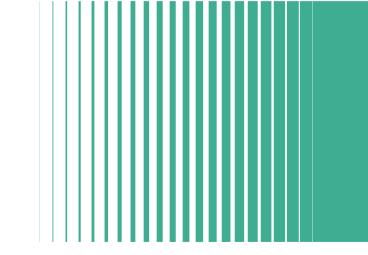


Seminar



Norway's corporate landscape is well-positioned to take climate action



~65%

of Top 100 Norwegian companies have a climate target

Norwegian corporates have high climate awareness

- ~65% of Norwegian companies have either a Net Zero (28%) or less ambitious target (36%)
- Leading sectors are fossil fuels and materials where >80% of companies have climate targets

~70%

of companies' scope 1 & 2 emissions are covered by targets

Corporations are taking climate responsibility

- The biggest emitting sectors are also leading the way with materials and fossil fuels covering ~70%+ of emissions in targets
- Transport services struggling with only ~40% of emissions covered

100%

of corporations see themselves as part of the solution

Companies provide decarbonization solutions

 Norwegian top 100 companies believe they can supply solutions to decarbonize across all climate action types, from producing renewable energy to storing carbon through CCS Five ecosystems stand out where companies can drive value creation



Low-Carbon Materials & Manufacturing

Green production, use and recycling of materials and products



Connected Emissions-free Energy System

Extensive renewable power and heat generation, expanded smart grid capacity



Green Buildings and Infrastructure

Sustainable design, engineering, construction, use, and recycling of buildings and infrastructure



Sustainable Agriculture and Biosphere

Sustainable and value adding land-use management, crop and livestock farming, forestry, and wood production



Fossil-free Transport and Logistics

Efficient and sustainable vehicle, vessel, and aircraft production and operation

Transition Financing

Enable the green transition across all ecosystems through green bonds, loans, trading, investments, etc.



Source: BCG analysis

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Green Buildings and Infrastructure | Nordic companies are leaders in low-emission buildings and infrastructure development

Strong Nordic industry players can drive green value creation internationally

Nordics has a unique advantage in buildings and infrastructure in synergies between its leading position in lowcarbon building materials and its capabilities in low-emission building construction and development



1. Companies can do both construction and development Source: BCG analysis

Non-exhaustive

Major pressures building for sustainability in construction



Regulatory and governmental pressure on emissions targets and building standards

EU plans binding energy standards in green buildings drive





Investor pressure on highemitting sectors and increase in ESG funds

BlackRock punishes 53 companies over climate inaction

FINANCIAL TIMES



Peer pressure as asset managers and their suppliers set targets

BHP agrees low-carbon steel push with China's biggest producer

FINANCIAL TIMES



Customers and employees demand companies to raise their standards

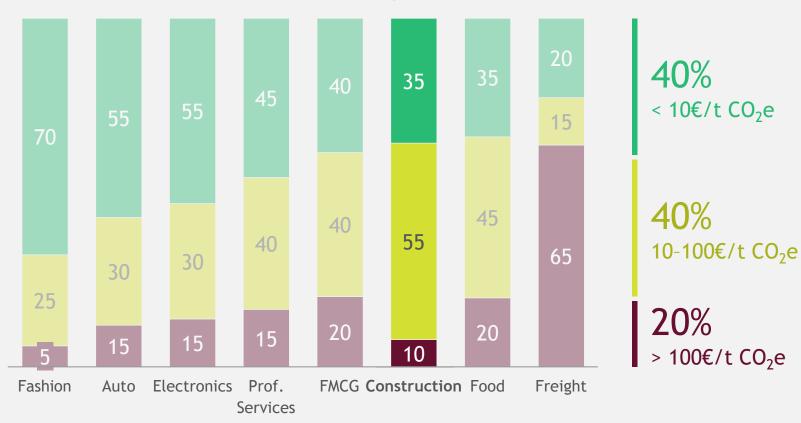
Demand for green offices will soar to meet carbon targets

THE TIMES

We can abate ~35% Construction emissions at low cost

Indicative

Share of abatement lever cost by value chain (%)



Net-zero price increase



<€5k

<3% avg. cost increase on a €150k home

Note: FMCG = Fast-moving consumer goods

Source: World Economic Forum & BCG report 'The Supply Chain Opportunity' (Jan 2021)

Six levers to get to a net zero project



Rethink design and function

Maximize space utilization and optimize structural design to reduce material use



Procure sustainable materials

Source most sustainable materials e.g., biogenics or low-carbon inorganic materials



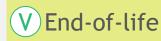
Decarbonize and reduce waste

Electrify and power all construction with renewables and eliminate waste



Reduce energy and source renewables

Minimize energy use over whole life cycle and source renewables



Reuse and design for disassembly

Design building for full disassembly and recycle/reuse materials at end of life



Offsetting

Offset surplus emissions onsite or offsite through planting biomass or deploying negative emissions technologies e.g., CCS¹

How to accelerate role of procurement?



Create transparency



Optimize for CO₂



Engage suppliers



Push ecosystems

- Build value chain
 emissions baseline and
 exchange data with
 suppliers
- Redesign products for sustainability

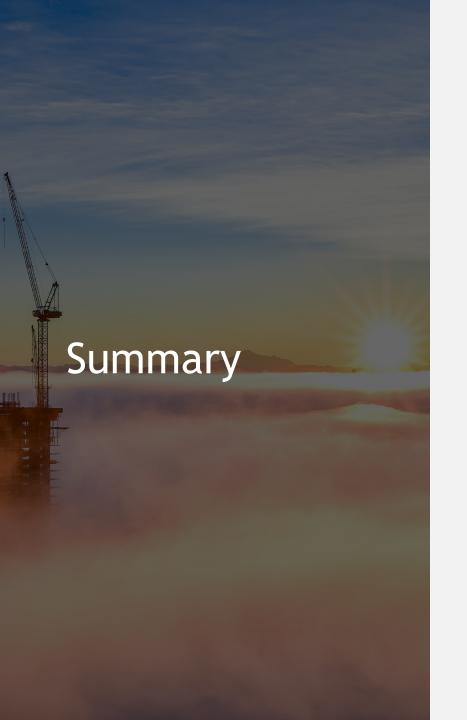
- Integrate emissions
 metrics in procurement
 standards and track
 performance
- Engage in sector
 initiatives for best
 practices, certification,
 advocacy, ...

- Set ambitious reduction target on Scopes 1-3 and publicly report progress
- Design value chain /
 sourcing strategy
 for sustainability
- Work with suppliers to address their emissions
- Scale-up 'buying groups' to amplify demand-side commitments
- Introduce a low-carbon governance to align internal incentives and empower your organization



Enable your organization







Global and national emission targets are ambitious... and Norway's corporate landscape is well-positioned and has carbon cuts on the agenda



Construction is a big driver of emissions...
with >35% of construction emissions can be abated
at low cost



Solving it requires collaboration across value chain... Strong industry players existing today



Specifically green procurement process is key... Creating transparency, optimizing, engaging with suppliers, and incentivize for low-carbon future