resilience to market pressure and outperforming competitors.

LONG TERM SUSTAINABILITY AND RESILIENCE

Managing for carbon delivers clear on-farm environmental benefits and provides opportunity to improve business resilience. The many on-farm co-benefits include healthier soils with improved water holding capacity, shelter and shade for stock and improved biodiversity. It creates a healthier ecosystem and a more efficient, sustainable production system by accounting for the existing natural resources.

PRODUCTION EFFICIENCIES

Improved carbon efficiency means improved production efficiencies and profitability, such as faster finishing times and reduced fertiliser input. It's a win-win.

ADDITIONAL INCOME STREAM

Trading carbon can provide an opportunity for a long-term sustainable income stream. There is potential to generate income from low production land, allocating the most sustainable use for all land types.

ETHICAL LEADERSHIP AND SOCIAL LICENSE

Leading agricultural producers have an opportunity to demonstrate that as an industry we are taking positive action and contributing to solutions that benefit industry and the broader environment.



Our service offering includes the following packages

Our basics and action packages are each a separate offering, that builds on the previous package. The carbon training and monitoring packages can be bolted onto either of our other package offerings. For more detail on costs and benefits and the actual services provided for each package, please contact one of our team.

1. BASICS PACKAGE – UNDERSTANDING CARBON ON YOUR FARM

- Improved understanding of the carbon balance of your business (total emissions, their source, and sequestrations). This is your baseline carbon balance. Are you carbon neutral, carbon positive or carbon negative?
- Identify the opportunities that fit your business and improve your carbon balance.
- Understand how improving carbon management in your business is linked with a range of other benefits (e.g. additional income stream, market access, soil carbon, production efficiency, biodiversity).

2. CARBON ACTION PACKAGE – IDENTIFYING CARBON BUSINESS OPPORTUNITIES AND MANAGEMENT ACTIONS

- Understand the detail behind carbon opportunities for your business including costs, benefits and requirements.
- Ensure that potential carbon opportunities align with your broader business goals and capability.
- Access to scenarios and cost-benefit analyses on potential carbon opportunities to enable informed decisions to be made
- Carbon action plan tailored for your business.
- If it's identified that carbon trading might be a viable option for your business, we can provide project support for individual farming clients to trade carbon.

+ CARBON TRAINING PACKAGE

- Our team can design and deliver extension training packages at a range of different levels (e.g. half day workshop through to series of linked training sessions) on a range of carbon topics. These are typically targeted at groups of producers, and can be linked with our other carbon package offerings (e.g. basics package could be combined with training to upskill producers to conduct their own carbon balance assessments).

+ MONITORING YOUR CARBON PERFORMANCE PACKAGE

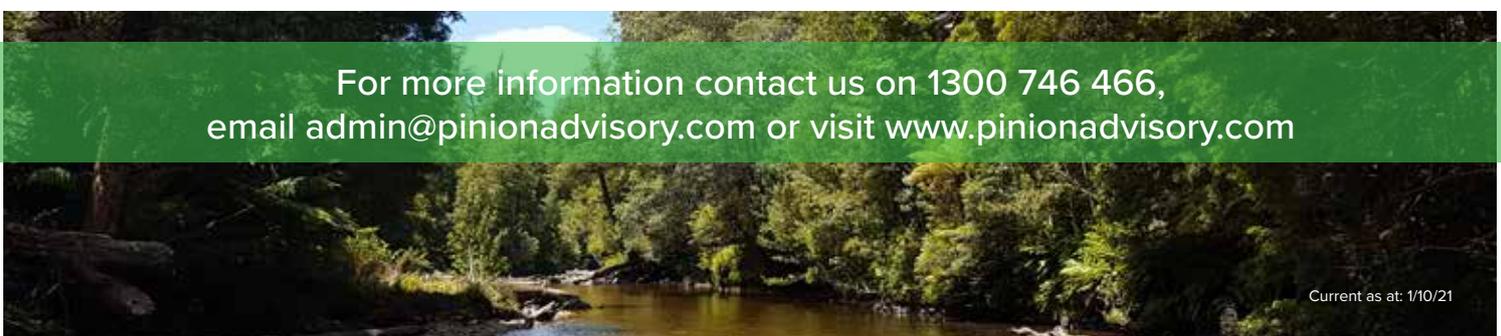
- Ongoing measurements and assessments to enable within business and carbon trading benchmarking – have you met your carbon goals? What has been the impact on productivity and profitability? What have been other benefits? Is a rethink of your strategy needed?

Our team

Our carbon team is led by Leanne Sherriff and includes a core team of:

- Ashley Evans
- Henry Treloar
- Caroline McGrath
- Jana Dixon
- Dylan Butcher
- Jason Lynch

The carbon team works closely with our production, farm business and sustainable services teams to deliver a holistic service to clients.



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