UNEP Finance Initiative Conference

Kilter Rural Introduction

Sydney
July 2018
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.
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
Landscape
Risk & opportunity
Flood mitigation pod