

BeZero

# Pre-Issuance Projects What Are Buyers Looking For?

North American Carbon World 2024

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# Welcome

## Topic: Pre-Issuance Projects – What Are Buyers Looking For?

### Agenda:

- Increased interest in pre-issuance projects – BeZero
- Perspective – Don Danmeier (Chevron)
- Perspective – Erika Anderson (ERM)
- Discussion
- Concluding thoughts – BeZero

# The carbon risk toolkit

Ratings and risk tools for the entire carbon value chain



# Market interest is shifting

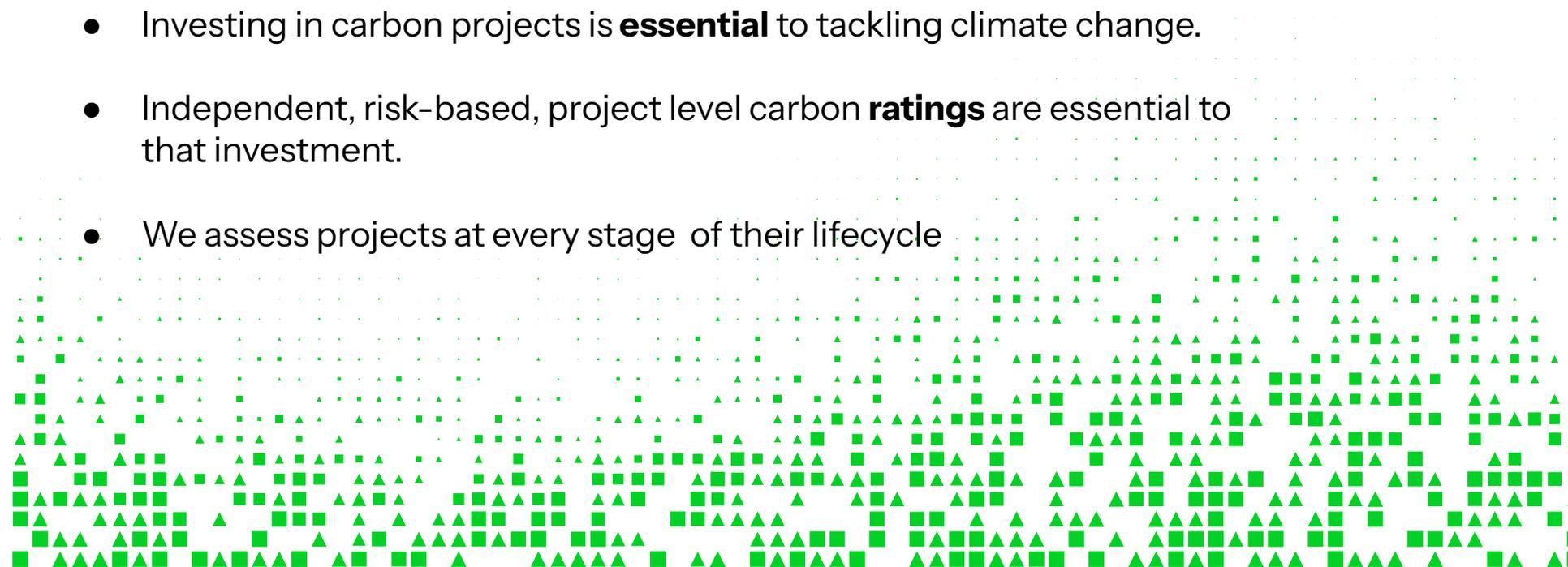
- Increase in pre-purchase agreements and early stage investment
- Driven by the need to secure price and supply and avoid reputational risk
- More direct interaction between developer and end buyer or investor



# Who is BeZero Carbon?

## We are a ratings agency for the Voluntary Carbon Market

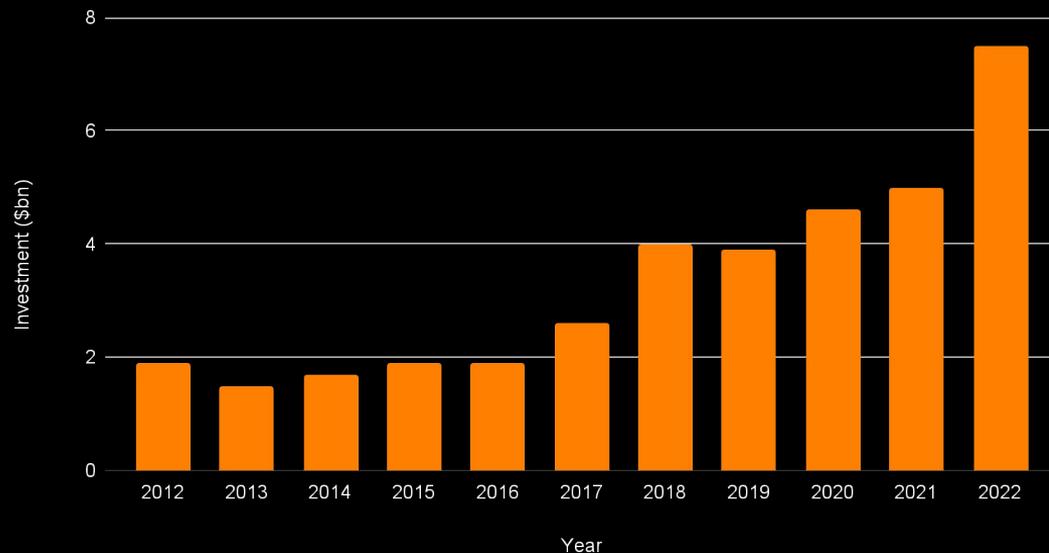
- Investing in carbon projects is **essential** to tackling climate change.
- Independent, risk-based, project level carbon **ratings** are essential to that investment.
- We assess projects at every stage of their lifecycle





# Billions are pouring into project origination and development

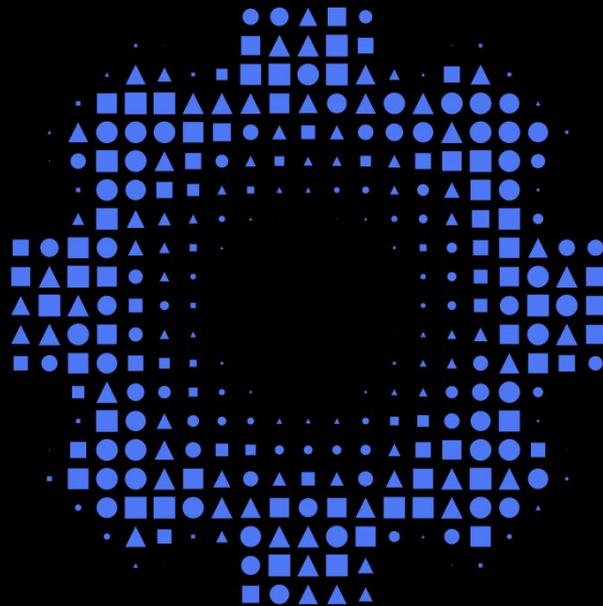
Project investment 2012-2022



How can developers, investors and buyers be confident that this investment will deliver the highest possible climate and financial impact?

# Why is this important?

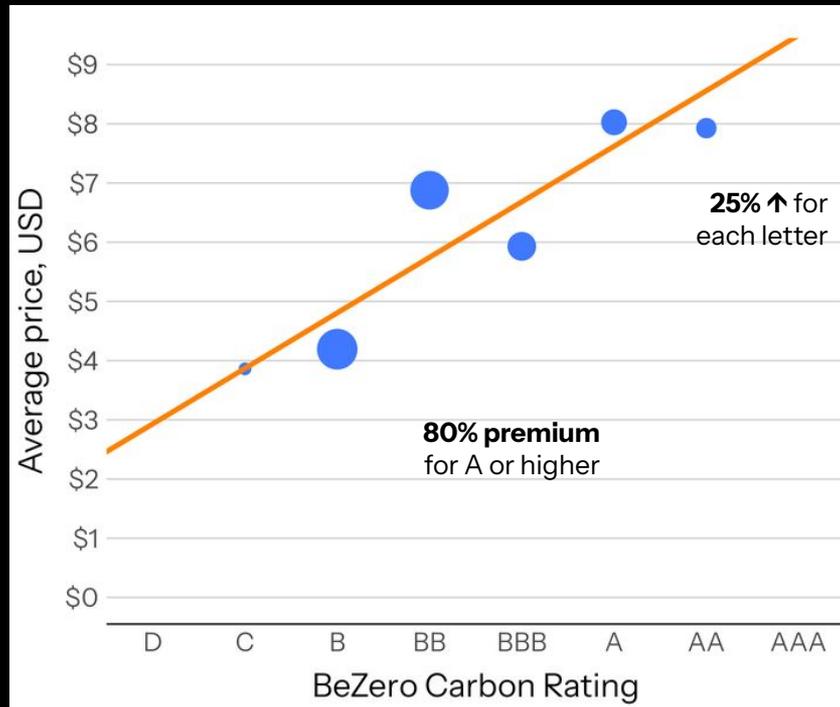
- Opportunity for developers to secure finance
- Increases the value in understanding risk at these stages
  - Pre-issuance projects face an added risk: execution risk
- Confidence at pre-issuance stage is crucial for market longevity





# Projects with higher BeZero ratings sell higher and attract buyer interest faster

## Price/quality correlation



# Understanding risk is key to confidence

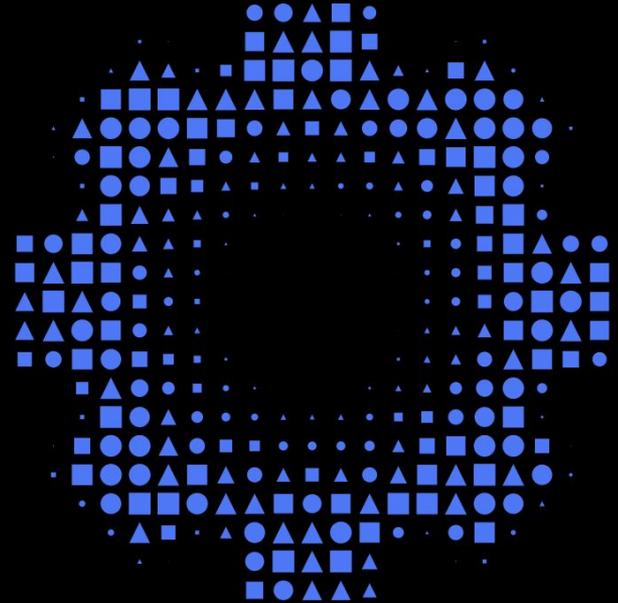
- It's difficult to make decisions with limited information
- Developers have all the information a buyer needs
- How can developers leverage this to attract investment?



- Hear from the buy side

# What are investors interested in?

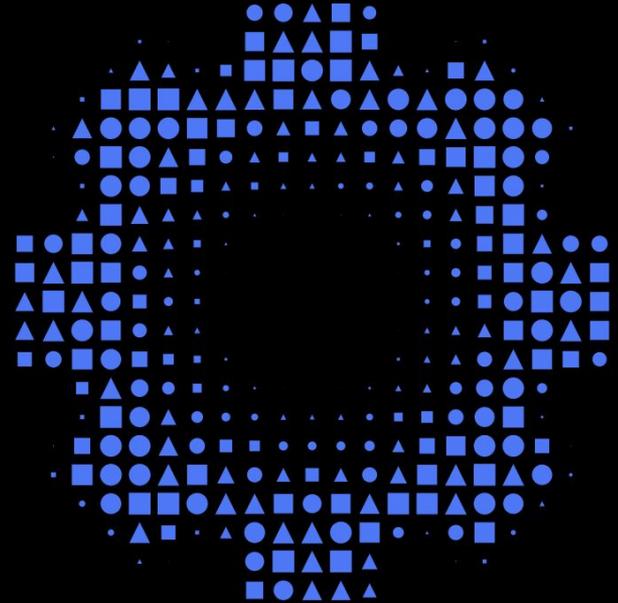
Guest speaker: Don Danmeier, Chevron



- Hear from the buy side

# What are buyers interested in?

Guest speaker: Erika Anderson, ERM





# Discussion



# Thank you for attending





# Disclaimer

The BeZero Carbon Rating of voluntary carbon credits represents BeZero Carbon's current opinion on the likelihood that carbon credits issued by a project achieve a tonne of CO<sub>2</sub>e avoided or removed. The BeZero Carbon Rating and other information made publicly available or available through the BeZero Carbon Markets platform ("Content") is made available for information purposes only. The Content and in particular the BeZero Carbon Rating sets out BeZero Carbon's opinion on a particular carbon credit or project based on publicly available information as at the date expressed and BeZero Carbon shall have no liability to anyone in respect of the Content, opinion and BeZero Carbon Rating. The Content is made available for information purposes only and you should not construe such Content as legal, tax, financial or investment advice. The Content is a statement of opinion as at the date expressed and does not constitute a solicitation, recommendation or endorsement by BeZero Carbon or any third party to invest, buy, hold or sell a carbon credit. The Content is not a statement of fact and should not be relied upon in isolation. The Content is one of many inputs used by stakeholders to understand the overall quality of any given carbon credit. BeZero Carbon shall have no liability to you for any decisions you make in respect of the Content. If you have any questions about BeZero Carbon, the BeZero Carbon Rating, the BeZero Carbon Rating methodology, qualifying criteria, rating process, any element of Content, the BeZero Carbon Markets platform or otherwise please contact us at: [commercial@bezerocarbon.com](mailto:commercial@bezerocarbon.com).

