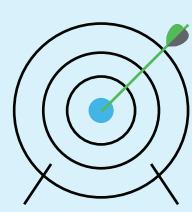


Funding Energy & Sustainability in the New Normal

In a recent survey, companies reported that their energy & sustainability goals are moving forward despite disruption. But financial constraints may be hiding under the surface.

ABOVE THE SURFACE,

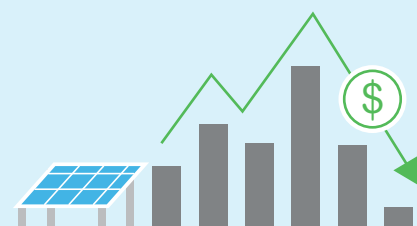
the landscape for energy & sustainability investments looks good...



87% of companies report confidence in meeting their goals



Employees, customers & investors have a strong appetite for sustainability



Interest rates & renewable energy prices are historically low

BUT AT THE TIP OF THE ICEBERG...

78% of companies report financial uncertainty for energy & sustainability investments¹

55% of companies cite delayed implementation of planned projects due to pandemic disruption²

9% of companies plan to use capex funding, compared to 27% pre-pandemic¹

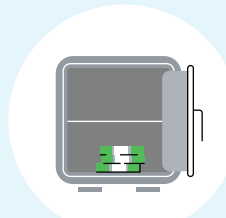
Sources:

¹ Survey on "How Covid-19 has Affected Energy & Sustainability Programs"

² Webinar on "Funding Carbon Neutrality in the New Normal"

BELOW THE SURFACE...

Are hidden barriers to getting energy & sustainability projects approved



What can supplement CapEx and OpEx?



Who owns the risk if the project fails?



Who will own & operate the system?



How can balance sheet impact be minimized?

Companies need

INNOVATIVE BUSINESS MODELS

to maintain sustainability progress & make low-carbon investments



MAJOR INFRASTRUCTURE UPGRADES

- Combined heat-and-power, Waste-heat recovery, Microgrid
- "as-a-service" Model



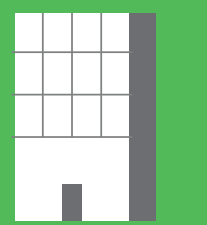
RENEWABLES

- Solar, Wind
- Power Purchase Agreement



RESOURCE CONSERVATION (MULTI-SITE)

- Building controls, Variable Speed Drives, Chiller/Boiler Retrofit
- Performance Contracting



RESOURCE CONSERVATION (SINGLE SITE)

- Building controls, Variable Speed Drives, Chiller/Boiler Retrofit
- On-bill Financing



PROJECT EXAMPLE



FUNDING EXAMPLE

THE COST OF INACTION OR STALLED ENERGY & SUSTAINABILITY PROGRESS IS GREATER THAN EVER

1 Emerging regulations, such as Europe's Green Deal, will soon mandate sustainability and climate action

2 Consumers, shareholders, employees & investors won't support a company that's not building for the future

3 Sustainable investments help build much-needed resilience in a world of constant disruption

Explore our Interactive Toolkit... to learn more about the innovative business models companies are using to drive progress in their organizations

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