



TDM EXECUTIVE PARTNER BRIEF

Designing Territorial Platforms for Climate,
Biodiversity & Regenerative Infrastructure

INSTITUTIONAL GOVERNANCE • CLIMATE INFRASTRUCTURE • STRATEGIC PARTNERSHIPS



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Strategic Partners



Building Long-Term Alliances for Territorial Transformation

Tierras de Montaña (TDM) is an institutional platform dedicated to designing, structuring and coordinating regenerative territorial infrastructure.

Rather than developing isolated projects, TDM builds governance systems that connect territories, communities, technology, industry, finance and public institutions around a common objective:

Long-term territorial resilience.



“Technologies evolve. Projects begin and end. Institutions endure.”



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Building Long-Term Alliances for Territorial Transformation

Tierras de Montana (TDM) is an institutional platform legally incorporated and operated by SARAH JO S.A.S., a company registered in Colombia, dedicated to designing, structuring and coordinating regenerative territorial infrastructure.

Rather than developing isolated initiatives, TDM creates governance systems capable of connecting territories, communities, technology providers, industry, finance and public institutions around a common objective: long-term territorial resilience.

Every project developed by the Platform contributes to a broader institutional architecture designed to generate measurable environmental, social and economic value.

This Executive Partner Brief provides an overview of our philosophy, operating model and partnership approach.

"Technologies evolve. Projects begin and end. Institutions endure."

Why TDM Exists ?

The Coordination Challenge

- The global transition toward regenerative economies does not suffer from a lack of technologies.
- Nor from a lack of capital.
- Nor from a lack of scientific knowledge.
- Its greatest obstacle is coordination.
- Technology providers develop equipment.
- Governments establish public policies.
- Investors seek bankable opportunities.
- Communities manage natural resources.
- Researchers generate knowledge.
- Each actor works efficiently within its own domain.
- Very few organizations exist to integrate them into a coherent territorial system.
- That is precisely the role of Tierras de Montaña.

Our Mission

TDM designs territorial platforms capable of transforming local natural resources into long-term regenerative development opportunities.

We organize governance before infrastructure.

Partnerships before procurement.

Institutions before projects.

Why Colombia?

Colombia combines exceptional ecological assets with significant development opportunities.

Its agricultural sector generates **millions of tons** of **underutilized biomass** every year while simultaneously facing challenges related to climate resilience, rural development, and energy access.

This creates a unique environment for deploying integrated solutions that combine:

- regenerative agriculture
- bioenergy
- carbon removal
- biodiversity restoration
- circular bioeconomy

The lessons learned in Colombia are intended to become replicable across Latin America.

From Territory to Regenerative Value

TDM transforms local resources into long-term territorial value through a structured institutional process.

Rather than focusing on individual technologies, we begin with the territory itself.

Each territory possesses unique natural resources, productive systems, communities, and development priorities.

Technology is therefore selected according to territorial needs

—not the other way around.

This approach enables every project to become part of a broader platform capable of continuous replication.

THE TDM VALUE CHAIN



TERRITORY

We start with the territory.
Understanding its ecological, social and economic context.



AVAILABLE BIOMASS & LOCAL RESOURCES

We identify underutilized biomass and local assets
that can generate sustainable value.



TECHNOLOGY INTEGRATION

We integrate appropriate technologies
to transform resources efficiently and responsibly.



INFRASTRUCTURE PROJECTS

We develop and deploy infrastructure projects
that create long-term territorial value.



COMMUNITY BENEFITS

We generate social and economic benefits
that strengthen local communities.



CARBON & ENVIRONMENTAL SERVICES

We deliver carbon removal and environmental services
that contribute to global and local resilience.



FINANCIAL SUSTAINABILITY

We ensure economic viability through diversified revenue
streams and responsible financial structures.



REPLICATION ACROSS TERRITORIES

We replicate the model in other territories,
scaling impact and generating collective prosperity.

One Territory. One Platform.  Unlimited Impact.

What We Do

TDM acts as an institutional integrator.

Our role includes:

- identifying strategic territories
- structuring multi-stakeholder projects
- integrating complementary technologies
- coordinating industrial partners
- facilitating engineering and project development
- supporting carbon and MRV systems
- ensuring governance throughout the project lifecycle

What Makes TDM Different

Most organizations participate in only one stage of project development.

TDM connects every stage through a permanent institutional framework.

Institution Rather Than Project Developer

Conventional Developer

Delivers individual projects

Focuses on execution

Temporary organization

Project memory is often lost

Tierras de Montaña

Builds territorial platforms

Focuses on institutional continuity

Permanent institution

Knowledge is accumulated through the
Observing Net

Platform Rather Than Consultancy

Traditional Consultancy

Produces reports

Advisory role

Limited engagement

Ends with project delivery

Tierras de Montaña

Produces operational ecosystems

Coordination and implementation

Long-term stewardship

Evolves with each territory

Partnership Rather Than Procurement

For TDM, technology acquisition is never the objective.

Technology is one component of a much larger institutional architecture.

We therefore evaluate partners not only according to technical performance, but also according to:

- engineering capability
- willingness to co-develop
- long-term commitment
- knowledge sharing
- institutional compatibility

The strongest partnerships are built around shared objectives rather than individual transactions.

Strategic Areas of Collaboration

TDM operates at the intersection of five mutually reinforcing domains.

Five Strategic Domains

Regenerative Agriculture

Improving soil health, productivity, and long-term resilience.

Climate Infrastructure

Deploying decentralized infrastructure supporting territorial decarbonization.

Circular Bioeconomy

Transforming agricultural residues into high-value products and renewable energy.

Biodiversity Restoration

Integrating productive landscapes with ecological restoration strategies.

Carbon Removal

Generating durable carbon removal through biochar and scientifically robust MRV systems.



TDM PLATFORM

INTEGRATED SOLUTIONS. REGENERATIVE FUTURE.



REGENERATIVE AGRICULTURE

Restoring soil health, increasing productivity, and strengthening rural communities.



CLIMATE INFRASTRUCTURE

Building resilient infrastructure for clean energy, efficient resources, and climate adaptation.



CIRCULAR BIOECONOMY

Transforming biomass and waste into valuable products through circular value chains.



BIODIVERSITY RESTORATION

Protecting ecosystems, restoring habitats, and enhancing natural capital.



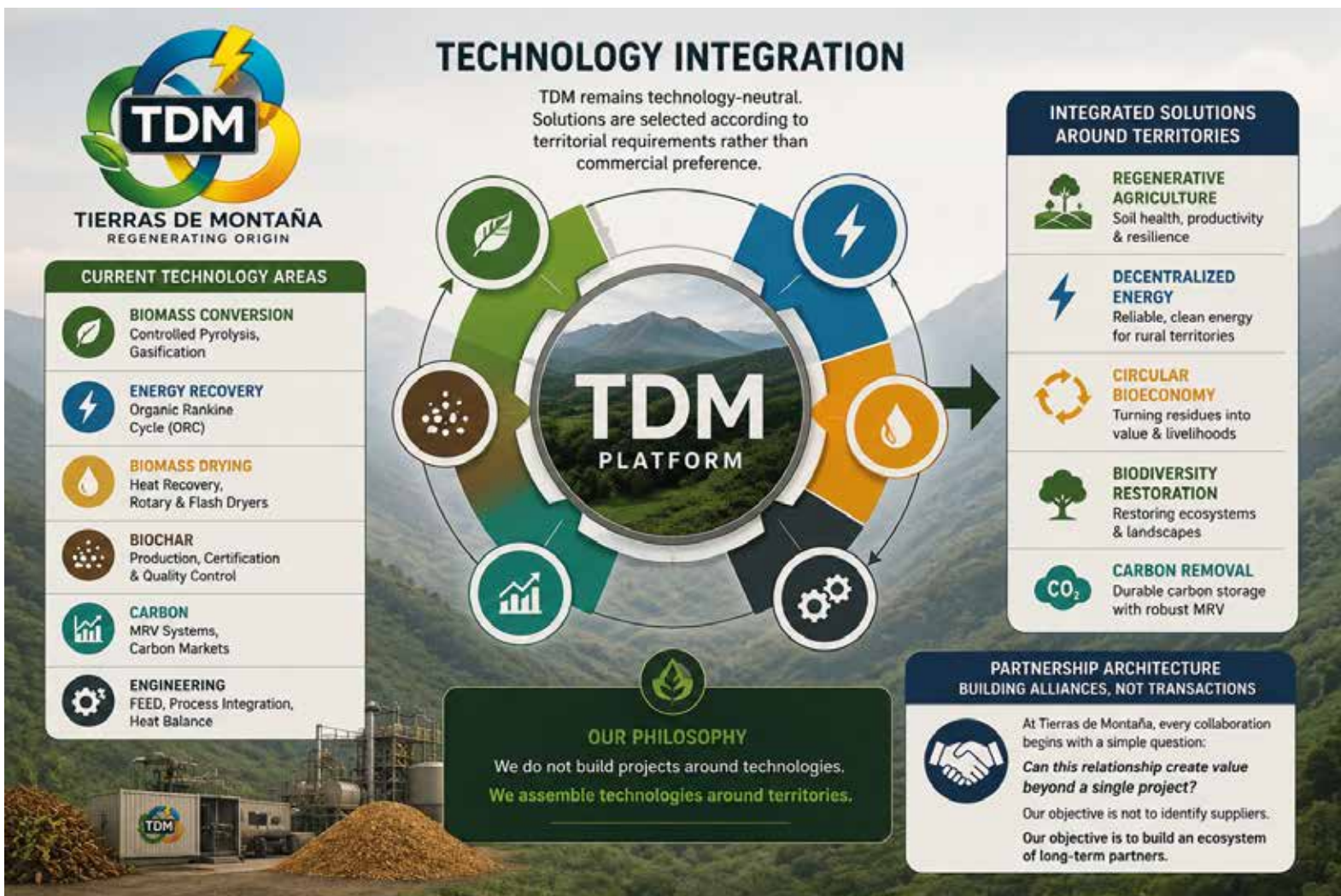
CARBON REMOVAL

Capturing and removing carbon from the atmosphere for a net-positive future.



FIVE DOMAINS. ONE PLATFORM. ENDLESS IMPACT.





Technology Integration

Partnership Architecture

Building Alliances, Not Transactions

At Tierras de Montaña, every collaboration begins with a simple question:

Can this relationship create value beyond a single project?

Our objective is not to identify suppliers.

Our objective is to build an ecosystem of industrial, technical and institutional partners capable of supporting the long-term transformation of rural territories.

For this reason, TDM distinguishes three levels of collaboration.



ALLIANCE GOVERNANCE PYRAMID



STRATEGIC ALLIANCE PARTNERS

Long-term co-development.
Platform-level.
Strategic Council Participation.
First Refusal.



PREFERRED TECHNOLOGY PARTNERS

Selected technology providers.
Preferred Status. Competitive Pricing.



PROJECT PARTNERS

Partners for specific projects.
Project Participation. Delivery Focus.

Partnership Levels

Partnership Level	Strategic Role	Typical Commitment
Strategic Alliance Partner	Long-term platform co-development	Joint engineering, strategic planning, innovation and territorial expansion
Preferred Technology Partner	Preferred technology provider	Engineering collaboration, competitive commercial terms, technical support
Project Partner	Participation in a specific project	Supply of equipment, services or expertise for a defined scope

Partnership Evolution

A Project Partner may progressively become a Preferred Technology Partner.

A Preferred Technology Partner may evolve into a Strategic Alliance Partner.

Long-term collaboration is earned through demonstrated performance, transparency and mutual trust.

At TDM, partnership status is not purchased. It is built over time.

How We Build Partnerships

Every alliance follows a structured governance process designed to reduce uncertainty, protect confidential information and ensure strategic alignment before technical engagement.

Our Partnership Process



THE ALLIANCE JOURNEY

From first contact to lifelong partnership



We build alliances. We deliver impact. We grow together.

Guiding Principles

Every partnership within TDM is governed by four institutional principles.

Transparency

Information is shared openly and responsibly.

Shared Value

Every stakeholder must benefit from the collaboration.

Long-Term Stewardship

Relationships should outlast individual projects.

Performance

Trust is reinforced through measurable results.

Successful projects create value.

Successful partnerships create institutions.

What We Look For in Our Strategic Partners

Beyond Products, Beyond Capital...

- Technology alone does not transform territories.
- Capital alone does not transform territories.
- Projects alone do not transform territories.

People do. Institutions do. Partnerships do.

- For this reason, Tierras de Montaña evaluates every potential partner through a broader institutional perspective.
 - We are not simply selecting suppliers, investors, or consultants.
 - We are identifying organizations capable of contributing to long-term territorial transformation.
-

We Value Partners Who...

- ✓ Share our long-term vision
 - ✓ Contribute engineering expertise
 - ✓ Invest in collaborative problem solving
 - ✓ Respect local communities
 - ✓ Understand territorial development
 - ✓ Commit to continuous improvement
 - ✓ Seek replication rather than one-off sales
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THE TDM PARTNERSHIP ECOSYSTEM



EVERY PARTNER IS EVALUATED THROUGH FIVE DIMENSIONS

 STRATEGIC ALIGNMENT <i>Do we share the same long-term vision?</i>	 TECHNICAL OR PROFESSIONAL EXCELLENCE <i>Can they deliver what they promise?</i>	 INSTITUTIONAL RELIABILITY <i>Can we trust them over time?</i>	 COLLABORATIVE MINDSET <i>Are they willing to build together?</i>	 LONG-TERM COMMITMENT <i>Do they seek lasting value rather than short-term transactions?</i>
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EVALUATION CRITERIA BY PARTNER CATEGORY

 TECHNOLOGY PARTNER ✓ Engineering capability ✓ Technical support ✓ Scalability ✓ Innovation ✓ Long-term roadmap	 FINANCIAL PARTNER ✓ Patient capital ✓ Infrastructure experience ✓ ESG alignment ✓ Climate finance expertise ✓ Risk sharing	 ACADEMIC PARTNER ✓ Scientific credibility ✓ Applied research ✓ Student engagement ✓ Publications ✓ Knowledge transfer	 INSTITUTIONAL PARTNER ✓ Territorial legitimacy ✓ Public policy alignment ✓ Facilitation capacity ✓ Governance support	 COMMERCIAL PARTNER ✓ Market access ✓ Long-term demand ✓ International networks ✓ Reputation
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TDM DOES NOT SEEK THE BEST SUPPLIER.
TDM SEEKS THE BEST INSTITUTIONAL PARTNER FOR EACH STRATEGIC FUNCTION OF THE PLATFORM.

BUILDING ENDURING ALLIANCES. TRANSFORMING TERRITORIES.

What Partners Can Expect From TDM

TDM Provides	Benefit
Territorial access	Pipeline of strategic projects
Institutional governance	Stable and transparent project environment
Project structuring	Reduced development risk
Engineering coordination	Better technology integration
Long-term relationships	Opportunities beyond a single project
Knowledge sharing	Continuous learning across the platform

Our Philosophy

We are not looking for the cheapest technology.
We are looking for the right partner.

Current Development Pipeline

1st Pilot Territory Planadas — Tolima — Colombia

Our first deployment serves as the foundation for a broader territorial platform dedicated to regenerative agriculture, decentralized energy, and carbon removal.

Current Project Overview

Parameter	Description
Territory	Planadas, Tolima
Agricultural Sector	Coffee
Biomass Sources	Coffee pulp, husks, pruning residues
Processing Capacity	Approximately 1–2 t/h
Core Technologies	Controlled Pyrolysis, ORC, Biomass Drying
Main Outputs	Biochar, renewable electricity, thermal energy
Environmental Impact	Carbon removal and soil restoration
Replication Potential	High

Why Planadas?

Planadas combines several strategic advantages.

- abundant agricultural biomass
 - organized producer associations
 - strong social impact potential
 - post-conflict territorial development
 - growing institutional support
 - excellent replication potential throughout Colombia's coffee regions
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Beyond One Territory

Planadas is not the objective.

It is the **starting point**.

Every lesson learned here strengthens the Platform for future deployments across Latin America.

Let's Build the Next Generation of Territorial Infrastructure

Climate change, biodiversity loss and rural transformation cannot be addressed by isolated technologies.

They require coordinated institutions capable of bringing together communities, industry, science and finance.

That is the role Tierras de Montaña was created to fulfill.

Our Invitation

Whether your organization develops technology, engineering, finance, or industrial capabilities, we invite you to explore how we can build long-term value together.

Every partnership begins with a conversation.



CONTACT



Ehoud Cola

Founder & Managing Director

Tierras de Montaña Platform

Operated by SARAH JO S.A.S.

Bogotá, Colombia

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“The future of regenerative infrastructure will not be built by individual organizations. It will be built by **alliances** capable of **transforming territories**, generating **shared prosperity** and leaving **stronger institutions** for future generations.”

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