

A photograph of three black and white dairy cows standing in a field. The cows are positioned behind a wire fence. Each cow has a yellow identification tag on its ear and a pink tag hanging from its neck. The background shows a line of trees under a clear sky.

PROFITABLE DAIRYING IN A CARBON CONSTRAINED FUTURE SYMPOSIUM 2017

**Attracting Impact Investors – Dairy transformation as part of the
climate change solution**

Bob Welsh, Chair Kilter Investments



Criteria for impact investment

- **Intentionality of impact**
- **Measurable impact**
- **Positive financial return.**



Declining Carbon Emissions> CO2

Increasing Financial Returns

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TRADITIONAL INVESTOR
Carbon intensive

IMPACT INVESTOR
Carbon light

TRADITIONAL INVESTOR
Underperforming carbon intensive

PHILANTHROPIC INVESTOR
Carbon light

Required minimum

investment return

Minimum climate

500 ppm

400 ppm

300ppm

UNSAFE CLIMATE

SAFER CLIMATE



What attracts dairy industry to impact investors?

- **Global demand for dairy products**
- **Dairy products importance for community health**
- **Established Dairy Sustainability Framework**
- **History of technological innovation**
- **Need for climate change solutions to underpin future resilience.**



Managing climate risks, investing in opportunities

- **Energy security and pricing**
- **Avoiding heat stress**
- **Water security - risk management**
- **On-farm pressurised water to drive more dry matter/ML**
- **New business models and structures.**

Thank You