

OUR BUSINESS

Earthtrade is the leading environmental offsets solutions specialist in Australia. Assisting both landholders (offset providers) and developers, Earthtrade provides brokering and management solutions for:

- Offsets required by Australian, State and local governments to meet Approval Conditions
- Legally binding mechanisms on title to secure offsets
- Management Plans for offset areas
- Project design of offsets in consideration of other options for use of the property
- Consideration of risk in strategy development
- Facilitation of financial contracts
- Structure of financial solutions
- Structure of multi-party offset solutions
- Property management solutions
- Offset implementation
- Offset monitoring and reporting

ENVIRONMENTAL OFFSETS

Earthtrade delivers *offset solutions* for clients to fulfil their legislative requirements.

Local, State and Australian government legislation and associated policies require that environmental impacts from development must first be avoided and if not avoidable then minimised. Environmental offsets may be used to counterbalance any remaining loss of environmental values.

Earthtrade assists developers/clients to meet their specific performance requirement by sourcing and securing land that meets the development approval condition. Earthtrade has now successfully assisted clients with over 60 offset projects.

An '**offset**' compensates for an impact resulting from a development and may include:

- **Vegetation Offset** – required when it is determined that a development must maintain the current extent of certain vegetation or habitat
- **Protected Species Offset** – required to provide a net benefit for a specific species
- **Marine & Coastal Offsets** – required to address the loss of marine, coastal and fish habitat through development
- **Biodiversity Offset** – may be required when impacts are not captured by one of the above offsets

OFFSET PROVIDERS

Acting on behalf of offset providers, Earthtrade assesses a client's land bank from the perspective of multiple uses. Each property or aggregation may include the potential for offsets based on the landowner's desire to protect the land or allow regeneration to a "remnant" state for a number of reasons. Based on their assessment, Earthtrade may 'broker' or source a developer who requires the environmental value identified.

In each case, consideration of offsets in a property's utilisation mix contemplates an exit strategy for the client.

ADVISORY SERVICES

Earthtrade provides advisory services in this niche market to corporations, the legal, financial and property sectors. Recent clients include BHP Billiton Group, Powerlink, NAB, Queensland Department of Education & Training, Anglo American, Ferrier Hodgson, Cockatoo Coal, SunWater, CopperChem, Investa Group, Stockland, and QCoal. We work with clients to take a strategic approach across their project pipeline to maximise synergies and outcomes.



INNOVATIVE SOLUTIONS

As the leader in this market, Earthtrade has engaged a specialist team of senior people with legislative, policy and analytical skills, with experience in property valuation, land use, tenure, title, and financial structures so that it may develop solutions that are tailor-made to their clients' project requirements.

A comprehensive internal project management system ensures that progress against project schedules is continually monitored to ensure client requirements are being met.

Earthtrade has experience and a strong understanding of the complex environmental legislation and policy in place at the local, State and Australian Government tiers. Earthtrade has a strong network amongst landholders who have land available that may be suitable for potential offsets. Having access to a bank of landholders ensures that Earthtrade is able to match potential offset supply to the requirements of developers or project proponents.

Working with key stakeholders in the property industry is also essential to Earthtrade. Accordingly, our team are members and partners of institutes and associations such as the Australian Property Institute and the Qld Environmental Law Association.

For further information on how Earthtrade can help tailor specific solutions to your environmental requirements or to learn more about offsets, visit our website at earthtrade.com.au email us at info@earthtrade.com.au or call us on +61 7 4194 5009.

OUR PEOPLE



Alan Key
 Managing Director

A leader in the offset industry, Alan has been the Managing Director of Earthtrade since its inception in 2007. With over 8 years' experience assisting clients on policy, legal, financial and operational aspects of offset solutions in the corporate sector, he also has strong links with landholders in the agricultural, resources, and development sectors, and Indigenous landowners.

Alan is an active member of the UDIA and regularly speaks at conferences and at various events held by industry, law firms and academia.

Nikki Watson

Legislation and policy Specialist

Nicole has been admitted as a Solicitor of the Supreme Court of Queensland and has extensive experience in providing strategic direction and advice to the Queensland Government, in terms of complex policy, implementation and associated legal considerations. Nicole provides specialist legislative and policy advice across Earthtrade's projects, and has managed a number of high profile and diverse projects, successfully delivering on time and on budget using a combination of strong project management skills, legal and policy advice and her extensive stakeholder engagement experience.



David Nilon
 Property Specialist

David Nilon has extensive experience in land appraisals and land use analysis allowing for rapid and effective liaison and negotiation with landholders with offset agreements and land access arrangements, throughout Queensland and NSW. Advisory roles to project proponents regarding highest and best land use and self-supply of environmental offsets on proponent land banks. During 2015, assisted with the successful negotiations with Woorabinda Aboriginal Shire Council for the placement of environmental offsets on behalf of three resource companies, resulting in the furthering of employment and training opportunities for the Woorabinda Indigenous community.



Tim Lane
 Director

Tim is a Director of Earthtrade and the Rural Director of Herron Todd White Australia. Having a background in property and high-wealth banking, his experience includes review and assessment of the rural property market nationally, financial assessment of rural enterprises, client management, quality control and internal staff and systems development. Tim provides analysis and input into financial aspects of offset solutions for Earthtrade clients.