

UNEP Finance Initiative Conference

Kilter Rural Introduction

Sydney
July 2018



Transformative. Commercial. Sustainable. Robust.



Kilter overview

- Specialist real asset manager, founded in 2004 to profitably improve Australia's farmland, water and ecosystems
- Managing institutional investment since 2006 with FUM of \$300M
- Investments delivered through our Future Farming Landscapes (FFL) model
- Predicated on the protection and enhancement of ecosystems underpinning agricultural - building long-term value for investors.

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Trial condition accounts

- Needed metrics and a methodology
- Required a simple, evidence driven, repeatable process for tracking condition trend
- A 'farm level' trial account with the Wentworth Group, NAB

Physical condition accounts a step to unlocking further value

- Long history of advocacy for development of ecosystem markets
- Environmental or natural capital improvement viewed as another form of primary production

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Landscape

Risk & opportunity

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Flood mitigation pod

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