



ENERGY AND CLIMATE POLICIES -
HOW DO THEY AFFECT YOUR BUSINESS?

ECOFYS

Corporate Carbon and Energy Solutions

New opportunities in a rapidly changing environment

The business environment is constantly changing, especially in relation to climate change and the energy transition. The de-regulation of energy markets, increasing demand for renewable energy, rising energy prices and increasing public awareness about climate change are just some of the factors that you need to take into account while developing your response strategy. And further changes lie ahead. Many of these developments are interlinked and it is difficult to predict their impact on operations and strategy. However, with a positive approach to new developments and access to the right expertise you can minimize potential risks and identify business opportunities. In this brochure, we explain how Ecofys can help you do this.

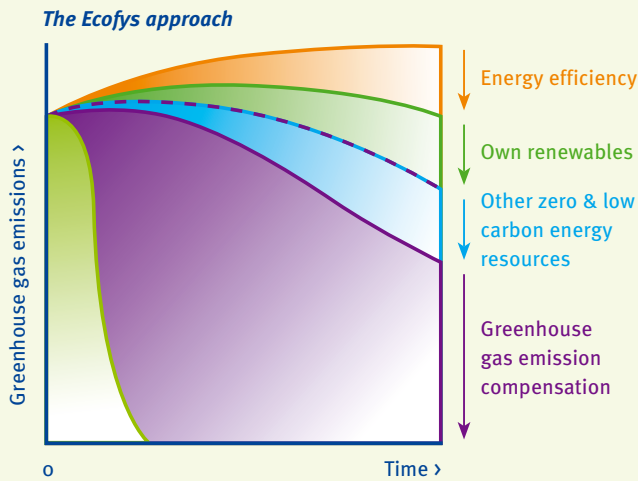
The impact of carbon markets on companies



Let's map out the route towards success together

From strategy to implementation

To ensure a strong competitive market position, it is important to consider the impact of changing regulations and markets on your current and future business strategy. At Ecofys we have all the relevant expertise in-house. We offer a complete service, from strategy development to implementation and project completion. Once your energy and carbon strategy has been implemented, we can monitor your energy and climate performance or provide you with the tools you need to do this yourself. If necessary, we can also help you to adjust your strategy to changing circumstances. We have been supporting companies with expert advice on energy supply and demand and climate change for over 20 years. And we have a proven track record. Whatever stage you are at in your deliberations, we can work together with you to make the next steps towards a sustainable, successful future.



Reducing greenhouse gas emissions

Whether your company needs to reduce emissions to comply with national or international regulations or you have set your own additional targets, we can help. We determine the current and future level of emissions based on a business-as-usual scenario. Then we analyse which percentage reduction can be achieved with a variety of alternative measures. Based on these scenarios, we help you develop and implement strategies to reduce emissions or even to become fully climate neutral.

A climate-neutral enterprise has no net greenhouse gas emissions.

To achieve climate neutrality we combine four solutions:

- Reduce direct and/or indirect emissions
- Apply renewable energy sources
- Other zero & low carbon energy solutions
- Off-set CO₂ emissions.

Customized solutions

We are not just an average consultancy. With over 200 highly qualified employees internationally we have in-depth knowledge of national and international policies. We work closely with governments and with the European Commission. We are well known for our work for the United Nations and our contribution to the Inter-governmental Panel on Climate Change (IPCC). At the same time we leverage our sector specific expertise internationally so that we can roll out projects worldwide, meeting the most demanding requirements of multinational customers. We are aware that every company faces different challenges and is therefore best served with a customized solution.

The knowledge to make a difference

Whether you are concerned with compliance or simply wish to take voluntary initiatives to grow into a (more) sustainable company, we can help you achieve your ambitions.

Our services include:

Strategic consulting

- Corporate energy and climate change strategy development
- Voluntary carbon programmes
- Market assessments
- Benchmarks
- Climate change impacts
- Adaptation

Emission reduction

- Carbon Capture and Storage (CCS)
- Development Mechanism (CDM) and Joint Implementation (JI)
- Energy efficiency improvements
- Renewable electricity, heat & fuels
- Forestry

Supporting implementation, compliance and management

- Carbon management
- Energy management
- Monitoring services
- Verification services

Software tools & modelling

- CarMan™: The carbon management decision support tool
- CarMon™: The carbon monitoring and reporting tool
- Energy management tools

Information services and raising awareness

- Tailor-made news bulletins and help desks
- In-house workshops and training
- Issue tracking
- Awareness campaigns

Our track record

We have more than two decades' experience of developing and implementing energy and climate strategies. See examples of projects we have recently worked on below.

Ben & Jerry's *Climate-neutral products*

We performed a climate-neutral scan for Ben & Jerry's, the most famous American ice-cream producer, assessing the contribution that one pint of Ben & Jerry's ice cream makes to global warming. Based on the results of this scan, we formulated a climate-neutral strategy. Ben & Jerry's are implementing the plan and investing in cutting emissions by 10% 'from cow to carton', thus becoming the world's first climate-neutral ice cream manufacturer.

Amsterdam Airport Schiphol *Implementing a climate business plan*

We support Amsterdam Airport Schiphol in developing and implementing their 'climate business plan'. We validated Schiphol's emission inventory and projections for 2012 and 2020 for all activities related to the airport according to the greenhouse gas protocol. We will support airport staff in implementing the climate plan, using our proprietary software CarMon™ to monitor emission reductions. We also helped integrate the plan into the airport's planning and control cycle.

Vattenfall, E.On, EDF *Support for 2020 renewable electricity market strategies*

We provided three of the largest European electricity companies with recommendations for the design of international trade in Guarantees of Origin (GOs). Key design criteria were overall efficiency in meeting renewable electricity targets for 2020 and ensuring that individual member states have the opportunity to integrate their own national targets into country-specific support schemes and to limit potentially negative economic impacts on these schemes. Some of the recommendations were incorporated in the proposed Directive on Renewable Energy (part of the EU energy and climate package).

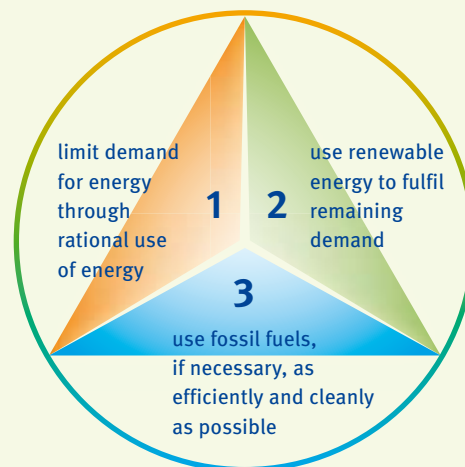
Nokia *Verifying corporate carbon footprints*

We have verified the annual data on global greenhouse gas emissions and green electricity sourcing for all of Nokia's activities worldwide. This included direct and indirect emissions from stationary sources as well as information on the increased energy efficiency of Nokia's mobile phone chargers. The main reference document for this work was the GHG protocol of the World Business Council for Sustainable Development (WBCSD) and the World Resources Institute (WRI).

Reducing CO₂ emissions

To balance and optimize improvement options we use the 'Trias Energetica' principles: reduce the energy requirements, integrate renewable technologies and improve energy efficiency.

Based on the results of this exercise, we develop a number of proposals for reducing both energy input and CO₂ emissions and we quantify the economic impact of these alternatives.



Trias Energetica

Bayer *Climate change strategy and implementation*

We support Bayer, one of the largest pharmaceutical and chemical companies, in developing and implementing its 'Bayer Climate Program'. We helped Bayer carry out a systematic review of new business opportunities, assessed climate and policy-related risks, gave advice on the evolution of the corporate reporting system for greenhouse gas emissions (which is in compliance with the international GHG protocol), prepared country policy briefings and helped to roll out awareness campaigns to all employees.

EADS Eurocopter *Carbon management services*

We provide compliance services related to the EU's Emission Trading Scheme (ETS) to EADS Eurocopter. We have developed procedures for monitoring EADS' emissions to ensure that their permits and monitoring plans are up-to-date. We support them in annual reports, providing verified emission reports to national authorities, highlighting the expansion of production and investments in modernization and helping them to establish appropriate carbon strategies.

European Commission / Industrial sector organisations *Allocation methodology for phase 3 of the EU ETS*

We are supporting the development of a new methodology for the European Commission that will determine the free allocation of EU ETS allowances, based on benchmarking. The range of industries included is very wide, so interpreting the regulations is becoming increasingly complex. At Ecofys we have facilitated industry-specific ETS workshops, which have helped participants understand the impact that the ETS will have on their activities and we have made carbon leakage assessments. Clients include food & beverage, automotive, mining and chemical companies.

Delta Lloyd *Offsetting emissions related to insurance portfolios*

Assessing carbon neutrality often involves looking at direct (on-site) emissions, for example those from a building or production process. A broader interpretation can include the emissions related to products and services purchased. For financial institutions, emissions can also be associated with their insurance or lending portfolios. For Delta Lloyd we established the carbon footprint of objects insured by Delta Lloyd's green insurance policies and the costs of different offsetting options.

TNT *Product life-cycle carbon emissions*

For TNT, a leading global logistics services provider, we compared the life-cycle carbon emissions of electric trucks with those fitted with conventional combustion engines. The outcome was positive for electric trucks. TNT currently uses a number of electric trucks in Europe to deliver parcels and packages and is considering increasing the proportion of such vehicles worldwide as part of their 'Planet Me' programme, which is designed to reduce global carbon emissions.





Prepare for the future with Ecofys

To find out how Ecofys can help your company to prepare for energy and climate change policies, please contact us.

For a complete overview see www.ecofys.com.

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