



# Navigate new opportunities with Sandy

Get Sandy, the smart natural capital navigator.

Measure, manage, and monetise farm carbon and natural capital.



Farmers managing >150,000 hectares use Sandy to help build business resilience & secure their legacy, including:



# About Trinity Natural Capital Group.

At Trinity Natural Capital Group, we believe that genius is found in every person and that genius is a choice. We democratise access to world-class tools and platforms for collaboration, decision making, and trading nature-based solutions. **There are 3 component parts:**



## Who are we?

We are supported by a team of agriculturalists, technologists, and leading scientists - ensuring the development of cutting-edge solutions perfectly matched to farmers' needs.

### Dr Hosein Khajeh-Hosseiny

Founder and Executive Chairman



Hosein is an investor and consultant who spent 24 years with McKinsey. He has a PhD from the University of Cambridge and continues to judge their Social Innovation prize.

### Anna Woodley

Director of Business Development



Anna has held senior roles at industry leading organisations including Agrimetrix and Proagrica. She has a degree in commercial horticulture and studied business innovation with the University of Oxford.

### Juan Palomares Carralero

Managing Director - EU



Juan is an industrial engineer by training who's career has spanned the agricultural, financial services, and energy sectors.

### Dr Jon Hillier

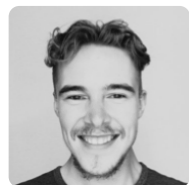
Managing Director of Science



Jon was the original developer of Cool Farm Tool. He also led the development of AHDB's Carbon Decision Tool. He is a member of the EU Nitrogen Expert Panel.

### Dr Alasdair Sykes

Managing Director of Sustainability



Alasdair was Chief Scientific Officer and lead developer for AgreCalc. His work continues to support decision making by DEFRA and the Scottish Government.

### Dr Emily Pope

Director of Global Farm Pioneers



Emily has over 10 years' experience working in knowledge exchange within the agricultural industry, including at the AHDB. She has a PhD in Soil Sciences from Harper Adams University.

# What is Sandy?

## Sandy is the industry's first Smart Natural Capital Navigator.

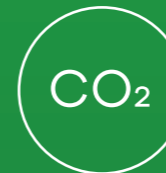
Using the latest science and cutting-edge AI, Sandy enables farm businesses to easily create a complete asset register of their natural capital assets - providing an unrivalled understanding of your current position.

From there, Sandy assists you in business planning and unlocking the benefits of natural capital through trading, provenance, and compliance.

Unrivalled access to natural capital income streams

Optimise decision making with predictive scenario planning

MONETISE



Carbon



Biodiversity



Water



Agroforestry

MANAGE



Farming intelligence



Financial intelligence

MEASURE



Environmental intelligence



# Sandy includes the only carbon calculator suitable for all farm types of all sizes.

## Agriculture's only second-generation carbon calculator

### Sandy includes unrivalled support in planning carbon mitigation strategies and net-zero journeys.

Tell Sandy your carbon reduction target and what impacts you're willing to accept on yields and profits. Indicate your preferences for management options, e.g. changing tillage, grazing management and agroforestry. Sandy will then provide a range of possible solutions, spelling out the impacts of production and carbon capital through trading, provenance, and compliance.

This solution has 8 recommended mitigation actions

Check an Action below to add it to the plan and see the effect on the Carbon Footprint Projection

- Change to rotational grazing **1319k kg CO<sub>2</sub>e/yr**
- To implement in 2023 Adjust
- Change to silvopastoral system **4391k kg CO<sub>2</sub>e/yr**
- Implement in one year 2028
- Implement over multiple years

**Yield** (popup): Define minimum yields you want to achieve for your crops. Options: No restriction, **Keep yield the same or higher**, Minimum yield. Save

**Sustainability impact**

NET CARBON BALANCE K/G CO <sub>2</sub> E/YR	CURRENT	POTENTIAL
	<b>10,574k</b>	<b>-1,437k</b>

**Net Carbon Balance Breakdown**

CARBON SEQUESTRATION K/G CO <sub>2</sub> E/YR	<b>-1,437k</b>	<b>-7,233k</b>
CARBON EMISSIONS K/G CO <sub>2</sub> E/YR	<b>12,011k</b>	<b>7,136k</b>

**Production impact**

CROP NAME PREDICTED AVERAGE 2020/21	CURRENT	POTENTIAL
Winter wheat	550 tonnes	505 tonnes

Save time and reduce data entry through integration with leading farm management systems and third-party software & data



Choose from 16 Enterprise types

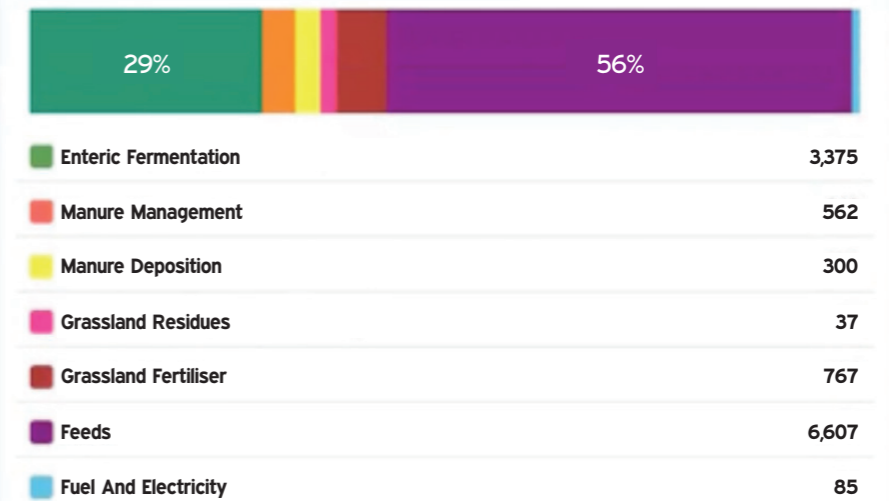


Total Farm Net Carbon Balance (kg CO<sub>2</sub>e)

**10,574k** (+/-11%)

Emissions breakdown (tCO<sub>2</sub>e)

By source



## Sandy outperforms the competition on carbon

Our team includes the former lead developers of Cool Farm Tool and Agrecalc who have helped us in creating the sector's most credible carbon calculator for all enterprises and farms of all sizes.



### Unrivalled scientific rigour

Uses the latest scientific evidence and meets ISO 14064-2 standards. Provides options to view results using different GWP metrics.



### The only solution suitable for all farming systems

Advanced soil carbon and peatland models mean Sandy is the only solution suitable for all farming systems.



### Easy to use and reduced data entry

Integrates with leading FMS systems including Gatekeeper and Muddy Boots to reduce unnecessary data entry. Options for fast and enhanced carbon footprints.



All major arable crops



Intensive and extensive livestock



Dairy



Organic and conventional



AD plants



Controlled environment



Viticulture and orchards

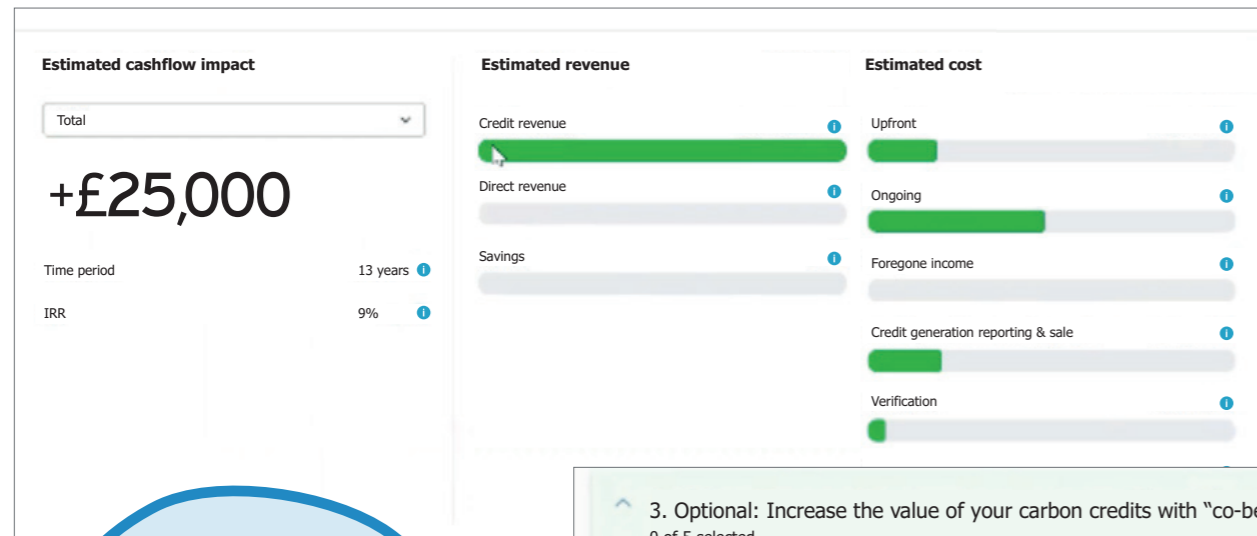


Pig and poultry

# The higher reward, lower risk way to trade carbon.

## Credibility matters when it comes to trading carbon - and Sandy is the most credible

Carbon credits range in value; the credibility of the carbon calculator plays a leading role in this value. Sandy includes the sector's most credible carbon calculator, enabling farm businesses to generate the highest income from carbon farming.



- 3. Optional: Increase the value of your carbon credits with "co-benefits" 0 of 5 selected
- Biodiversity impact
- Water protection
- Agroforestry planning
- Align with UN sustainable development goals
- Retain or improve your carbon stock

- 01 Footprint, plan carbon reduction strategies, and create credits and tokens in Sandy.
- 02 Verify with third party auditor. Trinity provides recommendations to streamline this.
- 03 Trade through Trinity NCM or use your credits elsewhere. Trinity NCM enables you to choose precisely who you trade your carbon with.

# Features of Trinity Natural Capital Markets

**Easy to use.  
Efficient.  
Economical.**

### Ease-of-use

We provide farmers with seamless digital connectivity from Trinity AgTech to Trinity NCM and trading infrastructures.

### Economical

We significantly reduce monitoring, reporting and verification costs, offering the lowest fees in the market.

**Accessible.  
Flexible.**

### Non-prescriptive

Farmers choose baseline length, natural-climate mitigation preferences, adaptation plan timings, and contractual terms.

### Granular

We offer reduction, removal and retention credits broken down by greenhouse gas and source, rewarding for past, present and future action.

**Trusted.  
Credible.**

### High-quality

We offer robust protection to market participants for natural, contractual and counterparty risks, and tools to measure additionality and prevent leakage.

### Credible

Your natural capital offers conservative opportunities to significantly remove carbon from the atmosphere, building a carbon-neutral and nature-positive future.



# Explore the full potential of all your natural capital assets.

## Create a complete asset register of your farm's natural capital for the first time

Understanding where you are today is an essential precursor to effective business planning. However, previous solutions have offered only niche analytics, creating inefficiencies and uncertainty for farm businesses. Sandy, for the first time, provides a holistic measurement of your farm's natural capital, financial, productive, and environmental positions.



### Easy biodiversity accounting

Measure biodiversity with minimal input and no physical surveys. Automatically generate holistic biodiversity improvement plans and easily evidence your biodiversity credentials for product provenance.



### Trade biodiversity tokens

Take advantage of opportunities arising from biodiversity net gain and changing corporate & consumer attitudes. Generate and trade biodiversity tokens.

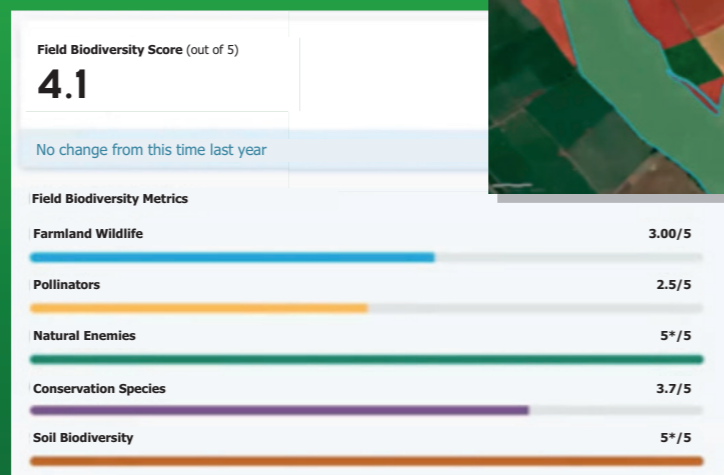


### De-risk agroforestry initiatives

Sandy lets you see the financial, productive, and environmental impact of various agroforestry strategies on your land, including silvopasture, hedgerows, perennials and regenerative felling.

## Enabling farm businesses to take advantage of biodiversity net gain.

Quick biodiversity accounting and BNG token trading enable farm businesses to profit from the huge opportunities arising from the Government's biodiversity net gain policy.



# Forging connections. Accelerating innovation.

## A community platform advancing:

Production

People

Profitability

Planet

Find like minded farmers on similar journeys. Share experiences and build communities.

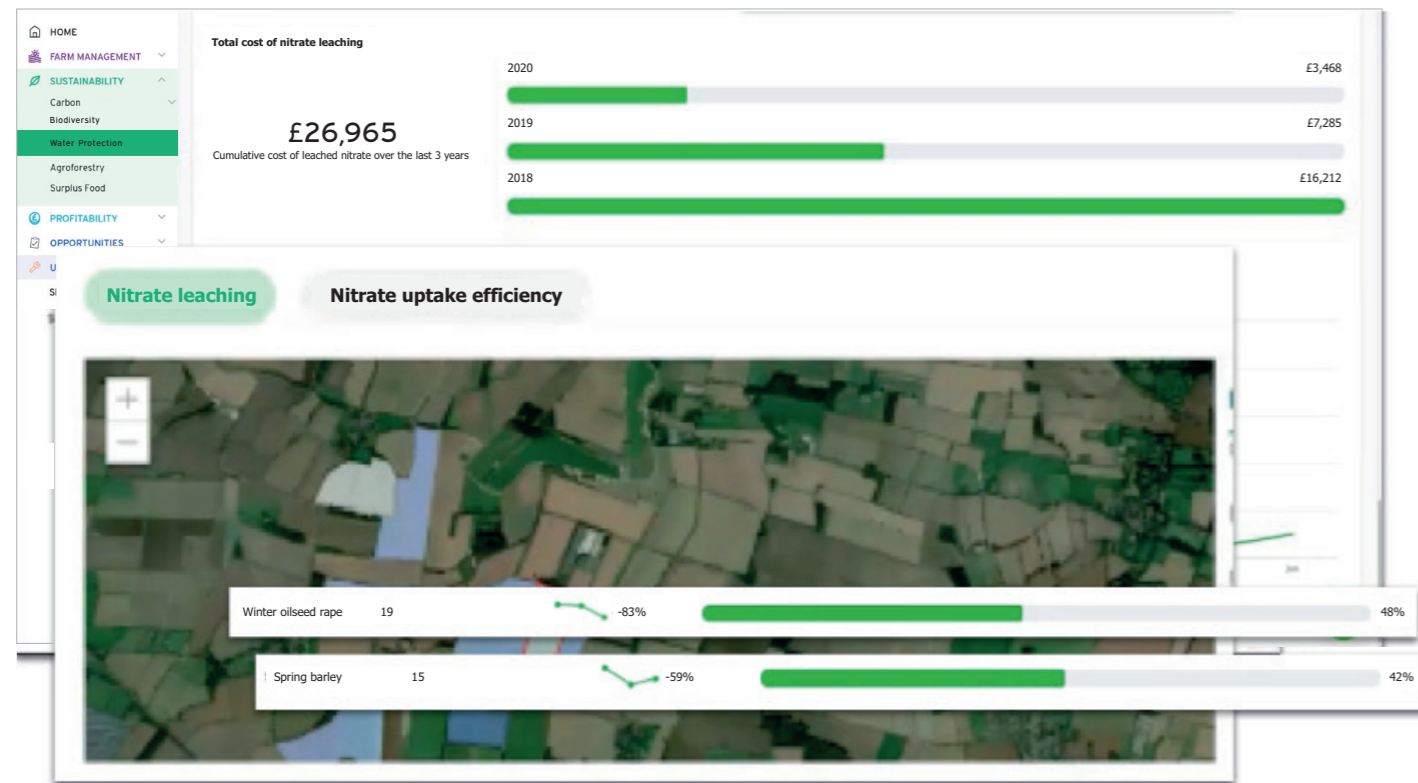
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# Protect your waterways

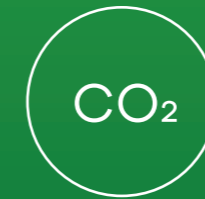
Measure the cost of agricultural inputs being lost to waterways. Plan management actions to reduce this loss, leading to financial, yield, and environmental gains. Manage and easily evidence your water protection strategies, reducing the risks associated with violations and improving the quality of your waterways.



# Reduce risk and uncertainty with predictive scenario analytics.

Predict the productive, financial, and environmental outcomes of hundreds of potential management options, including reducing tillage and implementing agroforestry initiatives. Reduce the risk associated with management changes with Sandy's cutting-edge predictive artificial intelligence.

## Understand hundreds of potential management scenarios



How do I get to net zero?



Impact of tree planting and hedgerow management?



What are the benefits of moving to no-till?



Impact of changing grazing management?



Changing feed additives?



Reducing nitrogen applications?

# Optimise nitrogen use efficiency.

Sandy calculates the financial losses of not optimising nitrogen use efficiency and provides support for reducing this loss.

This protects farm profits, the surrounding environment, and increases potential value from carbon trading.

**44%** of your nitrate leaching limit has been reached



# Easily generate provenance certificates to drive up the value of farmgate produce

Generate provenance certificates in seconds, evidencing your farm's carbon, biodiversity, and animal welfare credentials. Sandy has been built with the future in mind, enabling easy integrations with retailers, processors, and assurers.

Farm Biodiversity Score (out of 5)

**5\***

Total Farm Net Carbon Balance (kg CO<sub>2</sub>e)

**10,574k** (+/-11%)



# Farmers managing >150,000ha use Sandy to understand their natural capital, navigate new opportunities, and improve business resilience.

*"Rather than using generic and outdated emissions data, Trinity Agtech measure CO2 emissions more accurately - down to individual farm businesses and fields. Essential to this process, and often overlooked in the past, is being able to quantify the positive contribution that grassland carbon sequestration and increased levels of farm biodiversity make towards net carbon output."*

**Tom Perchard, Jersey Dairy farmer**

*"Sandy is a flexible system that provides a reliable, intuitive tool to calculate our carbon footprint, and understand the gains we can make by changing farm practices. We explored alternatives but they were too focused on arable crops, rather than the type of vegetables we grow. They couldn't capture the benefits of some of the unique changes we've made."*

**Hazel Smith, Head of Supplier Technical Management, Barfoots**

*"With Sandy, I can quantify the impact of changes and practices. It's not just guesswork but actual figures."*

**Robin Aird, Farmer Manager, Charlton Park Estate**

*"To have baseline data that you know has sufficient rigour gives you the confidence to explore options you otherwise couldn't. Once you do, the continued revelation of amending management practice makes you realise just what's possible."*

**Craig Livingstone, Estate Manager, Lockerley Estate.**



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