



ACTIVE

Energy & Sustainability Services



Today's companies want (and need) to...



Be Profitable
Save money and
operate efficiently



Be Competitive
Maintain brand position
and enable innovation



Be Confident
Make data-driven
decisions and mitigate risk



“The electricity system that has served us well for 100 years is facing a **fundamental threat** to its existence.”

- Navigant, Liberating Microgrids (and All DER)



From a centralized, manual, carbon-driven energy landscape



To a decentralized, digitized and decarbonized future





The megatrends making way for the new energy landscape

Digitization

Number of connected devices increases data



▲ 300%

connected devices from 15B in 2016 to 50B by 2020

Decarbonization

Use of renewables grows and energy prices drop



▼ 60%

average cost of wind power has dropped since 2009

Decentralization

Flexible energy generation changes the traditional grid



165.5 GW

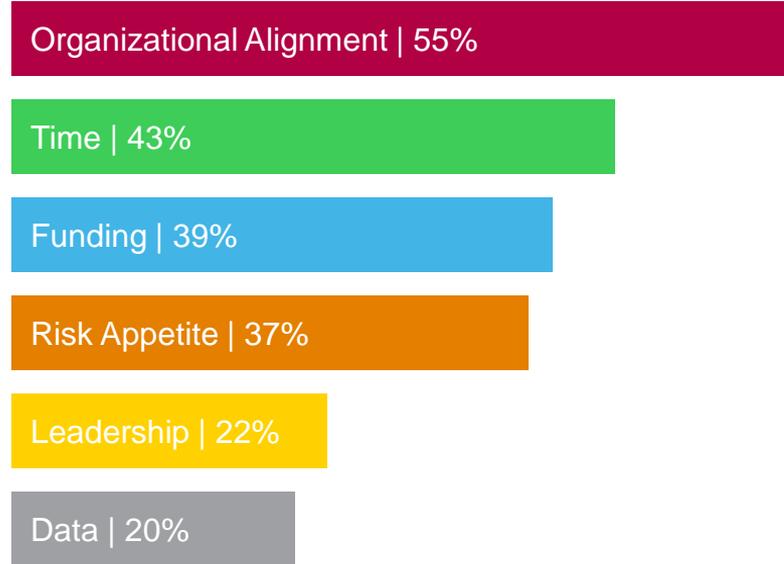
global distributed generation market in 2023, 87.3 in 2014

Organizational alignment is the biggest challenge for business progress

People and data are often separate and operate in organizational silos



What keeps your organization from reaching its energy/sustainability vision?

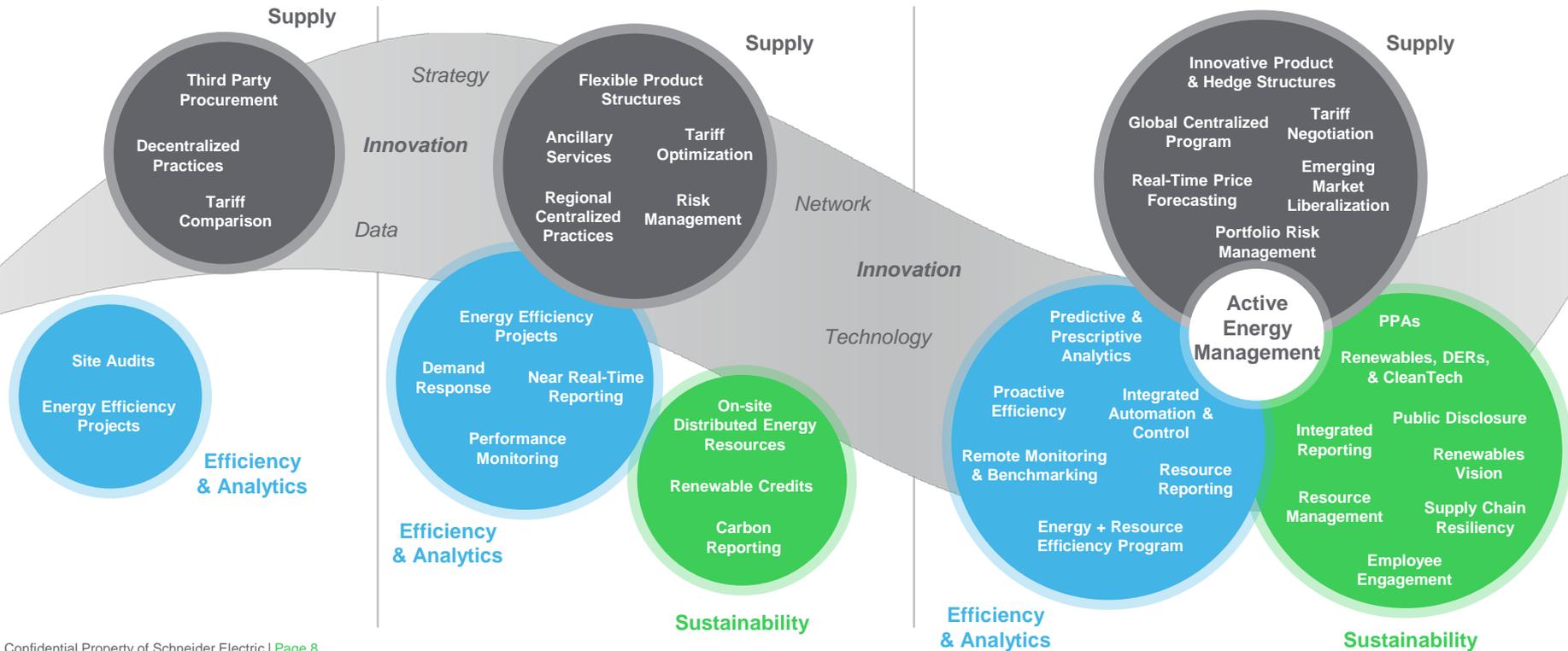


Break down traditional silos to integrate goals into common strategy

The future is a convergence we call Active Energy Management

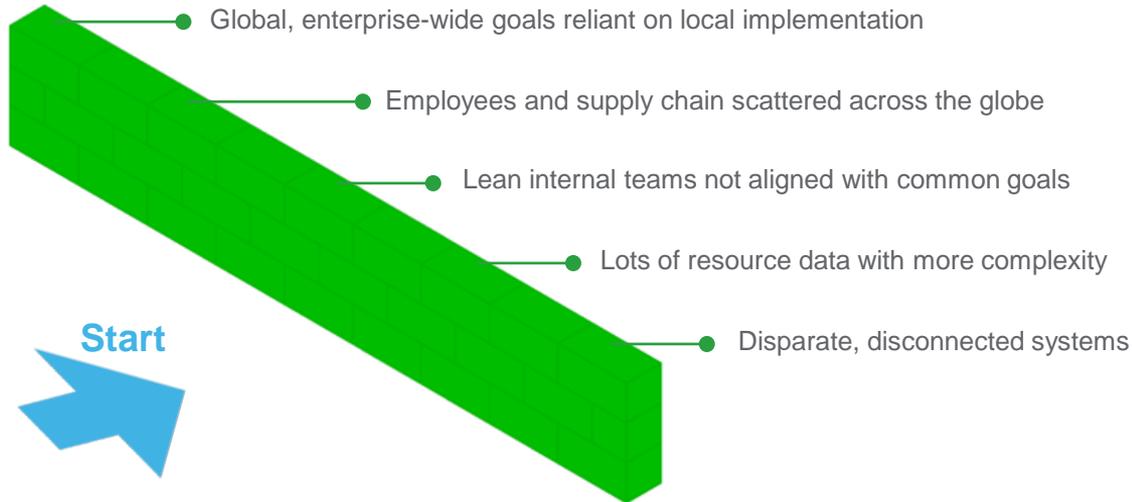


The Journey to Active Energy Management



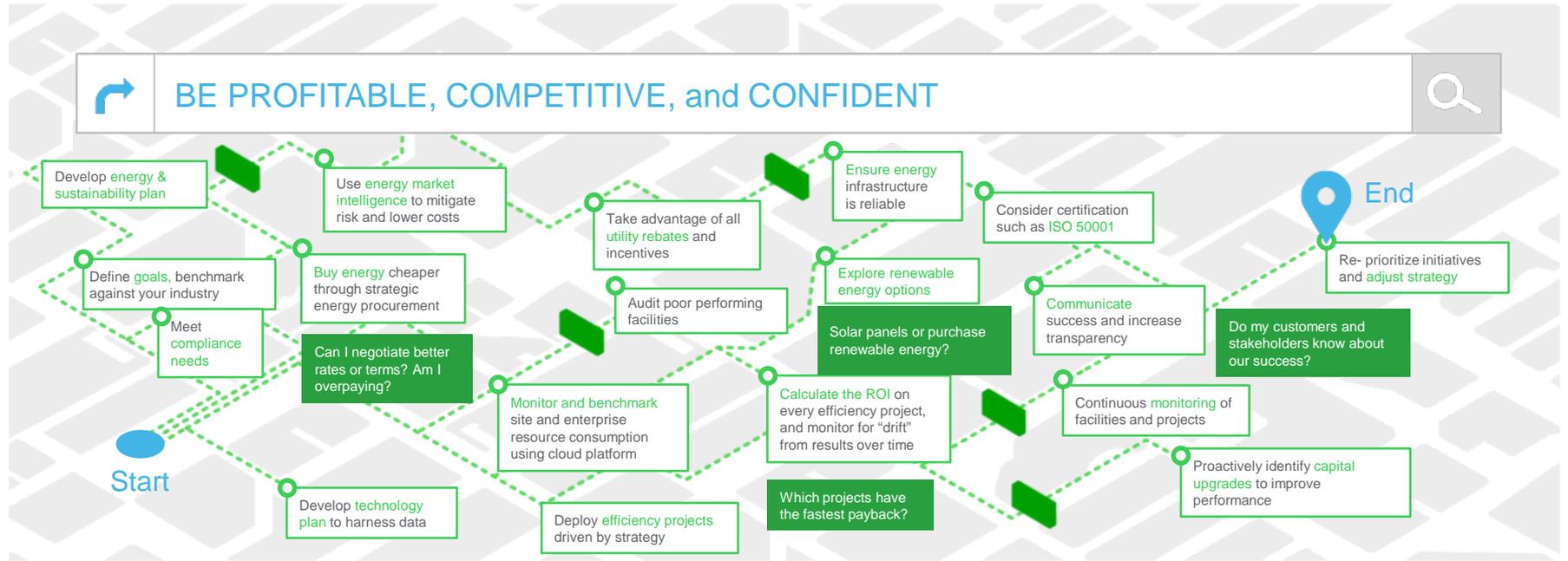


How can we reach our goals with the obstacles in our way?



Multiple paths to reach your goals, but your journey is unique

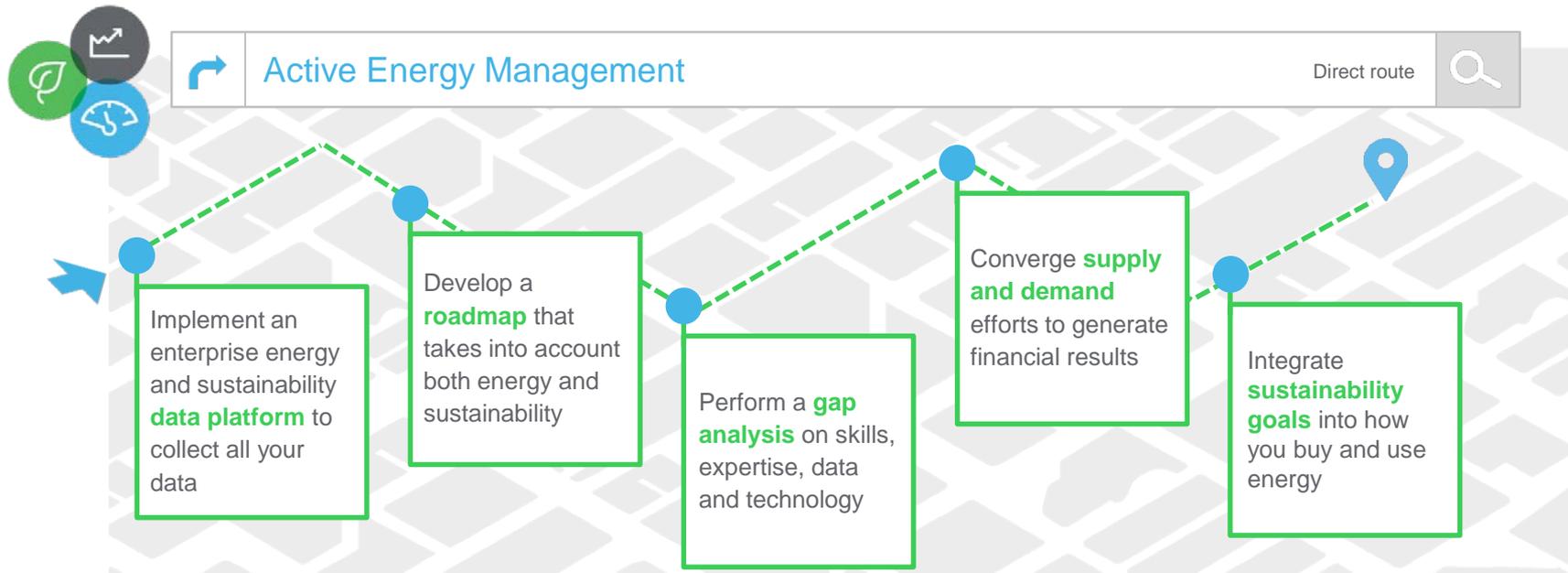
Identifying the most efficient path with the fewest obstacles can be a challenge



Your best path forward is achievable with Active Energy Management

With a comprehensive view of your enterprise, your direction becomes clear

ACTIVE ENERGY
MANAGEMENT



Be profitable with Active Energy Management



Be Profitable

Save money and operate efficiently



ACTIVE ENERGY MANAGEMENT

- Integrate various PPAs into procurement strategy
- Identify utility rebates and implement efficiency projects to qualify
- Maximize energy use flexibility with hourly price forecasts
- Explore areas to reduce usage beyond energy (water, waste)

Be competitive with Active Energy Management



Be Competitive

Maintain brand position
and enable innovation



ACTIVE ENERGY MANAGEMENT

- Deploy distributed energy resources for reliable power
- Incorporate sustainability across the supply chain
- Implement efficiency projects that help hit sustainability targets
- Participate in reporting schemes and standards to increase corporate transparency, e.g., ISO 50001, CDP, GRI, GRESB

Be confident with Active Energy Management



Be Confident

Make data-driven decisions and mitigate risk



ACTIVE ENERGY MANAGEMENT

- Collect and track information from all enterprise resource data streams
- Enable remote energy monitoring to uncover facility efficiencies
- Leverage microgrids with real-time pricing, production schedules, weather, distributed energy, etc. to determine the best operating scheme
- Take advantage of peer-to-peer blockchain-enabled transactions

Rely on our expertise and innovation

We share your passion for corporate sustainability and energy efficiency



SOLID FOUNDATION

6000+ clients globally

300k managed sites around the world

1st (and the most) ISO 50001 certified buildings in the world



DEDICATED EXPERTISE

2000+ experts from energy supply, sustainability, and resource efficiency

€30B managed energy spend

27% reduction of our own energy spend

40 million metric tons of CO2 managed



AWARD-WINNING INNOVATION

The only **Leader** in both energy & sustainability management software¹

40% of the world's apparel manufacturers and retailers monitor supply chain sustainability using our web-based platform

¹ As rated by Verdantix, 2014



2:1

Renewable energy capacity leads generation investment globally

\$95.7B

Green bonds reached in 2016, doubling since 2015

\$13B

Energy efficiency investment reached \$13B in 2015,

80%

Solar will reach grid parity in 80 percent of countries in 2017

5,150%

US corporate procurement of clean energy is up 5,150 percent cumulatively over last 8 years

Greatest impact and savings comes a converged strategy

3 Examples of Active Energy Management Providing New Opportunities

Shift from looking at energy as a cost center to energy as an asset

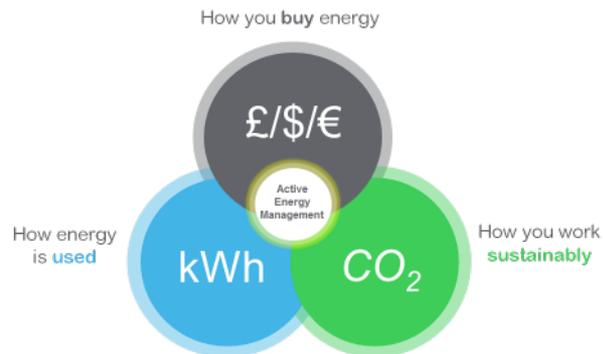
- Invest for the long term, not short term which lowers costs
- Look at new financial vehicles to finance energy and sustainability operations to reduce risk

New business models will emerge for energy and sustainability management to calculate energy costs and fund initiatives

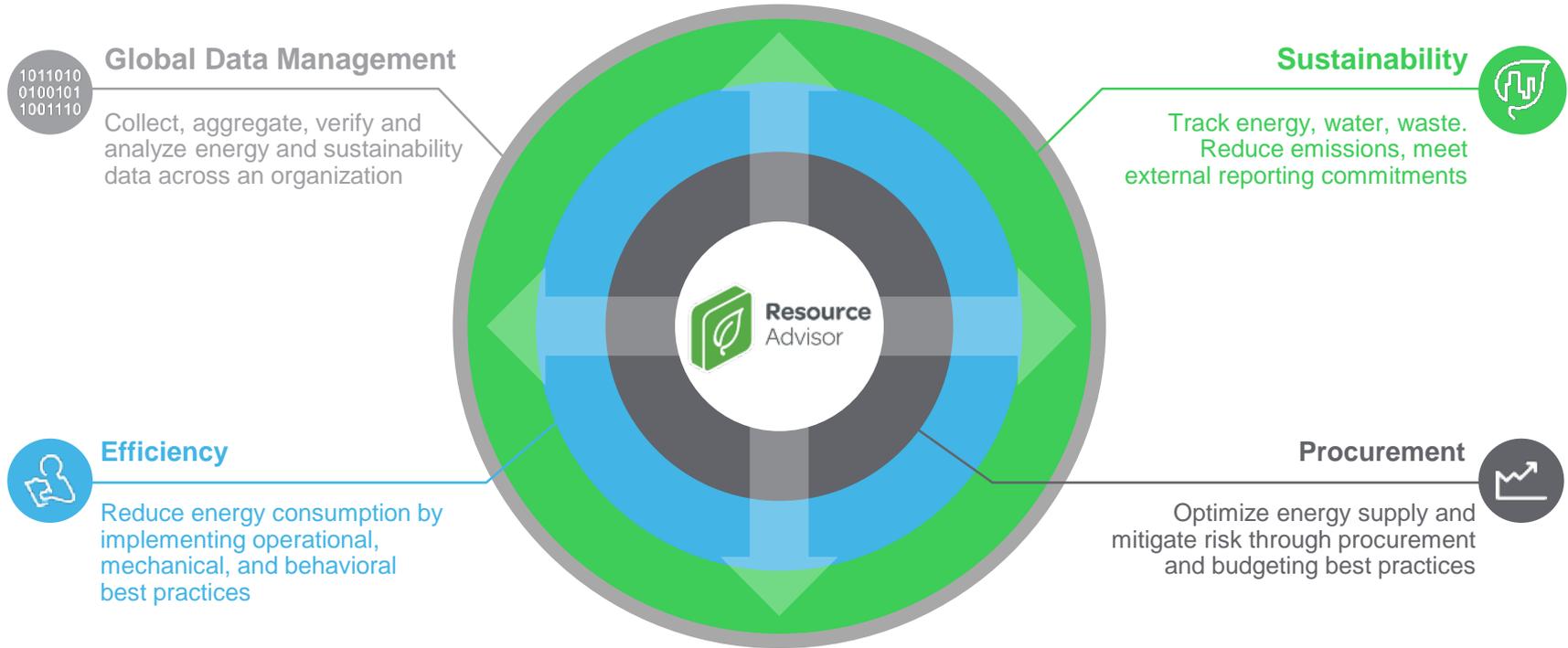
- “Energy-as-a-service” (EaaS) – outsourcing energy assets, initiatives and management
- Securing investor capital for projects such as corporate sustainability bond

New opportunities from the connection of software & devices

- Sophisticated predictive modelling and algorithms analyze data, enabling staff to focus on filtered top priorities



Unlock the Power of Centralized, Accurate Data



Energy & Sustainability Services

We share your passion for corporate sustainability and efficiency



- Top product of the year in 2015
- Top project of the year in 2014



- Leader in energy management software 2013/2014/2015
- Leader in sustainability management software 2013
- Leader in UK energy services 2016



- Leader in building energy management systems 2016



- 2016 Partner Of The Year
- Benchmark more than 26,000 properties
- Identified more than \$5 million in annual saving opportunities



G R E S B[®]



We are one of the world's **most** sustainable corporations

Ranked 9th in 2015, Corporate Knights



“Corporate sustainability is a critical element of business strategy. We take pride in helping our customers reduce their energy spend and impact on the environment.”

Jean-Pascal Tricoire
CEO, Schneider Electric