

How to finance IVM ?



- Unsuccessful search for CAPEX
- **Financing by OPEX** with a return on investment expected in 10 years
 - Until now, IVMs were carried out internally on an opportunistic basis:
 - cost of maintaining the vegetation over 10 years (excluding the cost of in-house labour)
 - cost of site preparation work + IVM maintenance for 10 years
 - Today, with the desire to **industrialize the approach through outsourcing**, profitability is sought by counting :
 - calculation of the cost of maintenance over 10 years + cost of outsourcing
 - cost of site preparation work + IVM maintenance over 10 years

This makes profitability much more difficult, especially as some studies are unsuccessful.

Relationship with the regulator



For the French regulator, IVMs are not a response to regulation, but a plus for biodiversity, which is why it is difficult to get these actions financed.

Following discussions, the regulator suggested that we carry out IVM **with incentive regulation**.

- What associated funding? We need to define a **unit price per hectare**
- Today, we know how to define an average cost for IVM, but we don't know how to define a unit cost (which can vary from one to two).

What do you do in your countries with your regulator ? To capexise ? Or to have profitable IVM ?