



Making Europe a Wilder Place - through strong and innovative enterprises

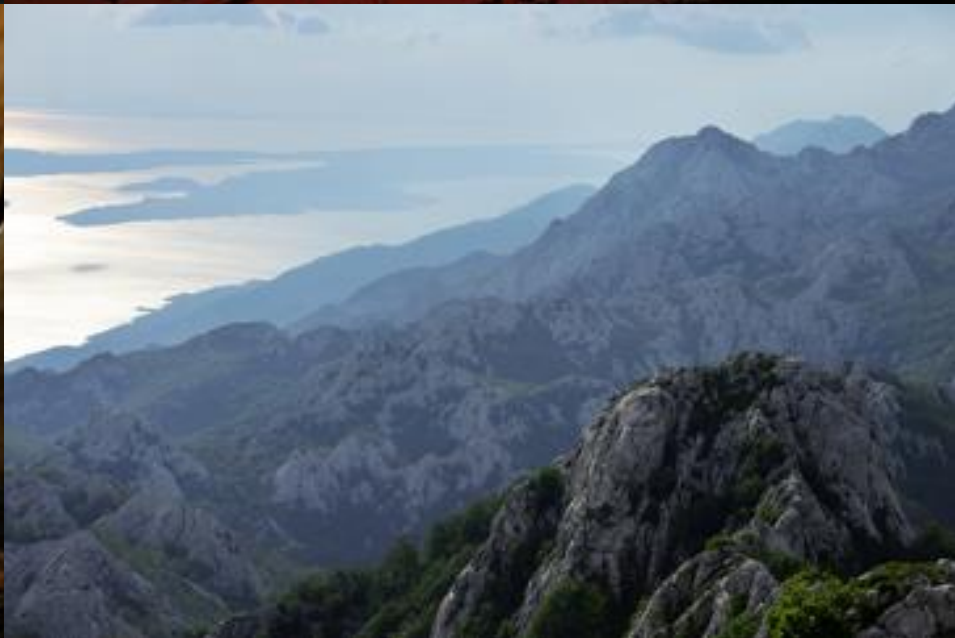
Helena Newell | Rewilding Europe – Webinar 16th September

SESSION OUTLINE

1. THE BUSINESS CASE FOR THE WILD
2. REWILDING EUROPE
3. REWILDING EUROPE CAPITAL
4. REWILDING EUROPE CAPITAL AND EIB
5. OPEN INVITATION



1. FINANCE IS REQUIRED FOR NEXT PHASE OF SCALING CONSERVATION AND REWILDING PROJECTS



1. DONOR AND GRANT FUNDING LACK SIZE, SUSTAINABILITY AND EFFECTIVENESS

Size

- Grants tend to be limited in scale

Sustainability issues

- Donor cycles
- Competition between (NGO) organisations
- Changing trends

Lack of effectiveness

- Different approaches and priorities between organisations



1. BUT OPPORTUNITIES FOR INVESTMENT ARE LIMITED, AND IT WILL BE CRUCIAL TO INCREASE NUMBER, SIZE & QUALITY OF THESE PROJECTS

Limiting factor is not the capital: *“Though private capital committed surged to a new high of \$8.2B, investors were still looking for deals with a reported \$3.1B undeployed at the end of 2015”*

But the lack of viable, investable and scalable opportunities: *“The majority [of respondents] listed their primary challenge to future growth as a lack of available deals with appropriate risk/return profiles”*

1. NATURE-BASED BUSINESSES CAN BE SUCCESSFUL, IF DEVELOPED EFFECTIVELY

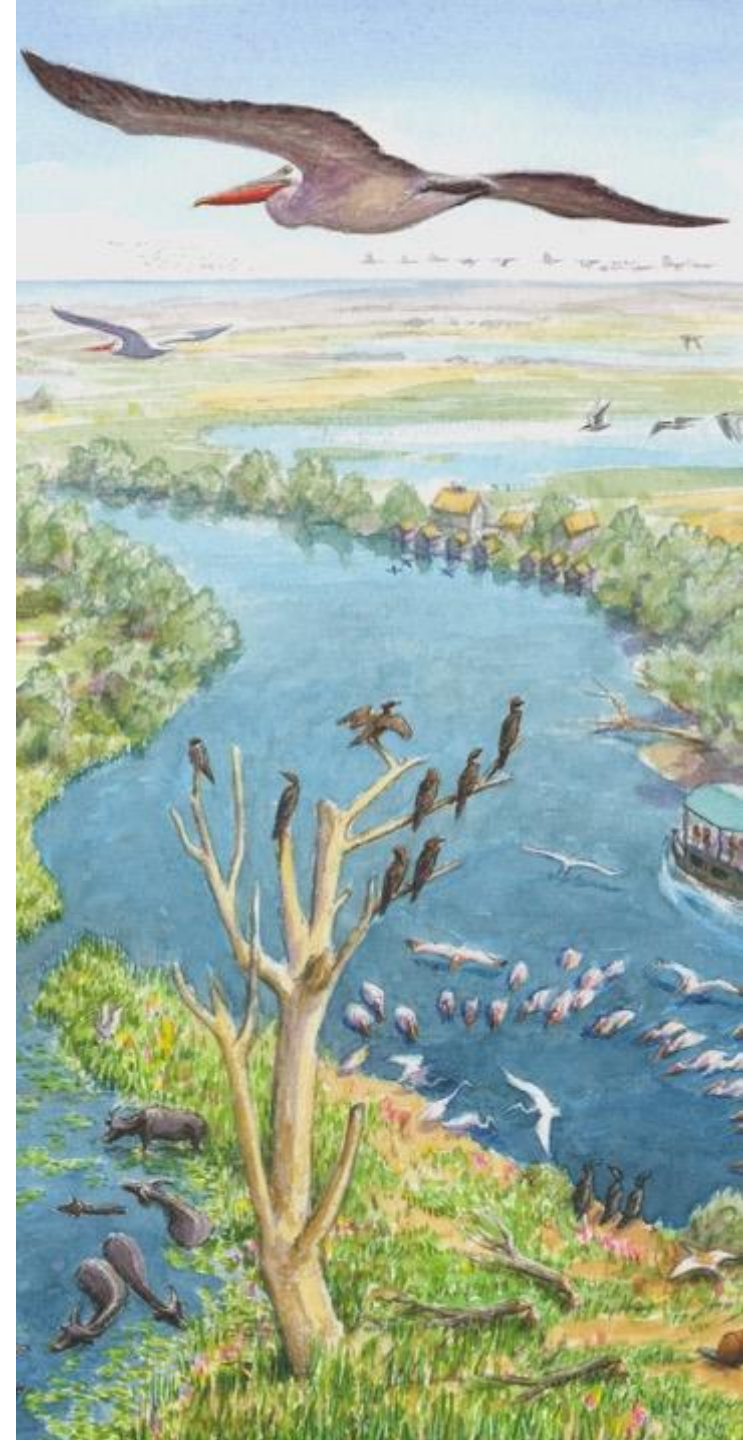
“Here is a way of squaring the circle: provide jobs and save the environment” World Bank lead economist Richard Damania

Europe can learn from other continents by deploying best practice, including:

- Generating benefits to local communities
- Careful planning of tourism infrastructure



Source: World Bank





2. Our vision: Making Europe a Wilder Place

2. REWILDING EUROPE ENTERPRISE TEAM - WHAT WE DO

The Enterprise team vision:

“Demonstrate that rewilding generates new business opportunities, jobs and income/benefits for society, thereby creating an alternative and competitive form of land (and sea) use for local people, landowners and communities”

Delivery of the vision:

- Finding (local) entrepreneurs, which we do in collaboration between the Rewilding Europe Enterprise team and local team leaders.
- We provide:
 - Financial support e.g. loans
 - Technical support e.g. with development of the business plan or rewilding plans
 - Networking opportunities e.g. with other local conservationists and entrepreneurs
- Plus European Safari Company as a route to market as travel agent



2. GENERATE SOCIAL AND CULTURAL OPPORTUNITIES

- Creating local business networks, jobs and income, multiplier effects
- Bringing new skills into the countryside
- Less dependence on subsidies, promoting entrepreneurship
- Creating a new, positive perspective
- Younger people and families returning for new possibilities (‘re-peopling’)
- Local/regional branding of areas and products
- Cultural heritage and traditional skills reinvigorated in a different setting



2. DEVELOPING NATURE BASED ECONOMIES WHICH BENEFIT REWILDING

- Generate Finance
- Build Incentives
- Optimise Sustainability
- Offset Encroachment
- Stimulate Engagement



2. REWILDING MODELS, FINANCE AND SECTOR PITCHES

As on the website



Forest management



Nature and wildlife tourism



Wetland restoration and water management



Biodiversity and CO₂ offsetting



Land estates



Wildlife breeding and management

3. REWILDING EUROPE CAPITAL

Invests in European nature-based businesses which catalyse, support and achieve positive environmental and socio-economic outcomes that support rewilding in Europe

For example :

Bisegna Mountain
Refuge in Central
Apennines, Italy



3. REC1 OVERVIEW

- REC started with €500,000 EUR of donor funding from the Dutch Postcode Lottery to invest in emerging nature based enterprises.
- Loans ranged from €5,000 to €75,000
- Across sectors, with a majority of deals in tourism

4. Rewilding Europe Capital (REC2) and EIB NCFE

€6m loan facility with individual loans up to €600,000



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REWILDING EUROPE (NCFE)

Reference: 20150607

Release date: 25 September 2015

Promoter – Financial Intermediary

Rewilding Europe Capital

Location

▶ EU Countries

Description

Intermediated loan to a special purpose financial intermediary, providing loans to probiodiversity businesses, including commercial conservation projects



European Union +

General enquiries and comments

The EIB is committed to open communication and encourages constructive stakeholder input regarding its activities. Enquiries

4. REC2 OVERVIEW

- Euro 6.000.000 total facility from EIB, for medium scale enterprises
- Enterprise should already have a decent track record
- Loans between euro 100.000 – 600.000
- Technical Assistance – available for REC and REC loan recipients



4. REC2 - Finalised 2 investments in December 2018

Wetland restoration and carbon offsetting in Finland



Forest restoration in Portugal



4. WETLAND RESTORATION IN FINLAND

- Issue: non-productive peat area emitting CO₂
- Loan of 200.000 euro for buying non-productive peatland from government
- Rewilding impact by peat restoration into nature areas
- Innovative business case based on CO₂ offsetting, large opportunity, with approximately 5 million of hectares of drained peatland in Finland for scaling up



4. FOREST RESTORATION IN PORTUGAL

- Issue: increasing forest fires, declining business and monocultures with very low biodiversity
- Loan of 600.000 euro for buying forestry concessions on community land faced with forest fires
- Rewilding impact by transforming towards more natural forest
- Business case based on sustainable forestry and climate adaption (incl. PES for mitigating fires, natural grazing EU subsidies, offsetting). Scaling opportunities up to 700.000 hectares



4. TECHNICAL ASSISTANCE

The technical assistance provided by EIB enabled REC to invest in a strong Investment Management System, which enables:

- Improvement management by REC
- Repayment management for REC loan recipients

We are working with the EIB to procure further technical assistance to support our current and future investees with:

- Innovative business plan development
- Monitoring and reporting frameworks



4. REC and the EIB

The loan facility from the EIB has enabled:

- Scaling of the investments
- Larger scale rewilding impact
- Improvement of REC processes
- Increased awareness, including from other investors.



5. REC process

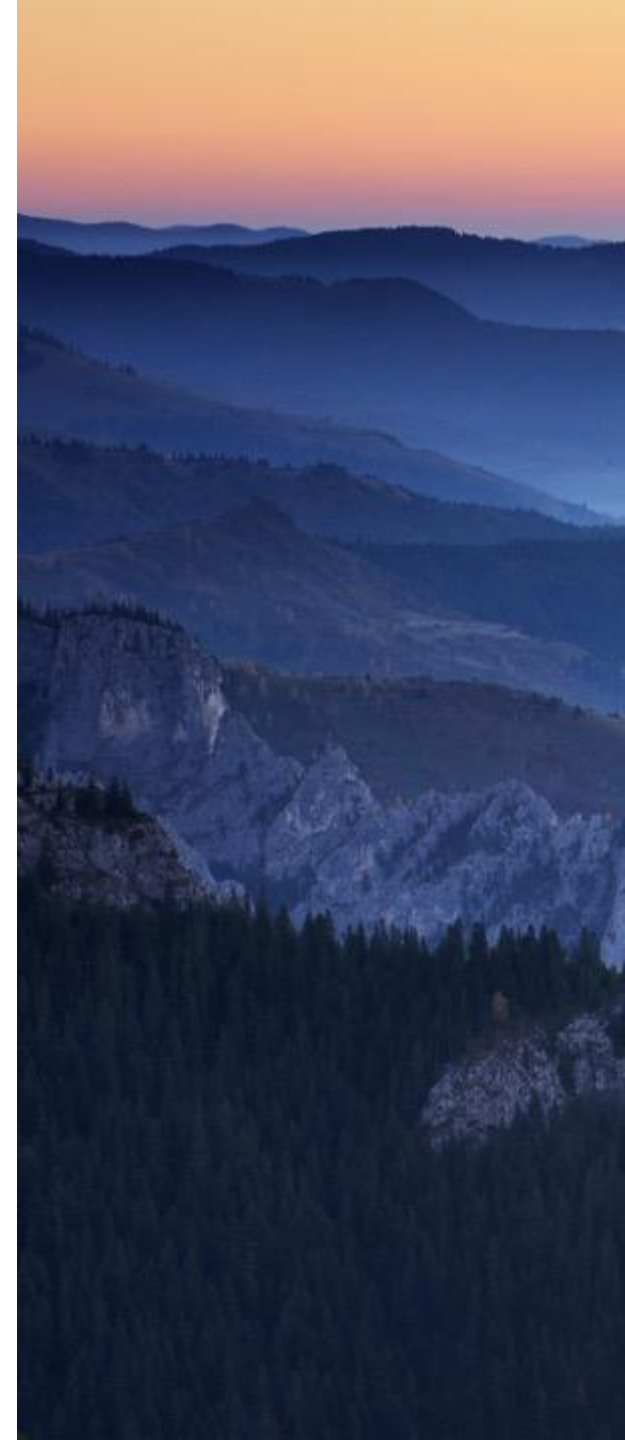
- **Find opportunity** – REC discover an interesting entrepreneur / business which contributes to rewilding and has a sustainable business model.
- **Introduce to Enterprise team** – Introduction to Helena Newell / Timon Rutten, with the business providing a summary on the type of business and size of potential loan.
- **Business Introduction** - Enterprise team arrange a call & business will complete a Business Introduction Form.
- **Pre-Clearance** - The Investment Committee review the potential loan at a Pre-Clearance meeting and decide if the business is consistent with the investment mandate and criteria.
- **Due Diligence** - If approved, the enterprise team will then need to conduct a full due diligence process, with the business required to submit accounts, detailed plans for the expenditure of the loan and proposed rewilding impact etc. summarised in the Due Diligence Form.
- **Approval by Investment Committee** - The Investment Committee will review the full application and approve or decline the loan.
- **Approval by Europe Investment Bank** – The intended loan recipient needs approval from the EIB.
- **Contract** - If approved, the business will sign a loan agreement covering the repayment of the loan and rewilding covenants, which will be agreed between Rewilding Europe and the investee.

5. OPEN INVITATION

- Rewilding Europe wants to collaborate with entrepreneurs, corporations, investors, governments and municipalities as we take our enterprise work forward and scale it up
- Our door is always open. Prospective enterprises are welcome to contact us at any time

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<https://rewildingeuropa.com/rewilding-in-action/nature-based-economies/>



Thank you



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