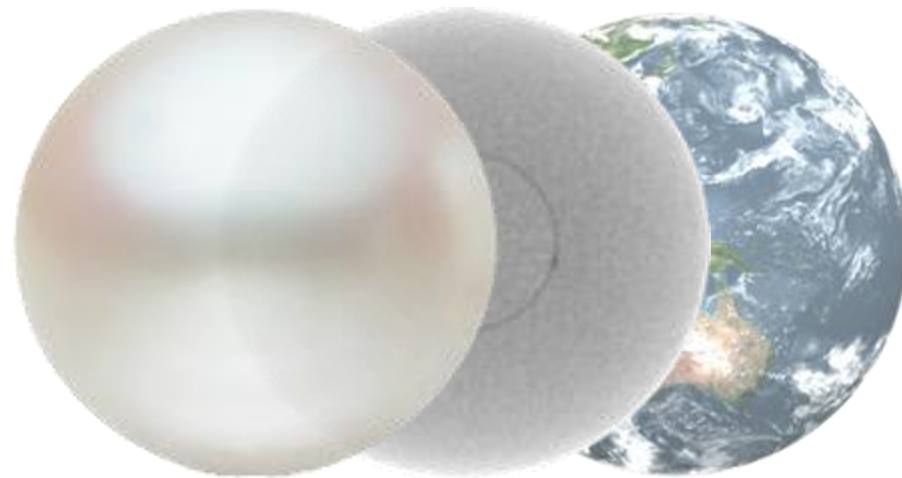
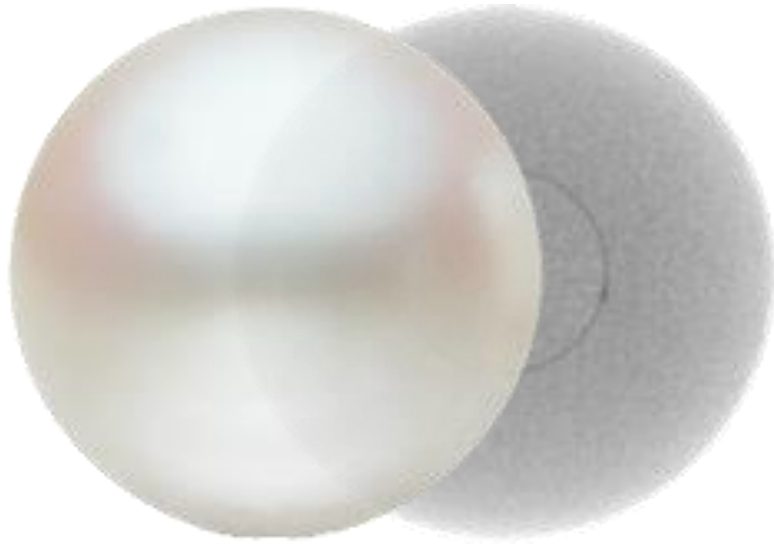


# The Value of Pearl Impact

CIBJO Congress October 29<sup>th</sup> 2025

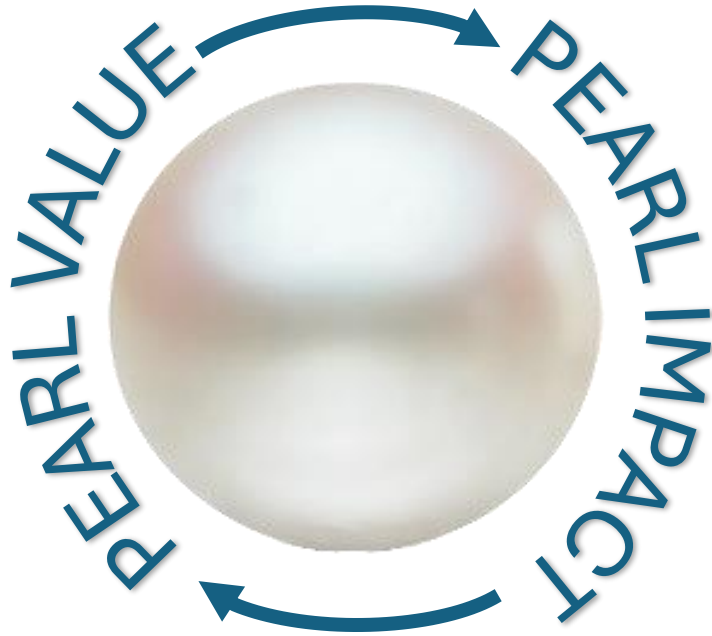


# It's not (just) the destination...



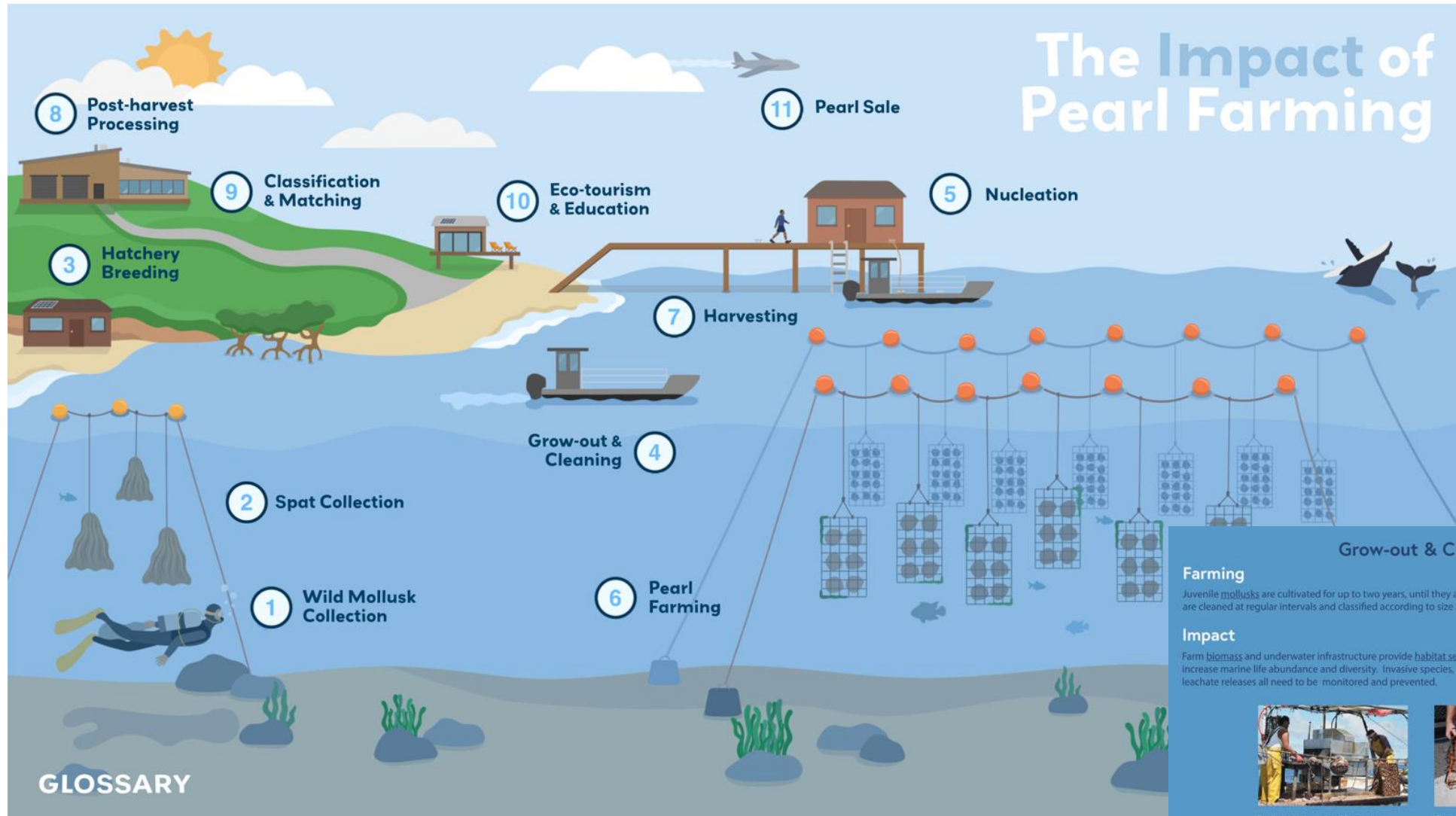
- Pearls are traditionally valued based on their appearance
- GIA pearl 7 value factors are size, shape, color, luster, surface, nacre, and matching

# It's the journey...



- The physical attributes of a pearl usually reflect the journey of the mollusc it grew within
- How can the social and environmental impact of pearls generate additional value?

# A long journey...



### Grow-out & Cleaning

**Farming**

Juvenile mollusks are cultivated for up to two years, until they are ready for nucleation. During this time, they are cleaned at regular intervals and classified according to size and quality.

**Impact**

Farm biomass and underwater infrastructure provide habitat services, such as forage and shelter, which increase marine life abundance and diversity. Invasive species, risks of entanglement, and microplastic and leachate releases all need to be monitored and prevented.

Pearl oysters cleaning and farming gear maintenance in Marutea Sud, French Polynesia ©GIA

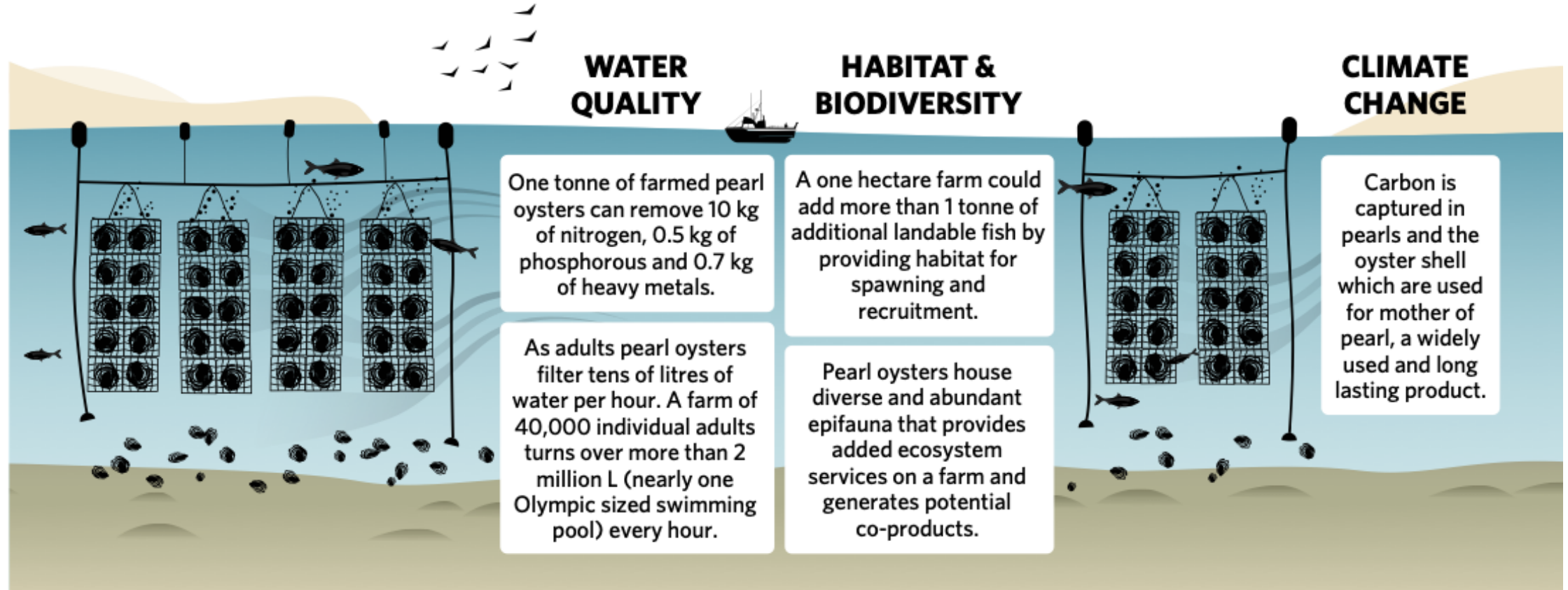
Cleaned oyster net at Paspaley farms in Kuri Bay, Australia ©GIA

# Manage risks to harvest opportunities

| Pillars                 | Opportunities                                                             | Risks                                                                        |
|-------------------------|---------------------------------------------------------------------------|------------------------------------------------------------------------------|
| Climate Change          | Low emissions footprint from a few grams to a few kilos CO2 eq per pearl. | Cost of emissions reduction and renewable energy vs carbon offsets.          |
| Water Quality           | Bioextraction of nutrients (Nitrogen & Phosphorus) and heavy metals.      | Waste, sewage, microplastics & leachates from gears.                         |
| Biodiversity & Habitat  | Increase in marine life abundance & diversity.                            | Overfishing, entanglement, invasive species, diseases, genetics & sediments. |
| Livelihoods & Resources | Fair trade, creation and transfer of wealth & knowledge.                  | Health & safety, gender, diversity & inclusion.                              |

The social and environmental benefits of marine pearl farming are multiple, they vary upon species, processes and locations. Their value can be measured and managed.  
Every opportunity comes with an attached risk which should be monitored and mitigated.

# Nature positive gem?



Marine pearl farming impact profile varies depending on species, methods and environment but the value of benefits to community and ecosystems per hectare can exceed its cost.

| Benefits                   | - | Cost                      | = | Net +              |
|----------------------------|---|---------------------------|---|--------------------|
| \$6250 nutrient extraction |   | \$1000 to offset emission |   | \$7750 per hectare |
| \$2500 catchable fish      |   |                           |   |                    |

In addition, pearl farming is labour-intensive and creates direct & indirect employment opportunities and in often remotely located areas.

# Potential benefits of pearl impact



## Farmer

- Social license
- Productivity
- Quality



## Trader

- Compliance
- Steady supply
- New markets



## Retailer

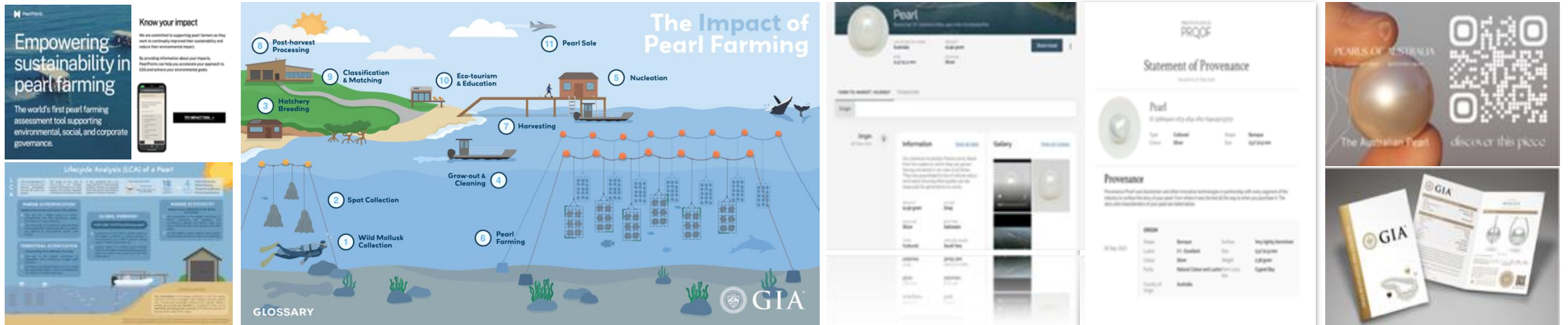
- ESG Reporting
- Storytelling
- New clients



Measuring and managing social and environmental impact of pearling and pearl farming can deliver value throughout the entire pearl supply chain, leading to a virtuous cycle.

Story telling can be significantly amplified at retail level so long as provenance and best practices can be demonstrated...

# How to realise those benefits?



- Until recently, only vertically integrated producers could demonstrate Code of Conduct and Chain of Custody integrity...
- Emerging traceability solutions and collaborative efforts towards global impact metrics and frameworks are paving the way for all responsible operators to share the value of their story.

# Pearl Impact<sup>tm</sup>

## The rise of a net positive\* gemstone

*(\*enhancing the resilience of our planet and societies to halt and reverse nature loss)*

