

Targeting the Sustainable Innovation Opportunities created by the







Publication date: 13th April 2011

65 pages, 32 figures, 6 Appendices

For more information:

If you would like to contact us about this report please email: cre@cambiumllp.com

Report Cost: £ 395 exc. VAT

EXECUTIVE SUMMMARY

The CRC Scheme aims to catalyse the rapid adoption of energy saving innovations by 2,780 of the largest energy consumers in the UK, referred to as Participants.

The UK Government seeks to achieve this by taxing Participants on their emissions of CO₂ and by creating reputational incentives via the publication of individual carbon footprint data as well as a public league table.

The report provides a detailed analysis of the composition of the Participants in the CRC Energy Efficiency Scheme (CRC), by industry sector covering both Private and Public sector Participants.

The report provides insight into the likely response of these different market sectors to the increased tax on CO₂ emissions and also the reputational risks created by the CRC public league tables.

This insight has been achieved by scoring Participants from these market sectors using a methodology that enables an assessment of a Participant's attitude to the adoption of best business practices in Sustainability and Energy Efficiency.

The report facilitates a comparison of the interest in Sustainability across these Public and Private Sector markets. The Research assesses the CRC Participant's (Target) interest in 4 key indicators for Sustainability, specifically:

- *'Sustainability'* a measure that reveals general interest in Sustainability
- 'Carbon' a score indicating interest in Carbon emissions control and management

- Social Awareness'- an index of the interest level in Social and Environmental Responsibility
- 'Environmental ROI' an indicator of the interest in the quantification of additional financial value form investment projects in terms of environmental and social benefits

This analysis provides a useful tool to identify and prioritise the CRC market sector opportunities for energy efficiency and cost savings being created as the Participants seek to comply with this mandatory legislation.

As a result, this report will be of particular interest to four key audiences in developing their strategies in relation to this important Legislation.

- Suppliers of Sustainable, or Energy saving Innovations to the organisations affected by the CRC Participants
- Participant organisations in the CRC Scheme
- Policy makers concerned with ensuring that the Legislation objectives of promoting energy efficiency and thereby improving the UK's energy security are met
- Investors Businesses, potential partners, fund managers or individuals wishing to identify sustainable sectors with growth potential.

Please email: crc@cambiumllp.com

© Cambium LLP Page 1 of 6

Bespoke CRC market analysis available on request- for more information,



Targeting the Sustainable Innovation Opportunities created by the







TABLE OF CONTENTS

Executive summary

Overview of the report

Brief Introduction to the CRC

The Cambium Method Explained

CRC Participant Analysis

Market Segmentation Comparison of Private and Public sector results Variation in the Indicator scores between Public and Private Sectors Conclusions

Analysis of Public Sector CRC Participants

Public Sector - Market Segmentation
Attitudes to Sustainability
Sustainability Leaders & Laggards
Public Sector - Indicator Analysis
Public sub-Sector Analysis
Implications for Suppliers to the Public Sector
Target Market Selection
Value Propositions and Messaging

Analysis of Private Sector CRC Participants

Private Sector - Market Segmentation
Attitudes to Sustainability
Sustainability Leaders & Laggards
Private Sector - Indicator Analysis
Private sub-Sector Analysis
Implications for Suppliers to the Private Sector
Target Market Selection
Value Propositions and Messaging

Additional Conclusions by Audience

- Suppliers
- Policy makers and Public Stakeholders
- Trade Bodies and CRC Participants
- Investors

Appendices

- Appendix 1 Future Research Opportunities
- Appendix 2 The status of the CRC legislation
- Appendix 3 Public sub sector analysis
- Appendix 4 Private sub sector analysis
- Appendix 5 CRC Commitments timetable and enforcement
- Appendix 6 About Cambium LLP

© Cambium LLP Page 2 of 6



Targeting the Sustainable Innovation Opportunities created by the







Table of Figures

Fig 1 Distribution of Private and Public Sector organisations

Fig 2 Rate of adoption curve

Fig 3 CRC Timetable

Fig 4 Calculating Indicator Frequency

Fig 5 Flow diagram of the Cambium Method

Fig 6 The Rate of adoption curve

Fig 7 Cambium Method Glossary

Fig 8 Proportions of Public and Private Sector organisations

Fig 9 Distribution of Private and Public Sector organisations

Fig 10 The Sustainability Indicator Curve

Fig 11 All four Indicator Curves for the Public Sector

Fig 12 All four Indicator Curves for the Private Sector

Fig 13 Comparison of Sustainability Indicator Curves for Public and Private Sectors

Fig 14 Comparison of the Social Awareness Indicator curves for Public and Private Sectors.

Fig 15 Comparison of Carbon Indicator Curves for Public and Private Sectors

Fig 16 Comparison of the Environmental ROI Indicator Curves for Public and Private Sectors

Fig 17 Summary of Indicator Scores for Public and Private Sectors

Fig 18 Numbers of CRC Participants in Public Sub---Sectors

Fig 19 Proportion of each Public Sub---Sector that are in the Leaders segment

Fig 20 Total number of Leaders segment in each Public Sub---Sector

Fig 21 Proportion of each Public Sub---Sector that are in the Laggards segment

Fig 22 Total number of Laggards segment in each Public Sub---Sector

Fig 23 Public Sector strength of Indicators

Fig 24 Academia Sub---Sector strength of Indicators

Fig 25 Distribution of Private Sub---Sectors in CRC

Fig 26 Proportion of each Private Sub---Sector that are in the Leaders segment

Fig 27 Total number of each Private Sub---Sector that are Leaders

Fig 28 Proportion of each Private Sub---Sector that are Laggards

Fig 29 Total number in each Private Sub---Sector that are Laggards

Fig 30 Private Sector strength of Indicators

Fig 31 Financial Services strength of Indicators

Fig 32 Private Sub---Sectors Market Attractiveness

Examples Figures are shown on the following pages.

NB. The Figures presented are NOT the actual data,

they are for Illustrative purposes only

© Cambium LLP Page 3 of 6



Figure 11. - Distribution of sub sectors in the Public Sector

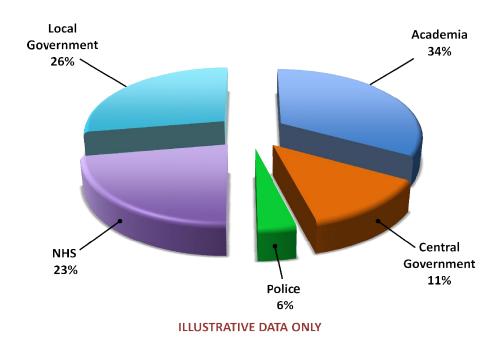
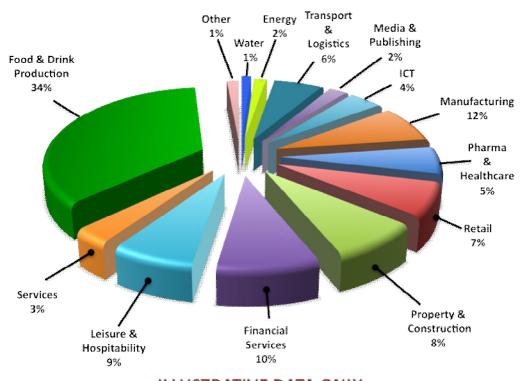


Figure 17 Distribution of sub sectors in the Private Sector



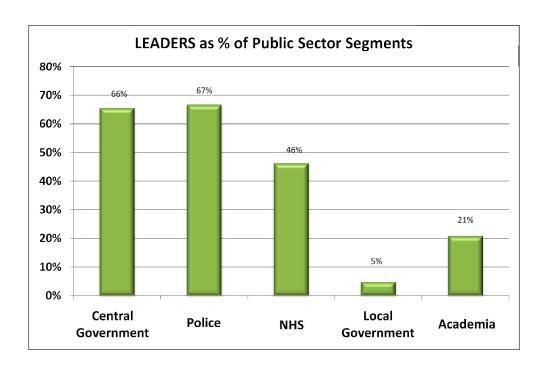
ILLUSTRATIVE DATA ONLY

Bespoke CRC market analysis available on request– for more information, Please email: crc@cambiumllp.com

© Cambium LLP Page 4 of 6

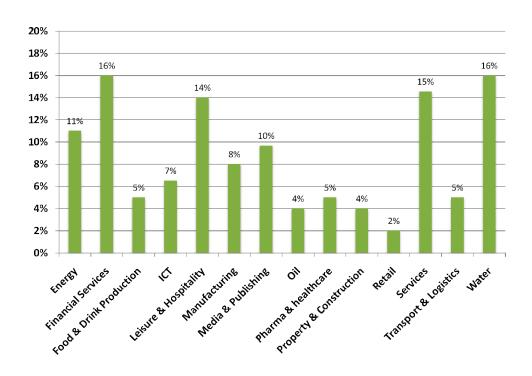


Figure 12. Proportion of each Public Sector Sub Sector that is in the Leaders Segment



ILLUSTRATIVE DATA ONLY

Figure 18 Proportion of each Private Sector Sub Sector that is in the Leaders Segment



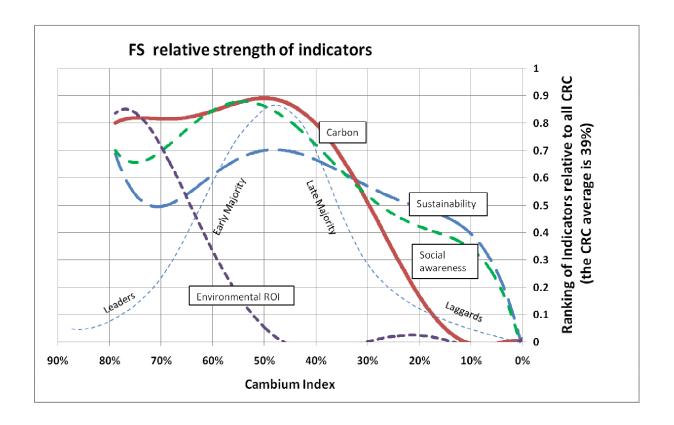
ILLUSTRATIVE DATA ONLY

Bespoke CRC market analysis available on request– for more information, Please email: crc@cambiumllp.com

© Cambium LLP Page 5 of 6



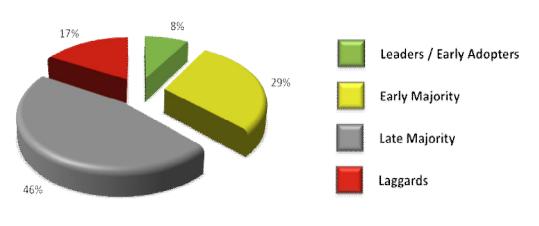
Figure 22 - Financial Services - Strength of Indicators -



ILLUSTRATIVE DATA ONLY

From Appendix 4 - Individual Private Sub-Sector Analysis - Manufacturing Segment

Manufacturing



ILLUSTRATIVE DATA ONLY

Bespoke CRC market analysis available on request- for more information,

Please email: crc@cambiumllp.com

© Cambium LLP Page 6 of 6