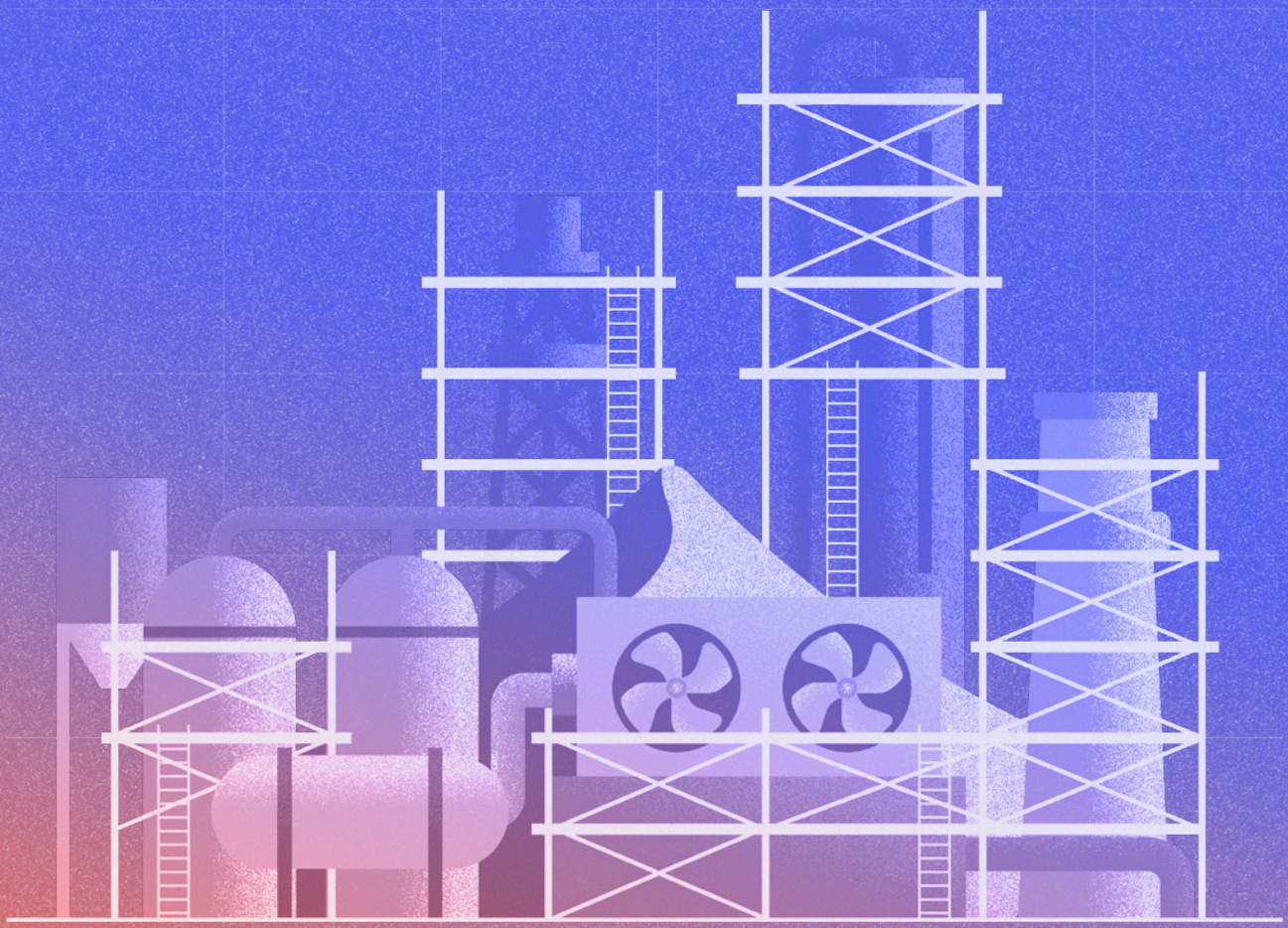


Delivered or delayed?

How delivery risk is reshaping carbon removal procurement

Supercritical

Foreword

Michelle You,
CEO and Co-Founder,
Supercritical

A few years ago, carbon removal was a market of promises. Buyers made pledges, developers made projections, and deadlines felt far away.

That distance is closing.

The first wave of multi-year offtakes is now reaching real delivery milestones. Some are delivering. Many are not, and buyers are confronting shortfalls they didn't anticipate.

As the market matures, delivery against near-term targets matters. Abstract net-zero commitments are hardening into interim milestones, shaped by SBTi guidance and emerging regulation. Carbon removal credits are now managed like an asset, not philanthropy. When tonnes don't arrive, the impact is immediate for cost, compliance, and credibility.

Carbon removal is not software. It's physical infrastructure. Rather than exponential growth and rapid cost declines, projects face delays. Ramp-up is uneven. Shortfalls are unavoidable.

Even biochar, the most mature CDR technology, is underdelivering. Suppliers produced 54% fewer tonnes in 2025 than projected.

That's why leading buyers have stopped treating carbon removal as a series of isolated bets on individual projects. They diversify across pathways and suppliers, build in buffers, and explicitly plan for underdelivery.

Most buyers aren't there yet. They've built strong instincts around permanence, additionality, and MRV. Delivery risk, however, remains underexamined, and most portfolios aren't designed to absorb it.

Delivery risk follows patterns. It rises with aggressive volumes on rigid timelines, optimistic scaling assumptions, and vague contracts. It falls with operating history, conservative projections, explicit remedies for shortfalls, and portfolio design that anticipates delays instead of reacting to them.

This report is for buyers who care about hitting their targets. The era of pledges got this market started. How buyers plan for delivery now will shape not only their own outcomes, but the credibility of the market itself.

What buyers need to know

1 Delivery risk is real but manageable

Underdelivery is common in multi-year contracts. Projects are financed later than planned, take longer to build, and ramp more slowly than projections suggest. This is not a failure of the underlying pathways but the reality of scaling infrastructure. Delivery risk is not something to be afraid of. It is something to be managed.

2 Procurement is maturing fast

The market is moving away from loosely defined, catalytic purchases toward contracts that prioritize delivery. Strong contracts spell out how shortfalls are handled before they occur. Contracts that rely on vague language or future negotiation are less bankable and break down under pressure. Specificity increases bankability and trust.

3 Portfolios outperform projects

Relying on a single pathway or project concentrates risk. Diversified portfolios absorb shortfalls across suppliers, geographies, and methods, allowing buyers to stay on track even when individual projects underperform. This requires defining what a tonne must deliver (e.g., permanence, timing, eligibility, delivery confidence) and sourcing flexibly across projects that meet those criteria.

4 Underdelivery must be planned for

When delivery slips without a plan in place, buyers absorb the consequences: higher costs, increased compliance and reporting risk, and loss of credibility against internal and external targets. The impact extends beyond offtakers. Credits that might otherwise be available on the spot market are diverted to cover replacement obligations, reducing options for everyone else.

5 Replacement only works when access exists in advance

When projects underdeliver, tonnes that meet the same quality and procurement criteria are rarely available on demand in a supply-constrained market. Replacement only works when buyers already have access to supply that meets their needs. That access is established through portfolio design, not negotiated after a shortfall.

6 Buyers shape delivery risk through what they reward

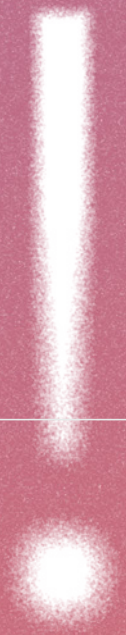
Projects that claim confident scale secure buyers and financing more easily than those that communicate uncertainty, even when the latter are more realistic. When buyers reward conservative ramp-up plans, delivery ranges, and track record over time, delivery outcomes improve.

What is delivery risk?

Delivery risk: The risk that a buyer does not receive the carbon removal credits they contracted—on time or at all.

When credits are sold before they are produced, delivery depends on projects being financed, built, scaled, and operated over time. In offtakes, shortfalls aren't a matter of *if* but *when*. What matters is how you plan for them.

What are the risks to your business?



Reputation

Internal milestones or public commitments slip when expected tonnes do not arrive.

Cost

High-quality carbon removal becomes more expensive over time.

Compliance

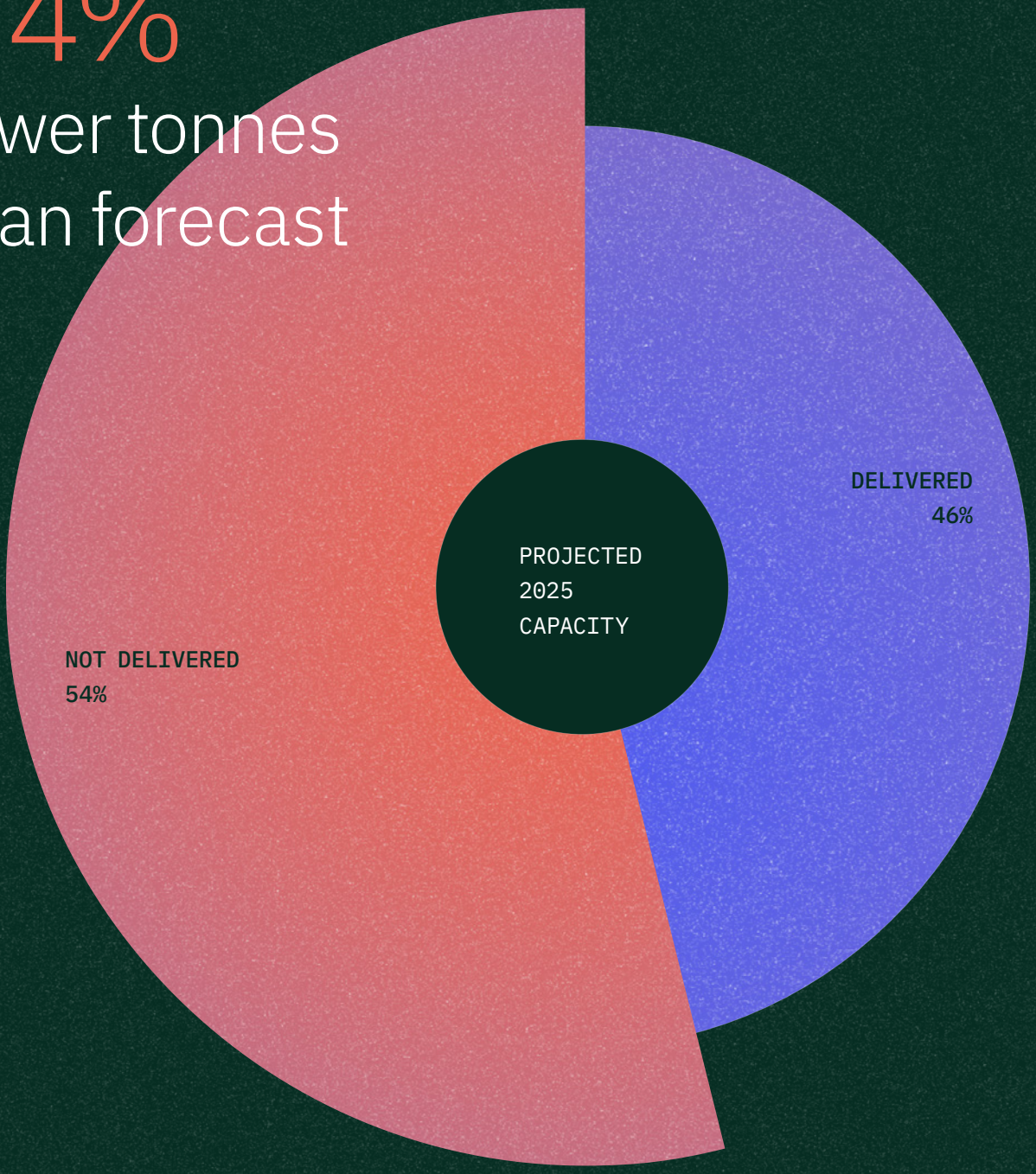
Last-minute sourcing of eligible credits to meet regulatory requirements.

Availability

Fewer options on the spot market, even for buyers without long-term contracts.

Delivery risk is a structural feature of multi-year carbon removal contracts. In 2025, even biochar, the most mature carbon removal method, underdelivered at scale.

In 2025, the biochar market delivered 54% fewer tonnes than forecast



We analyzed capacity forecasts for biochar projects scheduled to deliver in 2025, using proprietary data that provides market-wide visibility. **The results are stark.**

0% of projects overperformed

27% of projects remained on target

73% of projects revised capacity downward

55% of projects delivered no credits at all

Biochar is the most mature carbon removal method, and many suppliers positioned 2025 as the transition from pilot to industrial-scale operations. Three-quarters of projects revised their forecast downward. That gap reveals how difficult that transition really is.

WHAT THIS MEANS FOR BUYERS

Expect deliveries to be lower than projected. The gap will be even higher in less proven carbon removal pathways.

Supercritical's delivery risk taxonomy

Five dimensions buyers need to understand

	Technology risk	Financing risk
	Does the pathway work, and can credits be issued with confidence?	**Can the supplier secure the capital needed to deliver?**
WHY THIS MATTERS	Technology risk is the most fundamental delivery risk. If a method can't reliably remove carbon, measure it, and demonstrate permanence, credits may not be issued at all. When technology and MRV are proven, other risks matter more. When they are not, nothing else matters.	Many CDR projects work technically but still underdeliver because capital arrives later than expected, or not at all. When expansion, construction, or ongoing operations depend on financing that fails to materialize, delivery slips, even if the underlying project is sound.
EXAMPLES	A project sells credits under an early methodology, but later revisions reduce the number of credits that can be issued as scientific understanding improves. (ERW) — A sorbent performs below expectations, resulting in less carbon capture and fewer credits. (DAC)	A project performs well at pilot scale but cannot finance expansion, capping delivery below contracted volumes. (BIOCHAR) — A greenfield project secures offtakes but fails to raise project finance and is never built. (BECCS)

Development risk

Can planned capacity be built, scaled, and brought online on time?

Before a project can deliver credits, it must be permitted, constructed, and commissioned. Projects involving multiple stakeholders or third-party infrastructure face coordination challenges that are easy to underestimate. Moving from pilot to first-of-a-kind and then to commercial scale introduces new failure modes at each step.

Local permitting takes longer than expected, delaying commissioning and first delivery. (BIOCHAR)

—

A third-party CO_2 pipeline is delayed due to community opposition, preventing captured CO_2 from reaching storage. (BECCS)

Operations risk

Can the project deliver consistently once it is up and running?

Even after projects are operational, day-to-day realities shape delivery. Feedstock supply fluctuates. Equipment breaks. Labor is scarce. A project running at 60% capacity produces 40% fewer credits. Over time, shortfalls accumulate, creating meaningful gaps between contracted volumes and delivered credits.

Custom equipment requires specialized repairs, resulting in downtime and lower annual output. (BIOCHAR)

—

A complex CO_2 supply chain is intermittent, forcing repeated downtime. (MINERALIZATION)

External risk

How exposed is a project to policy changes or events outside its control?

Policy changes can eliminate subsidies or alter permitting requirements overnight. Trade restrictions and tariffs can disrupt supply chains. Conflict and extreme weather can interrupt operations or damage infrastructure. These risks are difficult to predict, but their impact on delivery can be immediate and severe.

Changes to tax credits or policy incentives make the project's financial model collapse. (DAC)

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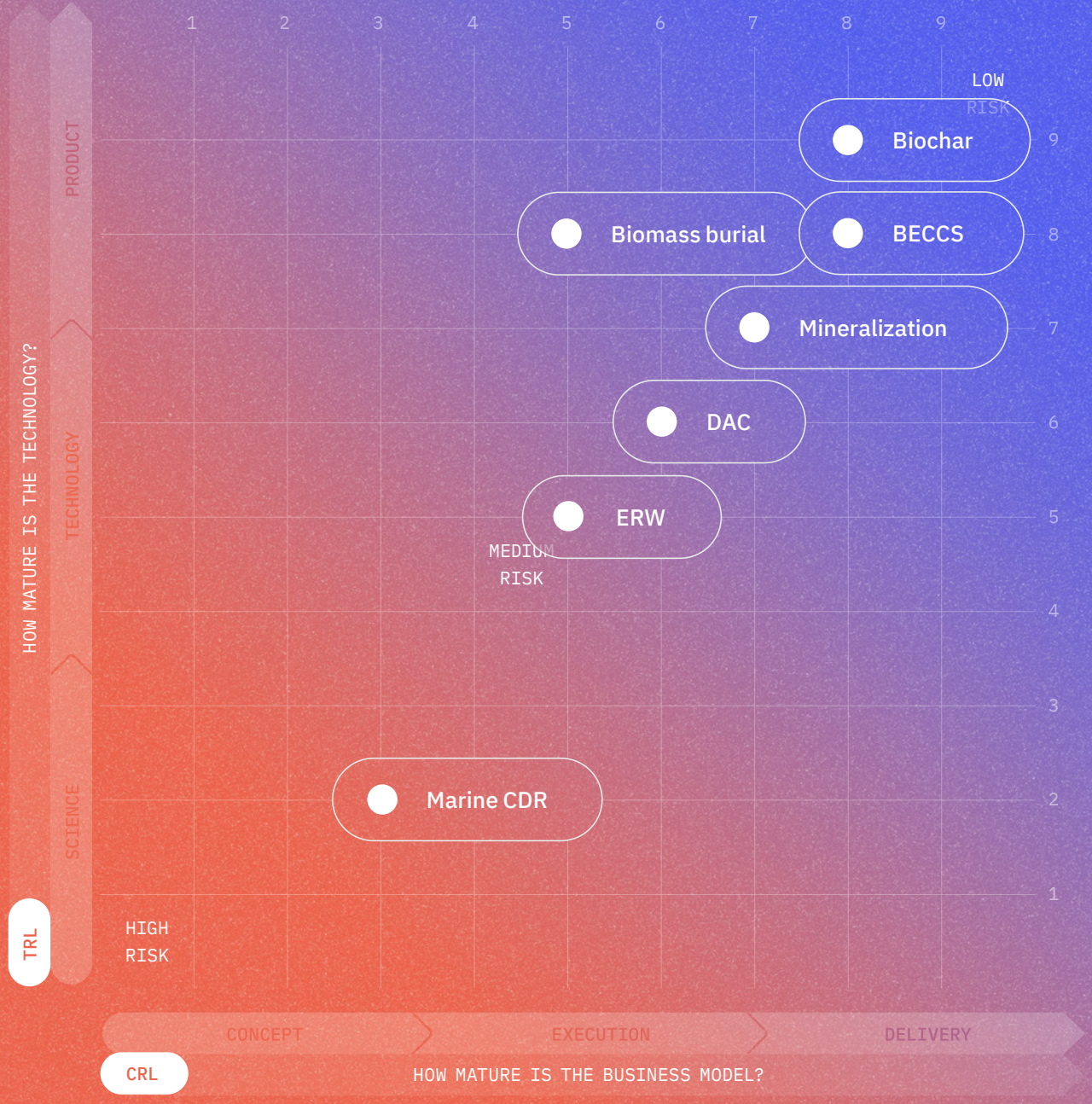
Conflict drives up wood pellet prices, forcing the project to source new feedstock. (BIOCHAR)



Mapping delivery risk

Plotting technology maturity and commercial maturity on the same chart clarifies where delivery risk sits. **Technology Readiness Level (TRL)** tracks the path from science to product, while **Commercial Readiness Level (CRL)** tracks the path from concept to delivery. Together, they show where risk is higher—and how it changes as projects move toward real-world execution at scale.

Supercritical

How Supercritical lowers delivery risk

Vetting delivery risk as a dimension of quality

As part of our rigorous vetting process, we evaluate a team's ability to execute and build a successful, lasting business. We only sell projects we're confident can deliver, giving buyers a clear view of remaining risks. A tonne only counts if it arrives.

> Delivery risk is just as important as climate science

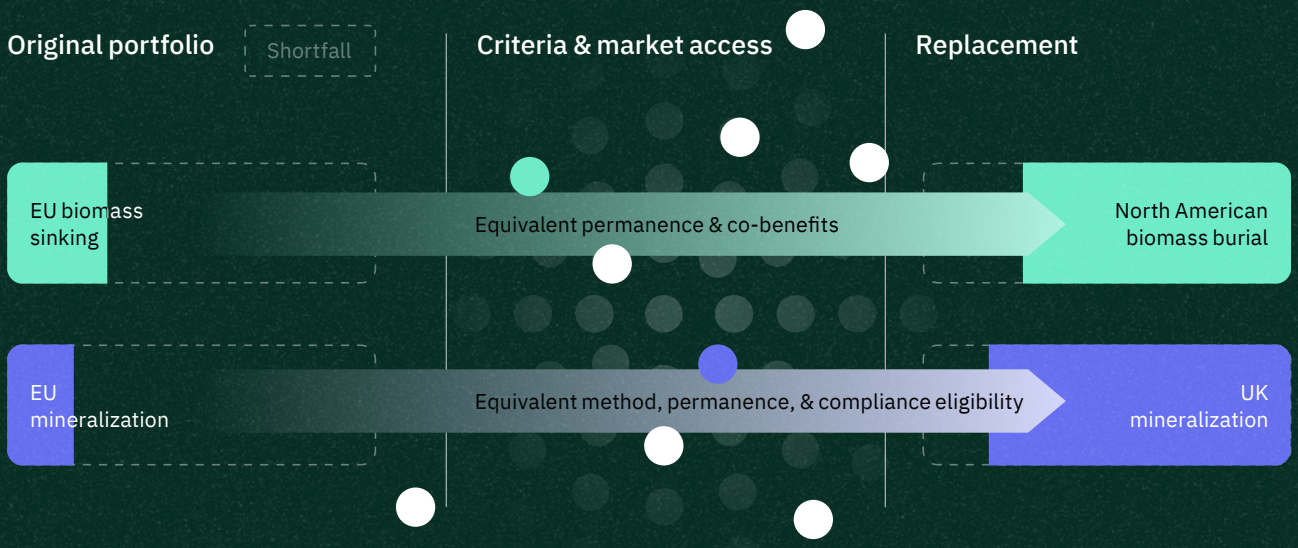
Partnering with early-stage projects

We also work with suppliers to co-develop projects, helping them move from early promise to credible delivery. By engaging earlier, Supercritical helps projects become more bankable and reliable, while giving buyers access to supply better matched to their needs.

> Vetting alone does not create supply

Case study

Managing delivery shortfalls through portfolio design



A fintech company built a multi-year carbon removal portfolio across several pathways, including biomass sinking and mineralization. As delivery milestones approached, multiple suppliers underdelivered significantly.

When several suppliers delivered little or none of their contracted volumes, replacement credits were sourced from alternative projects that met the same standards.

The buyer remained on track at the portfolio level without renegotiating contracts or accepting lower-quality removals.

Although the buyer procured during an earlier phase of the market and not all projects succeeded, disciplined criteria and broad market access prevented those shortfalls from becoming missed interim targets.

TAKEAWAY

> Underdelivery happens across pathways. Portfolio design and criteria determine whether it becomes a problem.

The relevant question isn’t whether underdelivery will happen, but whether your procurement strategy is designed to handle it.

Delivery risk by method

Delivery risk in biochar

Delivery risk in biochar is highly project-specific. Financing constraints affect both early-stage projects and operational facilities with expansion plans. Across all stages, delivery outcomes hinge on practical factors such as feedstock logistics, pre-processing requirements, and machinery uptime.

9 TRL

8 CRL

A NOTE ON THE TECHNOLOGY

High-quality **industrial biochar** sets the bar for quality, accounting for the vast majority delivered to date.

Artisanal biochar lacks emissions monitoring, meaning projects carry a significant risk of methane leakage.

Small-scale biochar from closed-system kilns could bridge the gap. This emerging option would improve emissions monitoring to meet quality standards.

DELIVERY RECORD

4,592,232
Tonnes sold
(10.43% of all tonnes sold)

1,120,674
Tonnes delivered
(87.36% of all tonnes delivered)

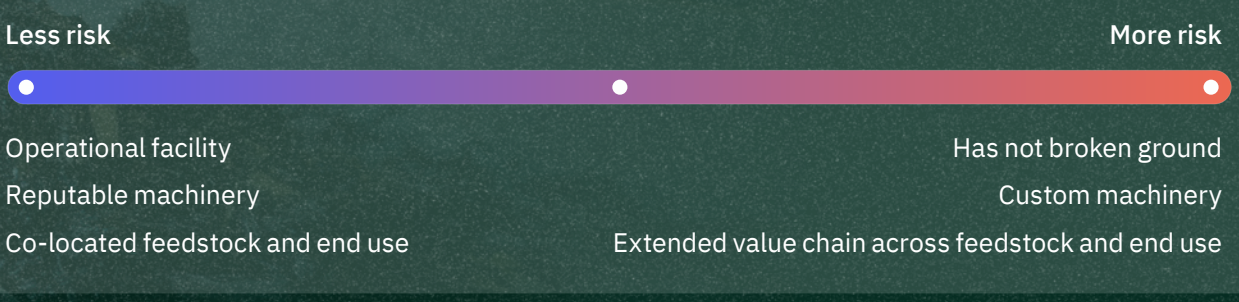
24%
Percent delivered
(of biochar tonnes sold)

TOP 3 RISKS

Financing risk

Development risk

Operations risk



CASE STUDY

A biochar developer signed multi-year offtakes with several large corporate buyers, backed by strong pilot performance and a clear expansion plan. The project assumed it could process lower-grade feedstock using existing equipment. During scale-up, pre-processing proved more complex than expected, requiring additional capital investment in pre-processing equipment. Although the offtake was in place, the developer was unable to secure incremental financing to cover the higher upfront costs. The project shut down before reaching commercial operation, resulting in zero deliveries against the contract.

OUR TAKE

> Biochar's delivery challenge is how quickly it can be financed and scaled.

Even experienced developers struggle to secure financing, while operational issues affect every project. These risks are well understood and increasingly manageable. Biochar's operating history has produced a body of practical knowledge that newer projects can draw on, reducing uncertainty over time.

Delivery risk in bioenergy with carbon capture and storage

Bioenergy with carbon capture and storage (BECCS) is moving quickly from concept to deployment. Megatonnes of capacity are expected to come online over the next several years thanks to capital-intensive projects led by experienced industrial operators. Technology companies and AI hyperscalers increasingly turn to BECCS to meet volume targets that other pathways cannot yet support.

8 TRL

8 CRL

A NOTE ON THE TECHNOLOGY

BECCS combines several established systems:

Biomass-based energy or industrial processing (e.g., biomethane plants or paper mills) to generate a CO_2 stream.

Carbon capture equipment to separate CO_2 from flue gases.

CO_2 transport via pipeline, ship, or other infrastructure.

Permanent geological storage to securely store captured CO_2.

DELIVERY RECORD

28,849,330
Tonnes sold
(65.53% of all tonnes sold)

39,579
Tonnes delivered
(3.09% of all tonnes delivered)

0.14%
Percent delivered
(of BECCS tonnes sold)

TOP 3 RISKS

Financing risk

Development risk

External risk

Less risk	More risk
Established industrial player	Newer developer
Retrofit	New build
Waste feedstock	Purpose-grown feedstock

CASE STUDY

A BECCS project planned to capture carbon from a network of operational bioenergy facilities. The plan depended on a third-party CO_2 pipeline to transport captured emissions to storage. Even with financing and access to geological storage secured, the pipeline faced local opposition and failed to obtain key permits. Without a transport route, captured CO_2 had no way to reach storage. The project was cancelled, and no credits have been delivered.

OUR TAKE

> BECCS will be the next CDR pathway to reach scale.

Its components are well understood, so delivery depends on coordinating them effectively. We're cautiously optimistic about large-scale industrial BECCS developers' ability to bring capacity online by 2030.

Delivery risk in mineralization

Mineralization stores CO_2 by reacting it with rock or industrial materials to form stable carbonates. The underlying chemistry is well understood, but delivery depends on coordinating multiple moving parts: CO_2 sourcing, reactive material supply, processing capacity, transport, and end markets for mineralized products. When these elements are tightly aligned, mineralization can deliver. When they are spread across locations, delivery breaks down due to logistical and coordination issues.

7 TRL

7 CRL

A NOTE ON THE TECHNOLOGY

Mineralization includes two distinct approaches with different delivery risk profiles:

Ex-situ mineralization, where CO_2 reacts with silicate rock or industrial waste in above-ground reactors, is most common.

In-situ mineralization, where CO_2 is injected into suitable geologic formations and mineralizes underground.

DELIVERY RECORD

622,016
Tonnes sold
(1.41% of all tonnes sold)

49,343
Tonnes delivered
(3.85% of all tonnes delivered)

7.93%
Percent delivered
(of mineralization tonnes sold)

TOP 3 RISKS

Operations risk

Development risk

External risk

Less risk — **More risk**

- Tight, local supply chain
- Well-known ex-situ machinery
- Reliable market for end product

- Long-distance network of CO_2 suppliers
- Novel in-situ technology
- Carbon credits as only revenue source

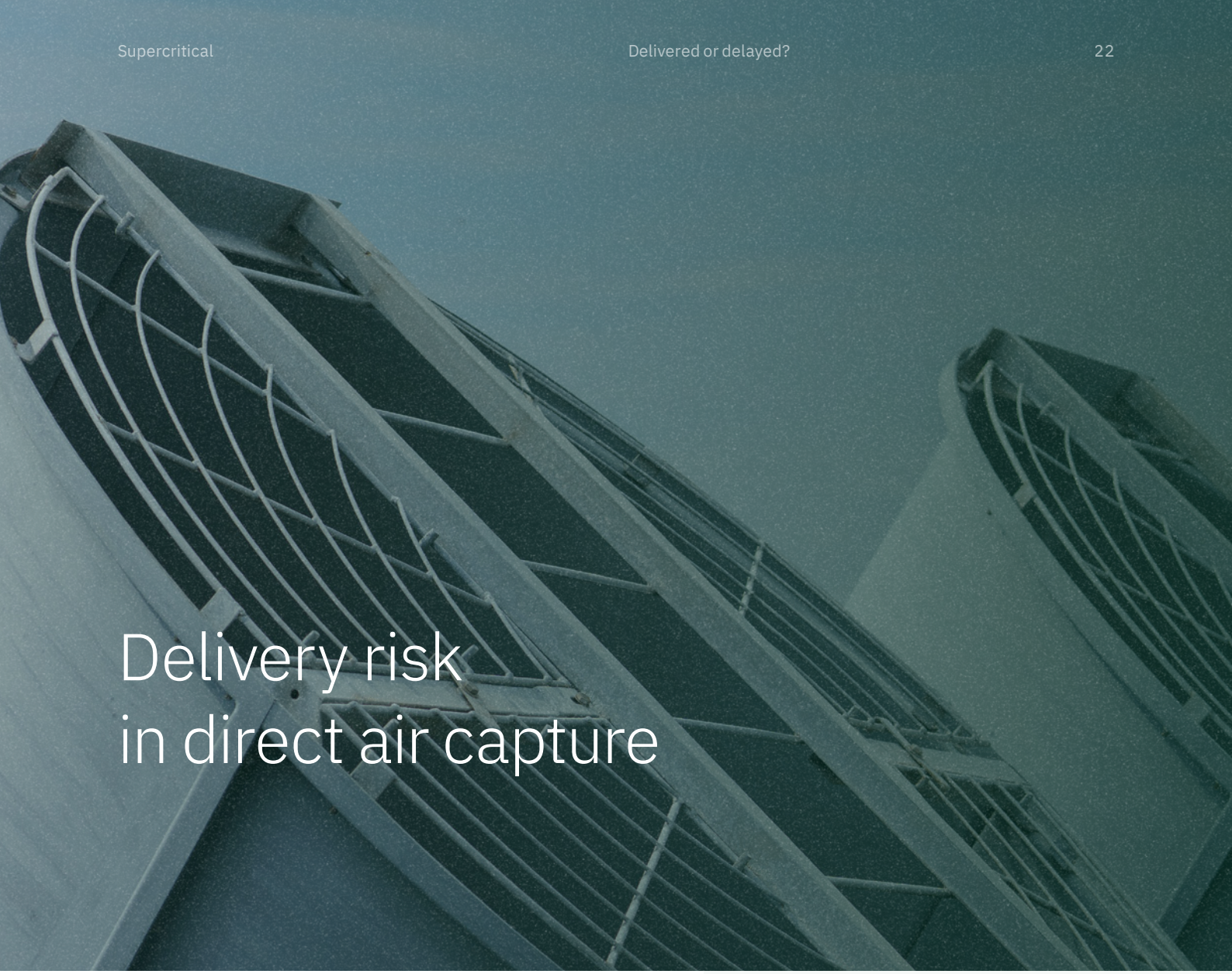
CASE STUDY

A developer signed early multi-year contracts based on modular plant designs and the anticipated supply of industrial waste material. Initial plants were delivered, but equipment quality issues required a full redesign. While redesigned units performed better, replacing and redeploying equipment slowed development and reduced the participation of recycling partners. The project has continued to scale, but only 25% of credits have been delivered on time.

OUR TAKE

> Mineralization succeeds or fails on logistics.

Coordinating a steady supply of reactive material, CO_2, and end use is harder than many project developers realize. Projects with localized, tightly integrated supply chains are materially lower risk than those that rely on fragmented or long-distance coordination.



Delivery risk in direct air capture

Direct air capture (DAC) removes CO_2 from ambient air and permanently stores it through geological sequestration or mineralization. One of its main benefits is direct measurability. But most DAC projects today are first-of-a-kind deployments of novel technologies that require significant electricity and supporting infrastructure. Selling credits years before they are operational leaves little room to absorb construction delays, technology issues, and slower-than-expected ramp-up.

6 TRL

6 CRL

A NOTE ON THE TECHNOLOGY

Direct air capture includes two main system designs:

Liquid sorbent DAC uses chemical solutions to capture CO_2 and high heat to release a concentrated CO_2 stream. Systems are energy-intensive and typically built as large, integrated facilities.

Solid sorbent DAC uses porous solid materials to bind CO_2 and release it at lower temperatures or under vacuum. Systems are often modular, but can have higher upfront capital costs and reduced performance in cold or humid conditions.

DELIVERY RECORD

2,659,034
Tonnes sold
(6.04% of all tonnes sold)

2,060
Tonnes delivered
(0.16% of all tonnes delivered)

0.08%
Percent delivered
(of DAC tonnes sold)

TOP 3 RISKS

Development risk

Technology risk

External risk

Large industrial player
Owned supply of clean energy
Economically viable independently

Startup
Competing with data centers for energy
Dependent on subsidies or tax incentives

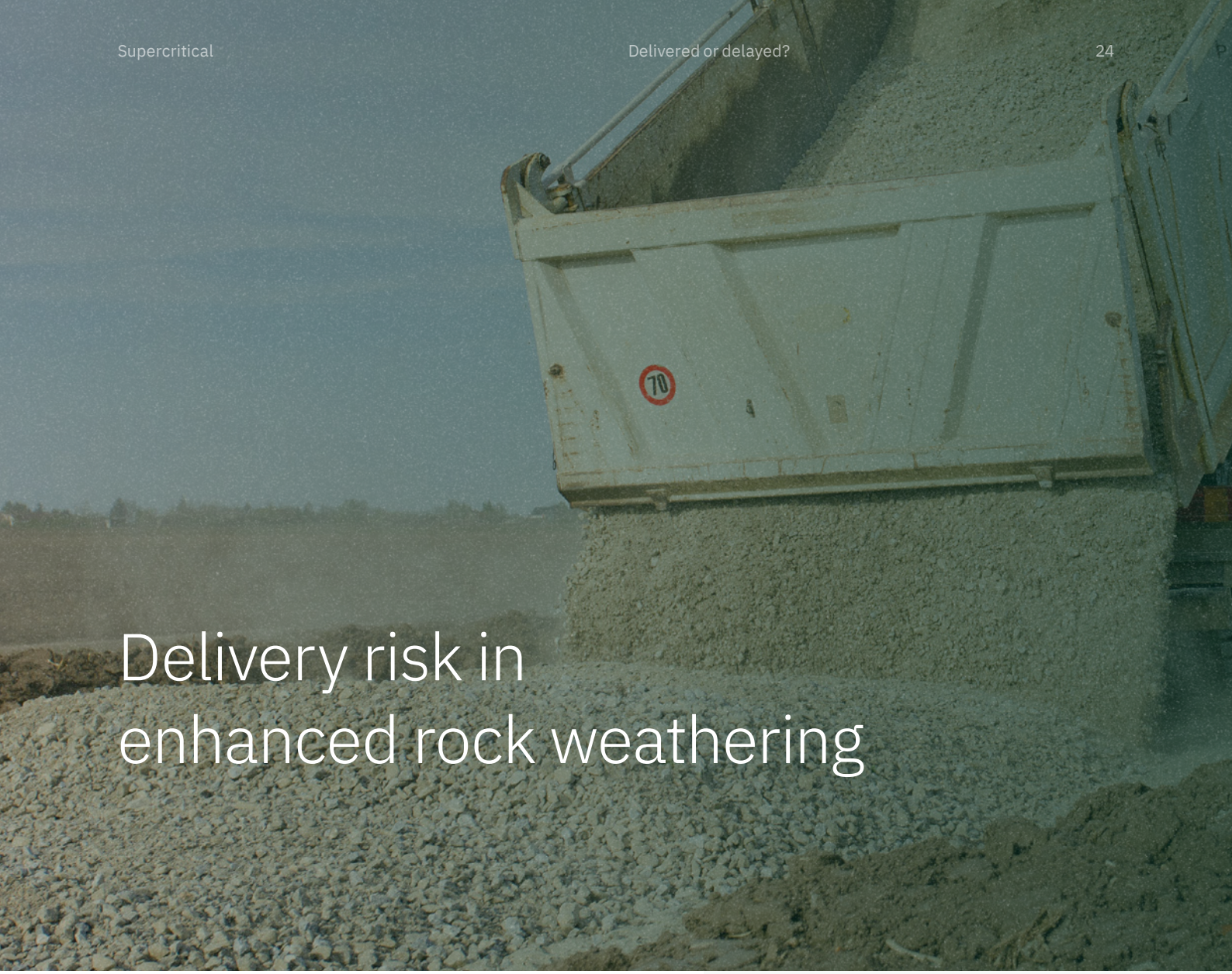
CASE STUDY

A DAC developer signed multi-year offtakes based on the planned capacity of its first commercial plant. In practice, the facility produced roughly a third of expected output in its early years due to first-of-a-kind realities. Early-generation materials performed below expectations and varied more than expected under different weather conditions. For the supplier, underdelivery reduced revenue, delayed expansion as teams focused on fixing core systems, and generated negative press coverage. Ultimately, underdelivery pushed the company to source and resell third-party credits to meet obligations.

OUR TAKE

> DAC still needs to prove it can deliver.

Buyers and developers alike assume rapid scale-up and steep cost declines that have yet to materialize. DAC projects require large volumes of reliable, low-carbon power, often competing with data center and industrial demand. DAC also relies more than other pathways on uncertain policy incentives. Buyers should treat DAC as high-risk, high-reward.



Delivery risk in enhanced rock weathering

Enhanced rock weathering (ERW) removes CO_2 by spreading crushed silicate rock on land, where it reacts with CO_2 and accelerates natural weathering processes. Removal occurs across open systems, with dissolved bicarbonate moving through soils, waterways, and ultimately to the ocean. Operationally, ERW looks similar to other land-based pathways: sourcing material, transporting it, and applying it at scale. The higher delivery risk lies in crediting. Even when large volumes of rock are spread, conservative registry reviews can limit issued credits to a fraction of modeled removal.

5 TRL

5 CRL

A NOTE ON THE TECHNOLOGY

Enhanced rock weathering performance depends on site-specific conditions:

Rock type and particle size affect the rate of weathering reactions.

Soils and land use influence how rock is applied and how reactions progress.

Climate matters, too. Weathering occurs faster in warmer, wetter conditions than in colder, drier ones.

DELIVERY RECORD

783,091
Tonnes sold
(1.78% of all tonnes sold)

9,052
Tonnes delivered
(0.71% of all tonnes delivered)

1.16%
Percent delivered
(of ERW tonnes sold)

TOP 3 RISKS

Technology risk

Development risk

Operations risk

Less risk — **More risk**

Conservative modeling
Existing network of farmers
Abundant, unused feedstock

Optimistic projections
Sourcing land for spreading
Competition for feedstock

CASE STUDY

An ERW developer signed a multi-year offtake based on plans to deploy rock at scale across multiple sites. The project successfully sourced, transported, and spread material on schedule. However, credited volumes depended on conservative modeling, field data, and third-party verification. As registries tightened methodologies and built in uncertainty buffers, the number of credits issued was materially lower than early estimates, pushing deliveries into later years. Although operations continued, slower credit issuance strained project economics, and buyers didn't receive the credits they contracted.

OUR TAKE

> ERW's biggest challenge is measurement, not spreading rock.

Early projects forecast removal using models, but credits are issued based on measured field data, which often lags projections. When fewer tonnes can be verified, fewer credits can be issued, and project economics suffer. Buyers should treat early ERW volumes as higher risk and allow flexibility as measurement improves.

What buyers can do about delivery shortfalls

Contracting is where strategy becomes real. When contracts are vague or inconsistent, delivery risk grows. When they are clear, shortfalls become manageable.

01

Get clear on what you are optimizing for

Many contracting failures stem from a basic issue: buyers have not been clear internally or externally about what they are trying to achieve.

In practice, buyers are usually optimizing for one of two things:

- **Near-term delivery certainty:** receiving tonnes on a defined timeline to meet internal targets, reporting requirements, or compliance.
- **Market-building impact:** supporting early or capital-intensive projects with a higher tolerance for delivery risk in exchange for learning and long-term supply development.

Neither objective is inherently better. Problems arise when contracts confuse the two. Buyers who say they want to catalyze supply but write contracts optimized for certainty create misaligned incentives and unrealistic delivery expectations.

OUR TAKE

Emerging compliance markets are accelerating the trend from experimentation to certainty.

02

Design contracts to manage shortfalls, not assign blame

Strong contracts assume that underdelivery may occur and define in advance how it will be handled. Experienced buyers treat delays as operational problems, not crises.

Effective contracts share three characteristics:

- **Clear delivery definitions:** milestones, grace periods, and underdelivery thresholds are explicit, not implied.
- **Pre-defined remedies:** responses to underdelivery are automatic. If delivery slips beyond a defined point, a specific remedy is triggered.
- **Proportional consequences:** remedies are designed to preserve outcomes, not punish suppliers.

OUR TAKE

Specificity makes contracts bankable. Vague contracts that rely on future negotiation may feel cooperative, but they make it harder to secure capital.

Cheat sheet: Three contracting remedies for underdelivery

01

Cure periods

A defined window to fix the problem before stronger remedies apply.

Cure periods recognize that underdelivery is often caused by timing and execution issues rather than outright failure. Setbacks can often be resolved given time. Some flexibility on timing protects suppliers from premature default while giving buyers clarity on when escalation begins.

KEY QUESTIONS

How does the cure period align with the buyer's internal deadlines and compliance needs?

—

Does partial delivery during the cure period count, or is only full delivery acceptable?

—

What evidence is required to demonstrate progress?

02

Replacement credits

Substituting equivalent tonnes when delivery falls short.

Replacement preserves the buyer's goals even when a specific project underdelivers. The challenge is supply availability. Replacement only works when buyers or intermediaries have credible access to alternative supply that meets the same criteria.

KEY QUESTIONS

What qualifies as "equivalent" (e.g., method, permanence, vintage, registry, compliance eligibility)?

—

Who is responsible for sourcing replacement supply, within what timeframe, and at what cost?

—

What happens if equivalent credits are not available?

03

Financial penalties

A monetary consequence for failure to deliver as agreed.

Most buyers care far more about receiving their credits than about enforcing penalties. Financial consequences still matter because they make delivery obligations credible to lenders, not because buyers expect to rely on them.

KEY QUESTIONS

Do penalties apply alongside replacement, or only when replacement fails?

—

Are penalties designed to encourage delivery or punish failure?

OUR TAKE

In reality, many suppliers lack the balance sheets to source replacement credits or absorb financial penalties. That's why it's smarter to manage risk at the portfolio level rather than push it onto suppliers.

These measures define and manage delivery risk, but contracts alone cannot eliminate it.

03

Plan for replacement realities

Replacement sounds simple in theory: if one project slips, buy equivalent credits elsewhere. In practice, high-quality carbon removal is already scarce.

Prices and availability shift quickly when buyers are forced back into the market. Buyers have three options for replacement credits, each with different realities:

- **From the supplier**: A supplier may be able to substitute credits from another site or project. In reality, many suppliers are sold out years in advance. That leaves little room to absorb shortfalls, especially as delays compound over time.
- **From the buyer:** Buyers can attempt to replace credits directly, but replacement markets are often tight. In newer pathways like DAC, equivalent supply may not exist at all. In more established pathways like biochar, available tonnes are frequently already committed under long-term or exclusive contracts. Buyers who assume spot supply will be available when they need it leave themselves exposed.
- **Portfolio-level:** Intermediaries with market-wide visibility and standing access to supply can substitute tonnes that meet buyer-defined criteria. This is often the most viable form of replacement because access is secured before delivery failures occur.

A NOTE ON THE INSURANCE

Suppliers can use insurance to cover liability for replacement credits if they underdeliver. Buyers can insure across an entire portfolio as an alternative to holding large buffers. But most large buyers rely on diversification, due diligence, and contractual protections instead.

OUR TAKE

Replacement only works when access exists in advance. Contracts and insurance can manage risk, but they cannot conjure supply after a shortfall occurs.

The market is moving from **project-first...**

New buyers

Buyers pre-select preferred projects from tight lists	Limited to a few favored suppliers	Fixed portfolio approach

...to **criteria-first** procurement

Experienced buyers

01	02	03
Trusted partner defines and enforces quality criteria with buyer input	Access the entire market of projects meeting criteria	Focus on projects with actual availability

04

Procure for attributes, not individual projects

Many buyers begin their procurement process with a shortlist of preferred projects. This approach amplifies delivery risk.

Criteria-first procurement takes a different approach:

- Buyers define the attributes a tonne must meet, such as permanence, compliance eligibility, and delivery confidence.
- Supply is sourced flexibly across projects that meet those criteria.

This shift is key to managing delivery shortfalls. When tonnes are defined by criteria rather than tied to a single project, substitution becomes possible without renegotiating. Replacement moves from an exception to a routine operational response.

OUR TAKE

A tonne of carbon removal is not a uniform commodity, but it is moving in that direction. Buyers who shift to criteria-first procurement make their portfolios more resilient and the market more mature.

05

Understand the incentives loop

Delivery risk is often blamed on suppliers overpromising, but in practice, it reflects what the market rewards.

Projects need external capital to scale, and that capital is typically contingent on securing large multi-year offtakes. Buyers, in turn, favor projects that claim scale from the outset.

Projects that are conservative and transparent struggle to compete, while those that forecast overly ambitious volumes are more likely to secure buyers and financing—even if those tonnes prove difficult to deliver. Over time, suppliers learn that confident numbers move deals forward.

This dynamic does not reflect bad faith, but rather how the market rewards optimism over realism.

OUR TAKE

Buyers unintentionally contribute to delivery risk, but they can also help break the cycle. Market credibility depends on rewarding delivery over projections.

Conclusion

From promise to performance

The patterns are clear. Procurement optimized for optimism will break. Procurement designed to absorb delay, substitute supply, and reward realism will hold. The difference determines whether you meet your targets when reality intervenes.

WHAT TO DO NOW

- [ ] **Audit your portfolio**

  Are you diversified across pathways and suppliers? Can you substitute tonnes if a project underdelivers?

- [ ] **Strengthen your contracts**

  Define delivery milestones, grace periods, and replacement before deals close.

- [ ] **Shift to criteria-first procurement**

  Stop anchoring on individual projects. Specify what a tonne must deliver, then source flexibly.

- [ ] **Reward realism**

  Favor suppliers whose deliveries track their forecasts and who communicate delays early.

> The market does not need bigger commitments or louder pledges. It needs procurement built to deliver.

Supercritical delivers radical transparency in price, availability, and quality, making it easy to buy high-quality carbon removal credits with confidence.

Our marketplace provides live pricing and deep vetting across multiple pathways, ensuring businesses secure top-tier credits without added risk. With spot, forward, and offtake transactions, we simplify procurement while driving standardization. Trusted by The Economist, Virgin Atlantic, and Rothschild & Co, Supercritical enables companies to take real climate action today—not decades from now.

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