

Corporate Renewables Procurement Survey Results

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Company revenue

62% of respondents generate more than \$10 billion annual revenue

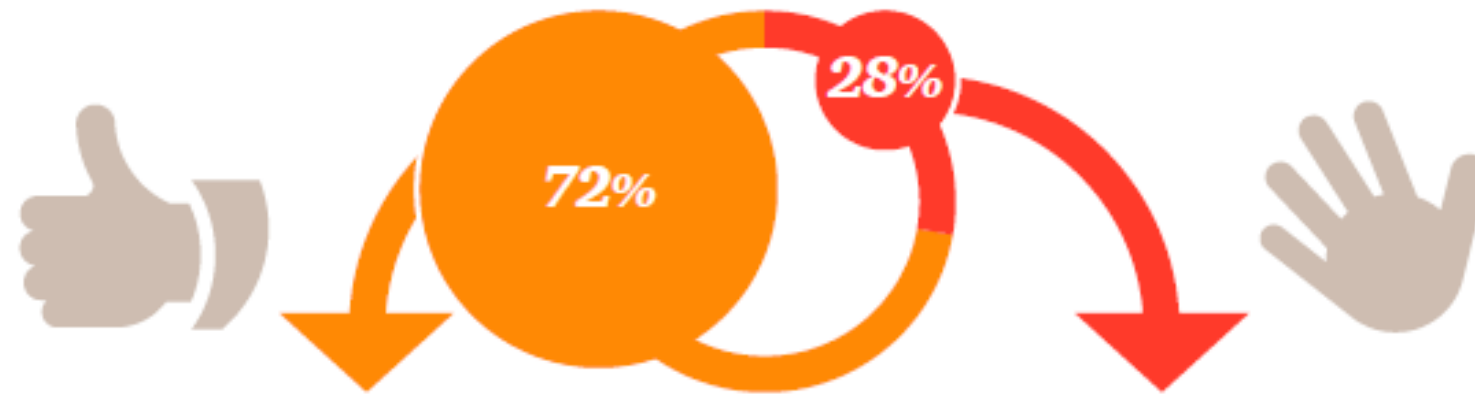
Energy spend of organization

Majority of respondents have large energy footprints—68% spend more than \$100M per year

Have they purchased renewables?

71% *Have purchased renewables*

Renewable energy procurement

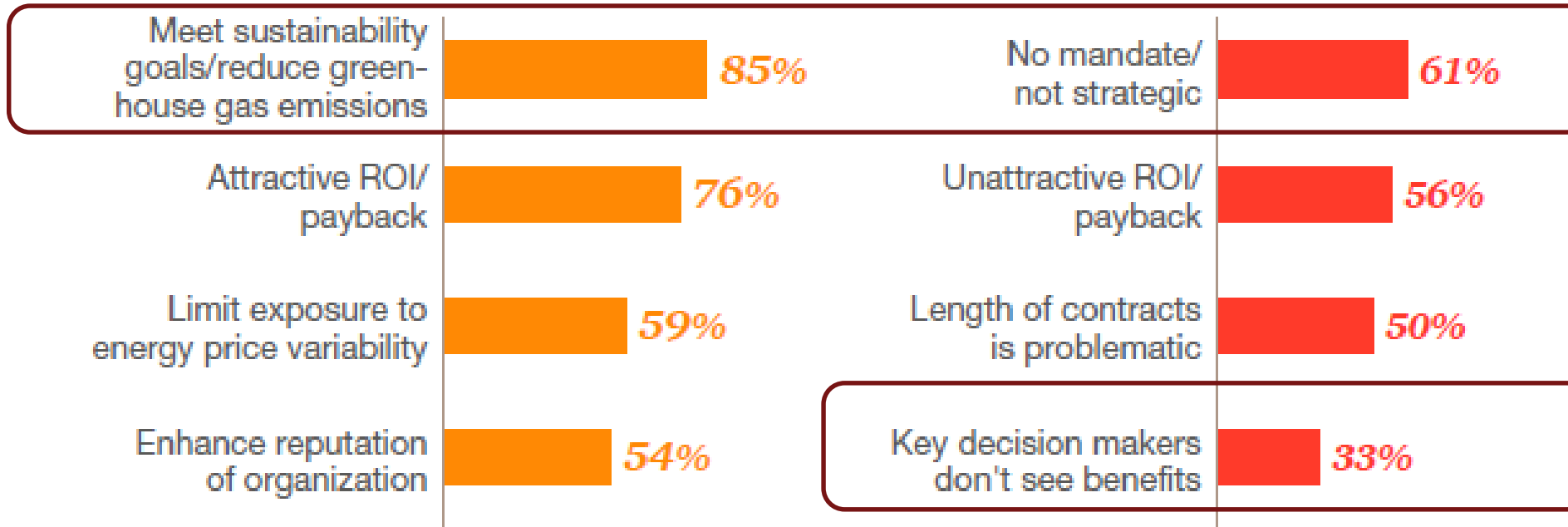


Actively pursuing

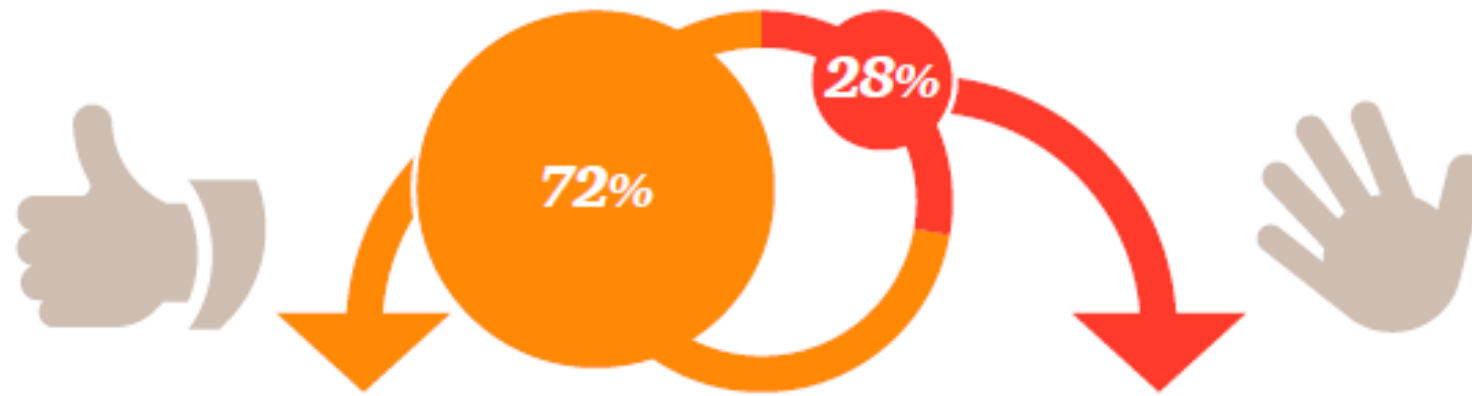
Not actively pursuing

Drivers of intent to purchase*

Drivers for lack of intent to purchase*



Renewable energy procurement

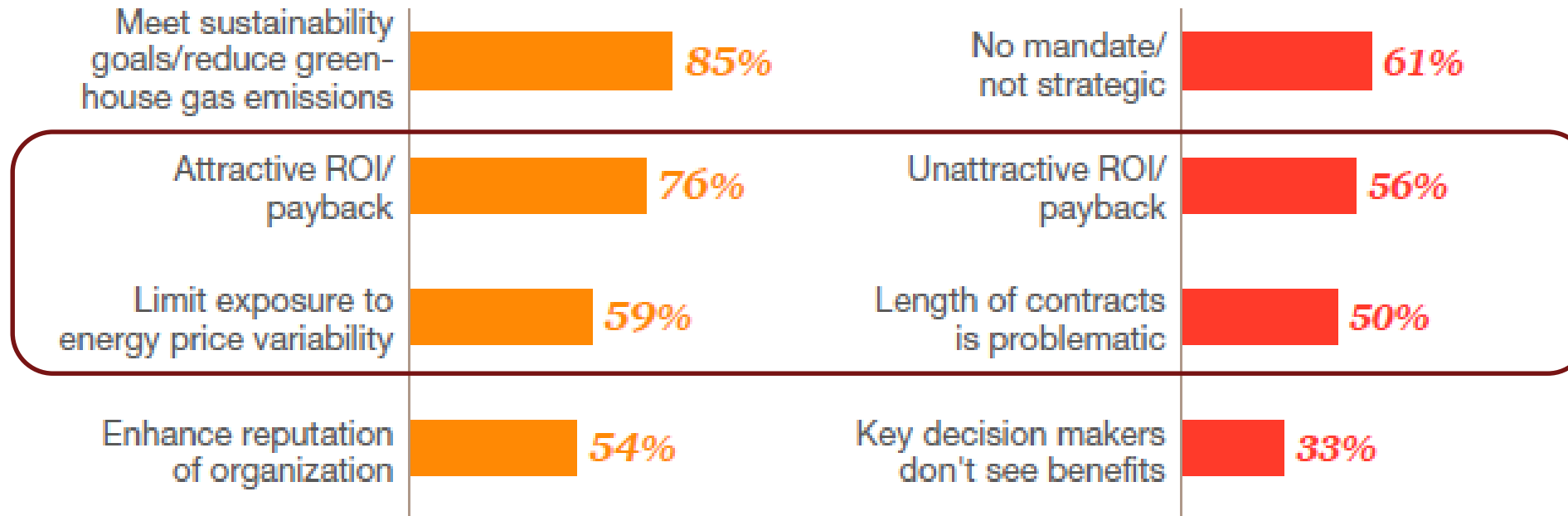


Actively pursuing

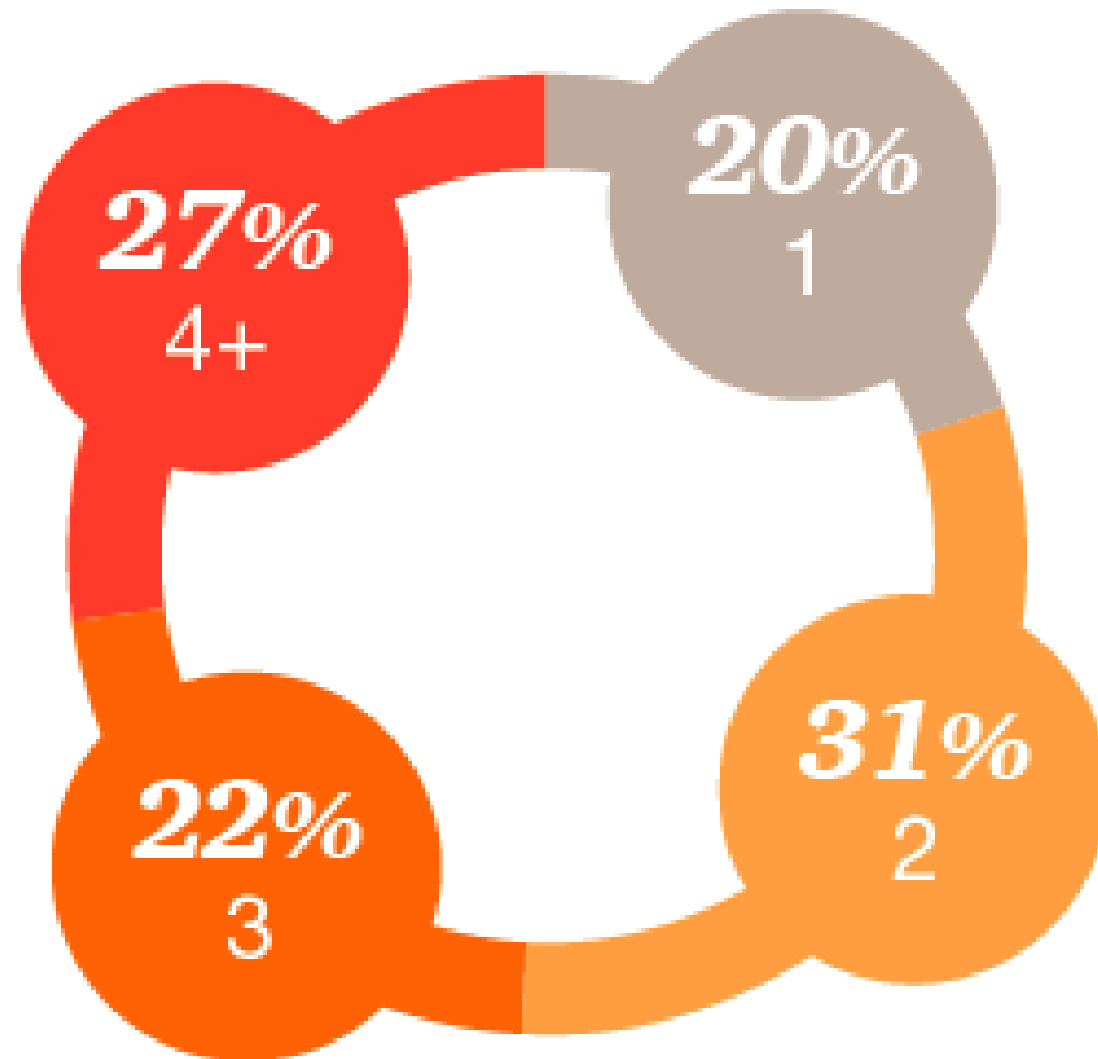
Not actively pursuing

Drivers of intent to purchase*

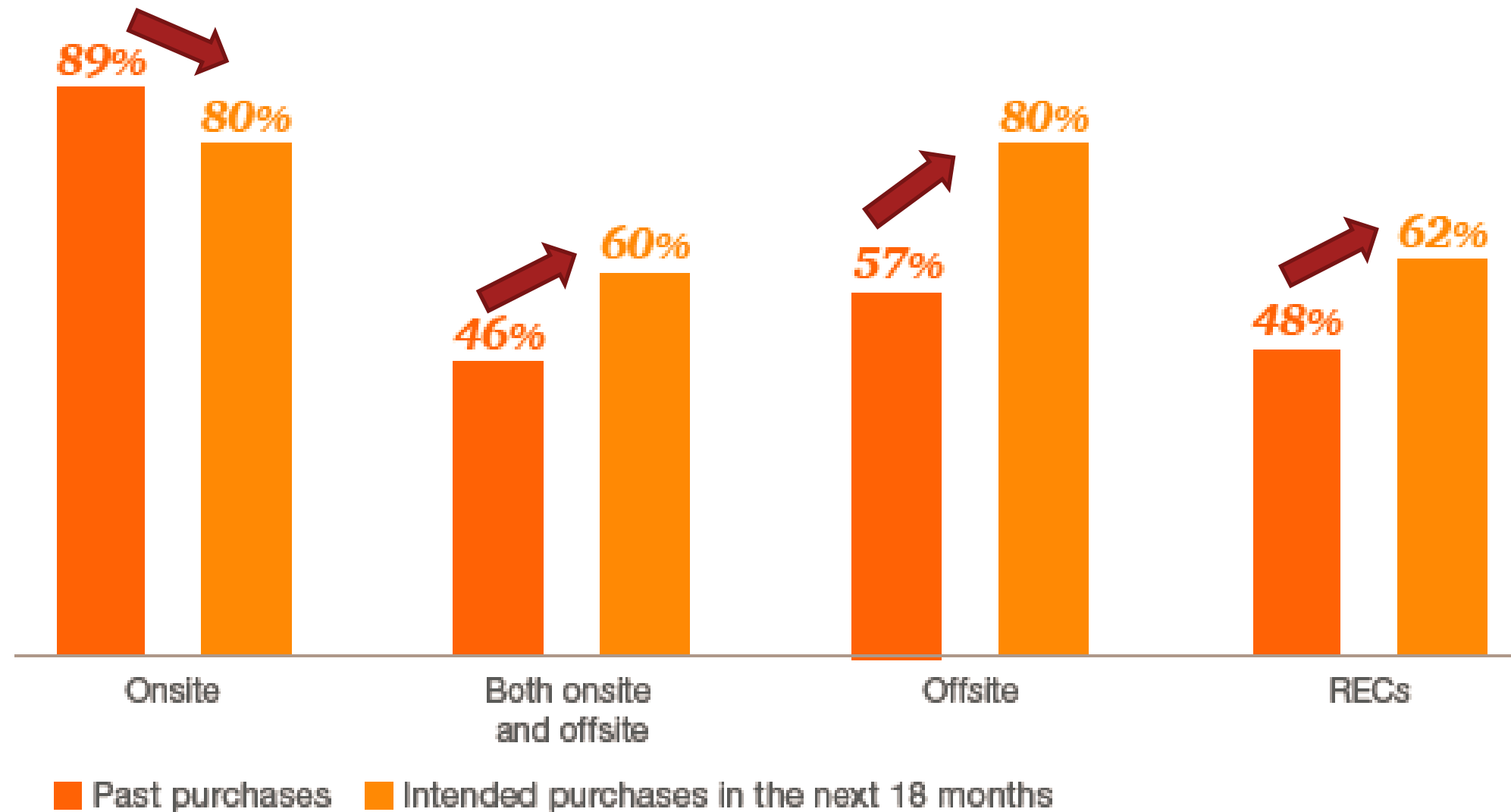
Drivers for lack of intent to purchase*



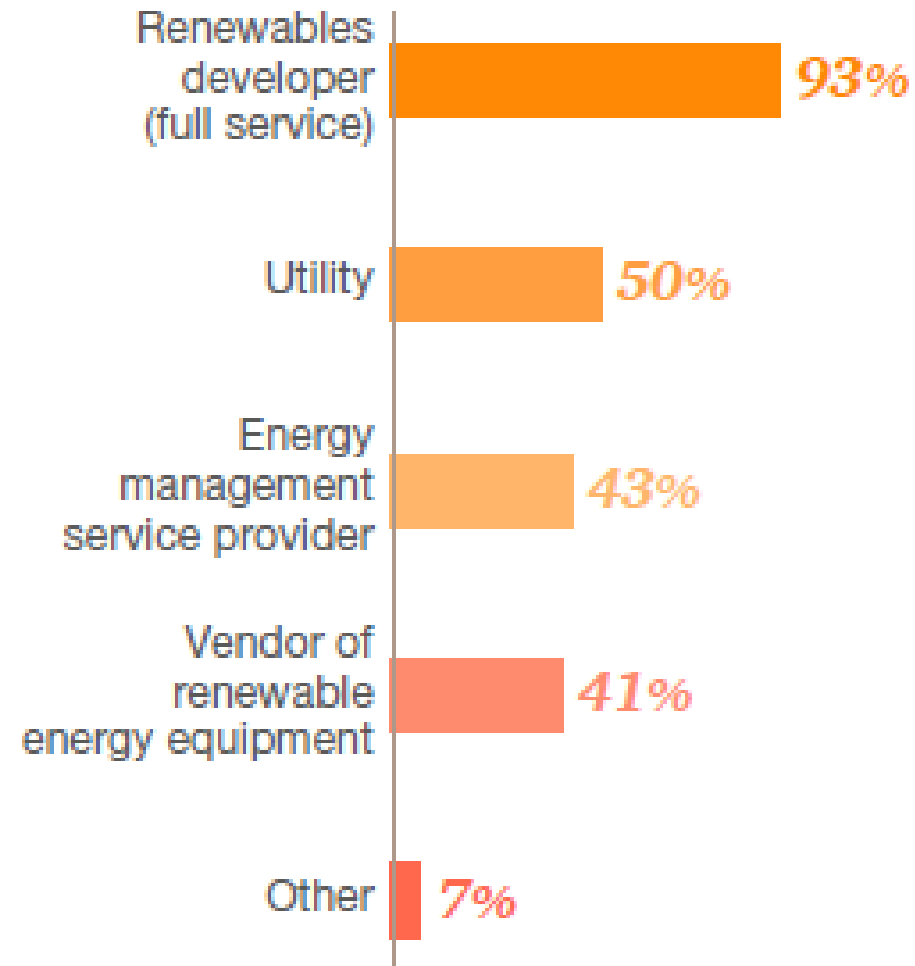
Number of transaction types*



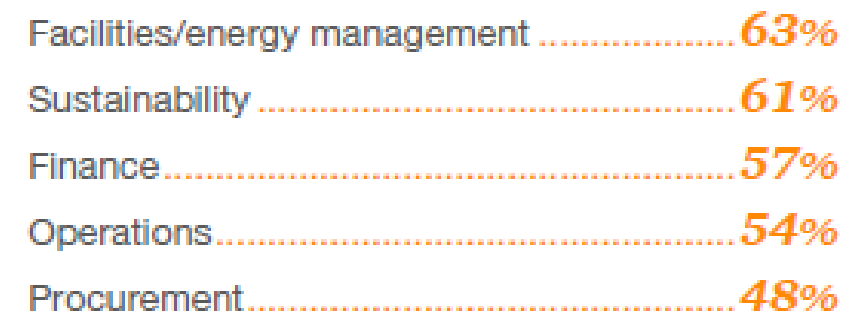
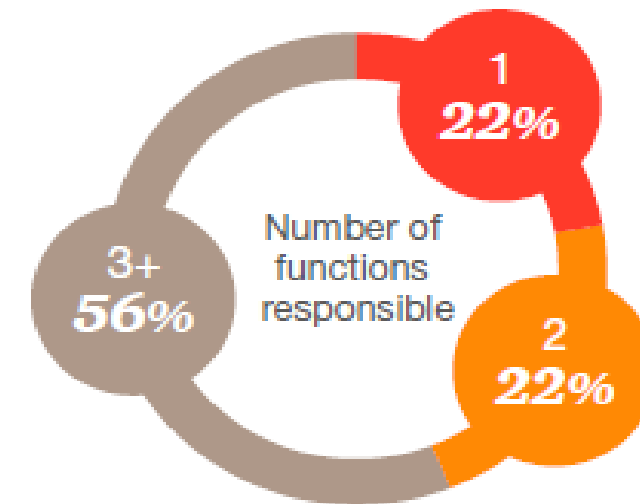
Changes in purchasing—past versus future



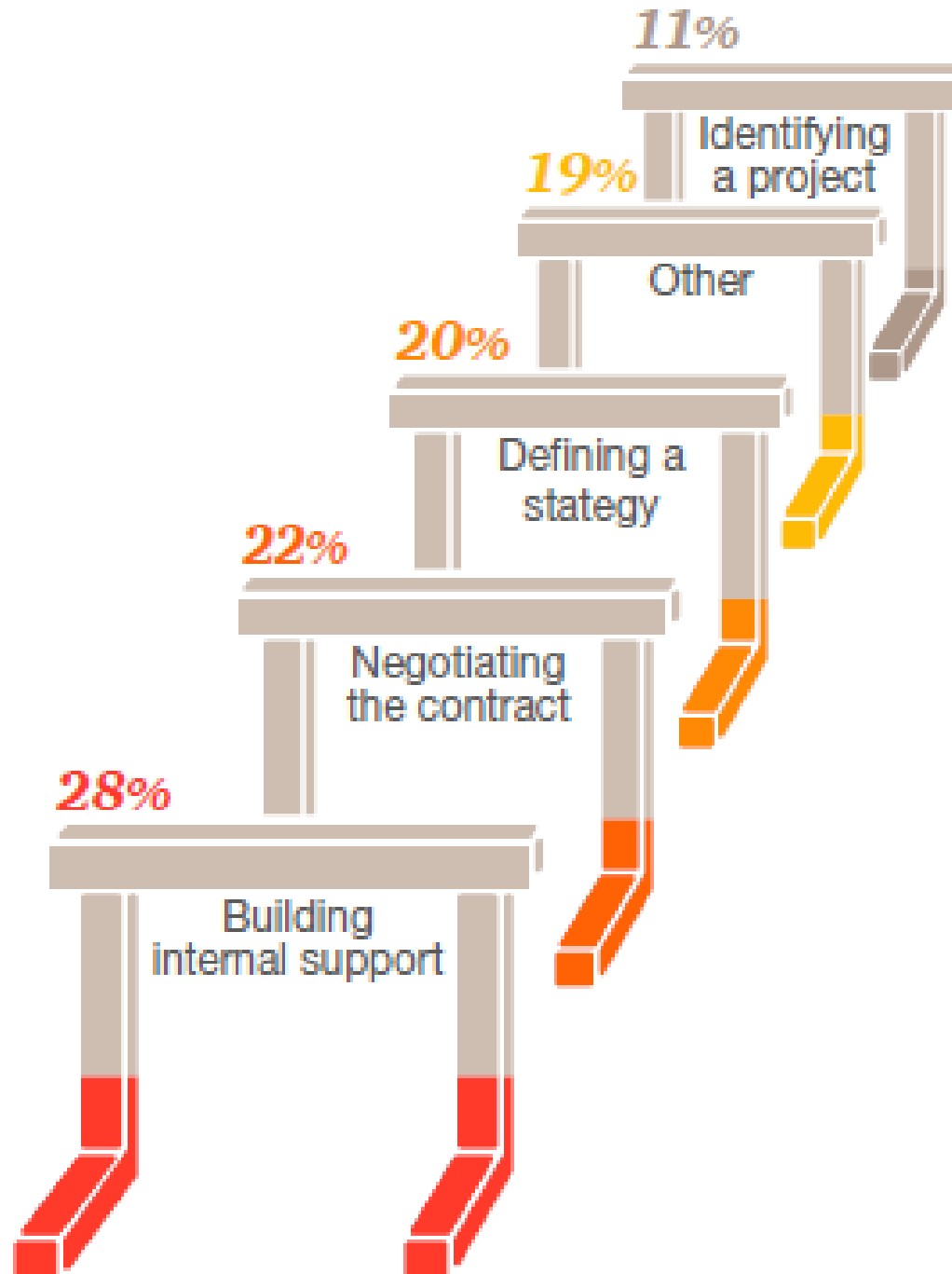
Renewable solution vendor preference



Decision makers for renewable purchases



Most difficult step



Ongoing challenges with economics and payback...

- “Tracking the actual financial savings”
- “Adjusting to the impacts of dropping fossil fuel prices”
- “Explaining when the contract settles against us”
- “Tracking the ROI, given the complicated contract terms”

...and telling the story

- “Understanding the rights to environmental claims”
- “Understanding the broader benefit to the company”
- “Determining how to expand to additional locations, developing the business case for future projects, and defining the path forward to 100% renewables”
- “Telling the additionality story”

Thank You!

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