The first results of the restoration efforts are already visible: On the left side a field with regeneratively grown almonds and on the right side conventionally grown almonds.
“We farmers have a tractor view, while the United Nations and governments come with a satellite view. The 4 returns gave us a helicopter view so we could steer our ‘tractors’ the right way.”

— WILLIE VAN RENSBURG (FARMER, SOUTH AFRICA)
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An increase of highlights and challenges marked the global environmental agenda of 2018. While we saw growing attention for climate change, the year also proved to be the fourth hottest year in recorded history. The facts are becoming more alarming by the day with more species loss, extinction and over-exploitation of natural resources, leading to desertification, forest fires (like in California and Portugal), mud streams and overall land degradation. It is clear now that these developments are leading to problems in agriculture, forestry, water, health and migration. It is becoming a threat to human well-being in general and possibly leading to more tensions between nations.

The recent UN-report of IPBES, the Inter-governmental Science-Policy Platform on Biodiversity and Ecosystem Services, brought all facts together of the huge impact of this ecosystem crisis on human well-being. A severe warning of the scientific community that we, humans, need to change our way of how we work together with nature instead of against it.

The good news is that this message is gaining more attention than ever before. We need to find ‘Nature-Based Solutions’ or as IUCN, the International Union for Conservation of Nature, says: “actions to protect, sustainably manage, and restore natural or modified ecosystems, that address societal challenges effectively and adaptively, simultaneously providing human well-being and biodiversity benefits”.

Another positive development was that El Salvador indicated its intention to seek the proclamation on the “UN Decade on Ecosystem Restoration 2021 – 2030”. A successful policy initiative supported by 71 countries to enhance efforts to restore degraded ecosystems.
Just recently, the UN Decade on Ecosystem Restoration was officially adopted by the UN General Assembly. We should be grateful to this small Central American country that showed leadership by putting ecosystem restoration on the global agenda for at least a decade. According to the Salvadorean Minister of the Environment, Ms. Lina Pohl: “Ecosystem restoration promoted through this UN Decade takes a multi-functional landscape approach, looking at the mosaic of interdependent land uses in which ecological, economic, social, and development-based priorities can find convergence, balance and complementarity.”

And that is exactly where Commonland’s focus is: how to make large-scale restoration of landscapes possible with local people and through creating new businesses. Our ambition is to transform the idea of ‘maximizing of financial profits per hectare’ at landscape level towards ‘optimizing four returns per hectare’ by building Landscape Restoration Partnerships that develop and implement restorative businesses in such a way that landscapes can be restored and sustainably managed.

To make that possible, Commonland introduced the ‘4 returns framework’, a holistic and practical business framework that uses a common language, is evidence-based and uses technology and social stakeholder management tools. Since Commonland started in 2013, we have been providing long-term support to local people to restore degraded landscapes using the ‘4 returns’ connected to 3 landscape zones (natural, combined and economic) during a time frame of at least one generation (20 years). During the last five years we have worked hard on building a ‘proof of concept’ in four large degraded areas in South Africa, Spain, Australia and the Netherlands, and major steps are being taken in the development of 4 returns projects with others in Kenya, Haiti, Congo, Tanzania, Zambia and India as part of our technical assistance program.

We are grateful for the extra support of the Dutch Postcode Lottery and the new partnership with the Ikea Foundation that marked this year. And as the years of building ‘the 4 returns proof of concept’ are coming to an end, we are looking towards the future with a new global strategy that will be focused on scaling up the 4 returns, through initiating, catalyzing and enabling others. As this task is too big for only one organization, we will work in close cooperation with others, including our mission partners and as part of the UN Decade on Ecosystem Restoration. Aware of the huge challenge, we are looking forward to this new period with great optimism, quoting our ambassador John D. Liu: ‘It is the greatest work of our time.’

Stepping down as chairman, I am proud of what we have achieved since we started. With great confidence, I am handing over the chairmanship to Mr. Bela Jankovich, while my ComON Foundation will remain committed to support Commonland for the long term.

Willem Ferwerda
Chief Executive Officer

Wijnand Pon
Chairman

Founders
2. ABOUT COMMONLAND
The 4 returns, 3 zones, 20 years approach

In 2013, Commonland was founded with the ambition to kick-start the development of a landscape restoration economy. With our 4 returns – 3 zones – 20 years framework for ecosystem restoration we aim to provide practical and demonstrable steps to make the transition towards an economy that is based on the restoration of natural and productive landscapes, instead of on their further degradation.

To reach this goal, in each landscape Commonland engages in four elements:

- Mobilization: Implement training on the 4 returns framework for landscape restoration and share lessons learned, including monitoring
- Development, design and planning of large-scale holistic landscape restoration activities in co-creation with local partners
- Knowledge support and business development through international networks
- Financial assistance through access to grants, public and investment funding to upscale the effectiveness of the interlinked restoration projects.

Since our foundation, we have made significant progress to develop ‘proof of concept’ in our holistic approach and we have implemented our 4 returns framework directly in four global landscapes: the Baviaanskloof-Langkloof (South Africa), the Altiplano (Spain), the Wheatbelt (Australia) and the Peat Meadows (the Netherlands). These landscapes are increasingly demonstrating that it is not only possible but also profitable to restore degraded landscapes, whilst providing economic opportunity and reviving a sense of inspiration and hope within the community.

Meanwhile, we continued our support and services with our advisory group (formerly known as 4 Returns Partners) to develop the 4 returns approach in Haiti, Kenya, Zambia, Tanzania, India and Congo (DRC).

LANDSCAPES AND THE SUSTAINABLE DEVELOPMENT GOALS

The 4 returns framework contributes directly to the goal of building landscape partnerships (Sustainable Development Goal 17), using the Theory U method (developed by MIT Presencing Institute, a Commonland partner) as a stakeholder management tool to create 4 returns businesses and projects. Furthermore, the 4 returns framework contributes to all of the Sustainable Development Goals. For example: a restored ecosystem and economy reduces social conflict – and thus helps to build peace and well-being.

Commonland has earned recognition from farmers, peers and international institutions as a key player in landscape and community restoration, and as a leader in developing a productive restoration economy. We have been able to transform the ‘Theory of Change’ into a ‘Practice of Change’ and have created a niche in which conservation, ecological restoration and economic productivity can converge.
THE 4 RETURNS, 3 ZONES, 20 YEARS APPROACH

RETURN OF INSPIRATION
Giving people hope and a sense of purpose

RETURN OF SOCIAL CAPITAL
Bringing back jobs, business activity, education and security

RETURN OF NATURAL CAPITAL
Restoring biodiversity, soil and water quality

RETURN OF FINANCIAL CAPITAL
Realizing long-term sustainable profit

NATURAL ZONE
Designed for restoring the ecological foundation and biodiversity

COMBINED ZONE
Designed for restoring the topsoil and delivering low and sustainable economic productivity

ECONOMIC ZONE
Designed for delivering high and sustainable economic productivity

Summary of the 4 returns, 3 zones, 20 years model.
(Source: Rotterdam School of Management (RSM), International Union for the Conservation of Nature Commission on Ecosystem Management (IUCN CEM), 2015)

Over the coming years we will remain a driving force in the restoration economy. All the entities of the Commonland group will work in tandem with others to initiate, catalyze, and enable landscape restoration partnerships with investable propositions through building more proof of concept projects, thereby increasing technical assistance and establishing an open access sharing and learning platform.

The Commonland Foundation will continue to guard and develop the 4 returns restoration approach, maintaining close cooperation with businesses, scientific institutions, business schools and NGOs, and will work to promote the 4 returns framework to the wider public, particularly corporations, grant-givers and investors.

The Foundation also enables and supports the work of all the other Commonland group entities: is currently exploring the offer of a 4 returns facility as a learning and finance platform for our four proof of concept Landscapes.
Commonland's Science and Education department is nurturing a new generation of business leaders and restoration practitioners through our Academy, and will promote the exchange of knowledge through the development of a learning community. In so-called Lab sessions we bring together practitioners, stakeholders and experts at landscape level for co-creation sessions using the Theory U. Landscapes is partnering with our co-initiated organizations and companies on the ground to scale up our work and to inspire others to independently implement business-based landscape restoration initiatives. Finally, we provide expertise and technical assistance to external partners to implement long-term restoration efforts. By working closely within all Commonland entities we can share knowledge and best practices in a transparent and inspiring environment.

Together, the Commonland group will create partnerships across many value chains to realize large-scale landscape restoration with local farmers, land users, experts and investors, based on sustainable 4 returns business cases. In doing so, we will continue to contribute to a large-scale landscape restoration economy aligned with international policies and guidelines.

In 2018 we continued our work with local partners in four landscapes Spain, South Africa, Australia and The Netherlands, while we increased our presence via technical assistance and development (formerly known as 4 Returns Partners) of the 4 returns approach in Haiti, Kenya, Zambia, Tanzania, India and Congo.
Theory U has proven to be an inspiring and practical tool to forge lasting partnerships across multiple global challenges, thus addressing the United Nations Sustainable Developments Goals (SDGs) and delivering 4 returns.

(Source: SDGs (UN), 4 returns, 3 zones, 20 years (Willem Ferwerda, RSM - Erasmus University, Commonland), Theory U (Otto Scharmer, Presencing Institute MIT), TEEB (The Economics of Ecosystems and Biodiversity), Planetary Boundaries (Johan Rockström, Stockholm Resilience Centre), Doughnut Economics (Kate Raworth, Oxford University).)
3. ORGANIZATIONAL DEVELOPMENTS

ADVISORY COUNCIL
The council acts as our knowledge center and members are frequently asked to give their advice on technical and political issues. In 2018 we welcomed Charles Massey and Wouter-Jan Schouten to the council.

DR. CHARLES MASSEY
Dr. Charles Massey (Australia) is a Visiting Fellow at The Fenner School of Environment and Society, Australian National University. He manages an 1820 hectares sheep and cattle grazing property under regenerative agriculture principles; is a published author; and consults on landscape management, farming and design, Merino sheep and wool genetics, while teaching university classes on regenerative agriculture principles. He recently published the groundbreaking book Call of the Reed Warbler: A New Agriculture, A New Earth.

WOUTER-JAN SCHOUTEN
Wouter-Jan Schouten was Partner & Managing Director at The Boston Consulting Group (BCG) until 2013, where he served many of the leading global consumer goods and agriculture companies for over 20 years, led BCG’s Consumer Goods practice in the Netherlands and was a member of the Dutch ‘Top & Direction team’ Agri-Food. Since 2014, he devotes himself to promoting the transition to sustainable food systems with positive impact. He worked for World Wildlife Fund (WWF) as the leader of the corporate partnerships team, and he was a member of the Dutch Transition Team ‘Food & Biomass’ that shaped the transition agenda to a circular economy. Currently, he serves as an associate partner at NewForesight and as Director Sustainable Food Systems at Top Institute Food and Nutrition (TIFN), a collaboration platform for pre-competitive research and innovation in the Agri & Food sector.

BOARD OF DIRECTORS
- Mr. W. Pon
  Chair until 31 December 2018, appointed Founding Patron
- Mr. B.M.A. Jankovich
  General member and Chair per 1 January 2019
- Ms. L.E.M. Vet
  Vice Chair
- Mr. J.H.W. Loudon
  Secretary, executive board member
- Mr. G.L.M. Van Hengstum
  Treasurer
- Mr. M.J. Heineman
  General member
- Ms. C. Van Asselt
  Advisor to the board
BOARD

After four years of leading the board, our co-founder Mr. Wijnand Pon handed over the chair to Mr. Bela Jankovich per 1 January 2019. Mr. Jankovich gratefully accepted his new position as chairman. Mr. Pon resigned as board member and was appointed Founding Patron as a reflection of thankfulness and of his ongoing commitment to Commonland and the 4 returns movement. Commonland is extremely grateful to Mr. Pon, in particular for how he has greatly marked the organization with vision, inspiration and support.

On behalf of Commonland’s leadership, Mr. Ferwerda thanked Mr. Pon for his tenure as chairman and explained how Commonland originated with him as co-founder. Mr. Ferwerda presented to Mr. Pon as Founding Patron a silver lapel pin with Commonland’s Sankofa logo, the West-African symbol that represents the importance of learning from the past and bringing this to the future. Although Mr. Pon will leave the board, he will continue to advise and share his expertise with the board and staff.

With Mr. Jankovich, Commonland obtained a chairman with a wide range of experiences as former CEO of a listed tech company, a farmer and advisor of agriculture investments.

LEADERSHIP

Commonland is led by Willem Ferwerda (CEO and founder) and Jeroen Voorhuis (COO) and a management team that consists of:

- Jim MacKintosh
  Managing Director Landscapes
- Simon Moolenaar
  Science & Education
- Caroline van Tilborg and Michiel de Man (Co-founder)
  Project Development & Technical Assistance

TEAM DEVELOPMENTS

During 2018 a number of staff developments have occurred. The following employees have been hired:

- Rony Lintjens
  Office manager
- Tessa Snaterse
  Donor Relations
- Jacqueline de Ligt
  Finance Manager
- Christine Ornetsmüller
  Knowledge & Learning Officer
- Roos van der Deijl
  Marketing operations
- Kyra van den Hill
  4 Returns Lab

The following staff members have left Commonland to pursue other career opportunities:

- Gertjan Mulder
  Marketing manager
- Sammy Whenu
  Finance manager
- Gina Pattisson
  Development Director
- Jenneke Bijl-Segers
  Senior Consultant 4 Returns Partners
For our local partners Grounded and Living Lands, 2018 was both a fruitful and challenging year with the Rosemary and Lavandin providing its first yields, the latter’s harvest being a lot lower than hoped for. However, both the Baviaanskloof Development Company and the Langkloof Honeybush Company are continuing to implement regenerative farming techniques in close cooperation with farmers, communities, and local stakeholders. Beginning 2018 we received the fantastic news that the direct restoration work was granted with EUR 1.39 million from the Dutch Postcode Lottery. These activities have started in the Baviaanskloof directly.
BAVIAANSKLOOF

In 2018, the teams strongly focused on implementing regenerative agricultural practices in the essential oil lands in the combined zone. The first oils were produced, distilled and sold. We learned that Lavandin does not grow very well in the Baviaanskloof, as opposed to Rosemary for which the harvest exceeded expectations.

Living Lands and the Baviaanskloof Development Company (Devco) are working together on a regenerative agriculture program to re-mineralize and re-balance soil chemistry. By working together with local entrepreneurs, production of biochar is up and other forms of fungal compost, worm compost, worm tea, and essential microbes are also being used. These efforts resulted in a great milestone: Devco received organic certification this year!

Another important development was the integration of the work being done on the fields with the rehabilitation activities on the hillsides with support of the Dutch Postcode Lottery. The second rehabilitation team has already started working in the Baviaanskloof. Furthermore, theoretical and practical trainings were organized to increase the capacity of the community and landowners to undertake rehabilitation.

LANGKLOOF

In the Langkloof big steps were made through the establishment of the Langkloof Honeybush Company this year with support from Stichting Doen via our partner organization Grounded. For the participating farms, Sustainable Harvesting guidelines and the associated Farm Management plans were created. Also, Honeybush resource assessments (maps of farms which show where Honeybush grows and where it can be cultivated sustainably) are being developed for three farms. A big milestone this year was the first harvest and processing of fully sustainable Honeybush, in line with the guidelines, in June of 2018. A Honeybush Association will organize itself in two workflows: wild harvesting and a cultivation learning group.

“We’re committed to the landscape for 20 years to come. We don’t claim to have all the solutions. We want to become part of the landscape and community to make this wonderful place thrive for the next 200 years. Not only the landscape, but also its people.”

— THELANI GRANT (LANDSCAPE MOBILIZER LIVING LANDS)
Additionally, the Water Fund concept was developed further in 2018, with several working group meetings and the first Steering Committee meeting in July. Partners include Nelson Mandela Bay Municipality, Water Affairs, Environmental affairs, Coca Cola South Africa, South African National Trust and Assurance Company Limited (SANLAM), German Corporation for International Cooperation (GIZ) and The Nature Conservancy (TNC).

The year was also characterized by a range of social engagement workshops and learning journeys as part of the Water Research Commission (WRC) project, which is modelling the hydrology of the Baviaanskloof, Kouga, and Kromme (BKK) catchments. Themes included alien clearing, rehabilitation, and scenario planning. The project is set out to be finished halfway through 2019.

Finally, restoration works are being executed in the Langkloof as well, focusing on river rehabilitation and dry land erosion prevention after alien tree removal.

POLYCROPPING

A new approach for the farmers in the Baviaanskloof on essential oil growing is polycropping: planting crops between the essential oils, which can be grazed as well. This will reduce grazing pressure from the natural field even further. Willie, one of the farmers, mentioned this new way of farming is “the exact opposite of what we used to do when we were still in the vegetable seeds business - where everything had to be clean, and you killed all the life in the soil.” The farmers are 100% committed to the new approach and some have said it is their ambition “to remove all the stock from the field.”

Otto Beukes (landscape innovator at Living Lands) is using a machine to make swales in the landscape.
GRANT FOR BAVIAANSKLOOF

In anticipation of the Goed Geld Gala (a large charity gala), the Dutch National Postcode Lottery announced that Commonland will be granted EUR 1.39 million for direct restoration of the South African Baviaanskloof landscape over the next three years. On Friday the 9th of February, Dutch celebrity Winston Gerschtanowitz, on behalf of the Dutch National Postcode Lottery, surprised us in our Amsterdam office in anticipation of the Goed Geld Gala.

On behalf of Commonland, co-founder Michiel de Man accepted the symbolic cheque.

This grant allows for many new activities in the Baviaanskloof which will, amongst others, bring back millions of trees and ground cover on the bare land. This will contribute not only to the return of biodiversity, but also to carbon capture and storage, job creation and - critical in South-Africa - improving sustainable water management. The Dutch National Postcode Lottery benefits all of these issues and supports us in accelerating the urgently needed transformation of the landscape.

“We are enormously grateful to everyone who participates in the Dutch National Postcode Lottery for making this possible: this allows us, together with our partners Living Lands and Grounded, to kick-start one of the largest private nature restoration efforts in South-Africa and also functions as an impetus for accelerating the establishment of a local restoration economy”

— MICHIEL DE MAN (CO-FOUNDER COMMONLAND)
2018 was a very challenging and rewarding year for our Australian partner Wide Open Agriculture. In July, the company listed on the Australian Stock Exchange raising AUD $5 million, and there were many other developments as partnerships were established relating to both land assets and regenerative produce.

In August, Wide Open Agriculture (WOA) announced that they had entered into a 10-year Farmland Management Agreement with Netherlands-based investors Handover B.V. and Wheatbelt-based regenerative farmers on an AUD $4.35m (EUR 2.7m) property.

“This agreement leverages the knowledge and experience gained from our existing land holding in East Kulinbah and is the next step in building a stable, robust capital base. It sets a strong foundation for WOA to attract additional investors seeking low risk, real
asset opportunities that allow experienced, regenerative farmers to operate at scale in the Wheatbelt,” says Ben Cole, managing director of WOA.

Furthermore, WOA has signed a new agreement with Blackwood Valley Beef (BVB) to develop a range of value-added beef products that will be co-branded by Food For Reasons (FFR) and Blackwood Valley Beef. “Our goal is to produce quality food in a manner that has minimal impact and stress on our animals, the community and the environment, so working with WOA is a natural fit for us”, affirms Warren Pensini, BVB Managing director.

Commonland also increased its Australian collaborations through a partnership with The University of Western Australia’s Centre for Social Impact (UWA SCI). Throughout last year, Commonland’s Theory U design strategist & facilitator Dieter Van den Broeck has been supporting UWA SCI on initiatives such as the Engaging Leaders Innovating Across Sectors (ELIAS) program and the Social Impact Festival.

Above all, we are proud to report that our partner Wide Open Agriculture has successfully been listed as the first 4 returns company on the Australian Stock Exchange as well as on the Frankfurt Stock Exchange (under the code of WOA). Five million dollars was raised in WOA’s IPO for the benefit of the Western Australian Wheatbelt.

FOOD FOR REASONS
After its launch last year, Food for Reasons grew fast with 150% increased yields to outdoor production system. Besides, it has expanded to market and is conducting a market analysis to develop a packaged food line using raw materials from WOA’s shade house (cereal and livestock). In addition to these progressions, five new prototypes are under investigation. As for the coming years, the brand is optimistic about its vision which is to be recognized as a food brand in Australia and Asia by the year 2022.
In 2018, many new activities were launched by our local partner AlVelAl while progress was made in all the three zones. In the natural zone, restoration started on the slopes of the iconic La Muela mountain. Furthermore, an increased focus was seen on biodiversity conservation and restoration within the territory as a whole including a new initiative to promote training for children and young people in landscape restoration. In the combined zone, 2018 was a year of growth for the regenerative business La Almendrehesa with new farmer suppliers and 86 tonnes of regenerative almonds sold, which will be marketed in 2019.

In collaboration with Tui Care Foundation, the AlVelAl Destination Project (2018-2020) was launched. The objective of this project is to connect regenerative agriculture with touristic centers on the coast, in order to promote

**Spain
ALTIPLANO**

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agrotourism, gastronomy and culture in and from the AlVelAl territory. AlVelAl also received contributions for their pilot fund, which finances small projects of farmers to start implementing regenerative practices on their own farms. With the support of the above-mentioned projects, farmers are transitioning to regenerative agriculture through, for example, the making of swales, restoring terraces, planting green cover and creating wind breaks; thereby retaining soil and water and enhancing biodiversity. Such regenerative practices also create positive impact on the local communities. They are encouraged to congregate to restore the landscape of the Altiplano, adding value to regenerative produce locally while strengthening local pride and identity. Jointly they are working towards the creation of a more prosperous and resilient territory for the next generation.

**INSPIRATION**

Through the project “AlVelAl 8000”, AlVelAl and its partners have planted aromatic plants forming a living land art sculpture that changes colors with the seasons and will reproduce 8000-year-old local cave art in living form. The dimensions of this “Living Landscape Sculpture” are similar to the dimensions of the Nazca Lines in Peru and can be seen from high points. (e.g., Vélez castle and Maimón hill). The project site is located just below the reforestation on the slopes of La Muela mountain. The project also aims to inspire and to attract tourist interest for cultural and ecological values.

**REFORESTATION**

Great progress has been made with reforesting La Muela. AlVelAl has planted 50,000 trees donated by Ecosia. The focus has been on reforesting the land with native species resistant to drought and autochthonous to this area such as Aleppo Pine and Holm Oaks) and also the Phoenician Juniper, Cade Juniper and Mediterranean Buckthorn. 5000 Holm Oaks have been planted, partly using Cocoons from Land Life Company.
OUTREACH

In 2018, AlVelAl organized more than 18 thematic workshops (with 50 participants) related to, amongst others, landscape restoration, holistic livestock management, pollinators and entrepreneurship.

They also provided support to 29 farmers, in addition to the 34 farmers they already worked with in previous years. A milestone was that the members of AlVelAl have almost doubled in 2018, going from 116 members in January to 194 members in December 2018.

AlVelAl has also increased its presence in the media in a remarkable way. Several film crews have visited and documented the landscape and a significant amount of articles appeared in the Spanish newspapers.

LA ALMENDREHESA

In 2018, La Almendrehesa purchased and processed 86 tonnes of regenerative almonds, again tripling its purchase volume compared to the previous harvest by virtue of the support of external investors. Alongside the almond supply by the farmers-shareholders, La Almendrehesa started collaborations with 7 AlVelAl farmers committed to regenerative agriculture. In addition to existing customers in Germany and the United Kingdom, the customer base will be broadened to Hungary and Denmark. La Almendrehesa is successfully demonstrating that landscape restoration based on a sustainable business case can be achieved.

ECOSYSTEM RESTORATION CAMPS

Within the AlVelAl territory, the first Ecosystem Restoration Camp has been established with the goal of restoring the ecological function of the Andalusia Altiplano. The camp aims to give its volunteers a deeper understanding of the value and potential of ecosystems and has become a center for learning and training in restoration skills. Other Ecosystem Restoration Camps are already being established in The Netherlands and California (US), while contact has been made with the Wheatbelt (Australia). Commonland is supporting the Ecosystem Restoration Camps through our ambassador John D. Liu.
At the request of the Dutch Ministry of Economic Affairs (now the Ministry of Agriculture, Nature and Food Security), Commonland started late 2016 in the Netherlands, with a focus on the degraded peat meadows around the capital of Amsterdam. The ultimate goal is to restore the ecological functions of 125,000 hectares with futureproof land use models that are adapted to the carrying capacity of the land.

In line with our strategy in other landscapes to create independent 4 returns Landscape Restoration Partnerships, we decided in 2018 to establish Wij.land. With all the preparations throughout 2018, Wij.land was officially founded as a separate 4 returns organization on 1 January 2019.
The team and name ‘Wij.land’ was launched in September with an event at farms in the peat meadow area.

**LAND BANK**

In collaboration with other parties, we started a process to develop, establish, operationalize and test the concept of a green land bank in the Netherlands. The objective is to raise and spend capital for the acceleration of nature-inclusive agriculture in the Netherlands.

**REGENERATIVE FARMING**

In partnership with the Dutch government and the Dutch Nature Conservancy (Vereniging Natuurmonumenten), Wij.land worked with farmers on transitioning to a nature-inclusive (regenerative) farming system. Part of this trajectory is a range of inspirational visits to farmers which are already applying nature-based business models.

**MILK FACTORY**

The 'Boeren van Amstel' (Farmers of Amstel) have been taking good care of meadow birds for a long time in an area near the capital. Therefore, the Amstel area is one of the few places in the Netherlands where the Black-tailed Godwit, Skylark and Lapwing are found in large numbers.

Together with BirdLife Netherlands and the Dutch GreenBank, more than 20 farmers have united in a cooperative, with the aim of realizing their own milk factory for the regional sale of their quality products. A unique aspect is that farmers are rewarded based on their nature performance.

**RESTORING THE SOIL BALANCE**

In October, Wij.land started with soil treatments. Together with a group of 20 farmers, on 15 hectares Wij.land spread calcium from seashells, seaweed and sea salt with trace elements (sea-90) to help bring the soil back into balance. Wij.land will extensively measure, monitor and film the results over time. A large amount of Bokashi was also made to kickstart soil life. Another successful ‘soil evening’ was held in November with around 30 farmers and other stakeholders participating. Over 200 hectares of soil have been treated in this year’s pilot.

The pilot will expand in 2019 with new farmers joining Wij.land's network.
COMMUNICATION AND OUTREACH

Wij.land became much more visible in the digital world. In June, their website www.wij.land was launched. A photo & video project gave a great database of materials and a documentary on Commonland and Wij.land’s joint work was presented. It tells the story of the landscape, the importance of soil life and the opportunities that lie in collaborations between farmers, ecologists, economists, businesses and governments.

AZOLLA

An ongoing project in the Dutch peat meadows is the Azolla pilot. Azolla is a crop that can be grown on the wet peat meadows and can serve as livestock feed or green manure, as well as for bio-based applications. Wij.land and its farming partners have been experimenting with growing Azolla with a first harvest in July 2018. The floating fern featured on the Dutch science tv program Focus in an episode on the high potential of Azolla. The program showcased the pilot activities at the farm “de Marsen” in the nature reserve of ’t Twiske, west of Amsterdam. Also, the magazine EOS Science wrote about the pilot with de Marsen. Currently, research is done on the potential for upscaling the pilot in the coming year.
CO-CREATING AT LANDSCAPE LEVEL

In cooperation with two Dutch ministries and the Presencing Institute, we started the first 4 Returns Lab in the Netherlands called ‘For Tomorrow’s Harvest’. This innovation lab aims to bundle forces for a more resilient food and agricultural system where people and nature are working together. The beginning was marked with a vibrant kick-off this year with 85 farmers, entrepreneurs, conservationists, waterboard members and professionals from provinces and ministries.

The Lab began taking shape in late 2017, when we identified the necessities for making a difference in the field of sustainable food and agriculture in the Netherlands. After a series of interviews, we selected 85 professionals with clear affiliation and experience with the subject, a position within their business or network to assert influence, and an openness to meet others, learn new perspectives and reflect on self and inner leadership. They came from a wide diversity of backgrounds, ranging from the agriculture, food, and conservation sectors to businesses, government and academia.

The process of the Lab is based on the Theory U as developed by the Presencing Institute, and contains three phases: cultivating the soil, growth and the first harvest, and scaling up.

In November 2018, participants gathered at a venue for the three-day kick-off. During these days, a range of workshops was conducted to explore the interests and knowledge present in the group. The themes which came up included the position of the farmer, the role of the consumer, the influence of money, the dominance and limitations of the current economic system and the way in which ownership of land is organized and the value that is attributed to it both economically and non-economically. It was widely agreed upon that the future of the system of agriculture and food as a whole should be defined by more connection based on diverse values. Also, this system is directly coupled with the landscape, the ecosystem, the soil and the planet itself. Finance should take a more enabling role here, but a recurring question is how to get to the point where it will actually serve the planet.

We can look back at a fruitful first year of the Lab and a positive future outlook. Further preparations of 4 Returns Labs were done in Colombia, South Africa, Zambia, Western Australia and in collaboration with the Red Cross.
5. BUILDING A PROOF OF CONCEPT IN FOUR LANDSCAPES

With our Landscapes partners we are building the proof of concept of the 4 returns framework in four landscapes in South Africa, Australia, Spain and the Netherlands. In all countries, Landscape Restoration Partnerships and businesses are being set up to restore and sustainably manage the land using the 3-zone approach. Natural zones are conserved and restored, the combined zone is being established by creating regenerative agro(forestry) practices, and within the economic zone efforts are made to produce and create jobs.

OVERVIEW OF RETURNS FOR EACH LANDSCAPE

South-Africa

❤️ RETURN OF INSPIRATION

- 10-year goal: 10,000 people exposed to and reached
- Year 4: over 2,000 people exposed to and engaged
- In 2018, Living Lands & Grounded actively engaged with 20 large-scale landowners and farmers on rehabilitating and regenerating the Baviaanskloof and Langkloof. Their landscape restoration was exposed to 2,027 people through direct engagement, workshops, and (social) media.

📞 RETURN OF SOCIAL CAPITAL

- 10-year goal: 25 jobs provided and supported
- Year 4: 9 network partners, 47 full-time and 2 part-time jobs
- In total, 8 farmer trainings and workshops were organized and collaboration is ongoing with 9 public, private and non-profit organizations and 1 community group in the area. Across both landscapes, 47 full-time, permanent and 2 part-time, permanent jobs were created and supported, 5 of which within Baviaanskloof Devco and Langkloof Honeybush Co.

THE STORY OF PIET

A South African farmer on the journey from generation-to-generation knowledge of goat farming toward regenerative production of essential oils.

Credits: Grounded and Living Lands
www.livinglands.co.za
www.grounded.co.za
RETURN OF NATURAL CAPITAL

- 10-year goal: 32,000 hectares under improved management
- Year 4: 9,377 hectares under improved management (29% of 10-year goal)
- The total 9,000 hectares of the Baviaanskloof are being ‘freed up’ for rehabilitation in a phased approach in cooperation with 6 (former) goat farmers (total of 3 zones). In the combined zone of the Baviaanskloof, approximately 1,460 hectares are under direct rehabilitation, of which 8 hectares are pilots and 126 hectares are under regenerative agriculture.

RETURN OF FINANCIAL CAPITAL

- 10-year goal: improved cost-benefit ratios for farmers active in the Baviaanskloof Devco (BK Devco) and Langkloof Honeybush Co.
- Year 4: early signs of positive cost-benefit ratio for farmers
- As the business further develops, learns and adapts, the BK Devco is stimulating the farmers’ sense of ownership through transparent discussions on pricing and future profit-sharing mechanisms. Across both landscapes, a total of EUR 1,012,757 funding was invested in 2018 of which EUR 191,250 (19%) were investments and EUR 1,529,657 grant funding has been secured for future work in both landscapes.
Spain

♡ RETURN OF INSPIRATION

- 5 years: 100 proud farmers
- Year 4: 85 proud farmers in AlVelAl association
- In 2018, AlVelAl and its business and landscape partners directly engaged at least 1,000 people through events and multiple 4 returns businesses and initiatives are inspired by AlVelAl. Examples are Ecosystem Restoration Camps, Regeneration Academy, Regeneration Festival, Almendrehesa Company, and the setting up of a Regenerative Olives and Composting business.

☎ RETURN OF SOCIAL CAPITAL

- 5 years: 60 active AlVelAl members
- Year 4: 200 members, 12 direct jobs and 30 indirect jobs
- AlVelAl has 200 members of which 50 are farmers, and there are 12 employees living and working in the territory. Through the numerous AlVelAl projects, 30 temporary jobs have been created employing 9 people under the age of 35 in 4 returns businesses/initiatives.

🌳 RETURN OF NATURAL CAPITAL

- 5 years: 15,000 hectares under improved management
- Year 4: 7,700 hectares under direct regeneration/restoration
- By 2018, a total of 7,700 hectares had been brought under improved holistic management. There are 670 beehives on the AlVelAl farms, 25 farmers are using compost, 15 are using green cover, and 70 key line swales were implemented. Together with Ecosia, 50,000 native tree species were planted on the iconic La Muela mountain.

ᖴ RETURN OF FINANCIAL CAPITAL

- 5 years: 4 viable 4 returns initiatives/business
- Year 4: 4 cases active (almonds, olive oil, tourism, compost)
- In 2018, a total of EUR 981,000 was raised in support of the different AlVelAl projects and the Almendrehesa farmers currently get a premium price for their products. Meanwhile, investment capital raising has started and 3 additional business cases are being set up (olive oil, tourism, compost).

THE STORY OF BÉLEN AND LEO

A new generation of farmers returning to their roots in rural Spain.
Credits: Ecosia
www.alvelal.net
Australia

️ RETURN OF INSPIRATION

• 5 years: 10,000 people inspired and reached
• Year 2: 4,414 people inspired and reached (44% of 5-year target)
• In 2018, WOA (Wide Open Agriculture) obtained 413 shareholders and 1 large farmland investor; 150 direct veggie box customers were engaged; and over 350 farmers, 400 community members, 1,000 unique customers and 2,100 online followers were exposed to the opportunity of landscape restoration, inspired by the 4 returns approach or participated in 4 returns initiatives.

💬 RETURN OF SOCIAL CAPITAL

• 5 years: 10 jobs created/ supported
• Year 2: 6 part-time jobs, 2 permanent jobs, >5 network partners
• In 2018, WOA created and supported 6 jobs over an 18-month period (now 2 permanent jobs) and still works together with over 5 Natural Resource Management and farmer groups to continually build a Western Australian sustainable food and nature movement.

🌳 RETURN OF NATURAL CAPITAL

• 5 years: 10,000 hectares under improved management
• Year 2: 2,103 hectares under improved management
• In 2018, WOA put 2,103 hectares under direct improved management of which 310 in the Buntine area, 1,787 in the (newly acquired) Andover farmland and 5 hectares in the Wedge. The first steps for implementing the Land For Reasons subsidiary have also been taken to help transform the Wheatbelt by transforming land use in cooperation with other parties.

💰 RETURN OF FINANCIAL CAPITAL

• 5 years: Strong and sustainable annualized return
• Year 2: WOA stocklisted on Australian Stock Exchange
• In 2018, WOA became the first 4 returns public company listed in the world, attracting 400 investors with AUD $5m capital raised from a diverse set of shareholders including Wheatbelt farmers, community members, stockbrokers and Commonland’s network.

THE STORY OF BEN AND WOA

A Western Australian-born entrepreneur taking his newfound transformative business Wide Open Agriculture (WOA) to the Australian Stock Exchange. Credits: Mac Equity Partners

www.wideopenagriculture.com.au
Netherlands

🌟 RETURN OF INSPIRATION

- 5 years: 1,000,000 people exposed to and reached, >100 proud farmers involved
- Year 2: 100,000+ exposed to and >40 farmers involved
- By 2018, Wij.land exposed 100,000+ people to the opportunities of 4 returns landscape restoration in the Netherlands through direct engagement including field visits, workshops and/or (social) media. This has led to a community of ± 200 involved members (±40 farmers) and a growing online community (>320).
- Inspirational highlight of 2018 was the launch of Wij.land, that inspired 70 community members by way of a Wij.land movie, workshops in the field and exchanges with different stakeholders.

話し合う

🌟 RETURN OF SOCIAL CAPITAL

- 5 years: >100 farmers in pilots, 5 farms in transition, >100 professionals in network and 5 long-term 4 returns partnerships
- Year 2: >40 farmers involved in >40 pilot activities
- By 2018, Wij.land had assisted and stimulated >40 farmers to engage in >40 pilot activities such as the soil pilot or the making of Bokashi. Two farms are under research for transitioning towards a regenerative/nature-inclusive farm. Two long-term 4 returns partnerships were established or consolidated with Natuurmonumenten and Farmers of Amstel.

話し合う

🌟 RETURN OF NATURAL CAPITAL

- 5 years: 1,000 hectares of land (both farm and nature) under improved management
- Year 2: 200 hectares
- By 2018, through pilot activities with >25 farmers, more than 200 hectares of farmland was under improved holistic soil management and restoration.
- The chosen soil treatment methodology aims to restore the balance (chemistry/biology/physiology) of the soil to restore overall soil fertility and productivity with no/minimal chemical inputs. >1000 tons of nature cuttings were processed into Bokashi by seven farmers, which is used as soil amendment improving below- and above-ground biology.

話し合う

🌟 RETURN OF FINANCIAL CAPITAL

- 5 years: 2-3 implemented viable 4 returns business cases
- Year 2: seven 4 returns concepts under development
- By 2018, Wij.land was developing and testing seven 4 returns concepts. Through the pilot- and transition fund (funded by Gieskes-Strijbis) and the in 2018 newly established biodiversity fund (funded by Contribute) they are kick-starting on-the-ground 4 returns (pilot and development) activities. Also, development costs for the Farmland Investment Fund were raised (funded by COnON Foundation).

THE STORY OF WILKO AND HERMIEN

A Dutch farming family on a transition to organic farming.
Credits: Wij.land
www.wij.land
Commonland’s advisory service (formerly called 4 Returns Partners) made progress this year. But all this progress would not have been possible without all the partners collaborating with us.

First of all, we are proud to announce that IKEA Foundation has joined our group of funders this year for a period of five years. IKEA Foundation will work with us in the field of sharing and learning on the 4 returns, while at landscape level we start a 4 returns landscape agroforestry activity in the Indian state of Chhattisgarh, which will be implemented together with The Nature Conservancy (TNC) India and local organizations.

Even though political decisions have caused social unrest in Haiti, the Netherlands Red Cross together with the support of Commonland technical assistance have received funding to work on “Restoring Paradise”. This will be used to kick-start a landscape restoration program (in La Vallée de Jacmel) to test and showcase a new approach, the 4 Returns 4 Resilience Approach, which aims at becoming the new operating model within the Red Cross Movement.

In Tanzania, successful visits have enabled us together with the District government and United Nations Capital Development Fund (UNCDF) to identify priorities and determine which 4 returns activities will be developed in the upcoming year. We are now working on a concept for 4 returns landscape development, while applications for additional funding from UNCDF for the subsequent phases of the projects are in process.

In Kenya, a contract to start working together with the Maasai Mara association on a 4 returns project in the Maasai Mara conservation area has been drawn up. The partners of this project include LGT Philanthropy, Maasai Mara Wildlife Conservancies and Basecamp Explorer.

In July 2017 the Institute for Human Activities contacted Commonland with the request to provide support for the design of the institutional structure of the current collective of artists and farmers they are working with in Lusanga, DR Congo (DRC), called Cercle d’Art des travailleurs de Plantation Congolaise (CATPC). A more formalized institutional structure is regarded as a prerequisite for the upscaling of the artistic activities and the release of pledged funds to these activities as well as the agricultural activities that are dependent on this release of funds, at least during the start-up phase.
Throughout 2018 we supported CATPC in analyzing the landscape in which they operate and the initiatives that were already present in DRC that could be an example to CATPC. At the same time, based on an iterative process, Commonland designed a proposed institutional design that could potentially be implemented by CATPC members and could help them upscale their activities.

In Spain, a proposal to a large cooperative in Andalusia to start with a mobilization and intervention program has been submitted to the local government. This program entails the development of two demonstration farms for regenerative agriculture and knowledge-sharing activities for farmers and farm advisors.
For the Science & Education team, as well as for a rapidly growing 4 returns community, 2018 was a year full of learning in all possible ways. We were pleased by the growing engagement and the several developments in progress.

**MONITORING, EVALUATION & LEARNING**

A cross-landscape team has been road-testing easy-to-implement methods to measure baselines, comparative progress and ultimately show 4 returns impacts in the landscapes over time. In this process, we have made use of Digital Earth developments and Geological Information Systems.

We are using concrete indicators and baselines per landscape. In the Baviaanskloof, for example, the teams are testing the use of fixed-point photography and potentially combining it with ‘fixed-point’ drone images and soil samples. In the peat meadow landscape, they have taken many soil samples in order to compare them to blank fields over time. In Spain, they are keeping detailed track of the farm-level interventions and are collaborating with the University of Almeria on microbial activity in the soil.

**KNOWLEDGE AND INFORMATION MANAGEMENT**

A major development which has taken flight this year is the Knowledge and Innovation Platform, with the 4 Returns Toolbox as part of this. This will serve and facilitate a growing community of restoration professionals with the opportunity to

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Experiential learning event in Spain organized by ENABLE in October 2018, with about 50 people and presentations by the Spanisch National Research Council (CSIC), AlVeAI, La Almendrehesa and the Regeneration Academy. One MOOC participant even came all the way from India to Spain to join.
exchange, learn and work together. The Toolbox will be an openly accessible database of information and tools about landscape restoration.

For 4 returns practitioners, Community of Practice sessions have started to take place. In these sessions, experiences are being shared on a range of restoration topics to propel institutional learning and change.

**ENABLE & ACADEMY**

In 2018 our first Massive Open Online Course (MOOC) “A Business Approach to Sustainable Landscape Restoration” had a lot of traction with almost 3,000 participants from all over the world.

During the second half of the year, together with the ENABLE team, we started to design, script and record our second MOOC “Business Model Innovation for Sustainable Landscape Restoration”. The pre-launch of this MOOC took place on World Soil Day, 5 December 2018. In the meantime, Simon Moolenaar (Head of Science & Education at Commonland) also guest-lectured in the MOOC organized by GIZ on “Land Matters! Integrating Soil Degradation Concerns and Solutions into Policy Processes.”

Parallel to developing these MOOC’s, we have also been working on the development of a classroom curriculum focusing on case writing for business school case teaching. To complement the offline and classroom offerings of the ENABLE partnership, we also co-hosted an experiential field trip to the AlVelAl territory in October with students from Wageningen University and MOOC participants.

In order to be able to better exchange knowledge and tools, share stories and learnings and build the restoration economy community together with landscape practitioners and professionals worldwide, we also laid the foundations for digital platform development in 2018.
MONETIZATION

Together with Wageningen University and the Ecosystem Services Partnership (ESP) we have expanded our joint activities on monetization of ecosystem services, starting with further exploration in Spain. This resulted in a draft “Guidelines to value and capture the economic benefits of landscape restoration” for further peer review and road-testing.

We extended the monetization research team in Spain with participation of the Spanish Research Council (CSIC), University of Utrecht and the Regeneration Academy at La Junquera (Spain) and together coordinated a student research program to deep-dive into the monetization of ecosystem services of different land use and management systems in Spain. Complementary, these activities were aligned with the “True Value” and “Integrated Value” approaches of KPMG and Rotterdam School of Management (RSM) in order to arrive at a balanced picture of the value of the 4 returns in the context of sustainable finance.

In the end it is all about learning together and showing impact on the ground; in this respect we also reached a milestone by writing the first Impact Report together with all landscape partners, showing the results of our activities based on our joint monitoring and evaluation methodology.
In 2018, our social media channels scaled up in terms of following, interactions and activity. We have got to know our different audiences on Twitter, LinkedIn, Facebook and YouTube, allowing us to inspire, learn and interact with anyone interested to get involved. We are proud of the short documentary made about the work of Wij.land and the 4 returns in the Peat Meadow landscape, which was launched in January 2019. In the media, our story was covered by the Rabobank, Maatschapwijd, and Sourcing Matter.

We also got the chance to connect to a number of renowned national and international organizations, including the Global Partnership on Forest and Landscape Restoration, The Nature Conservancy, the World Resources Institute, the World Business Council on Sustainable Development, the United Nations Convention to Combat Desertification (UNCCD), the Land Degradation Neutrality Fund, World Wide Fund for Nature, Peace Parks Foundation, Natuurmonumenten (Society for preservation of nature monuments in the Netherlands), Dutch, South African, Spanish, Australian authorities and the Global Landscapes Forum. Commonland is part of the Advisory group of the United Nations Decade on Ecosystem Restoration led by the United Nations Environment Programme (UNEP) and the Food and Agricultural Organization, and supported by International Union for Conservation of Nature (IUCN).

We worked together with government authorities in the Netherlands, South Africa, Australia, Spain, Haiti and Kenya. Furthermore, our Science & Education team has presented and participated at scientific conferences including the Global Landscapes Forum in Bonn, the Society for Ecological Restoration (SER) conference in Iceland and the first TerraEnvision Conference in Barcelona where we organized a workshop about landscape finance with the United Nations Convention to Combat Desertification (UNCCD), Wageningen University & Research (WUR-WEnR), the International Soil Reference and Information Centre (ISRIC) and Mirova (LDN Fund).

We have lectured about 4 returns landscape restoration in university courses for students of Erasmus University, Rotterdam School of Management (Business & Society Management), Wageningen University (Environmental Impact Assessment), Leiden University (International Business; Industrial Ecology) and Leeds University (staff and PhD students).
Our CEO Willem Ferwerda spoke at public events, including a conversation with Kate Raworth, from the Doughnut economy at 'Ondernemers van Nu', a discussion panel in De Balie on the meaning of soil for society, and gave a podcast interview on the work of Commonland at the US Sourcing Matter Show. Our ambassador John D. Liu also spoke on behalf of Commonland at several places, including the Center for Mediterranean Integration and the “Young Club of Rome NL”; he was invited by Ecosia, Regeneration International in Mexico, Global Climate Action Summit in San Francisco, Santa Barbara Permaculture Initiative, the Climate Land Use Alliance meeting, the Regeneration Festival at La Junquera in Spain, and he gave podcast interviews at Muse Ecology and Earth Repair Radio.
# 9. Finance

**Balance Sheet as at 31 December 2018**

## Assets

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2018</th>
<th>31 Dec 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Tangible fixed assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equipment &amp; Installations</td>
<td>45,004</td>
<td>62,843</td>
</tr>
<tr>
<td>Automation</td>
<td>36,242</td>
<td>50,169</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>81,246</strong></td>
<td><strong>113,012</strong></td>
</tr>
<tr>
<td><strong>Financial fixed assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Participations</td>
<td>207,400</td>
<td>150,695</td>
</tr>
<tr>
<td>Investments</td>
<td>1,037,542</td>
<td>815,697</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>1,244,942</strong></td>
<td><strong>966,392</strong></td>
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<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
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<tr>
<td><strong>Receivables</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts receivables</td>
<td>684</td>
<td>2,224</td>
</tr>
<tr>
<td>Current accounts</td>
<td>349,136</td>
<td>311,828</td>
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<tr>
<td>Other receivables</td>
<td>149,636</td>
<td>39,083</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>499,456</strong></td>
<td><strong>353,135</strong></td>
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<tr>
<td><strong>Cash and cash equivalents</strong></td>
<td>3,000,791</td>
<td>1,082,999</td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>4,826,435</strong></td>
<td><strong>2,515,538</strong></td>
</tr>
</tbody>
</table>

## Liabilities

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2018</th>
<th>31 Dec 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Reserves &amp; Funds</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Earmarked reserve</td>
<td>81,246</td>
<td>113,012</td>
</tr>
<tr>
<td>Earmarked funds</td>
<td>2,007,139</td>
<td>2,041,692</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2,088,385</strong></td>
<td><strong>2,154,704</strong></td>
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<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
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</tr>
<tr>
<td>Accounts payable</td>
<td>80,493</td>
<td>141,327</td>
</tr>
<tr>
<td>Grants received in advance</td>
<td>2,457,433</td>
<td>0</td>
</tr>
<tr>
<td>Taxes and premiums social insurance</td>
<td>49,012</td>
<td>141,208</td>
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<tr>
<td>Other liabilities</td>
<td>151,112</td>
<td>78,299</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>2,738,050</strong></td>
<td><strong>360,834</strong></td>
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<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>4,826,435</strong></td>
<td><strong>2,515,538</strong></td>
</tr>
</tbody>
</table>

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Commonland Annual Report 2018
# STATEMENT OF INCOME AND EXPENDITURES

## INCOME

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income governments</td>
<td>43,096</td>
<td>69,560</td>
</tr>
<tr>
<td>Income grants and donations</td>
<td>3,935,467</td>
<td>4,192,024</td>
</tr>
<tr>
<td>Income lottery organizations</td>
<td>1,000,000</td>
<td>500,000</td>
</tr>
<tr>
<td>Other Income</td>
<td>182,350</td>
<td>462,604</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>5,160,913</td>
<td>5,224,188</td>
</tr>
</tbody>
</table>

## EXPENDITURES

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel costs</td>
<td>2,520,423</td>
<td>2,875,983</td>
</tr>
<tr>
<td>Depreciation</td>
<td>35,759</td>
<td>30,022</td>
</tr>
<tr>
<td>Other expenditures</td>
<td>2,043,370</td>
<td>1,030,460</td>
</tr>
<tr>
<td><strong>Total expenditures</strong></td>
<td>4,599,552</td>
<td>3,936,465</td>
</tr>
</tbody>
</table>

**Result before financial income and expenditures**

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>561,361</td>
<td>1,287,723</td>
</tr>
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## FINANCIAL INCOME AND EXPENDITURES

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest and similar income</td>
<td>0</td>
<td>109,663</td>
</tr>
<tr>
<td>Impairment of financial fixed and current assets</td>
<td>-436,821</td>
<td>-1,131,819</td>
</tr>
<tr>
<td>Interest and similar expenditures</td>
<td>-190,859</td>
<td>-12,682</td>
</tr>
<tr>
<td><strong>Total financial income and expenditures</strong></td>
<td>-627,680</td>
<td>-1,043,838</td>
</tr>
</tbody>
</table>

**BALANCE OF INCOME AND EXPENDITURES**

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>-66,319</td>
<td>252,884</td>
</tr>
</tbody>
</table>

## ALLOCATION

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tangible fixed assets</strong></td>
<td>-31,766</td>
<td>1,382</td>
</tr>
<tr>
<td><strong>Earmarked funds:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Doen Foundation</td>
<td>-3,857</td>
<td>-134,818</td>
</tr>
<tr>
<td>COMOn Foundation</td>
<td>-17,554</td>
<td>677,108</td>
</tr>
<tr>
<td>4 Returns Facility Fund</td>
<td>-13,142</td>
<td>-290,788</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>-34,553</td>
<td>251,502</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>-66,319</td>
<td>252,884</td>
</tr>
</tbody>
</table>
None of what has been achieved in 2018 could have been realized without the teamwork and collaboration amongst our exceptional colleagues, funders, partners and all others who have contributed in so many ways. We truly appreciate your support and involvement and like to say:

**THANK YOU!**


International Union for Conservation of Nature | Commission on Ecosystem Management (IUCN CEM), Global Partnership on Forest and Landscape Restoration (GPFLR), Wageningen University, Erasmus University, Rotterdam School of Management (RSM), Economics of Land Degradation (ELD) Initiative, World Business Council for Sustainable Development (WBCSD), United Nations Convention to Combat Desertification (UNCCD), United Nations Environment Programme (UNEP), Peace Parks Foundation, Red Cross, The Nature Conservancy (TNC), Global Landscape Forum.

Everyone at our 4 returns landscape partners: Grounded, Living Lands, Baviaanskloof DEVCO, AlVelAl, La Almendrehesa, Wide Open Agriculture and Wij.land. And finally, all the farmers and the many other allies not mentioned here.
ABOUT COMMONLAND

Commonland®, founded in 2013 by experts, institutes and business people, believes that landscape restoration offers tremendous untapped opportunities for sustainable economic development. To demonstrate this potential, a new holistic framework was developed to replace ‘the business of usual’ of short-term maximalization of return-on-investment per hectare. Commonland's landscape restoration projects are based on business cases and deliver 4 returns™ (the return of inspiration, social capital, natural capital and financial capital) while using a three-landscape zoning approach and an implementation period of minimal one generation (20 years).

Multidisciplinary teams actively involve investors, companies and entrepreneurs in long-term restoration partnerships with farmers and land users, creating new regenerative companies. Commonland consists of a foundation that guards and develops the 4 returns restoration framework and two impact companies realizing restoration projects, and is currently active and involved in South Africa, Spain, Australia, the Netherlands and together with external partners in Haiti, Kenya, Zambia, Tanzania, India and Congo.