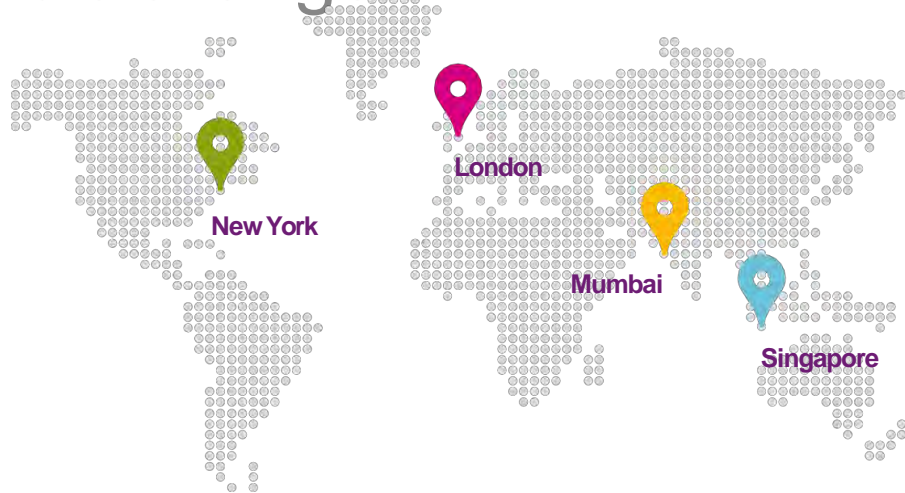




forum for
the future

Forum for the Future is an independent, global non-profit with a 20 year track record in driving sustainable change.



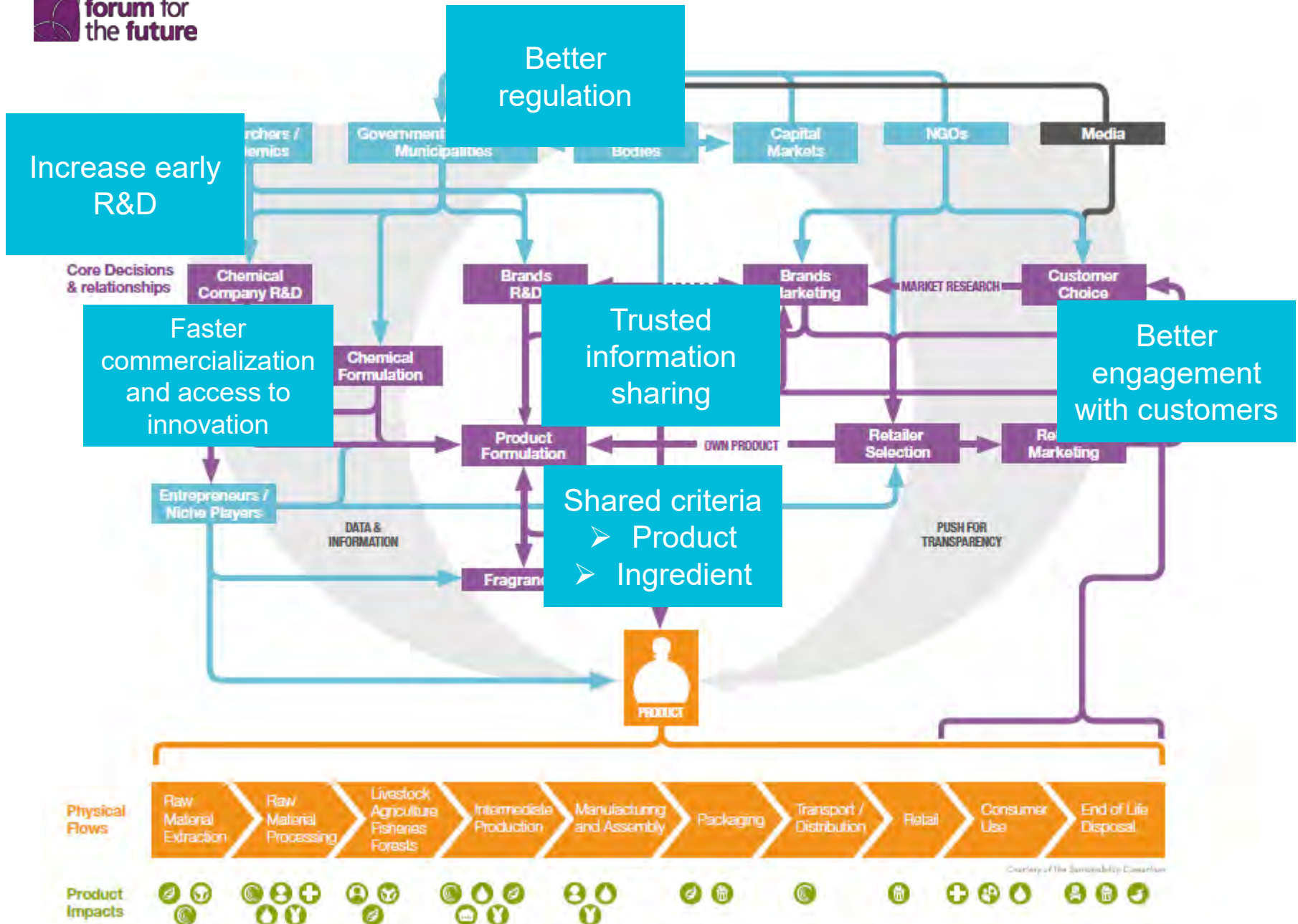
Our mission is to accelerate **the big shift** to a sustainable future.

We work in areas of high change **potential**, with **pioneers** who are ready to act, using appropriate change **processes**.



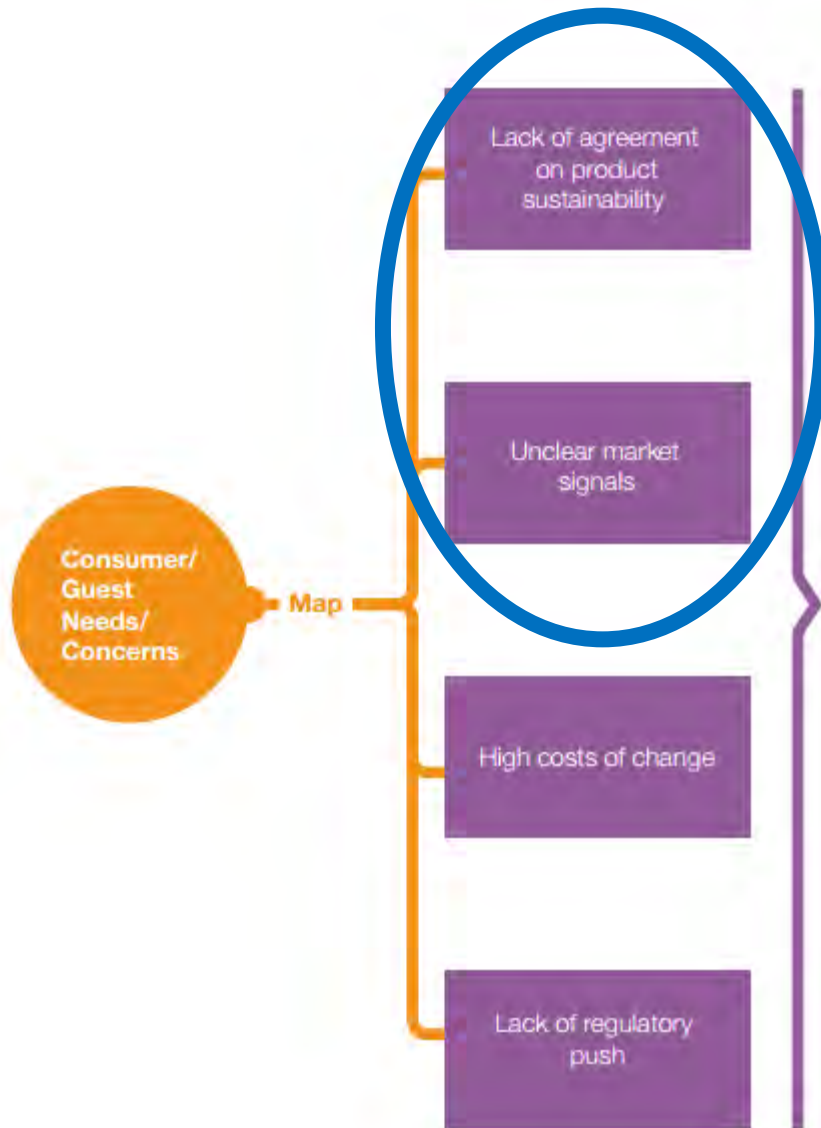
Doing nothing presents
real risks. Acting now opens
exciting opportunities.





What was stopping that happening?

Barriers



- No agreement on what is a sustainable product
- Industry unable to gain alignment

- Consumer demand not trickling down to manufacturers
- R&D costs are front-loaded, creating risk for innovators

- Challenge to make business case to invest
- Difficult to predict acceptance of new innovations

- No current clear federal regulatory mandate
- Varying regulations create confusion

A package of measures to accelerate R&D

Sharing open IP
models

Forward
purchasing
agreements

Removing
exclusivity deals

Streamlined
regulation

Information
sharing on risk and
safety

Co-investment
strategies

Leaders driving for collaboration

increasing collaboration

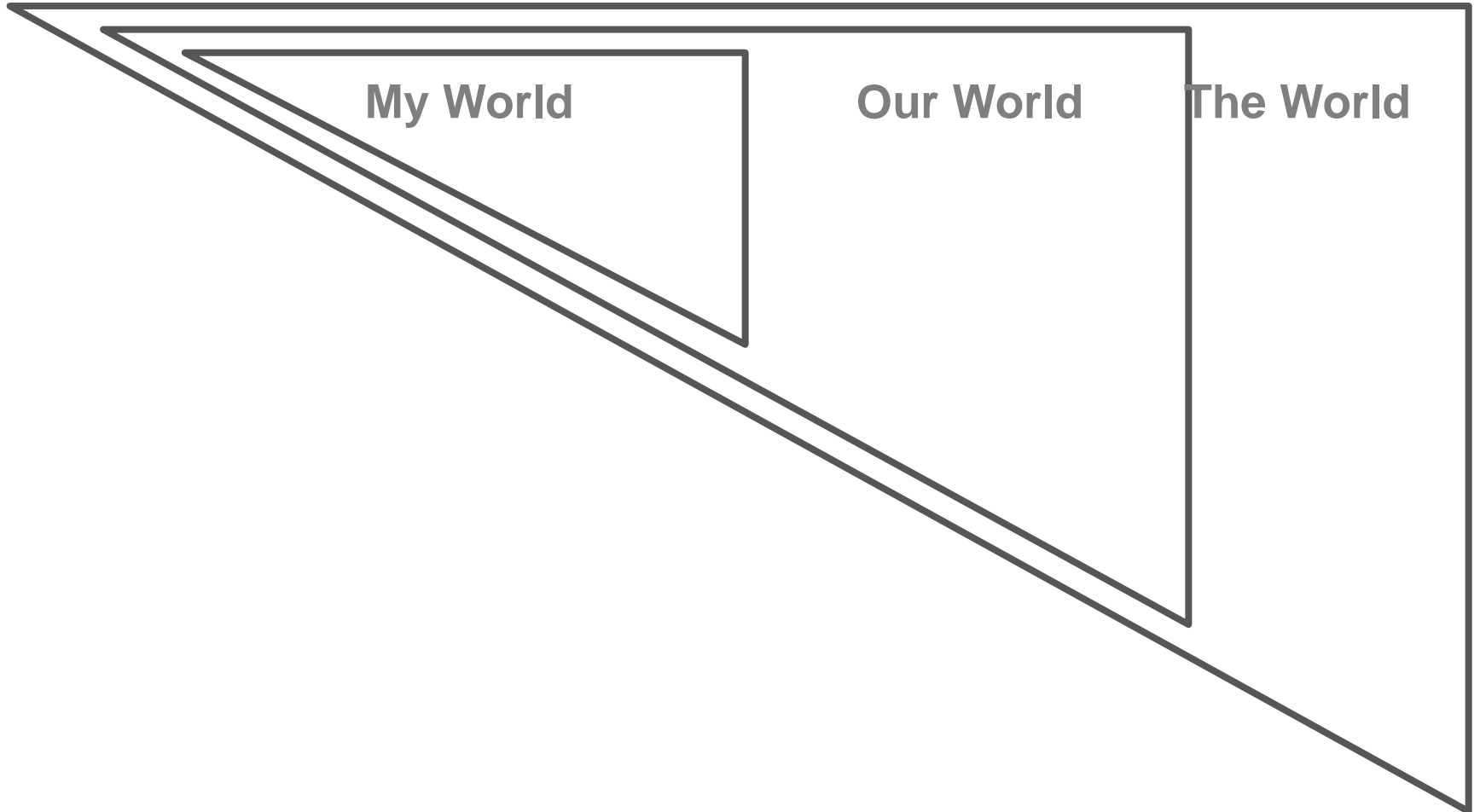
Innovating to win

Shaping the context

My World

Our World

The World



SSI objective

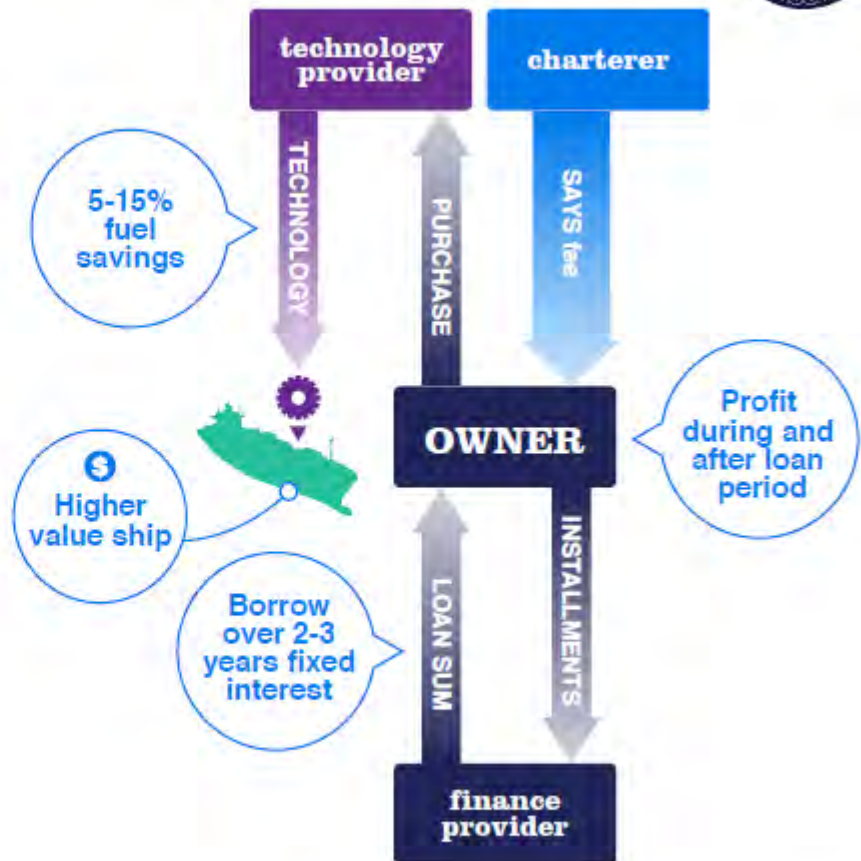
Our goal is to transform the global shipping industry and the wider maritime sector, establishing a new, sustainable approach as normal

Can you save as your ships sail?



Built by the Sustainable Shipping Initiative (SSI) with Deloitte, Holman Fenwick Willan (HFW) and University College London, Save As You Sail (SAYS) enables owners to benefit from time charterers' demand for more efficient ships. Under SAYS, the owner takes out a loan with a finance provider and agrees a regular fixed SAYS fee with the time charterer on top of their charter rates. The additional income for owners represents a share of the cost savings that the charterer makes and, with proven established technologies, this can more than cover the owner's SAYS loan payments meaning owners profit during and after the loan period.

The 21 members of the SSI are offering leading owners the opportunity to pilot SAYS on a sector-exclusive basis with support from our partners and dedicated high-profile communications programme.



The benefits to the owner piloting SAYS

1. Higher value ship, attracting higher charter and resale rates
2. Retrofit loan from ABN AMRO
3. Higher quality performance data to use in marketing
4. Increased income during and after the loan period
5. Support from 21 SSI members, Deloitte and HFW
6. Dedicated SSI communications support to showcase your leadership with articles and presentations targeting top-tier media outlets and featuring at SSI Singapore conference

THE FUTURE OF TEA

A HERO CROP FOR 2030



An unequal and volatile value chain

- ◆ By 2030 all actors within the tea value chain have timely access to market information (SDG)
- ◆ By 2030 all participants in the tea sector are better able to manage price and production risk.
- ◆ By 2030 economic value of tea is shared more equitably across the value chain

Price risk management

Forward
contracts

Price
premiums

Futures
market

Warehouse
Receipt
System

Market
information
system

Production risk management

Area yield
index

Credit
guarantee
schemes

Weather
based index

Green bonds

Social impact
bonds

Microfinance

Peer to peer
lending



We need to work collaboratively to find the incentives that unlock value and sustainability in the supply chain

There are a growing number of simple market mechanisms available

But we also need to think broadly about the way value is created – moving towards ‘value networks’

a **network** of relationships, which creates both **tangible and intangible value** through a complicated, **dynamic exchange** between individuals, groups and organisations

...and what we mean by value too

Stephanie Draper

Deputy CEO, Executive Director APAC

@SDStephDraper

s.draper@forumforthefuture.org



www.forumforthefuture.org

Company No. 2959712

Charity No. 1040519

