FOREST TRENDS

The Nature Conservancy

Case Study

BTG PACTUAL TIMBERLAND INVESTMENT GROUP

State of Private Investment in Nature

2026

CASE STUDY

BTG Pactual Timberland Investment Group—The Latin American Reforestation Strategy: *A Model for Large-Scale Reforestation and Restoration*

QUICK FACTS

Geography	Brazil—Cerrado biome & Uruguay
Stage	Launched 2021; currently scaling following final fund close
Capital raised	$1.24 billion in equity commitments raised
Asset type	Fund
Instrument	Private equity

The Latin American reforestation strategy is designed to align long-term financial returns with environmental and social outcomes while enabling investment in nature at an institutional scale. The strategy combines large-scale native ecosystem restoration and conservation with new, sustainable commercial tree farms, seeking to protect and enhance biodiversity, generate carbon credits, supply the growing bioeconomy, and support rural economic development alongside economic returns. Global environmental organization Conservation International serves as Impact Adviser to the strategy, providing input and advice to help strengthen environmental, climate, and social outcomes related to conservation and restoration activities.

At full scale, the strategy aims to conserve, restore, and reforest approximately 660,000 acres of degraded landscapes in Latin America, including in Brazil's Cerrado, one of the most biodiverse seasonally dry ecosystems. It seeks to conserve and restore approximately 330,000 acres of native forests and other habitats, while planting millions of trees across approximately 330,000 additional acres as sustainably managed commercial tree farms, certified to Forest Stewardship Council (FSC)™ standards. At $1.24 billion, the strategy is one of the largest-known private markets timberland funds closed to date.[5]

KEY FIGURES[6]

More than **218,000 acres** under management
30 million trees planted across more than 67,000 acres of degraded land
100% of strategy forests FSC-certified or in the process of certification
More than **53,000 acres** under conservation
More than **52,000 acres** under restoration
Nearly **1,000** plant and animal species identified across strategy properties
400 miles of streams under enhanced protection

PROJECT ARCHITECTURE

The Latin American reforestation strategy is structured as a limited partnership. It includes a financial commitment from the fund's general partners alongside a mix of institutional investors, development finance institutions, corporations, family offices, and foundations. The strategy incorporates innovative financing models, including catalytic public funding from the UK Government and the government of the Kingdom of the Netherlands, through the Mobilising Finance for Forests program, as well as a sustainability-linked loan package provided by the International Finance Corporation (IFC) with improved terms tied to achieving KPIs on biodiversity corridors and watershed health.

Revenue is generated through multiple complementary streams, including sustainably managed long-rotation timber production, carbon credits from both commercial and native forests, and other ecosystem services. Commercial forestry provides stable cash flows and helps attract institutional capital to support large scale ecosystem restoration and conservation activities. Together, these components create a diversified, mutually reinforcing model designed to deliver both financial performance and measurable environmental and social impact at scale.

5 Binyamin Ali, "BTG Pactual TIG Eclipses Target to Hit $1.24bn Reforestation Fund Close," Agri Investor. 2026. https://www.agriinvestor.com/btg-pactual-tig-eclipses-target-to-hit-1-24bn-reforestation-fund-close/

6 As of March 31, 2026

OUTCOMES

The strategy focuses on restoring biodiversity and improving natural habitat connectivity in critical ecosystems in Latin America and has achieved measurable progress to date. Nearly 30 million trees were planted across more than 67,000 acres of degraded land in Brazil. As of 2025, 100% of the strategy's forests are FSC-certified or in the process of certification.

Supported by Impact Adviser Conservation International, restoration has been initiated on more than 52,000 acres of native Cerrado vegetation, designed to connect more than 104,000 acres of natural habitat. Nearly 1,000 species of plants and animals have been identified across the strategy's properties, and riparian buffer zones have been expanded to up to 1,300 feet—nearly seven times local legal requirements.[7]

Through a long-term research collaboration with the Federal University of Viçosa to test restoration techniques in the Cerrado, the strategy is generating insights for broader regional application. The strategy has also delivered major carbon market milestones, including two landmark nature-based credit agreements and the first issuance of credits under Verra's afforestation, reforestation, and revegetation (ARR) methodology, validated under global carbon integrity benchmarks.

The strategy supports rural employment and community development, with 518 direct and indirect full-time equivalent (FTE) jobs supported as of year-end 2025 and 2,700 FTE jobs expected at full deployment. Community initiatives, including a native seed collection program, are expanding nature-based income opportunities for local communities while supporting broader sustainable development objectives.

SCALABILITY, REPLICATION & FUTURE DIRECTION

The strategy's integrated approach is creating a scalable model for ecosystem restoration and economic development with potential for broad applicability. Continuing to scale investment in nature will require alignment across capital, policy, market demand, technology, and strong on-the-ground partnerships. Clear frameworks recognizing high-integrity carbon outcomes and sustainable timber production will be critical to unlocking sustained institutional investment in nature and building a resilient, low-carbon bioeconomy.

KEY TAKEAWAYS

- Strategies that are designed for both environmental integrity and long-term performance can mobilize large-scale private capital and deliver outcomes that are credible, measurable, and resilient over time.
- The integration of sustainable commercial production, native ecosystem restoration and rural economic development can be mutually reinforcing and create greater long-term resilience.
- Investment in alignment with a clear strategic vision can produce social, climate, and biodiversity benefits and create a virtuous circle of action that delivers durable and far-reaching benefits.

7 As of March 31, 2026