



## My background

- 20 years of crossector partnership experience
- Work across miningil&gaş renewable energy anand infrastructure
- Focus on smathedium non profits
- Some successes, lots of 'learning'





### Corporates

Advice and expertise

Reputation

Market info

Product development

Relationships

Risk mitigation

License to operate

CSR and profile

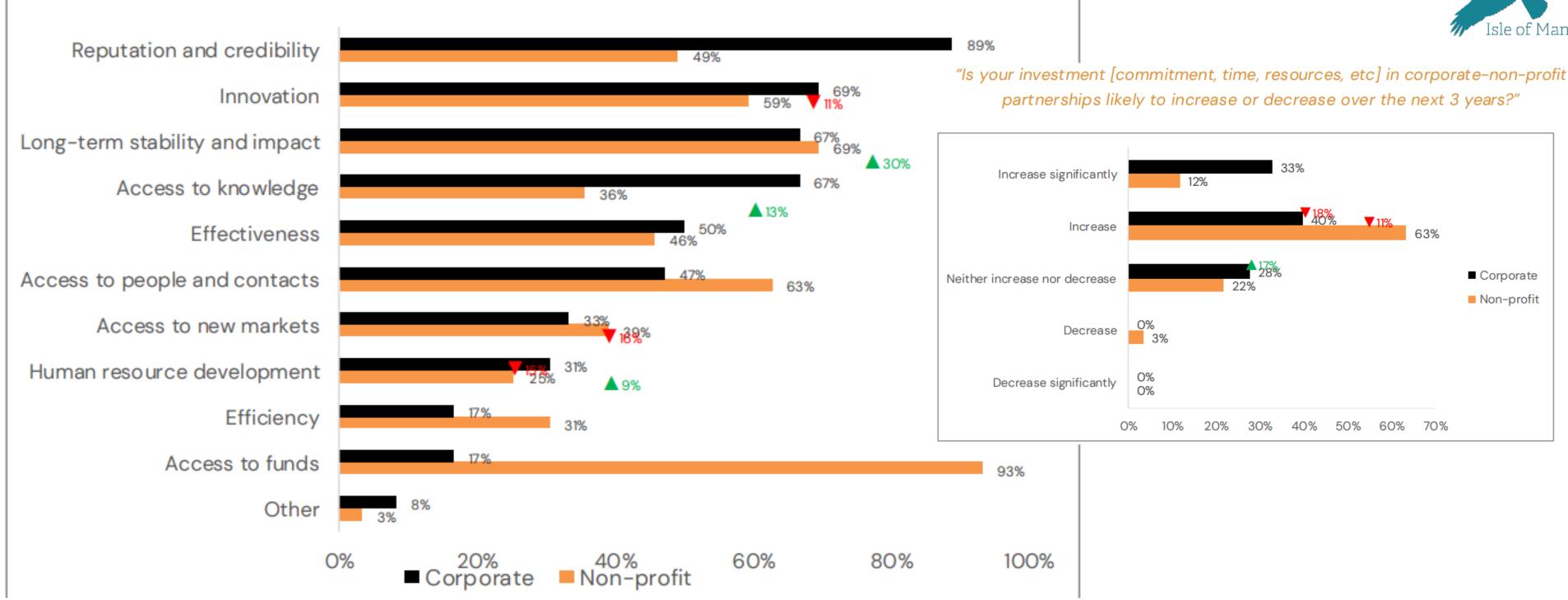
Competitive differentiation

Influence company policy
Improve company practices
New opportunities for funding
Opportunities for innovation
Increase scale and reach



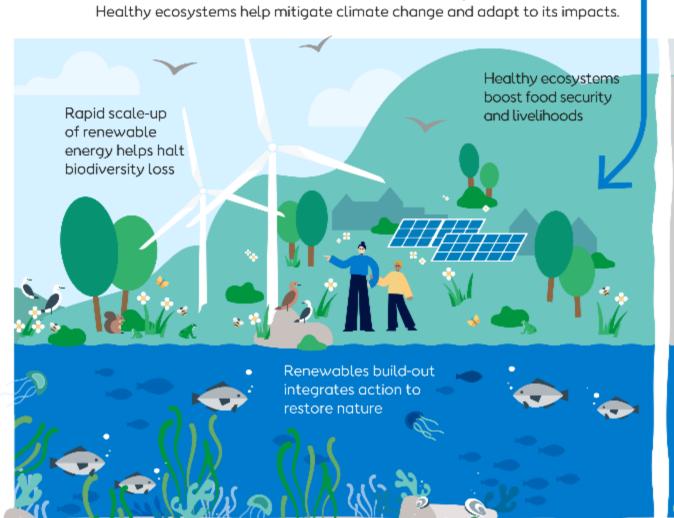
#### "Why does your organisation engage in corporate-non-profit partnerships?"





https://www.candeadvisory.com/barometer

### Business as usu

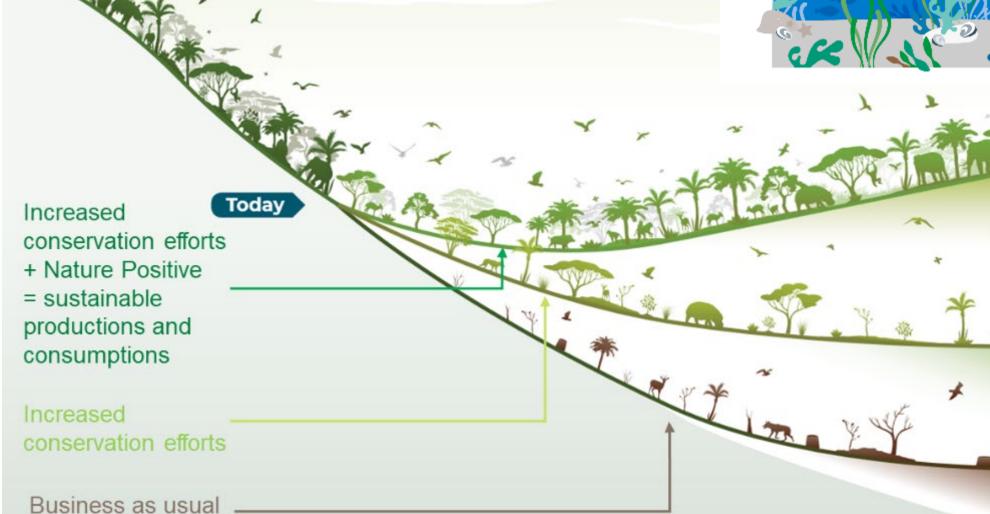


Net-positive future



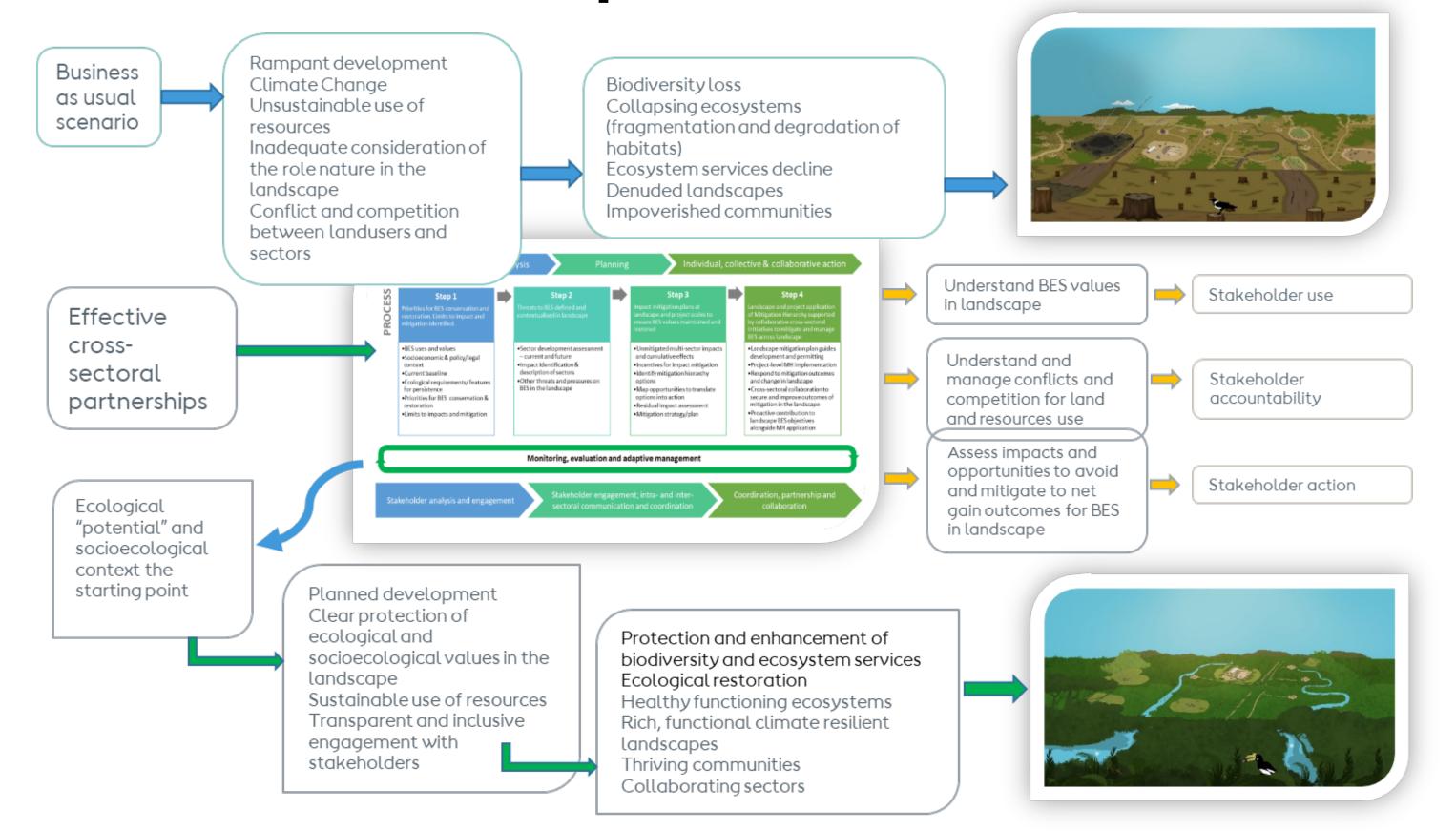
Degraded ecosystems worsen impacts of climate change.







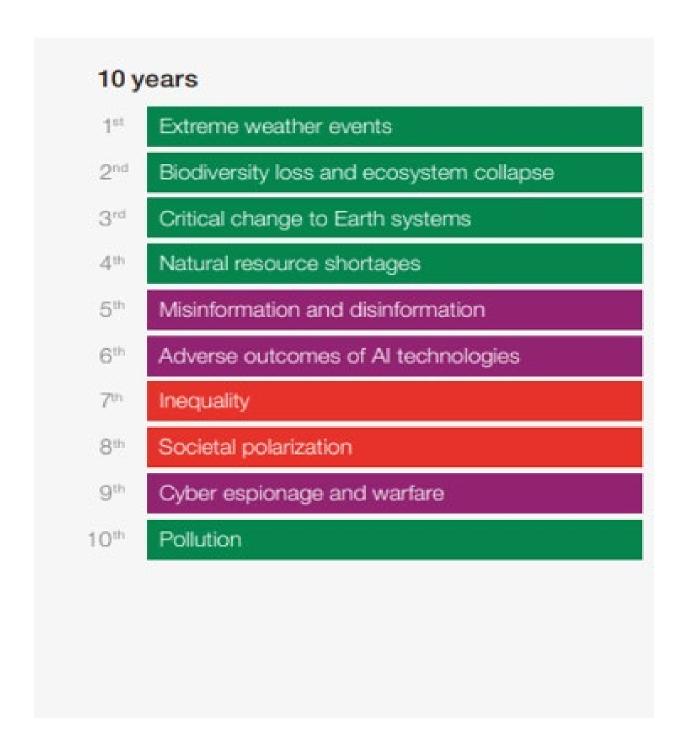






### Risk drives business decisions

Risk categories	2 years	
Environmental Geopolitical Societal Technological	1 <sup>st</sup> Misinformation a	nd disinformation
	2 <sup>nd</sup> Extreme weather	r events
	3rd State-based arm	ed conflict
	4 <sup>th</sup> Societal polarizat	tion
	5 <sup>th</sup> Cyber espionage	and warfare
	6 <sup>th</sup> Pollution	
	7 <sup>th</sup> Inequality	
	8 <sup>th</sup> Involuntary migra	ation or displacement
	9 <sup>th</sup> Geoeconomic co	onfrontation
	10 <sup>th</sup> Erosion of human	n rights and/or civic freedoms
Source World Economic Forum Gl		
Perception Survey 2024-2	25.	







### 2. How are we positioned?

# 1. Do we want to engage?

#### Strengths

- Strong field presence
- Networks which allow continuous access to information and resources
- Our internal expertise, tools and data
- Involved in major policy arenas that affect businesses
- Excellent technical knowledge

#### Weaknesses

- Lack of core resource funding to develop and invest
- Lack of business experience
- Coordination within organisation
- Clear and specific corporate engagement goals

#### **Opportunities**

- Growing understanding of interdependence of business on biodiversity
- Interpret global biodiversity data
- Well positioned to bring together policy and practice
- New businesses scoping projects and partnership opportunities
- Existing corporate partnerships

#### **Constraints**

- Biodiversity is frequently not seen as material
- Business and biodiversity engagement is not funded/sponsored by donors
- Current global political meltdown allows short term decision making (governments, businesses)
- Low profile in business space

### Issue screening

1. Identification of Need or Issue (e.g. new development)



7. Implement strategy actions and activities

2. Engage with key stakeholders

Who could we work with?

What type of engagement do we need?

6. Develop relationship(s)

3. Understand policy and institutional frameworks

5. Develop strategy to address identified risks & opportunities

4. Identify key risks and opportunities





Strategic objective/issue	Funding	Corporate Engagement Relevance (Driver)
Rewilding site A	LIFE+	Restoration planning for mine site development
Monitoring species abundance and diversity	Needed	Clearance for mine development
Avoiding risk or improving population health of species B	Needed	Link to possible regulatory compensation requirement





Philanthropy

Enabling environment

Multistakeholder Diatrorms

Direct benefits to business operations

Derelopment Dertherships

Product / market / supply opportunity

Partnerships



# Due diligence

	Sponsorship	Consultancy	Influence	Partnership
Due diligence conformity				
Branding and logo use by company	No	No	No	Yes
Financial model	Restricted income	Unrestricte d income	none	Restricted + unrestricte d
Financial goal	Full cost recovery	Cost recovery + margin	None	Cost recovery + investment
Governance	Account mgr	Account mgr	None	Program mgr
Level of management approval	None	Mgmt Team	None	Council

E.g. Renewable energy

E.g. Mining

E.g. Weapons manufacturing



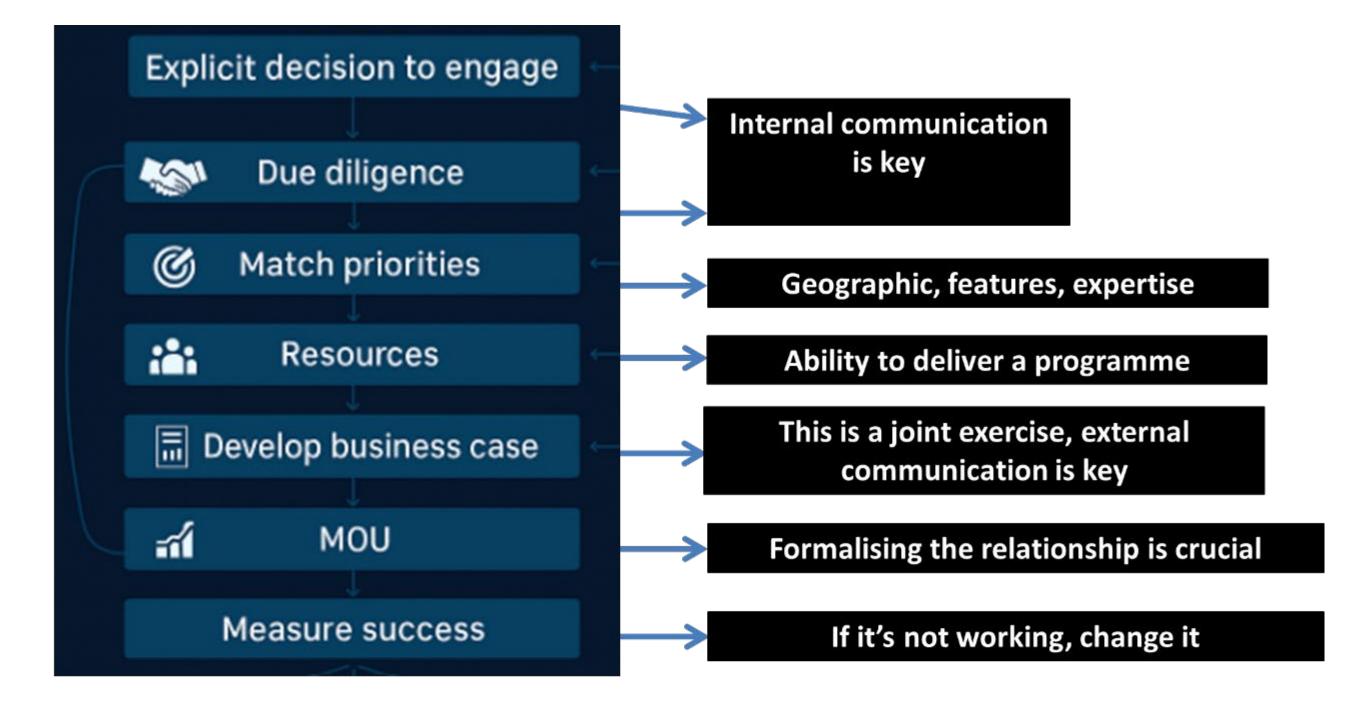


### What do both partners get?

- Risk management access to data (on species, sites and habitats) ensures a strategic approach to risk management
- Stakeholder engagement access to and participation by local stakeholders
- **NPI and conservation outcomes** Deliver robust, measurable contributions to NPI with benefits to business and conservation
- Technical capacity building Both organisations have significant technical expertise in biodiversity conservation.
- Organisational Capacity engagement fosters and promotes capacity building and understanding at multiple organisational levels
- Access to financial resources improves access to resources for both organisations, directly and indirectly
- Reputational benefits both gain reputational benefits from the Partnership.







**Financial** 

Comms

Reputation

**Nature** 

£

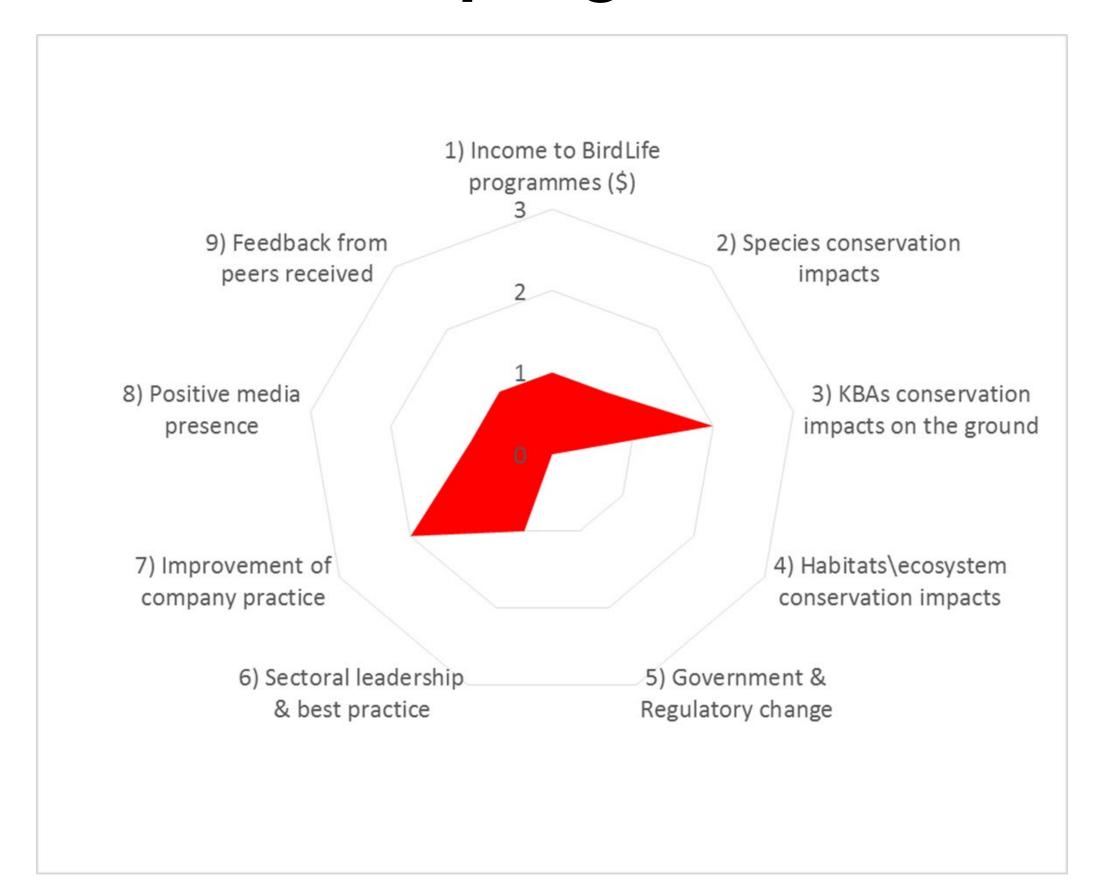






# Have KPIs evaluate progress





### Level 1 Transactional

- Process-driven relationship
- · You and us
- Provider and receiver
- Blame culture

#### Level 2 Consultative

- Mutual appetite to want to work more closely
- Knowledge sharing (asking and giving)
- Reviewing / evaluating together

#### Level 3 Collaborative

- Work on mutuallybeneficial projects together
- Take joint ownership
- · Reliance on each other

- Level 4 Partnership
- Fully trusted
- · Risk and reward shared
- Full transparency
- Mutual respect
- Equal accountability

#### Estranged

- Separated
- Alienated
- · At odds with one another

