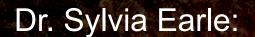
NATURAL CAPITALISM SOLUTIONS



CLIMATE CAPITALISM

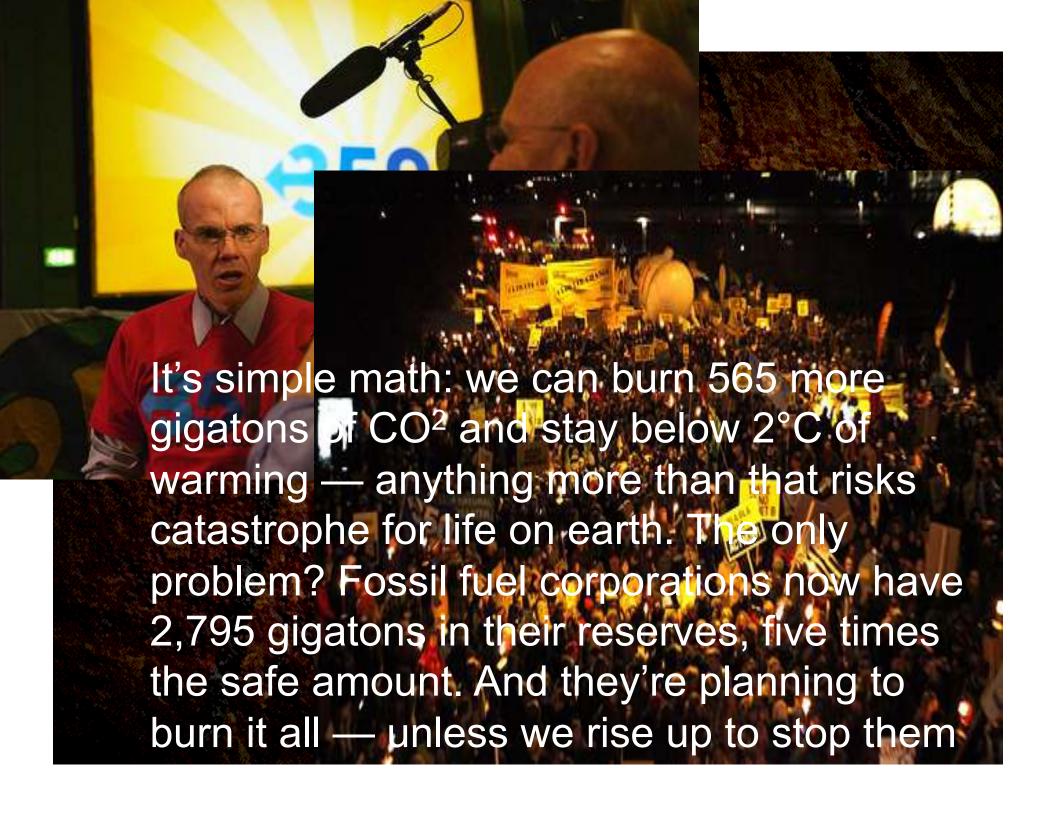
A Presentation by L. Hunter Lovins
© NCS 2014





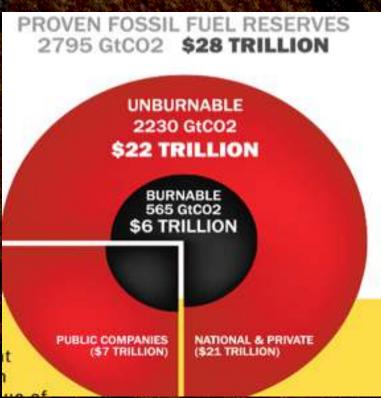
"What we do in the next ten years is more important than what humanity does in the next 10,000 years"





Carbon Bubble





"Wasted capital and stranded assets" concluded that between 60 to 80% of coal, oil & gas reserves of publicly listed companies are "unburnable" to keep within the 2° C limit.



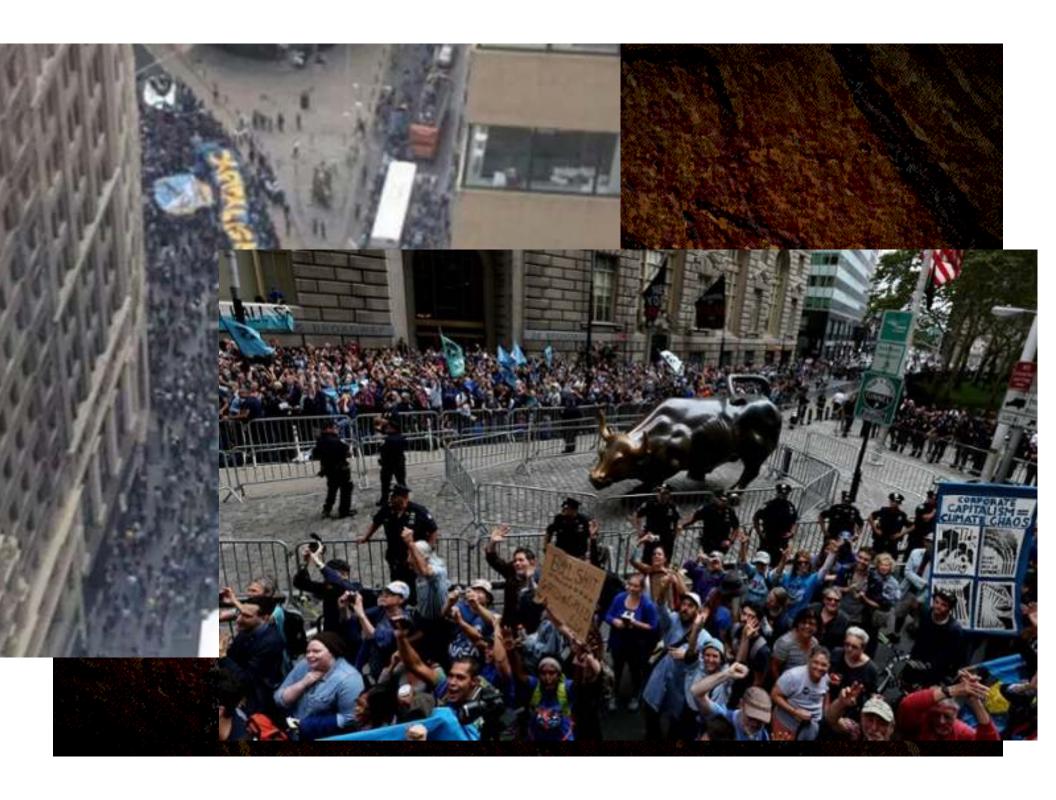


400,000 people in the streets















The science is uncertain



The science does not matter

Let's assume that the climate sceptics are right.

Don't go to the casino on those odds

If all that you care about is maximizing profit, you will do exactly what you would do if you were scared to death about climate

BY THE COAUTHOR OF THE BESTSELLING NATURAL CAPITALISM

"A must-read for entrepreneurs, industry investors, experts, and corporations."
—Jigar Shah, founder, SunEdison, and CEO, Carbon War Room

HEV/AY OUT:

CAPITALISM TO SAVE
OUR ECONOMIC ASS

L. HUNTER LOVINS
AND BOYD COHEN

The business case for climate protection

Sustainability is not about the plight of these guys . . .

It's about business





2008 – 2012 leaders in reporting/ managing carbon emissions information achieved 5.2% higher return on equity, 18.1% greater stability in cashflow generation, and 1.6% higher growth twice the average total return vs the Global 500 from 2005 - 2011

2013 CDP shows how U.S. businesses can reduce emissions by 3%/ year.

Doing this will drive savings of up to \$190 billion per year by 2020 and curbing climate change.



Driving Profits Through Carbon Reduction

6,300 computers and monitors in sleep or standby mode when not in use (24/7).

Authoritatively told five versions of "company policy" that IT updated software during off times and the machines needed to be left on.

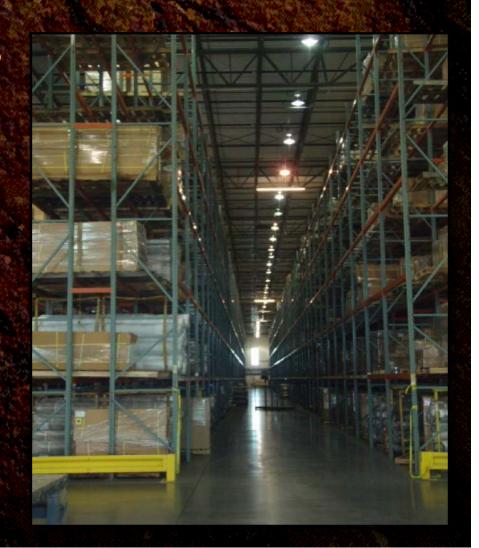
IT felt turning machines on and off reduced lifespan. Machine life was not affected by turning them off.

VERY conservative estimate of saved electricity leave machines on one evening a week for updates and turn them off at the end of the work day... \$700,000.

7M square feet DC with 500 Watt roof lights evenly spaced every 10 feet. Half the floor space was racks with boxes.

Most of this lighting was either unnecessary or redundant. Work areas had task lighting at the employee level.

Annual savings for shutting off the lights... \$650,000.





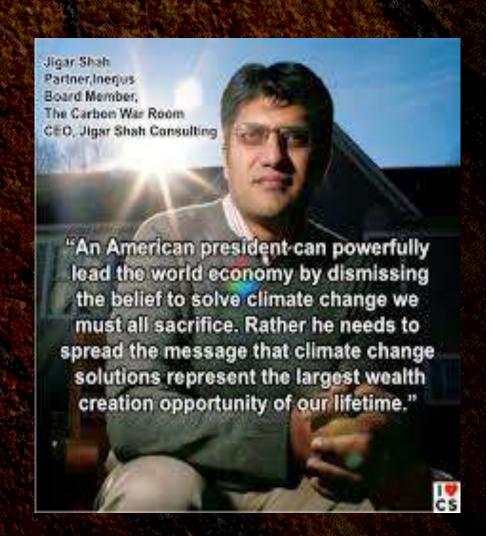


We're at 32 GT/yr now, need to get to 14GT/yr by 2050
By 2020 we have to save 17 gigatons of carbon annually to stay below 2 degrees C. and it would be better to stay below 1.5 above historic levels

$100 \times 100 = 10$

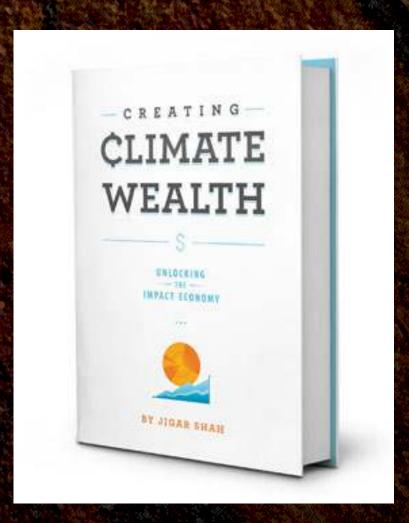
Creating Climate Wealth

Worldwide challenge to solve climate change. We need the equivalent of 100,000 companies to sell \$100 million worth of climate change solutions by 2020. Create a \$10 trillion economy.



Jigar's Climate Wealth Law

~50% of the greenhouse gas emissions will always be profitable to eliminate, due to continuous technology innovation — held up only by lack of effective business model and financial innovation.



First we shape the built environment, then it shapes us

Most of us spend 90% of our lives inside of buildings



70% of electricity consumption

30 - 60% of green house gas emissions



"TODAY WE ARE ON THE BRINK OF A SIGNIFICANT ACCELERATION IN ADOPTION OF ENERGY EFFICIENCY SOLUTIONS DUE TO MAJOR TECHNOLOGICAL AND FINANCIAL INNOVATIONS."

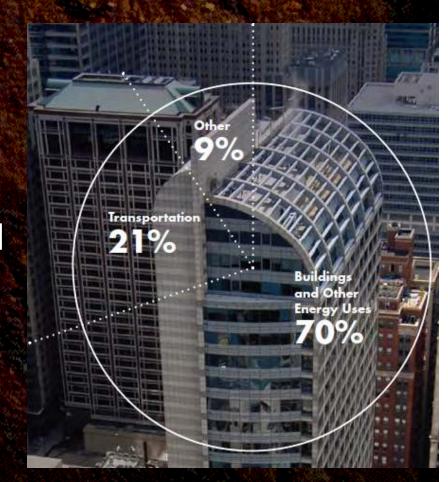
José María Figueres, President, Carbon War Room

Chicago

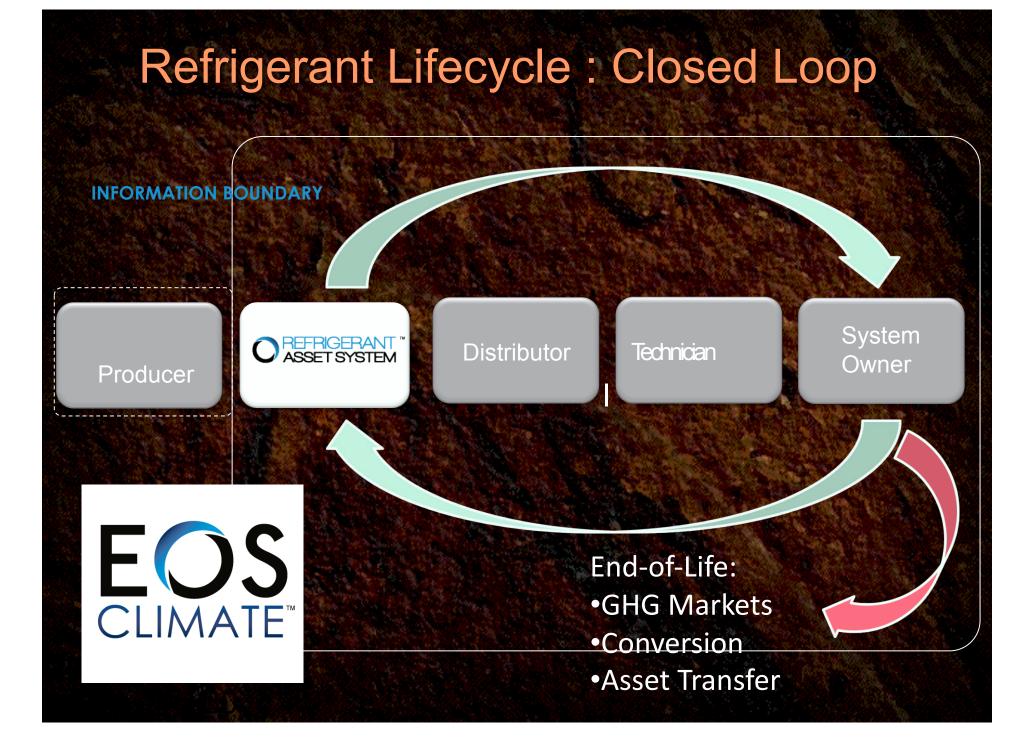
Goal to reduce GHG emissions to 25% below 1990 levels by 2020; 80% below 1990 levels by 2050

Buildings are the primary target, accounting for 70 percent of emissions.

Chicago is home to 300 wind and solar supply-chain companies and 18,000 related jobs, 13 wind-power corporate headquarters



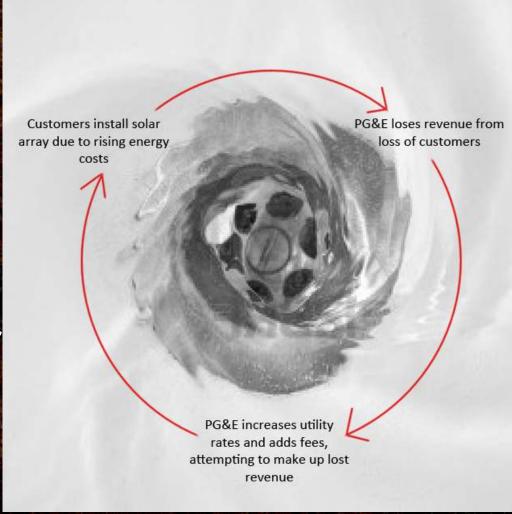






THE DEATH SPIRAL

Top 20 European utilities have lost \$600 billion in value over the past 5 years



Tesla is valued at more than half of GM despite producing 300 times fewer cars





NY Reforming the Energy Vision

"Stresses and opportunities indicate that a business-as-usual approach should no longer be considered the only cost-effective way to meet our responsibility....

Demand management can be used not as a last resort but rather as a cost effective, primary tool to manage distribution system flows, shape system load, and enable customers to choose cleaner, more resilient power options....

Integrate energy-consuming equipment, as well as distributed generation and storage, fully into the management architecture of the electric grid....

Integrate DER as a primary means of meeting system needs.



SOLUTION

GreenCircle CERTIFIED

The Coolest Company
On The Planet

Congramy
On The Planet

Harvard Business Review

"Sustainability isn't the burden on bottom lines that many executives believe it to be. It can lower your costs and increase your revenues. That's why sustainability should be a touchstone for all innovation.

In the future, only companies that make sustainability a goal will achieve competitive advantage. That means rethinking business models as well as products, technologies and processes."

Why Sustainability is Now the Key Driver of Innovation

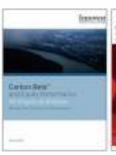
Sustainability pays

Companies in the Dow Jones sustainability Index outperform the general market

Goldman Sachs report July 2007: Companies that are leaders in environmental, social and governance (ESG) policies outperform competitors in stock performance—by an average of 25%.

72% of the companies on the DJSI outperformed industry peers













SUSTAINABILITY PAYS

Studies That Prove the Business Case for Sustainability

































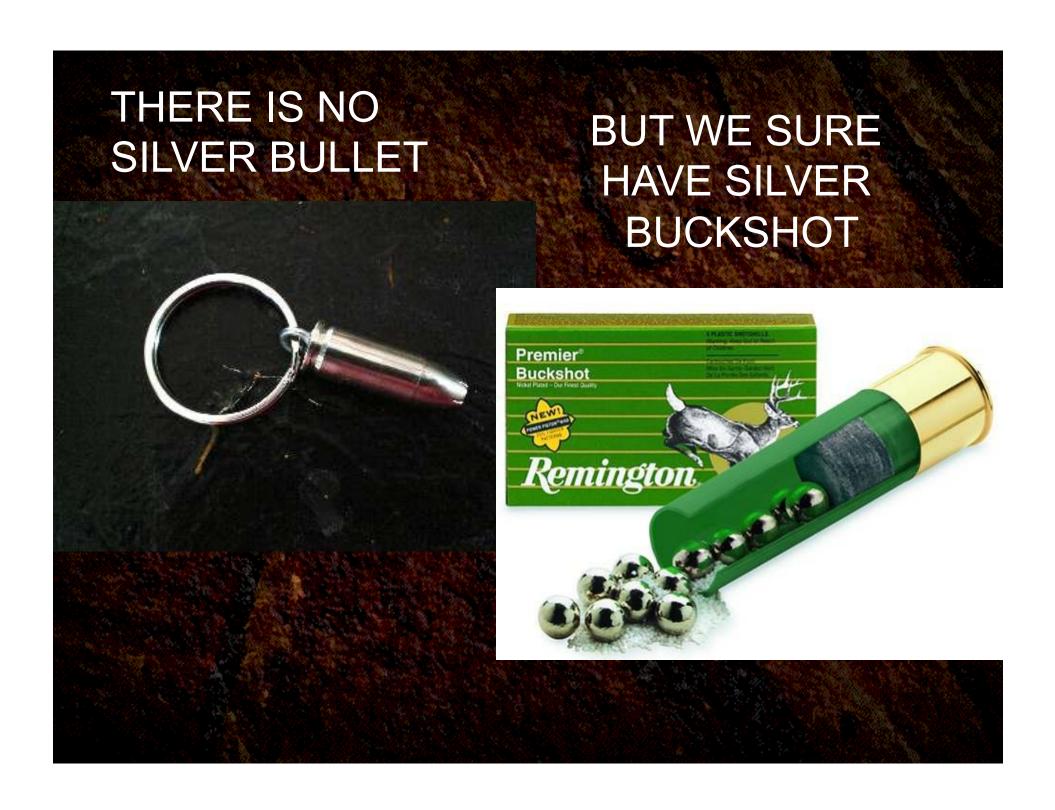






Photo @ Bob Bangerte

Wind is firm power



Renewables Win

Solar added 1.7 GW in 2011, up 2x from 2010 3.3 GW in 2012 – 76% growth, prices fell 27%, 70% in last 3 years

39 GW in 2013, doubling every two years Nuclear added 0 and coal decreased.



Japan added 9.5 GW of solar in 2013 – has a feed-in tariff

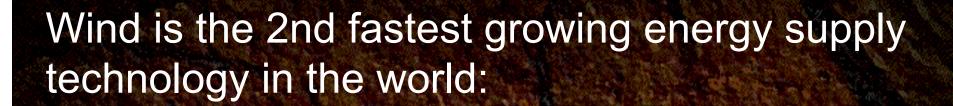
China is investing 2.4 billion in renewables, installed 14 GW solar 2013, 2014 projected

Plans to have 100 GW of wind, 21 GW of solar and 13 GW of biomass power installed by 2015

70+% of new power generation capacity added between 2012 and 2030 will be from renewable technologies.

World now nearing 100 GW solar





37 GW in 2009, 32 GW 2010 Now 237 GW, 40 GW new 2011 Costs less than coal in good sites





Researchers at Stanford have shown that the US and indeed the world can meet its needs with 100% renewable energy.

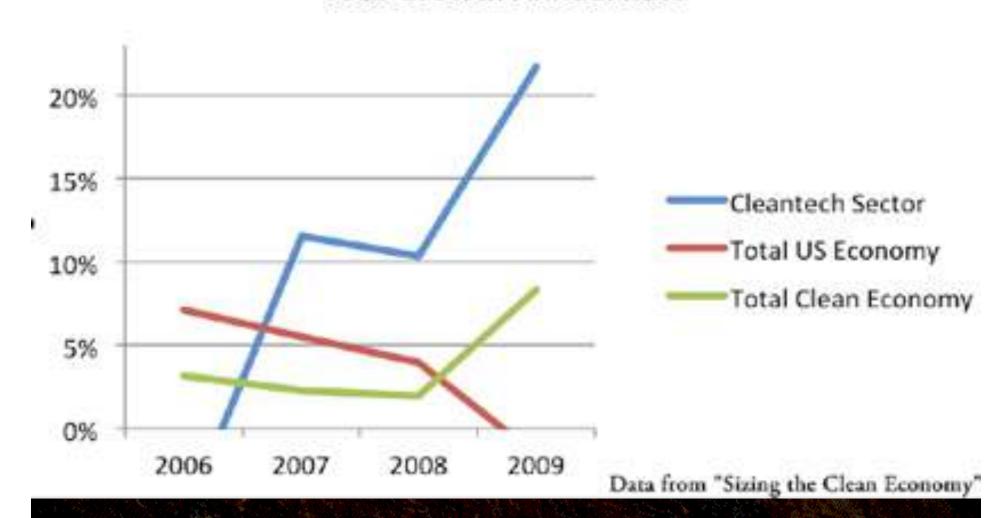


Renewables and efficiency get results quicker than through pipelines and offshore drilling.

There are no technological or economic barriers to converting the entire world to clean, renewable energy sources. It is a question of whether we have the societal and political will.

Mark Jacobson
Director, Atmosphere/Energy Program
Stanford University

Jobs Growth Annual Rate



Regenerative Energy Economy in U.S.

Employs almost 3 million - more than fossil fuel

Outperformed general economy in recession

Offers better opportunities, higher pay for low and middle skilled workers median wages 13% higher

2012 solar jobs increased 13.2%, 17.2% in 2013

Green jobs increased five times faster than jobs in any other industry



Not a left or a right

issue

R. James Woolsey's solar powered plug-in-hybrid has a bumper sticker reading:

"Osama bin Ladin hates my car."





Great Green Fleet

Navy Secretary Ray Mabus: "We simply have to figure out a way to get American-made, home-grown fuel that is stably priced, that is competitive with oil,"



MH-60 chopper flying on 50-50 algae/ grease biofuel and petroleum fuel



Deploy a biofuel-burning carrier group by 2016 and require the Department of the Navy to get half of its energy from alternative sources by 2020.



USS Ford frigate used 25,000 gallons to sail 12,000 miles from Everett Wash to San Diego – no difference in performance Solyazyme and Dynamic Fuels



The second mouse gets the cheese





- Pioneering Class enrollED fall 2012
- MBA in Sustainability in New York City
- All courses fully integrate sustainability
- NYC as living laboratory
- 2 year, hybrid program (1x month residencies and online courses)

Katie Van Sant www.bard.edu/mba mba@bard.edu

Invest vs divest

Investors with \$3 trillion are pressuring fossil companies to prepare for decline in demand and square their business model with carbon bubble

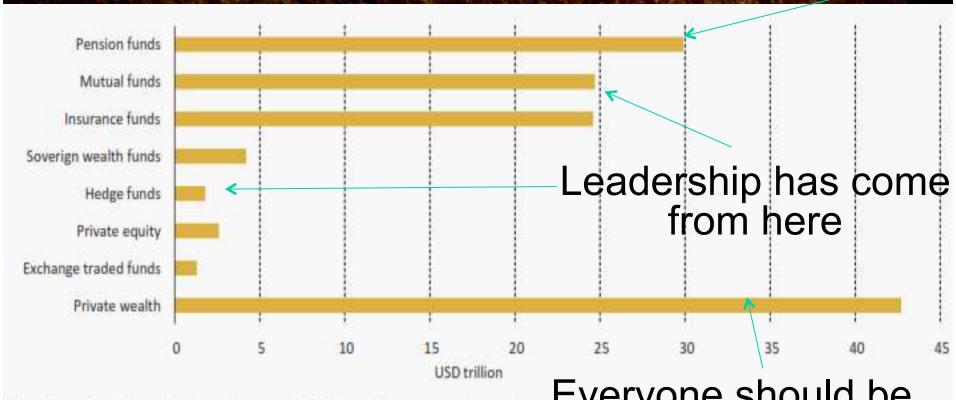
70 major investors led by CERES, Carbon Tracker ask 45 fossil firms to rethink investment in increasing supply to avoid stranded asset.

"Carry out risk assessment of the consequences of a global move to cut GHG by 80% by 2050"

HSBC: in world where GHG constrained, fossil co's lose 40 – 60% of market cap

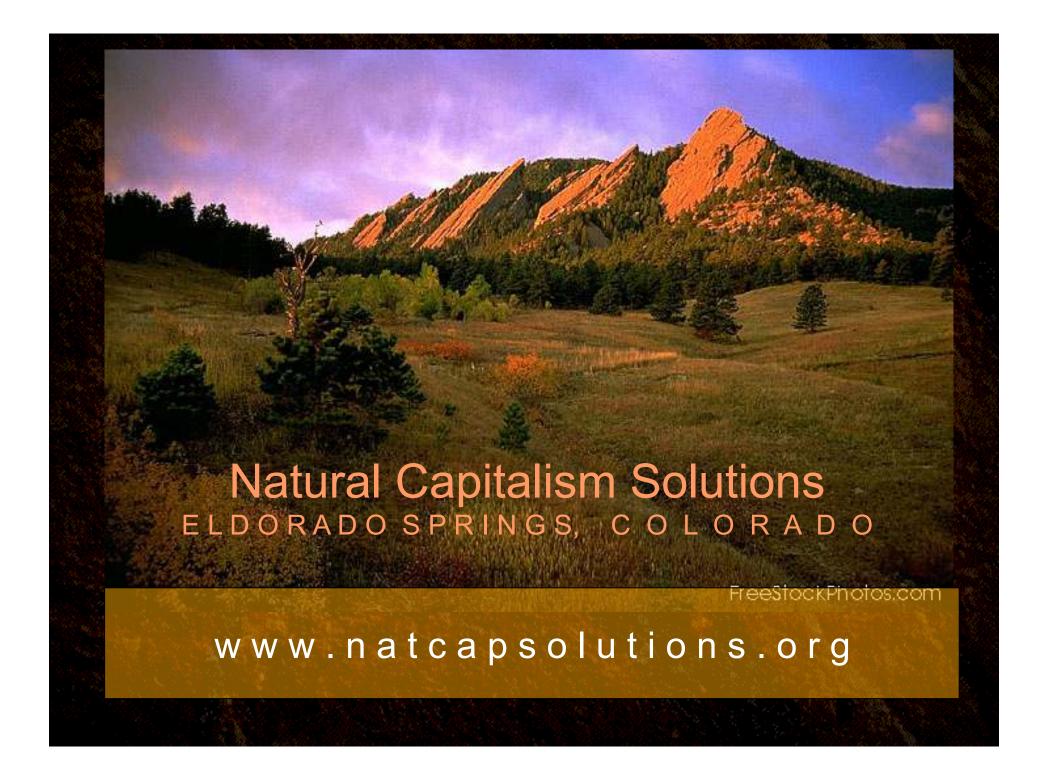
There's plenty of money

Everyone is focused here

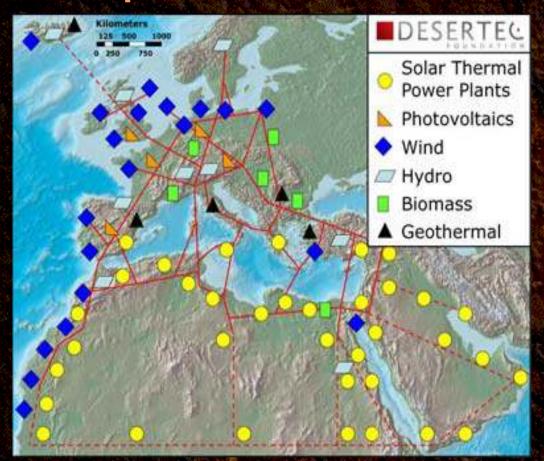


Note: Approximately one-third of private wealth is invested in pension and mutual funds Source: OECD Global Pension Statistics and Institutional Investors database.

Everyone should be focused here



European/Middle East needs



Power equal to the total present usage of the EUMENA region power could be generated covering less than 0.3% of the Sahara Desert with CSP plants. DESERTEC Foundation proposes a supergrid from Iceland to Arabian peninsula, from Baltic to west coast of Africa, in which offshore

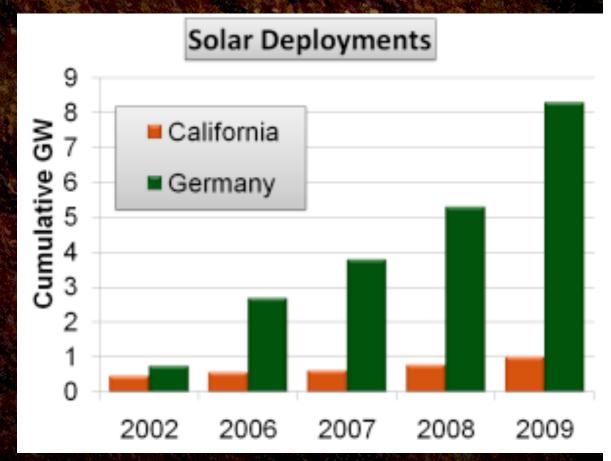
wind and wave farms, photovoltaic sites, tidal stream generators, biomass, geothermal and hydroelectric stations would unite with desert CSP arrays to meet the region's actual daily and hourly demands over an HVDC network

Solar deployment – policy matters

California receives
70% more sunlight for
producing solar energy
than Germany.

But 2012 Germany installs 28 times more solar electric capacity every year

Will be 100% renewable by 2050



The Economics of Feed-in Tariffs

Deutsche Bank Study: FiTs gave Germany the lead in renewable energy production.

FiTs created 500,000 new jobs

FITs cut the unit cost of solar panels 30 percent in 2009 enough that they could pay for themselves within five to seven years, and reach grid parity (costing the same as grid electricity) by 2013.

FiTs drove German economic regeneration, enabling Germany to pay its own citizens to produce, install and maintain their own renewable energy systems, instead of buying imported fossil fuels. The program cost of €2 - 3 per month (\$50 to customers' electricity bills each year) to electricity bills in Germany (a total of €8.6 billion.)

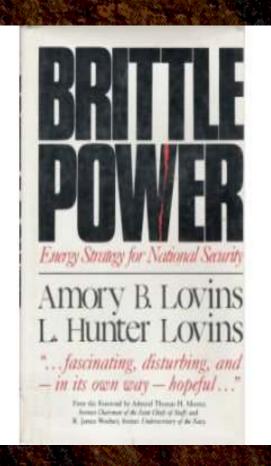
Deutsche Bank: The savings created by FiTs exceeded total cost of payments made by households.

Had customers bought electricity from conventional generation and paid the costs of fossil fuel generation Germans would have paid over €9.4 billion.



The future may be much more brittle





17 transformers shot out in 19 minutes - dress rehearsal?

