



FALL LINE CAPITAL

INVESTING IN SOIL CARBON:

WHAT'S NEEDED TO TURN THEORY INTO
PRACTICE



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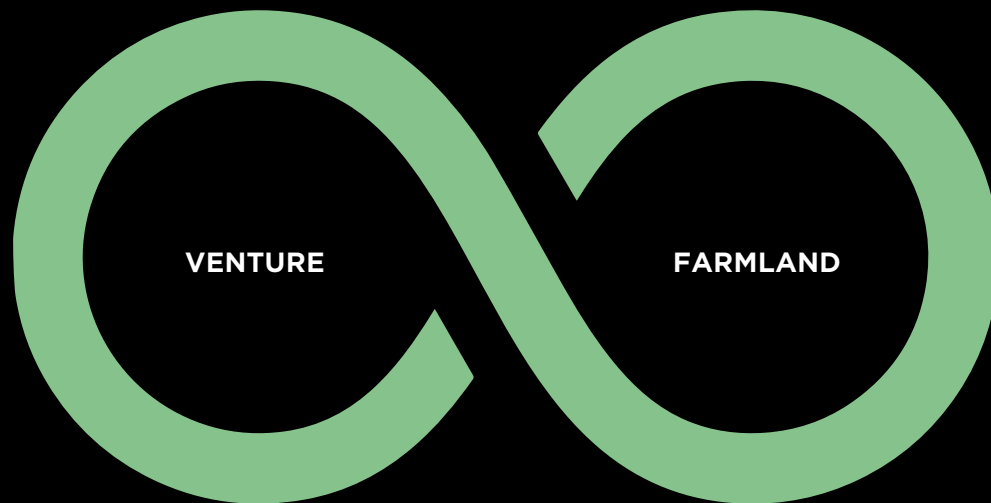
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KEY POINTS

1. WHAT BRINGS ME TO SPEAK WITH YOU TODAY
2. HOW DO WE TRANSLATE THE SCIENCE ON SOIL CARBON INTO ACTION WITH PARTICIPATION FROM THE ENTIRE VALUE CHAIN?



FALL LINE CAPITAL : AMPLIFIED IMPACT



FALL LINE CAPITAL : TECHNOLOGY

 **Agrofy**

ETHERNOVIA

 **GUARDIAN**
AGRICULTURE

MAZEN
ANIMAL HEALTH

NULIXIR

ripple

 **TRACE**
GENOMICS

Wild
MICROBES

BENSON • HILL

 **FarmWise**

IMPOSSIBLE™

 **MERCARIS**

 **planet.**

 **smartwyre**

ukko

bonsai

 **Granular**

 **LITHOS**

 **MERMADE**

PLUTON
BIOSCIENCES

Sound 

UNITY

chunk

 **GreenLight**
BIOSCIENCES™

 **LUMO**

 **micropep**

 **RANTIZO®**

 **swift**
NAVIGATION

verge

FALL LINE CAPITAL : FARMLAND



INVESTING IN SOILS...LITERALLY!



EU CARBON FARMING SUMMIT

POINTS RAISED IN THESE 2 DAYS OF
DISCUSSIONS:

1. PRACTICES
2. STANDARDS
3. HOW TO MONITOR



HOW DO WE HELP ALL FARMERS INVEST IN SOIL CARBON?

SUSTAINABILITY & NET ZERO
COMMITMENTS PROFOUNDLY
IMPACT SUPPLY CHAINS

70% HAVE COMMITMENTS

BUNGE, CARGILL, DANONE & MORE

VALUE CHAIN: 70-90% OF
EMISSIONS

METHODOLOGIES MATTER

Climate risk in the corporate value chain

A company's Scope 3 emissions occur from upstream and downstream activities and goods

Scope 2

Emissions from purchased energy consumed by the reporting company

Scope 3 upstream emissions:

- > Purchased goods
- > Capital goods
- > Fuel and energy related activities
- > Transportation and distribution
- > Waste generated in operations
- > Business travel
- > Employee commuting
- > Leased assets



Reporting Company Facilities

Scope 1

Emissions from sources directly owned or controlled by the reporting company

Scope 3 downstream emissions:

- > Transportation and distribution
- > Processing of sold products
- > End-of-life treatment of sold products
- > Leased assets
- > Franchises
- > Investments

WHAT IS NEEDED TO MOVE FROM THEORY TO PRACTICE?

1. HOLISTIC THINKING
2. RIGHT LEVEL OF ANALYSIS
3. PUSH FOR STRONG, CREDIBLE RESULTS



1) HOLISTIC THINKING

SUBSTANTIATE THE FOLLOWING SENTENCE:

“Company XYZ is working with farmers in their value chains to increase the carbon that is held in the soils where their crops are grown.”

CONSIDER THE FULL PICTURE: WHAT DO THE END CUSTOMER AND VALUE CHAIN NEED TO RECEIVE IN EXCHANGE FOR THEIR FINANCIAL SUPPORT

2) RIGHT LEVEL OF ANALYSIS

EXAMPLE: SUGAR VALUE CHAIN IN EUROPE

- PHYSICAL SOURCING DOES NOT FOLLOW NATIONAL BOUNDARIES
- HARMONIZE METHODS FOR QUANTIFICATION AND MONITORING
- PHYSICAL FLOWS MATTER: FROM CROPS TO INGREDIENTS
- SOIL CARBON VALUE MUST FLOW THROUGH THE CHAIN



3) PUSH FOR STRONG, CREDIBLE RESULTS

LONG-TERM INVESTMENTS NEED CREDIBLE STANDARDS AND MONITORING:

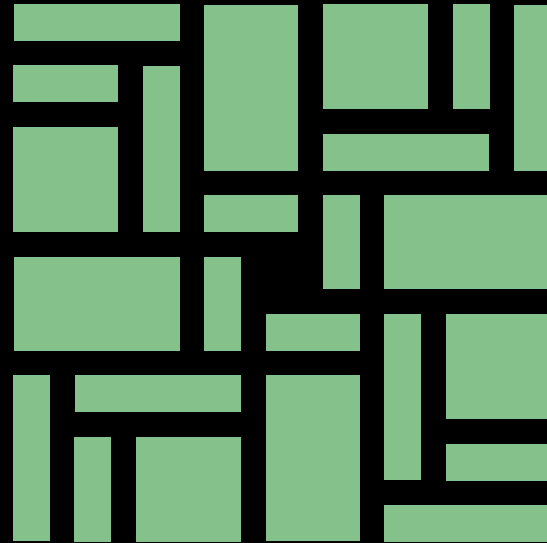
- OPT FOR STRONG(ER) RESULTS
- ACKNOWLEDGE THE NEED FOR DATA TO SUPPORT STRONG CLAIMS
- Qu.A.L.I.TY CRITERIA ALIGNED TO THE NEEDS OF BUYERS
- ENGAGE IN METHODOLOGY DEVELOPMENT TO SUPPORT ROBUST STANDARDS

CONCLUSIONS

- 1) INVESTING IN SOIL CAN BENEFIT PRODUCTIVITY & RESILIENCE
- 2) PRACTICES AND INFRASTRUCTURE ARE BOTH NEEDED
- 3) ENTIRE FOOD AND AG VALUE CHAIN HAVE A ROLE TO PLAY
- 4) ROBUST AND RELIABLE RESULTS WILL BRING THE VALUE CHAIN TO THE TABLE AND SUPPORT CLAIMS
- 5) SCIENTIFIC COMMUNITY NEEDS TO ENGAGE IN DEVELOPING STANDARDS
- 6) CRCF FRAMEWORK IS A ROBUST START FOR VALUE CHAIN ENGAGEMENT



THANK YOU



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