



# **Canada's Nature Advantage**

## **Summary Report:**

**Unlocking Canada's Nature Advantage: The  
Economic Power of Nature in Agriculture,  
Forestry, and Indigenous-Led Business**

December 2025



Canada's Nature Advantage held a roundtable event, ***Unlocking Canada's Nature Advantage: The Economic Power of Nature in Forestry, Agriculture and Indigenous-Led Business***, on November 26 in Toronto as part of the inaugural Canada Climate Week Xchange.

Created by Nature United, Canada's Nature Advantage is a growing network of leaders committed to advancing knowledge, policy and financing solutions that can help scale investments in Canada's managed forests, farmlands and Indigenous territories – and the people who steward them – as the foundations of a globally competitive, made-in-Canada nature-positive economy.

Attended by senior professionals in forestry, agriculture, finance, Indigenous business and government, the event revealed a clear consensus: the value of nature to Canadians and the environment is undeniable, but its value to our economy is unrealized in policy and market structures.

Participants identified an urgent need to reframe nature investment from a cost-avoidance narrative to a value-generating proposition. They discussed key levers that could help unlock nature-positive economic opportunities and agreed on the need for new forms of collaboration between government and business to enable this shift.

## **Breakout Groups**

Following an overview of [case studies](#), [public opinion polling](#), economic research and policy analysis underpinning [Canada's Nature Advantage](#), participants were invited to discuss the following three questions:

- What opportunities, challenges, and risks are investors and financial institutions facing when considering nature-positive investment?
- How would you design a structure that both bundles nature-positive investment opportunities into a cohesive portfolio *and* qualifies them as “investment-grade”? What key features would such a structure have?
- How can government help investors scale finance for nature-positive working landscapes and Indigenous economies?

Key takeaways from these breakout groups are summarized below.



## Opportunities

- **Portfolio Diversification & Risk Management:** Nature-based solutions (NbS) can hedge inflation and manage long-term liabilities. Their tangible, long-duration characteristics provide stability and counterbalance volatility in traditional asset classes, creating a natural hedge against systemic risks.
- **Supply Chain Resilience:** Investing upstream in agriculture and forestry reduces operational and reputational risks. By addressing material nature dependencies early, companies can secure resource availability and strengthen investor confidence.
- **Blended Finance & Patient Capital:** Combining public, private, and philanthropic funds can de-risk early-stage projects. Credit enhancements like first-loss guarantees and catalytic capital attract institutional investors by lowering perceived risk and enabling scalable, investment-grade structures.
- **Environmental Outcome Marketplaces:** Carbon and biodiversity credit markets offer significant potential.
- **Peer-to-Peer Learning:** Supports adoption of nature-positive practices among farmers and forest managers.
- **Indigenous-Led Models:** Unlock carbon rights and ecosystem benefits for Indigenous Nations.
- **Bankable Projects:** Attract institutional investors when revenue streams are clear.
- **Peer-to-Peer Learning:** Accelerates standardization, capability development and cross-regional replication; strengthens regional aggregation and market infrastructure; reduces investor transaction costs; and enables the formation of robust, scalable, investment-grade conservation portfolios.

## Challenges

- **Misalignment:** Markets remain insufficiently integrated with real production systems, often shifting compliance burdens onto producers and leading to misalignment with standards, verification systems and buyer expectations. Prevalent misalignment with emerging sustainability disclosure regimes and buyer procurement strategies furthers reliance on standalone credit markets.
- **Recognize ground level challenges:** For example, there is a lack of recognition of the cash-flow strain, heightened financial risk, and operational disruption nature-positive practice adoption creates for farmers.
- **Signal Reliability:** The lack of long term, predictable market signals limits adoption and sustained participation at scale. Without durable demand, aggregation platforms and investment vehicles are unlikely to mature beyond pilot stages.
- **Jurisdictional Complexity:** Unsettled rights discussion between Crown and Indigenous governments (e.g. rights to legislate on and monetize carbon, biodiversity) is the main regulatory barrier for nature investment on public land in Canada.



- **Tradeoffs:** Comparable values available through sustainable forest management and building materials that can harvest some level of timber volume, versus those generated through existing extraction systems, are poorly understood.
- **Liquidity & Scalability:** Nature-focused investments lack liquidity and struggle to scale beyond pilots. Public capital is currently insufficiently deployed to underwrite early risk, build outcome-verification infrastructure and data interoperability that support self-sustaining, market-backed pathways.
- **Structuring Gap:** No Canadian entity currently aggregates small projects into investment-grade portfolios, nor clearly identifies corporate demand for verified environmental outcomes as a key catalyst for unlocking investment.
- **Data and Valuation:** Limited availability of standardized, publicly accessible data and valuation limitations hinders quantification and optimization of values across working landscapes.
- **Limited Experimentation:** Investors lack understanding of realities in agriculture, forestry and Indigenous business, and the risks inherent in experimentation and new practice adoption in these sectors.
- **Terminology & Materiality:** Inconsistent language and low perceived impact of nature on valuations hinder mainstream uptake.

## Role of Government

- **Policy Signals:** Embed natural capital accounting in economic planning; provide clear, long-term regulatory frameworks; Federal duty to uphold Indigenous rights in land-based management with Provinces unwilling to negotiate.
- **Anchor Investor:** Offer catalytic capital, first-loss guarantees, and co-investment funds to de-risk investment and crowd in private capital.
- **Market Creation:** Develop compliance markets for ecosystem services and incentivize nature-positive supply chains.
- **Tax Incentives:** Introduce investment tax credits for nature-positive portfolios.
- **Engage Municipalities:** Include local governments as key stakeholders in nature finance strategies.
- **Support Commercialization:** Fund early-stage pathways for Canadian innovations and diversify revenue streams for producers.

## Exploratory Pathways

- **Market-backed advocacy:** Stimulate credible investment intentions from market actors to give governments the confidence and direction needed to resolve jurisdictional barriers and adopt the enabling policies for a scalable nature investment sector.
- **Stable Cash Flows:** Focus on ways of supporting demonstrable, predictable revenue from nature-based investments beyond grants or philanthropy.



- **Aggregation & Standardization:** Bundle small projects into diversified, investment-grade portfolios.
- **Segmentation by Asset Class:** Create tailored products for different investor profiles (e.g., senior debt vs. equity tranches).
- **Credit Enhancement:** Use first-loss capital, guarantees, and blended finance to de-risk early-stage investments.
- **Nature as a Lens:** Integrate nature-positive criteria across existing asset classes rather than creating a standalone class.
- **Portfolio Approach:** Build a mix of solutions spanning agriculture, forestry, and Indigenous-led economies.

## CONCLUSION

Canada has a unique opportunity to lead in building a nature-positive economy that delivers both environmental and economic benefits. To realize this potential, stakeholders must address structural gaps, scale investable solutions and reframe nature as a source of value rather than cost. Collaboration between government, Indigenous Nations, industry and finance is essential – supported by clear policy signals, catalytic capital and innovative investment structures. By acting now, Canada can unlock nature’s economic power and position itself as a global leader in sustainable finance.



## ANNEX: Attendee List

	<b>Name</b>	<b>Organization</b>	<b>Position Title</b>
1	The Honourable Nathalie Provost	Government of Canada	Secretary of State (Nature)
2	Jean-Sebastian Bock	Government of Canada	Chief of Staff to the Secretary of State (Nature)
3	William DesMarais	Government of Canada	Policy Advisor, Canadian Heritage
4	Robyn Seetal	Government of Canada	Office of the Minister of Canadian Identity and Culture
5	Adelaide Chiu	Canadian Sustainability Standards Board (CSSB)	Board Member
6	Alain-Olivier Desbois	Elements Financial	Founder & CEO
7	Alan Lo	Sorenson Impact Institute	Manager, Impact Finance
8	Amr Addas	Farm Credit Canada	Senior Director, Sustainable Finance and Insights
9	Ben Rabinovitch	Rally Assets	Head, Relationship Management
10	Cathy Wilkinson	Indigenous Leadership Initiative	Secretary and Treasurer of the Board
11	Dan Chacko	Clear Skies Investment Management	Director, Sustainable Investments
12	Daniel Fuentes Rodriguez	Nature United	Conservation Finance Strategy Advisor
13	Eoin Callan	Bloom Impact Capital	Managing Director
14	Hadley Archer	Nature United	Executive Director
15	Hamza Bouerjilat	Fidelity Canada	Manager, Corporate Sustainability Risk
16	Jane Church	Nature United	Director of Strategic Partnerships
17	Leah Blechschmidt	Nature United	Corporate Engagement Advisor, Agriculture
18	Leigh Fox	Wahkohtowin Development GP Inc.	Conservation Finance Catalyst



19	Paige Olmstead	Nature Investment Hub	Nature Finance Specialist
20	Paul Hrycyk	Louis-Dreyfus Company	Project Manager (Regenerative Agriculture)
21	Peter Corke	Kwaxala	Director of Vision and Leadership
22	Peter van Dijk	Goodman School of Business, Brock University	Adjunct Professor
23	Pratima Divgi	Glass Lewis	Director of Stewardship
24	Ross Dixon	Coast Funds	Director, Development
25	Sarah Takaki	Healthcare of Ontario Pension Plan (HOOPP)	Managing Director, Sustainable Investing
26	Shaughn McArthur	Nature United	Director of Government Relations
27	Thea Silver	Royal Bank of Canada (RBC)	Senior Director, Environmental Impact
28	Valerie Courtois	Indigenous Leadership Initiative	Executive Director