Investor Confidence

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• Unleash the power of private capital
• Level the playing field for clean energy resources
• Align utility business models with desired objectives
• Modernize the electricity grid
Investors are Interested

- **Clean Energy Investment:**
  - US$300+ billion globally
  - Renewable power installation has reached its highest level yet (mostly solar and wind)*

- **More Players:**
  - Impact investing receiving increased interest from investment firms, family offices, and endowments

- **New Risk Management Tools:**
  - Green Banks
  - PACE
  - OBR
  - Pay for Performance

- **Policy Context:**
  - Paris momentum
  - Carbon pricing
  - City clean energy targets
  - Demand-response programs and technologies

* Source: Bloomberg New Energy Finance (BNEF)
EDF Clean Heat Campaign Result: Cut Sulfur Dioxide Pollution 69%

Winter 2008-2009

Winter 2012-2013
Market Transformation

The global energy efficiency opportunity:

- Green house gas pollution avoided: **1.1 gigatons** per year by 2020
- Potential global decline in energy demand in 2020: **25%** (larger than today’s energy demand in China)
- U.S. energy efficiency market potential: **$1 trillion** in savings by 2020
- Energy efficiency investment needed to meet Europe’s climate targets: **€60-100 billion** per year
- Potential decrease in energy demand in developing countries: **25%** below business as usual in 2020

Many different ways to design projects: lack of standardization limits scale
- Uncertainty about ROI

Buildings use 40% of the world’s energy, but the efficiency market is sluggish.
Standardized Energy Efficiency Transactions

One trusted label
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