

# Preferred by Nature Sources of Income | Financial Year 2022





**In our ongoing commitment to enhance transparency and provide our stakeholders with a comprehensive overview of our financial operations, this document offers a summary of income sources for the entire Preferred by Nature group during the financial year 2022 (from January 1, 2022, to December 31, 2022).**

The **headquarters** of Preferred by Nature, a non-profit organisation (NEPCon F.M.B.A.), is legally registered in Copenhagen, Denmark, and oversees various **subsidiary legal entities** situated in diverse countries across the globe. The majority of these subsidiaries are registered as limited liability companies, all of which are wholly owned by the non-profit membership organisation based in Copenhagen. This collective structure ensures that the entire group operates on a **non-profit basis**, as stipulated in our Articles of Association. Any **surplus revenue** generated is diligently reinvested into initiatives aligned with the Preferred by Nature mission, such as enhancing service areas, supporting environmental projects or developing new service areas that align with our mission-driven objectives.



# Revenue sources

Our organisation's primary revenue sources are derived from the execution of our core activities, comprising **certification services, advisory services, projects** and **training programme**. These activities reflect our commitment to sustainable practices and are instrumental in generating most of our income.

In addition to these core activities, we also received supplementary revenue that is associated with reimbursable expenses and the collection of accreditation and other pass-through service fees, which are managed on behalf of the respective certification systems.

Our diverse income streams contribute to our financial stability, allowing us to effectively continue our mission-driven work.





# Primary revenue sources



## Certification Services

This category encompasses fees generated from conducting audits in compliance with various sustainability certification standards.



## Advisory Services

Our advisory services involve providing companies with comprehensive guidance, tools and systems necessary to act upon their sustainability goals or relevant public policies.



## Projects

Funding received from governmental bodies, foundations, multilateral organisations and other donors plays a crucial role in implementing specific, mission-focused projects.



## Training Programme

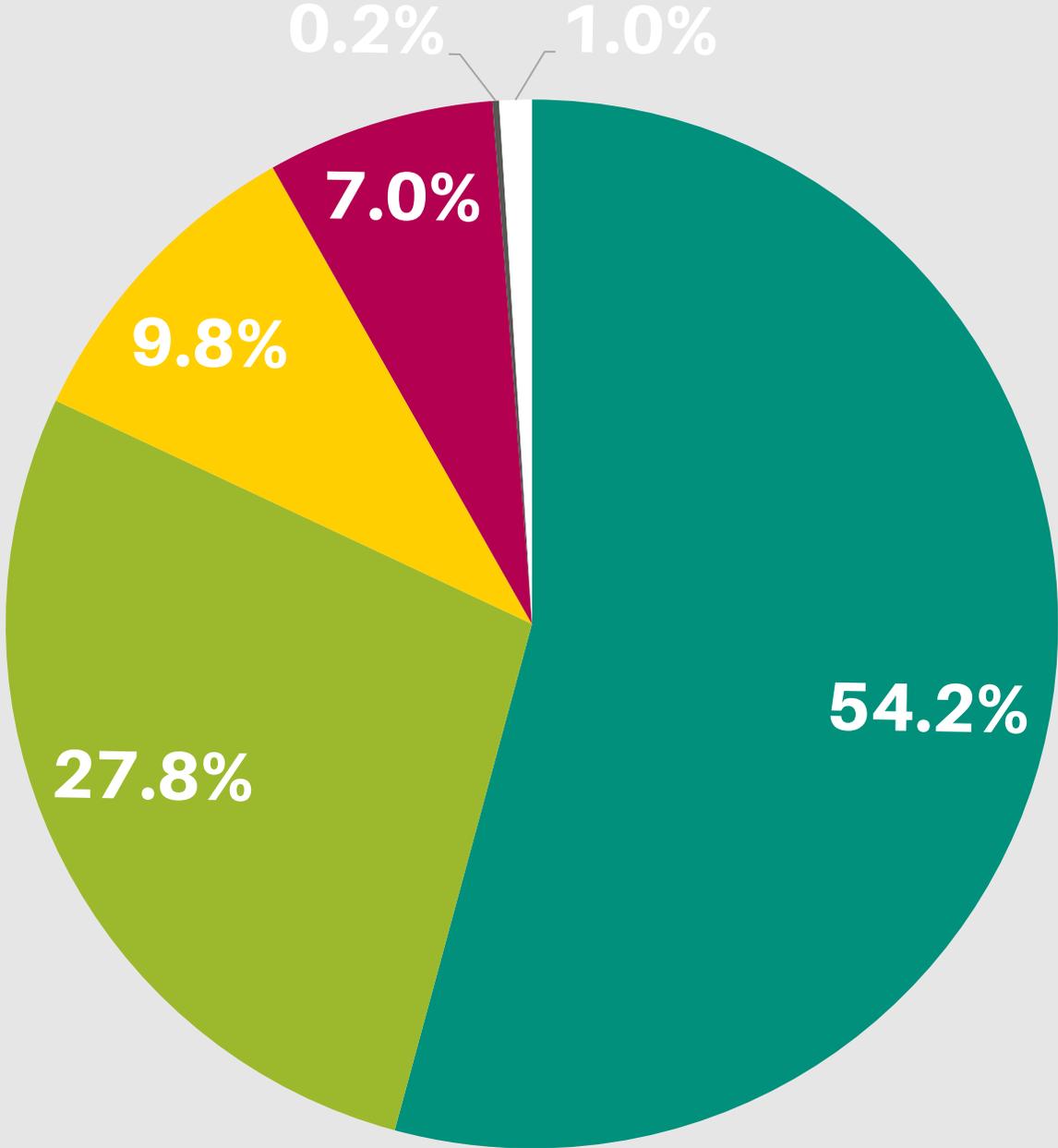
We generate revenue through participation fees collected from individuals and organisations attending our training courses. These courses enable participants to gain valuable insights and skills in sustainability-related fields.

Revenue source	Amount [EUR]
Certification services	14,069,178
Reimbursable, accreditation and other pass-through service fees	7,215,895
Advisory services	2,528,936
Projects	1,807,439
Training	62,646
Other operating income	235,015
<b>TOTAL</b>	<b>25,919,109</b>



# % of total revenue

- certification services
- reimbursable, accreditation and other pass-through service fees
- advisory services
- projects
- training
- other operating income





## Preferred by Nature

is an international non-profit organisation working to support better land management and business practices that benefit people, nature and the climate. We do this through a unique combination of sustainability certification services, projects supporting awareness raising, and capacity building.

For nearly 30 years, we have worked to develop practical solutions to drive positive impacts in production landscapes and supply chains in 100+ countries. We focus on land use, primarily through forest, agriculture and climate impact commodities, and related sectors such as tourism and conservation.

[www.preferredbynature.org](http://www.preferredbynature.org)

