

6/22/2026

DAMODARA RAO REPALLE

CARBON REVENUE ADVISORY PORTFOLIO

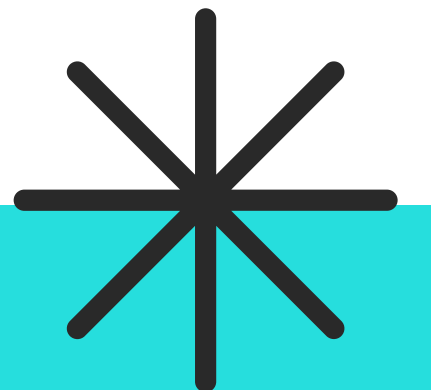
S3 Optistart Consulting



6/22/2026

MEETING AGENDA

1. Carbon Revenue Potential and Strategy
2. Advisory Services and Deliverables
3. Commercialisation and Value Realisation



CARBON REVENUE POTENTIAL AND STRATEGY



CARBON REVENUE SIGNALS

Look for carbon value signals

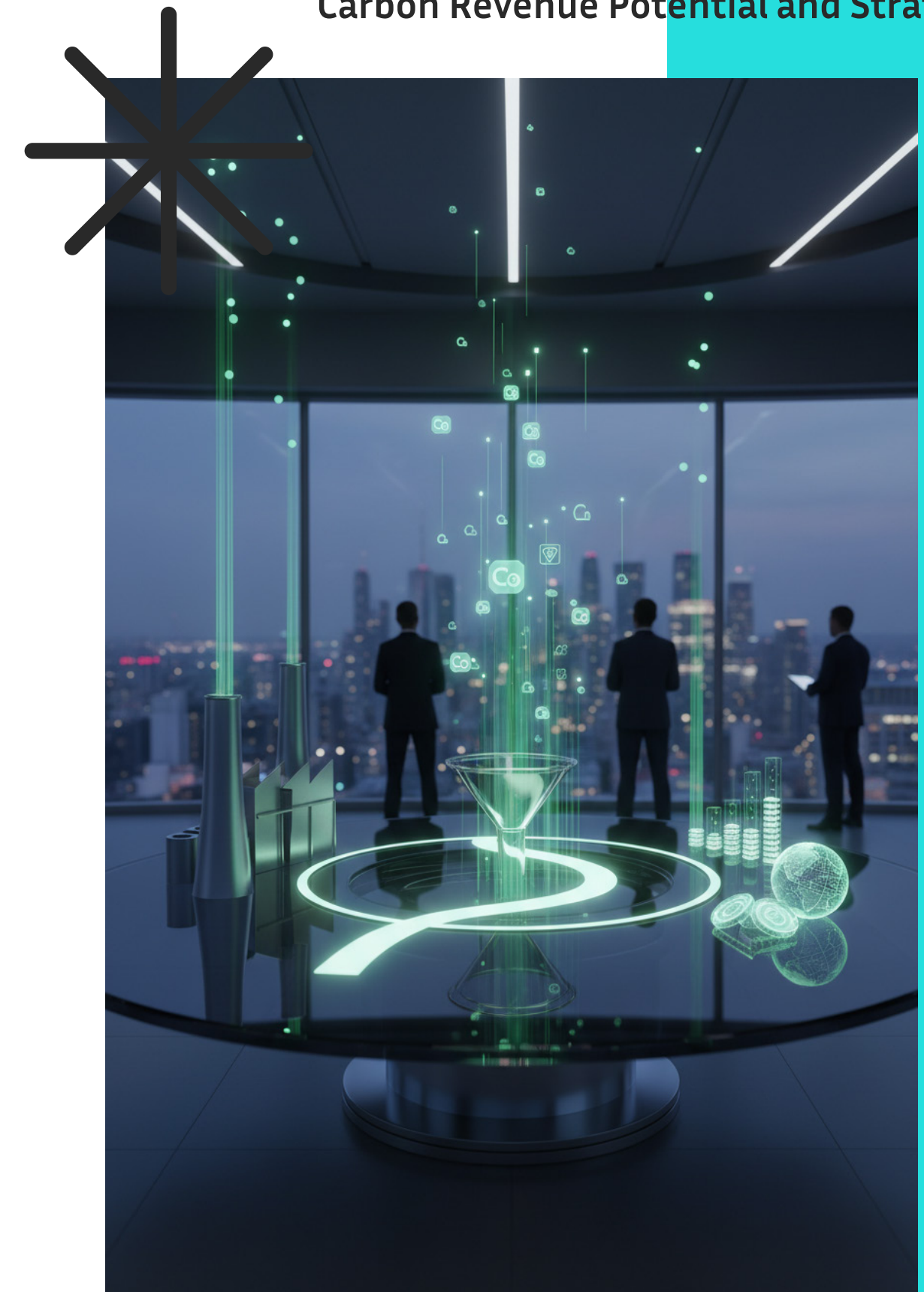
- Waste streams, high energy use, methane, or environmental assets can indicate credit potential.
- ESG or net-zero commitments can turn reductions into strategic financial outcomes.

A simple qualification rule

- When two or more signals are present, the opportunity is often worth pursuing.

From operations to monetisation

- S3 Optistart Consulting helps identify, structure, and monetise carbon opportunities.

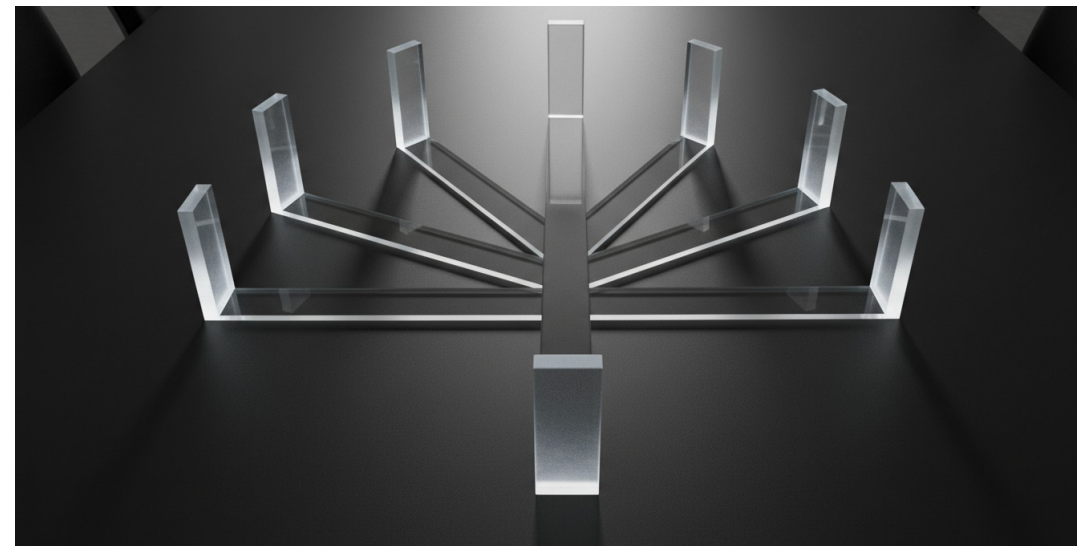


STRATEGY BEFORE CREDITS



Carbon is now a business lever

- Treat credits as a financial asset, not just a sustainability outcome.
- Strategy turns operational reductions into bankable, monetisable value.



Where organisations get stuck

- Eligibility and methodology choices often derail promising opportunities early.
- Weak baselines and unclear ownership create revenue uncertainty.



Value creation beats compliance

- A value-led approach improves investment confidence and decision clarity.
- Focus on outcomes: stronger structuring, clearer upside, lower risk.

THREE-STAGE PATHWAY

Stage 1: Screen the opportunity

Rapidly confirm where carbon value exists and where it does not.

Stage 2: Build the asset case

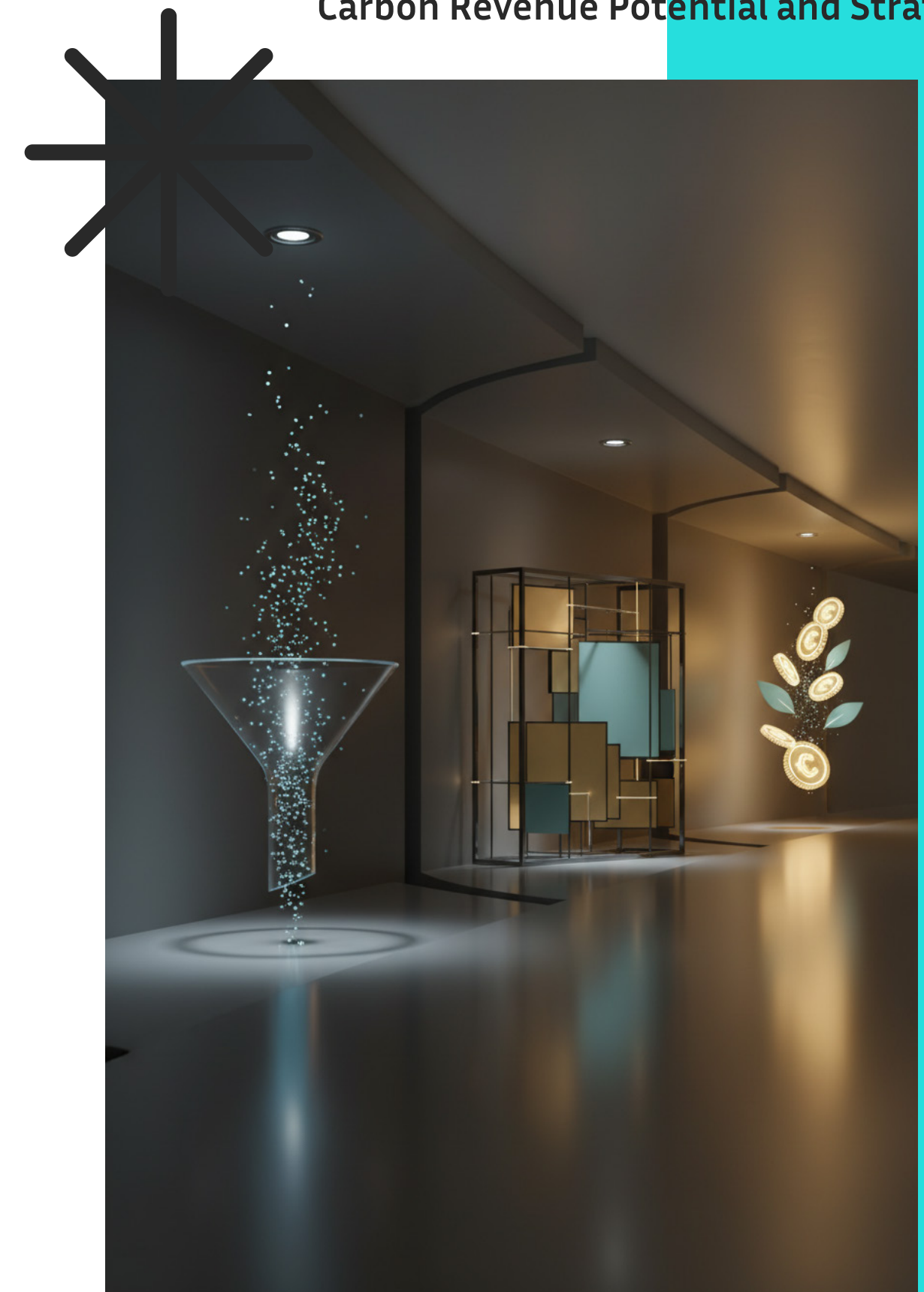
Convert the opportunity into an investment-ready carbon asset blueprint.

Stage 3: Monetise in-market

Position credits for buyers and maximise value through smart execution.

Why this sequence works

Each step reduces uncertainty before deeper capital and commercial commitments.



ADVISORY SERVICES AND DELIVERABLES

2-WEEK OPPORTUNITY SCREEN

Identify the operational trigger



Pinpoint waste, energy use, or methane sources

Confirm sector fit



Designed for manufacturing, waste, and biogas

Two-week rapid assessment



Fast qualification with minimal disruption

Early feasibility signal



Clarifies if a credit pathway is realistic

Decision-ready next step



Confidence to proceed or stop before bigger spend

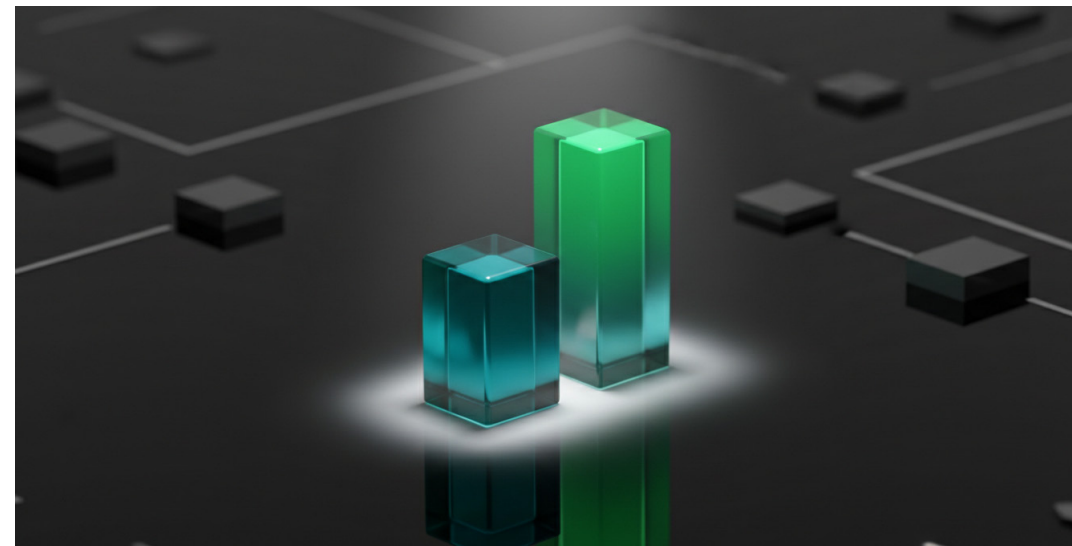


ASSESSMENT DELIVERABLES



Feasibility check

- Confirm eligibility and shortlist the best-fit carbon methodologies.
- Translate operations into an estimated carbon credit potential.



Value sizing

- Assess revenue opportunity to clarify upside before deeper investment.
- Deliver a clear **go / no-go** recommendation for next-step action.



Executive-ready output

- Provide a concise summary report built for fast leadership decisions.

BANKABLE ASSET STRATEGY

Who it is built for

- Designed for mid-sized operators across industrial, waste, and energy.

What it delivers

- A structured, **investment-grade** carbon strategy you can stand behind.

Why it matters to leadership

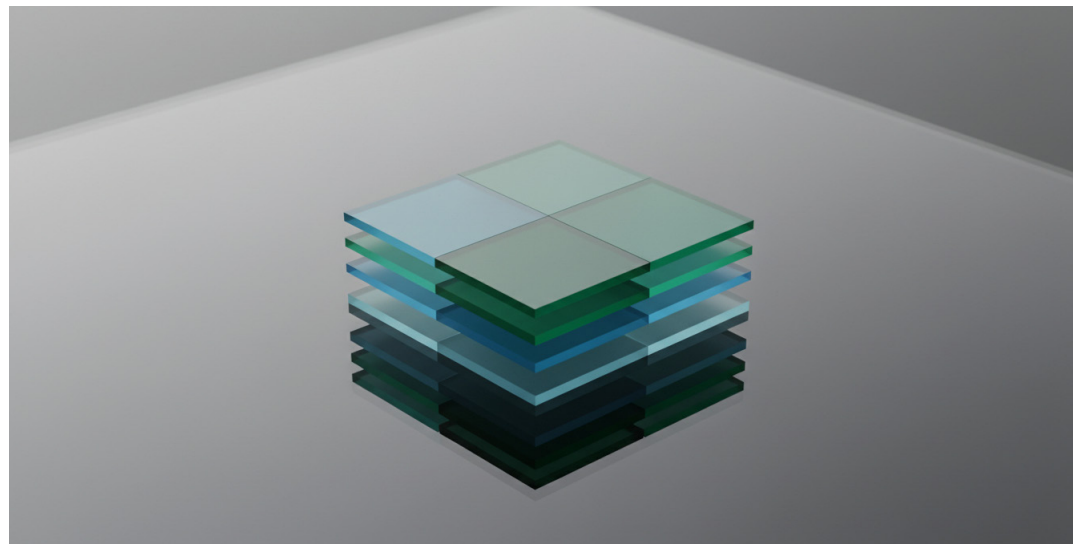
- Strengthens internal approval and accelerates investor-quality decision-making.

Execution-ready direction

- Creates a clear pathway from strategy to structured implementation.



DOSSIER: WHAT'S INSIDE



Establish the foundation

- Define a defensible baseline and confirm project eligibility early.
- Quantify carbon outcomes clearly, with assumptions ready for scrutiny.



Prove the business case

- Link market and pricing dynamics to a practical value narrative.
- Integrate carbon revenue into financial planning and investment decisions.



De-risk and enable action

- Address ownership, structuring, and key risks before execution.
- Deliver an executive investment case plus a working financial model.

COMMERCIALISATION AND VALUE REALISATION



COMMERCIALISING VALUE

Designed for market-ready credits

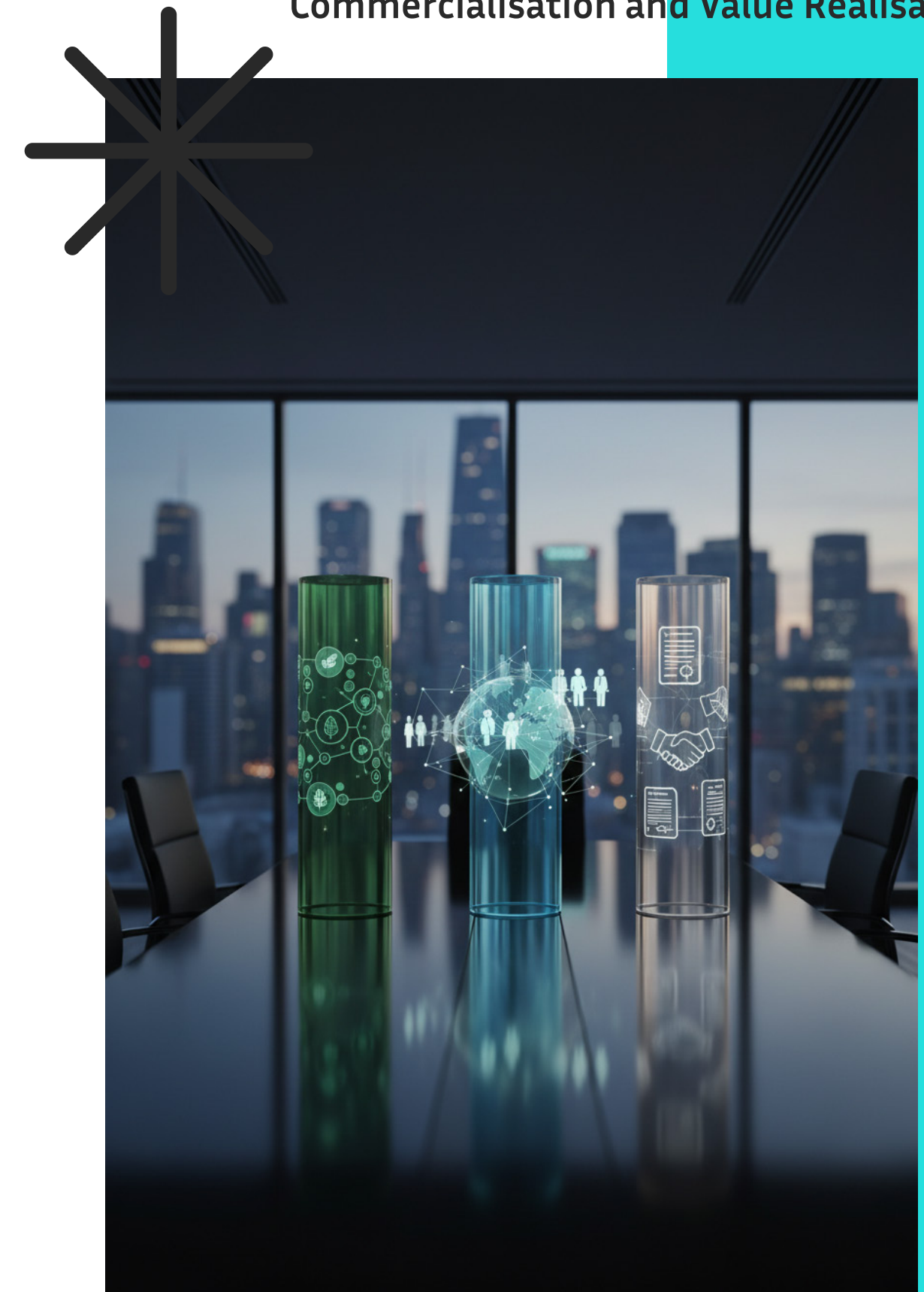
- Support is built for credit owners, registered projects, and developers.
- The focus shifts from development to **revenue execution**.

Stronger routes to buyers

- Identify best-fit buyers and prioritize the most effective sales channels.
- Set a clear pricing approach aligned to project positioning.

Deal support that protects value

- Provide negotiation support to improve outcomes and reduce commercial leakage.
- Strengthen contracts through practical structuring guidance.



BALANCED MONETISATION MIX

Sales Approach	Target Share	Primary Benefit	Managed Risk
Forward / Offtake contracts	50–60%	Predictable cash flow	Price volatility
Spot market sales	40–50%	Capture market upside	Demand uncertainty
Blended portfolio	100%	Stability plus upside	Concentration risk

WHY S3 OPTISTART



Built for real operations

- Manufacturing and operational excellence roots keep advice practical and executable.



Value creation, not compliance

- Strategy-led advisory focuses on carbon ownership and monetisation outcomes.



Finance-led decision support

- Strong **financial modelling** turns carbon work into clear investment choices.



Executive-level partnership

- CXO perspective aligns stakeholders around risk, value, and next steps.