

GOOD FOR BUSINESS: DECARBONISING CLIENT ESTATES

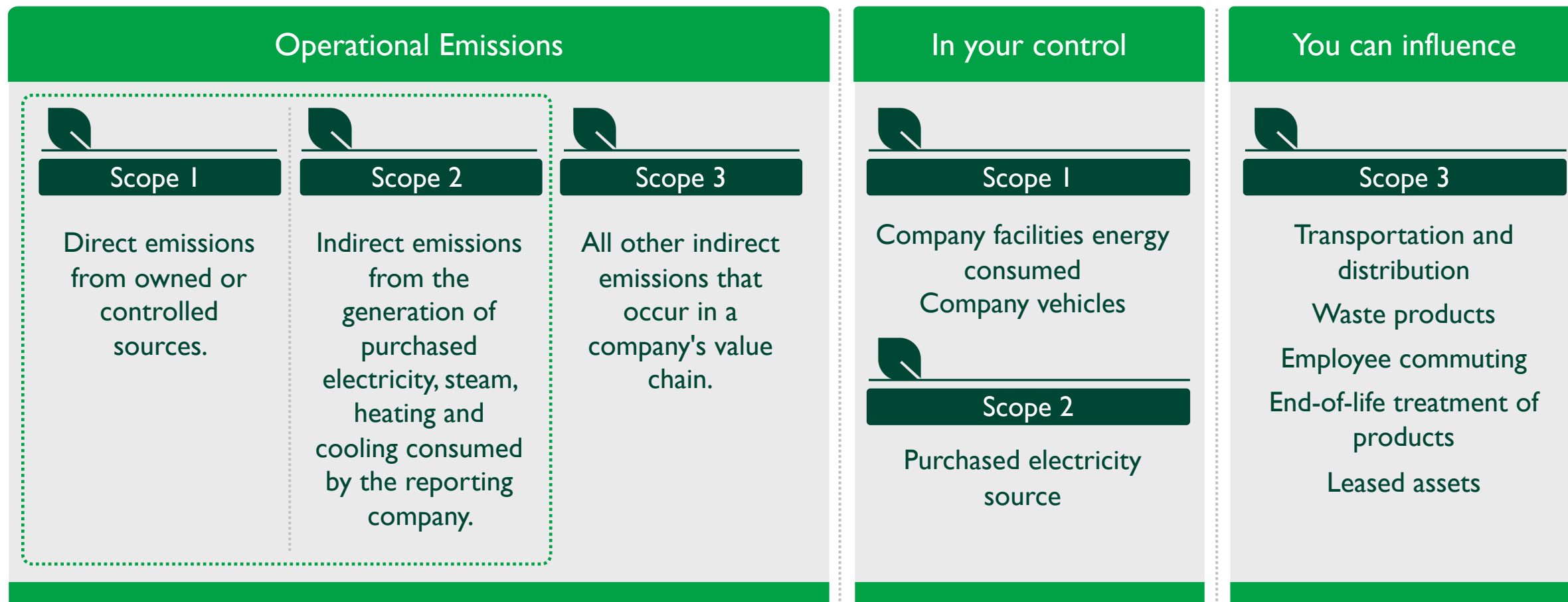
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WHAT ARE CARBON EMISSIONS?
WHY DO THEY MATTER TO BUSINESS?
HOW DOES DECARBONISATION BENEFIT BUSINESS?
HOW DO WE DECARBONISE?



What are Carbon Emissions? Scopes 1,2 & 3



GHG

carbon dioxide (CO₂) x1
methane (CH₄) x25
nitrous oxide (N₂O) x298

hydrofluorocarbons (HFCs)
perfluorocarbons (PFCs)
sulphur hexafluoride (SF₆)

x124 – 14,800
x7390 – 12,200
x22,800



Scope 3

INDIRECT Upstream activities

- Employee commuting
- Waste generated in operations
- Fuel & energy related activities
- Purchased goods & services
- Leased assets
- Business travel
- Transportation & distribution
- Capital goods



Scope 1

DIRECT

- Company facilities & vehicles
- Gas Consumption
- Fuel Consumption
- Fugitive Emissions



Scope 2

DIRECT

- Purchased electricity,
- Purchased steam, heating & cooling for own use



Scope 3

INDIRECT Downstream activities

- Franchises
- End of life treatment of sold products
- Processing of sold products
- Transportation and distribution
- Investments
- Leased assets
- Use of sold products

Why does carbon matter to business?



For businesses, the transition to a net-zero economy has passed an inflection point; it's no longer a “nice thing to do”, it is essential to provide ongoing business viability.



Companies now face pressure from many different areas to eliminate carbon emissions from their supply chains, operations, and products and services.



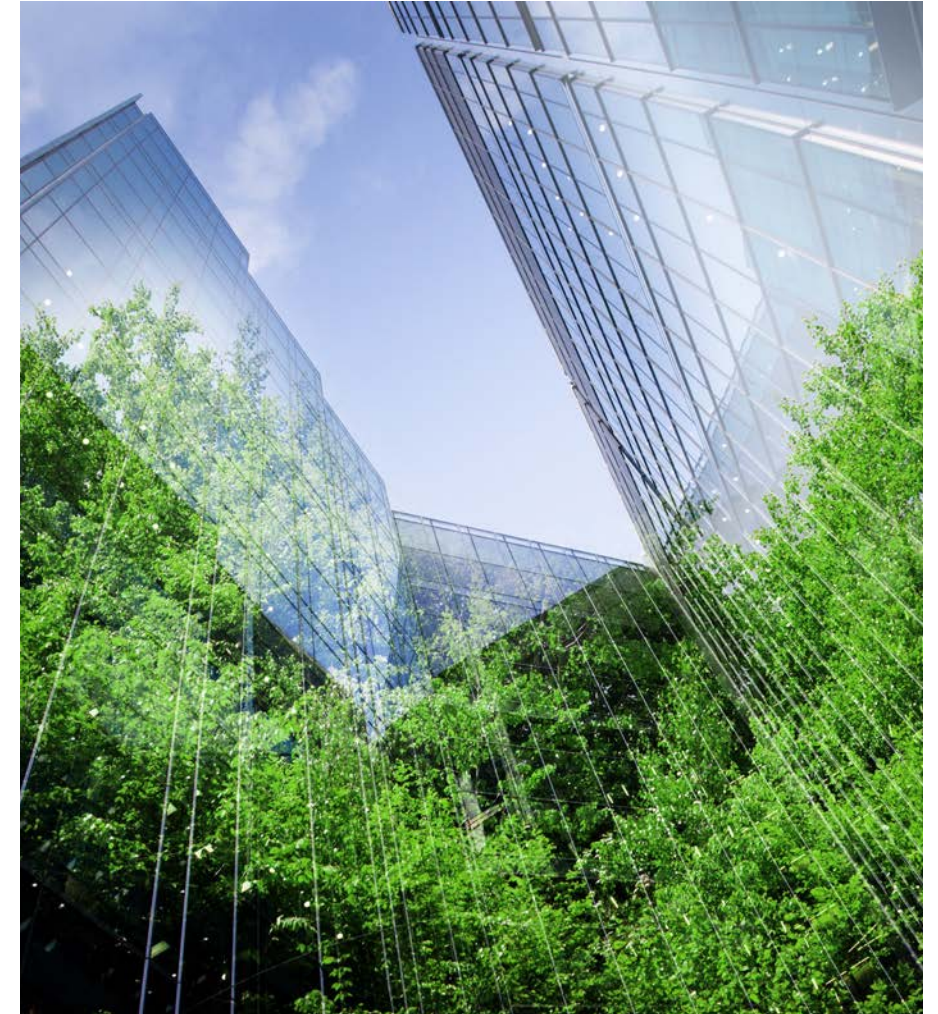
Investors are asking the companies to which they allocate capital to disclose plans for how their business model will be compatible with a net-zero economy.



Cost of Energy/Carbon: Companies with carbon-intensive product portfolios and operations will pay the most.



Competition: Cost of business and competitiveness will be impacted by energy/carbon costs, but also the reputational aspect of doing business and associated value chain pressures.



What are the benefits to business?



Assess and improve

Opportunity to assess and improve every aspect of your business operations and value chain



Reduced operating costs

Improved bottom line



Improved operational efficiency

Better outputs, better products, for less cost



More competitive

Higher market share



Supply chain engagement

Better relationships and potentially lower costs



Customer engagement

Better relationships and future business



Employee engagement

Training, development, staff wellbeing and morale



ESG PR and Marketing

Increase/improve business profile



COST



CASH



SKILLS



RESOURCE

Some of the things you need to do:

Data collection, management, analysis, reporting

Site surveys, Engineering Design, Feasibility Studies.

Full Lifecycle Analysis

Risk Mitigation Measures

Project Development Agreements

Investment/Energy Performance Contracts

Energy Supply / Power Purchase Agreements

Business process redesign

Environmental/sustainability policies

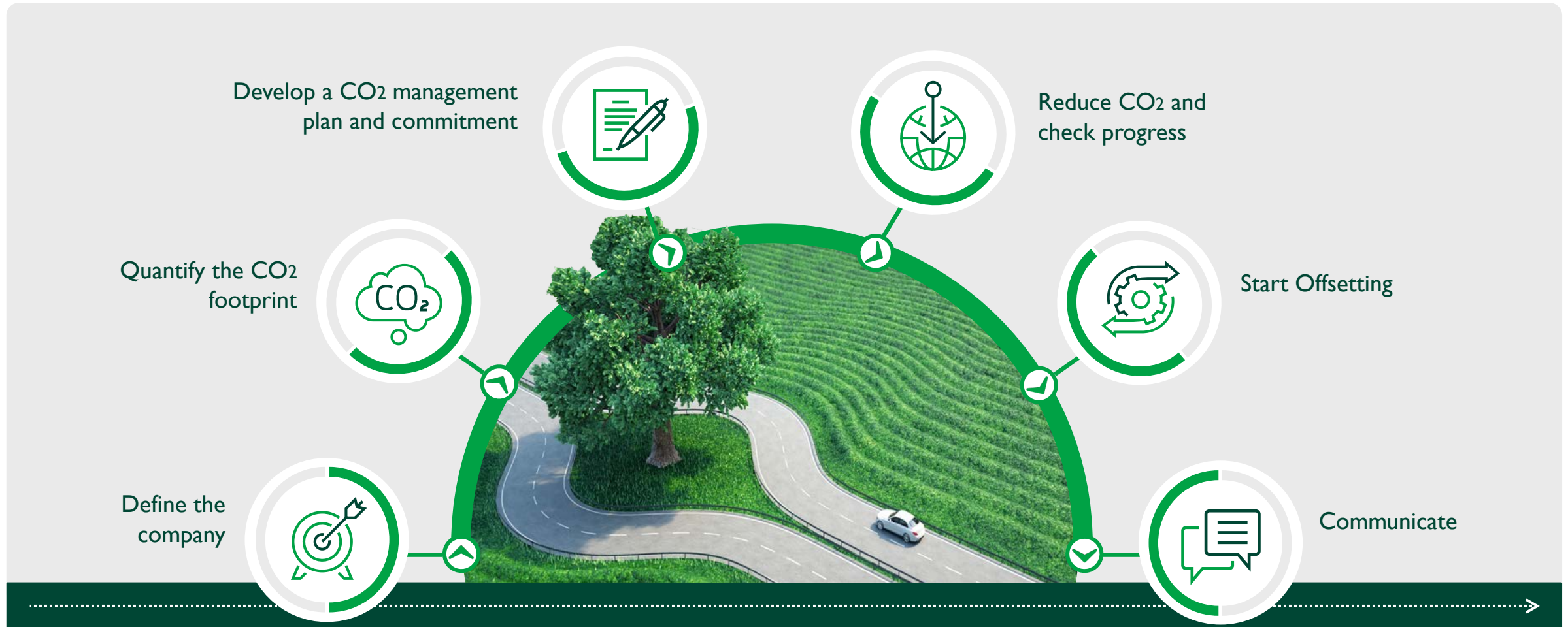
Procurement policies

Supply Chain Engagement

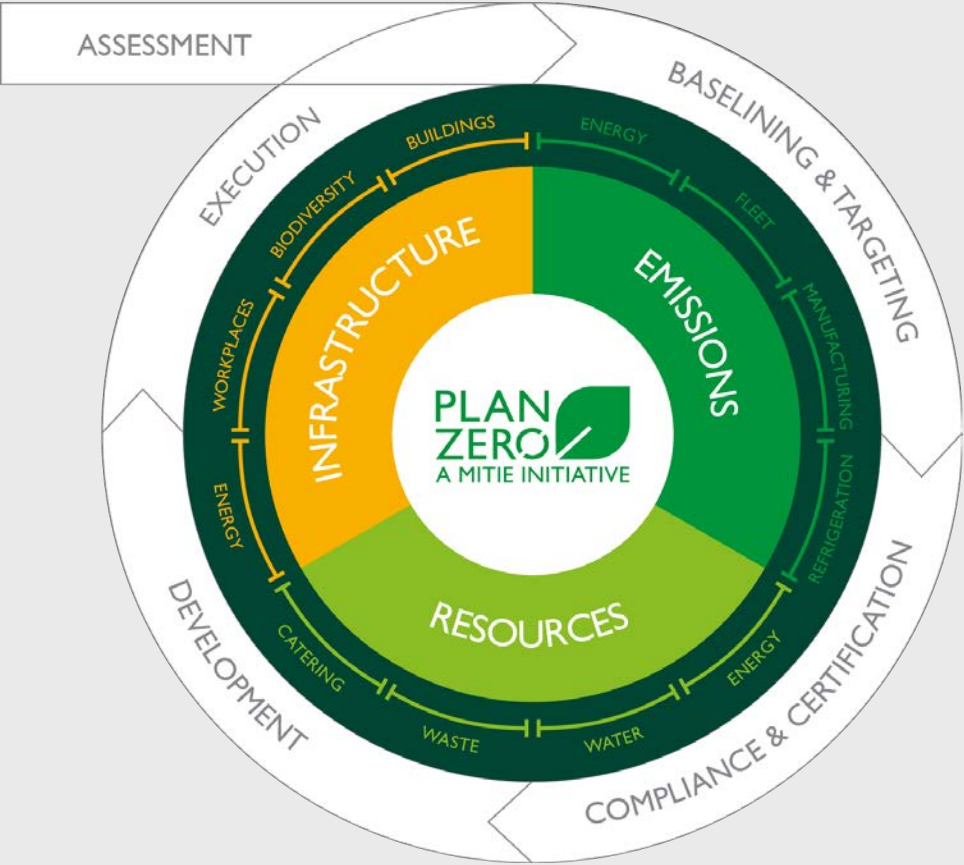
Value Chain Engagement

Employee Engagement

Change Management



Our operating model follows a simple A-E methodology with three key pillars drawing expertise from within Mitie.



INFRASTRUCTURE

The physical and human infrastructure that keeps an organisation operational



RESOURCES

Essential resources used to keep an organisation operational



EMISSIONS

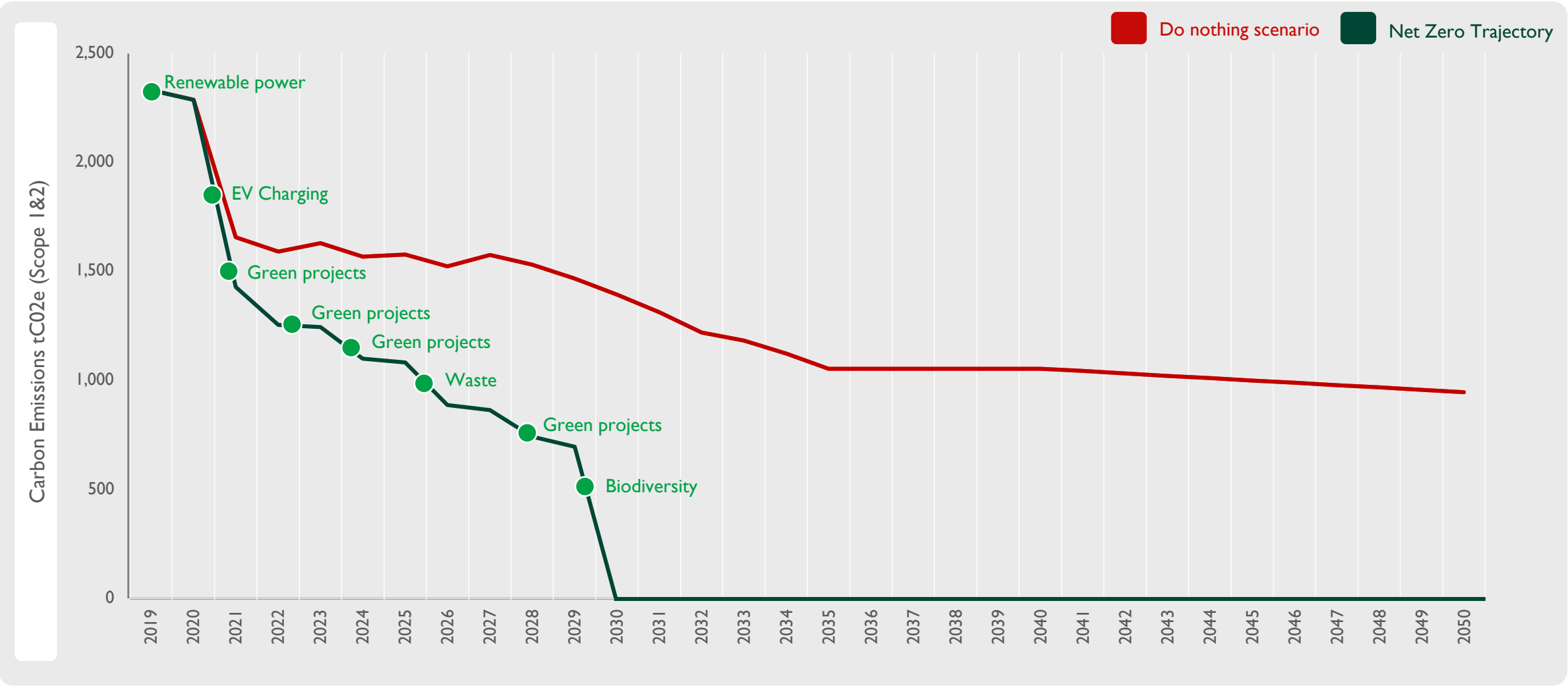
Production, operational and logistical undertakings contributing to an organisations emissions.

A bespoke pathway to net-zero will....

- Establish a baseline of your carbon activities
- Set a net-zero carbon strategy with stretching targets
- Review the carbon & energy management system
- Provide a list of operational efficiency measures
- Create an opportunities register of low carbon projects
- Enable the procurement of natural renewable energy
- Lower your operating costs
- Save the planet for future generations




Modelled Carbon Emissions Pathway




Connectivity & Optimisation


 ISO50001 Remote connectivity & monitoring of assets

 Optimisation of energy consumption

Renewables & Heating Systems


 Adiabatic Cooling replaces existing mechanical cooling

 Solar PV providing green electricity to power ground cooling

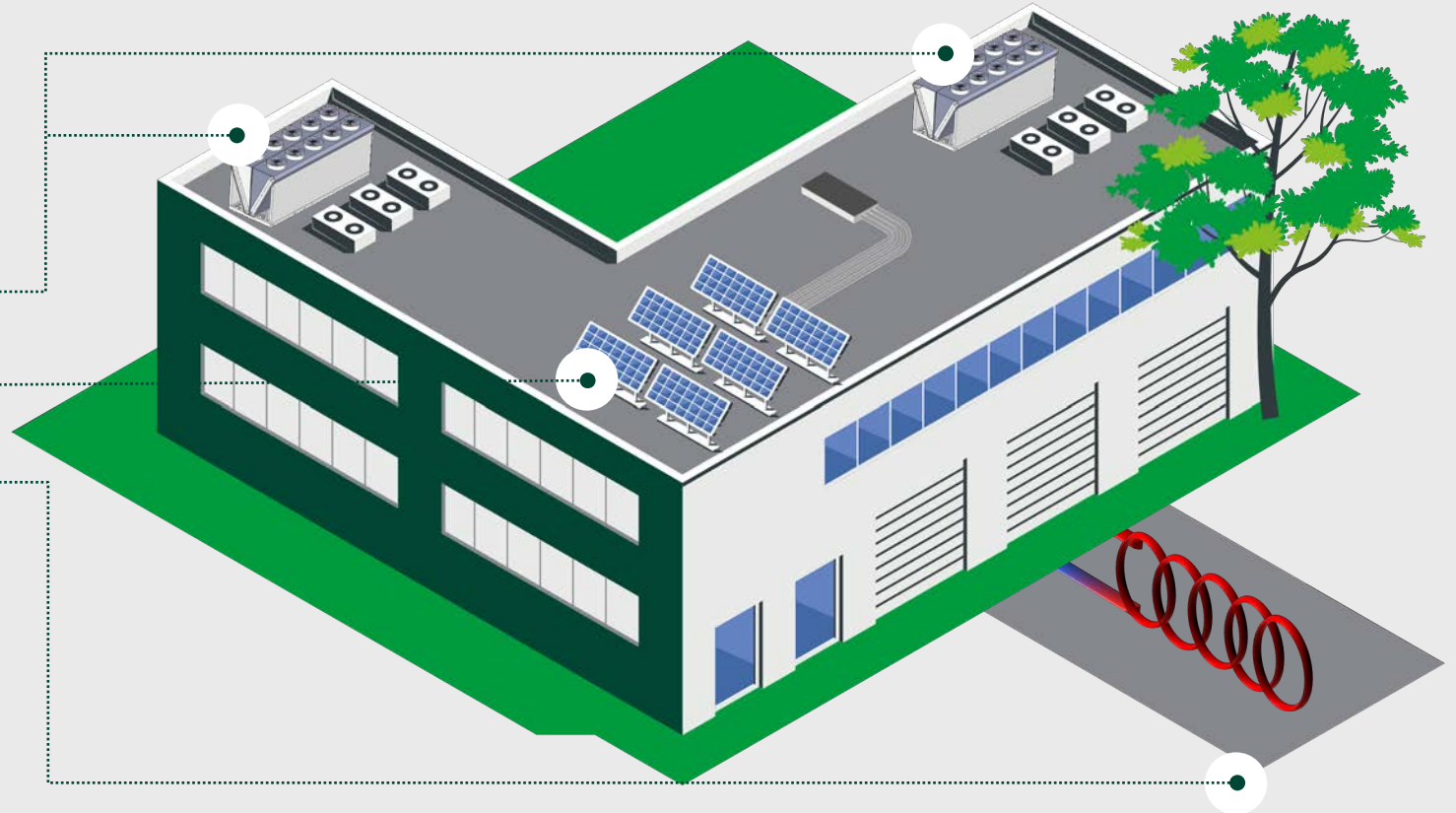
 Ground source heating and cooling

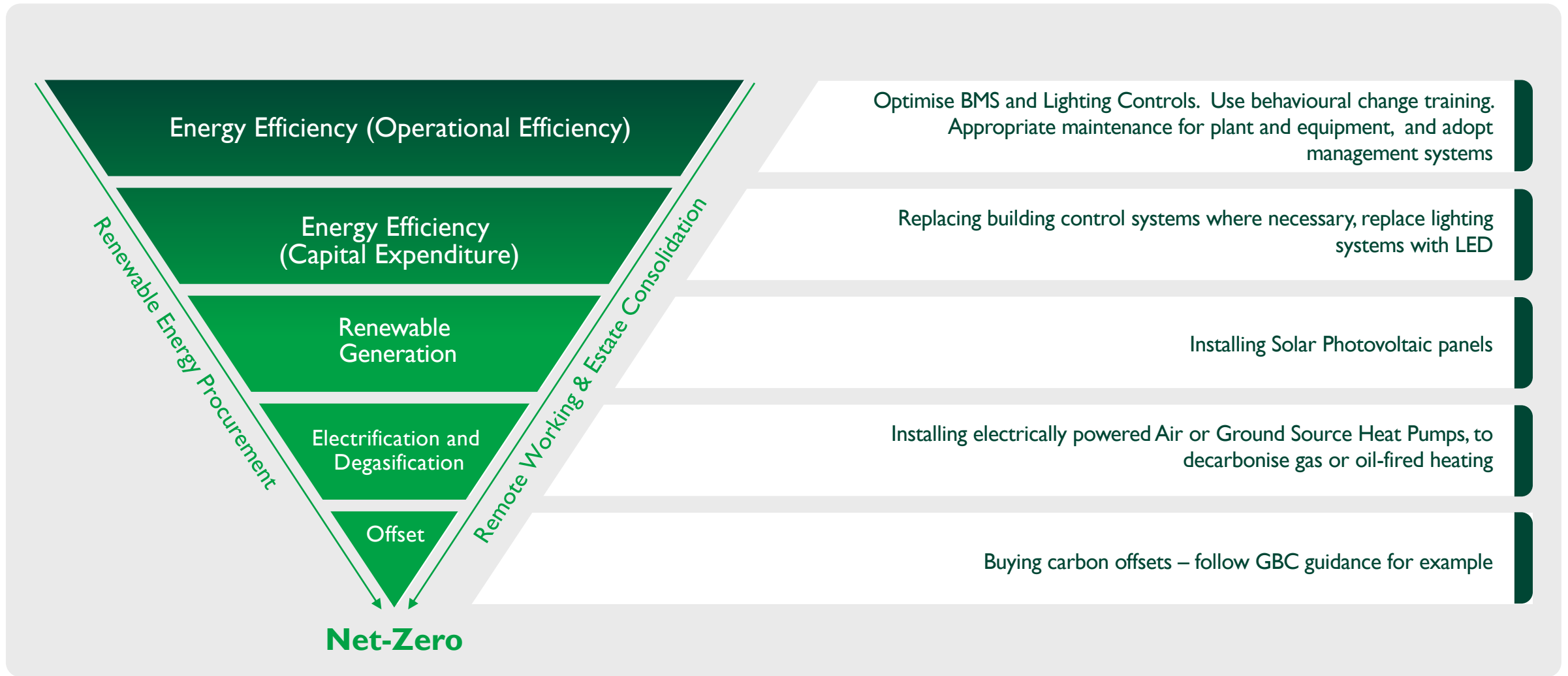
Procurement & Infrastructure

 Procurement of 100% green energy

 EV transition including infrastructure & fleet

 Reduction of waste & improved biodiversity



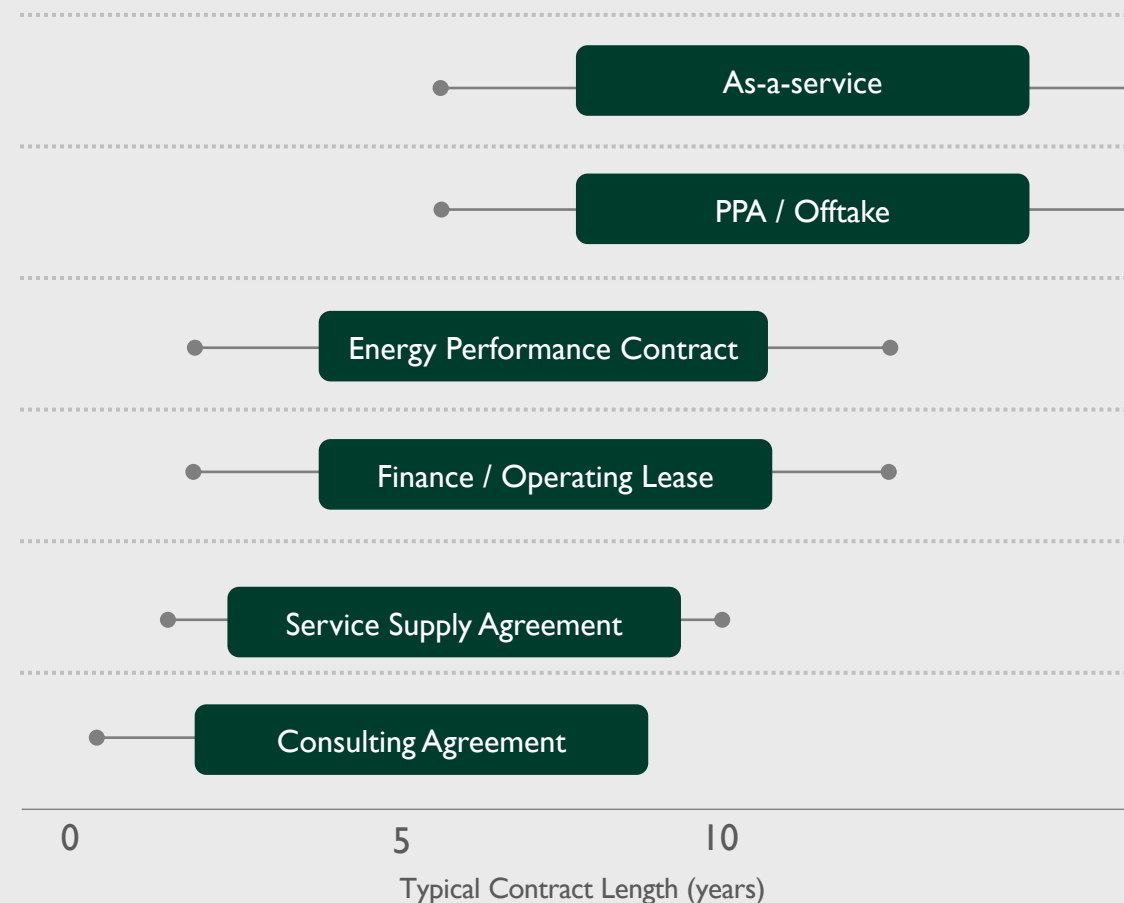


Select and structure the right commercial model

Our commercial model design principles

- Cover all energy solutions / services
- Price on a simple & transparent basis
- Payments funded by reductions in Opex
- Fully or part funded if needed
- Solutions/ services sold individually or bundled
- Payments linked to performance if feasible
- Mitie incentivised to unlock additional value
- Flexible repayment terms

Our six core commercial models



Questions

PLAN
ZERO 
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INITIATIVE



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