



Stream 4: Corporates Spotlight

How are companies rising to the challenge of climate change?

Vincent Dufief, *Investor Relations Manager*, **Total**

Ezgi Barcenas, *Sustainability Global Director*, **AB-Inbev**

Moderator: Miguel Santistevé, *Founder and Managing Director*, **Leaders Arena**



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BT's purposeful business approach to value creation

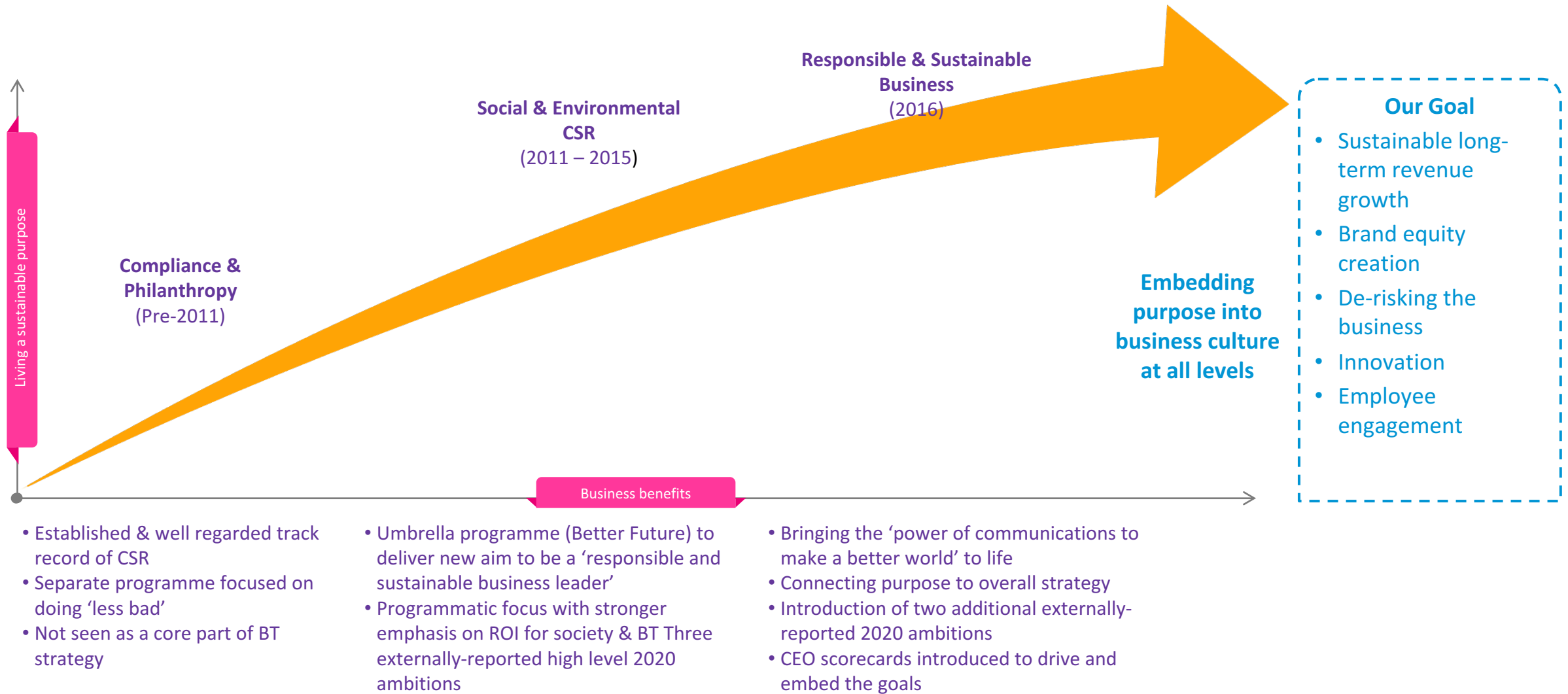
Joanna Gluzman-Laukkanen, *Director of SRI Engagement*, **BT Group**

BT's purposeful business approach to value creation

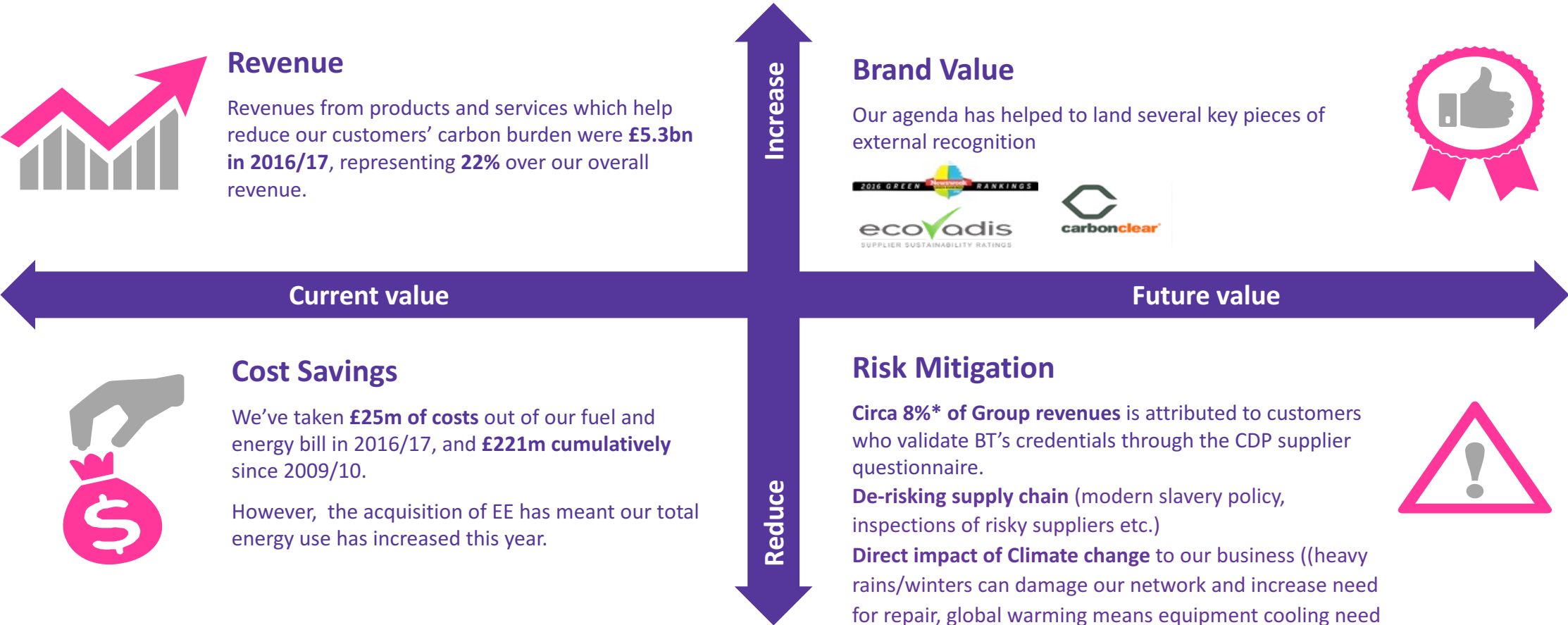
Joanna Gluzman-Laukkanen
Director, SRI engagement
BT Group



Our journey towards long-term value creation

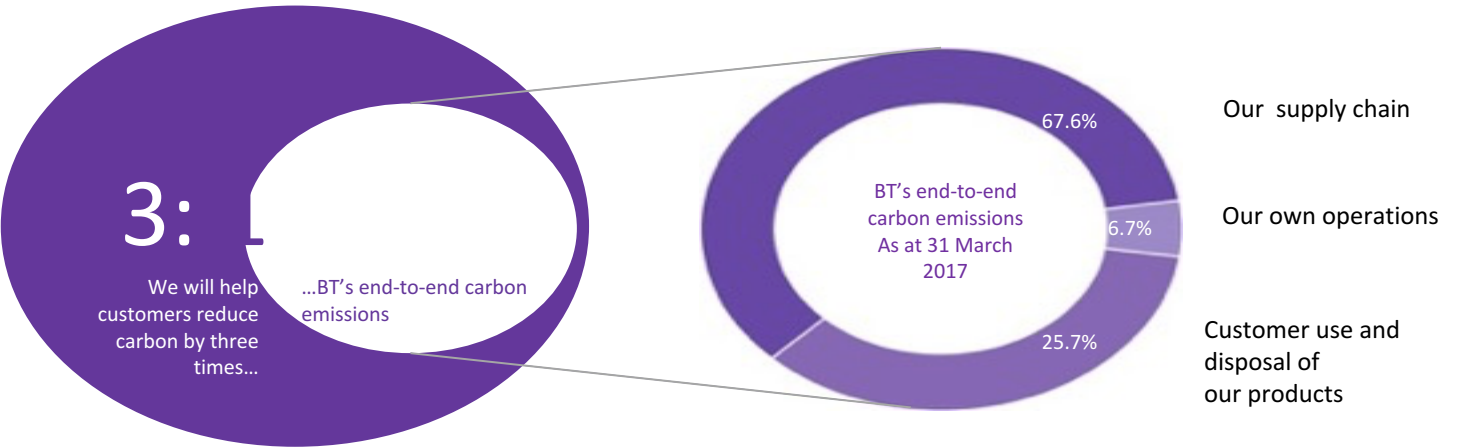


Our purpose is central to the future of our business



*Based on percentage of BT's 2015/16 revenue, exclusive of EE

We are reducing our carbon impact and helping our customers to reduce theirs



3:1 ambition	2014/15	2015/16	2016/17
Customer carbon savings	7.1m tonnes	7.6m tonnes	10.0m tonnes
Our end-to-end emissions	4.6m tonnes	4.8m tonnes	5.5m tonnes
Ratio	1.5:1	1.6:1	1.8:1



Reducing our impact – carbon abatement methodology

In 2016/17 BT products and services identified as having a carbon abatement benefit for our customers, generated £5.3 billion of revenue, representing 22% of BT's total revenue.



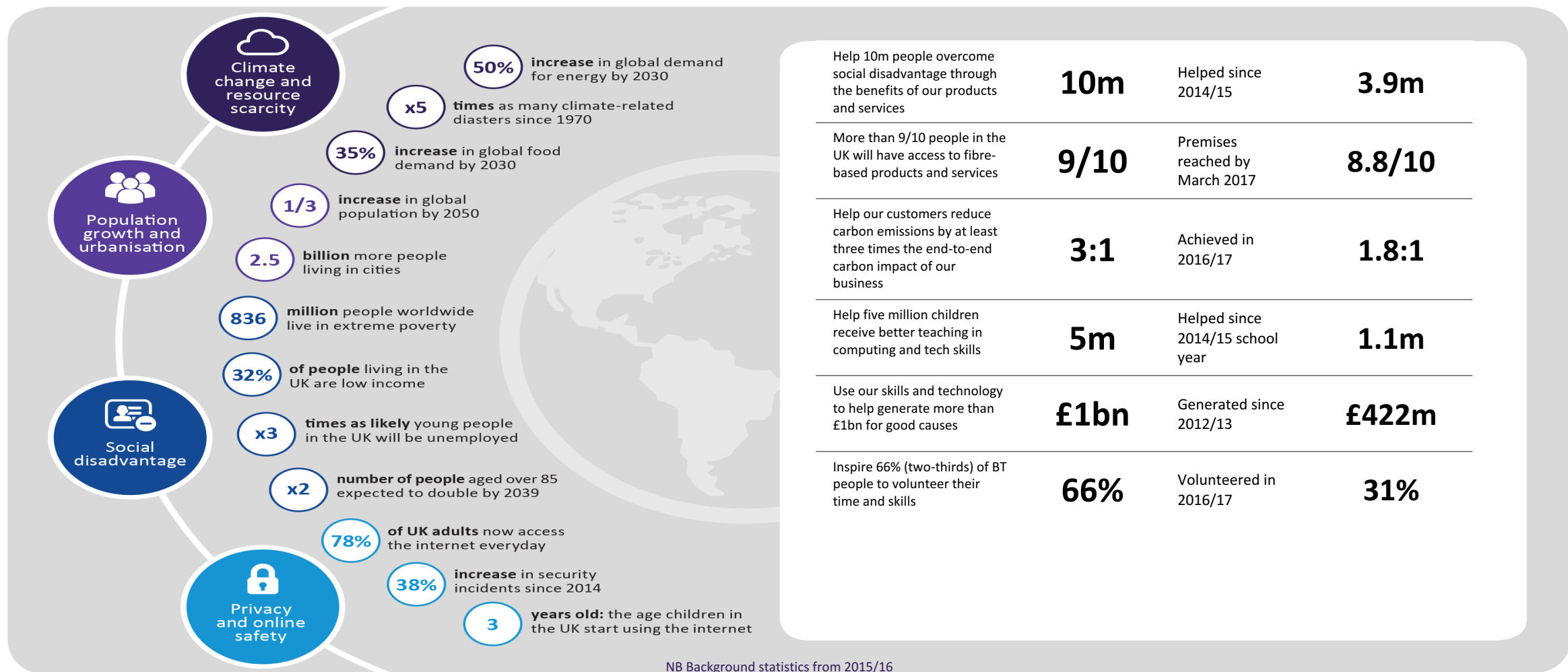
Included services

Field Force Automation
Audio conferencing
Video conferencing
Telepresence
Inbound Calling
Broadband enabled Telecommuting
Broadband enabled e-commerce
BT Vision
Managed Mobility

Data centre services
Cloud Contact
One Cloud
Flexible working services
Copper cable recycling
BT Connect Payments online transactions
BT SafePay online transactions
TRIAD

Broadband enabled dematerialisation
Super-fast broadband enabled dematerialisation
Broadband enabled SME use of Cloud Computing
BT Fleet Engine Remapping
IP Communications
BT Mobility
BT's M2M portfolio
BT Apps

We are making good progress towards all of our 2020 ambitions





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Presentation by Total

Vincent Dufief, *Investor Relations Manager*, **Total**

Valerie Quiniou, *Vice President, Climate*, **Total**

Responsible Investor

June 7th, 2017

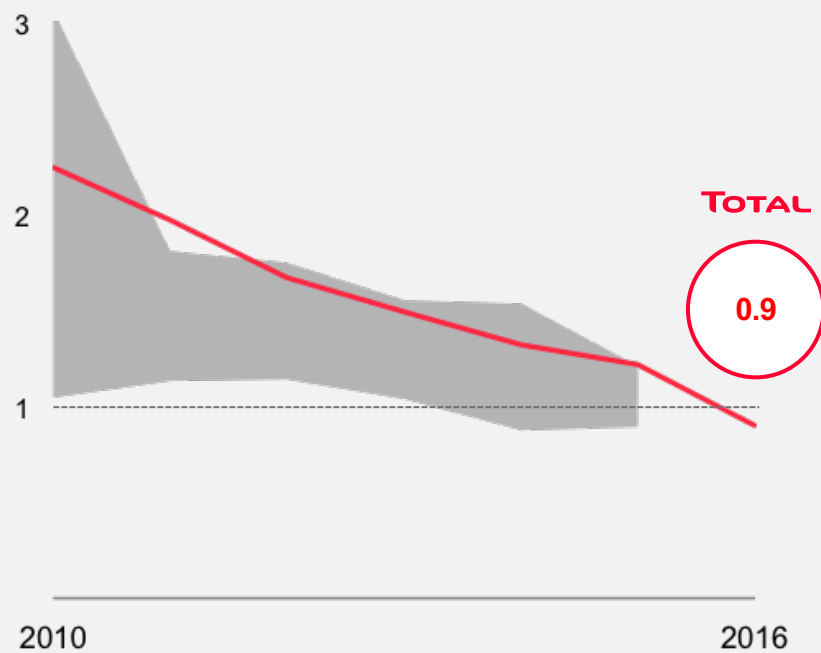


TOTAL

Safety, a core value

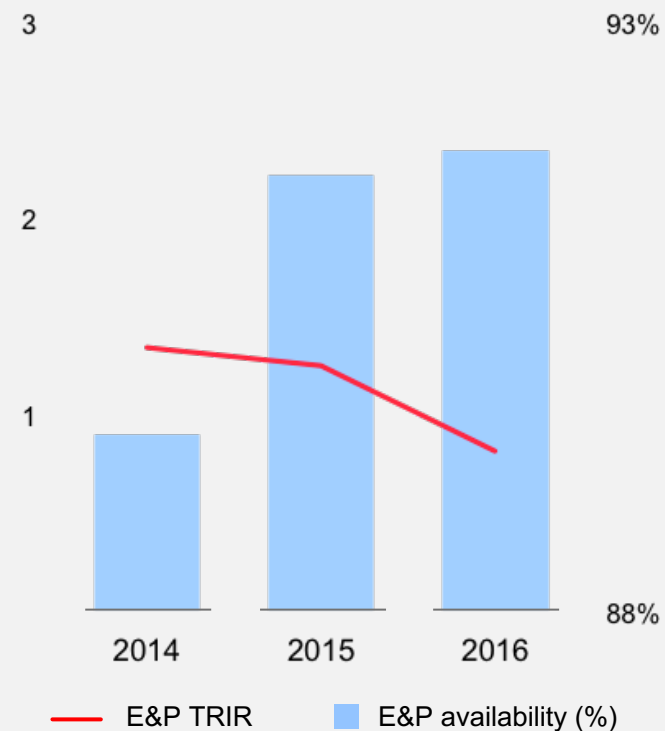
Cornerstone of operational efficiency

Total Recordable Injury Rate for Total and peers*
Per million man-hours



* Group TRIR excl. Specialty Chemicals; peers: BP, Chevron, ExxonMobil, Shell

Safety and operational performance go hand in hand



Outcome from COP21 and COP22

The Paris Agreement coming to force

Outcome of the Paris Agreement



Mitigation

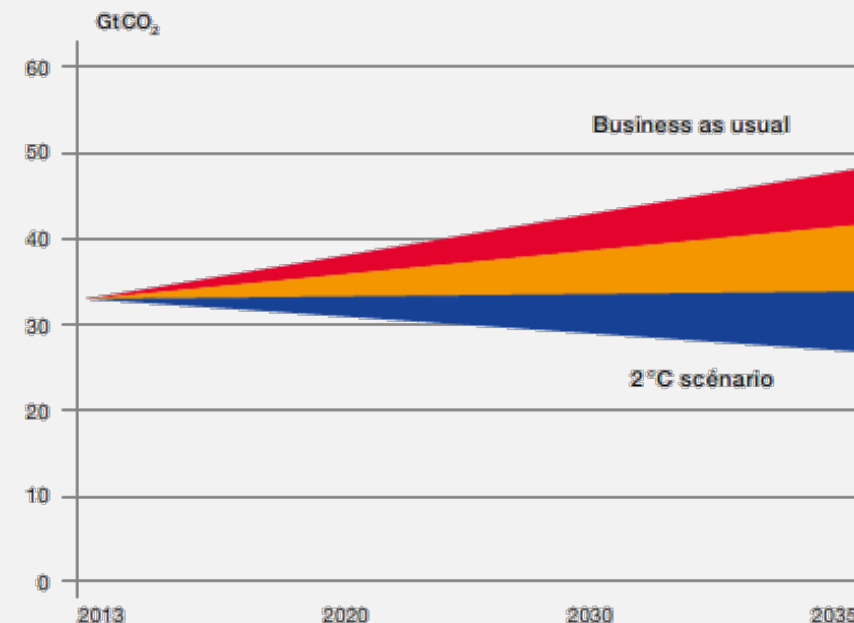
Ambitious
2°C - 1.5°C temperature
rise limit



Transparency

Measurement and reporting
of GHG

IEA scenarios: three areas of focus



Approx. 1/3 - More renewable energies

Approx. 1/3 - Improved energy efficiency

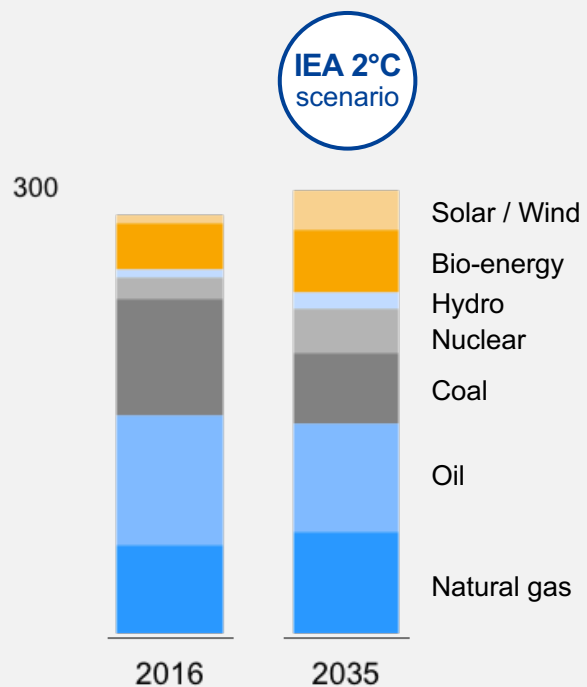
Approx. 1/3 - Optimized current energy mix

(CCUS, switch from coal to natural gas, nuclear, etc.)

Integrating climate into our strategy

A strategy integrating IEA 2°C roadmap

Global energy demand
Mboe/d



Coal down
28% in 2016

16% in 2035

Gas to make up
23%
overtaking coal

Renewables
to soar over the same period
from 9% to 23%

Integrating climate into our strategy

Become the responsible energy major



**Improving the
Carbon Intensity
of Our Current
Production Mix**

~60% of gas
In our hydrocarbon mix
in 20 years' time



**Developing
Renewable
Energies**

~20%
**low-carbon
businesses**
in 20 years' time

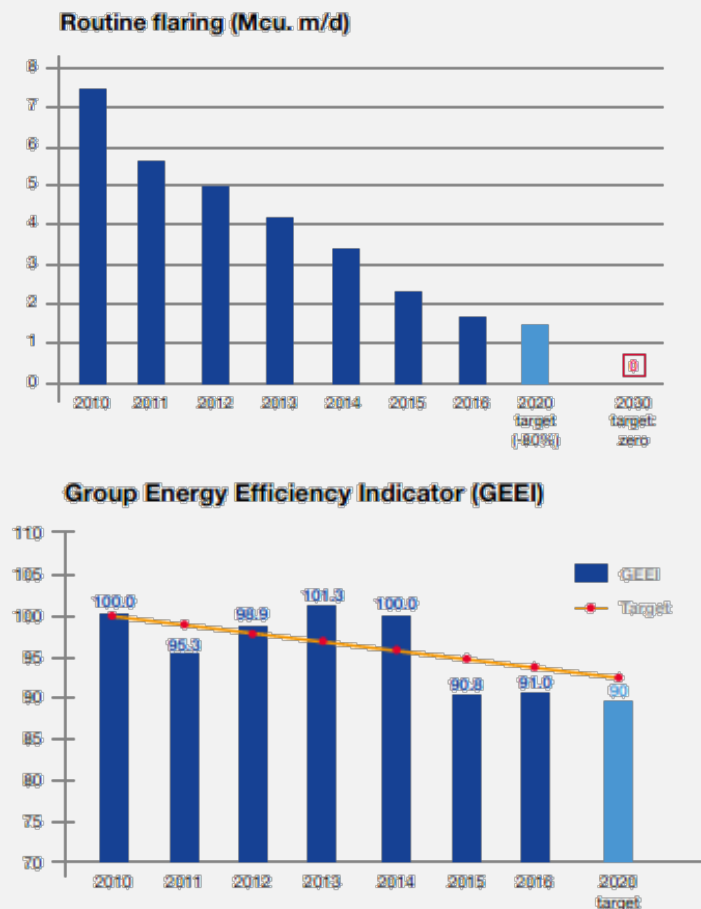


**Improving
Energy Efficiency**

Promote
**responsible
energy use**
in our operations
and by our customers

Improving the Carbon Intensity of Our Current Production Mix

Greenhouse gas emissions down **23%** since 2010



- Assertive strategy in **gas**, while limiting methane emissions
- Safe, environmentally responsible, **competitive** oil and gas projects
- Expanding **CCUS** technologies
- Supporting implementation of **carbon pricing**
- Encouraging sector initiatives and **collectively** engaging on climate issues

Developing Renewable Energies & Low-Carbon Businesses



- Growing as a leading **solar** player by expanding our activities along the photovoltaic chain, including distribution
- Adding **energy storage** to our businesses
- Developing **bioenergies**
- Promoting **access to energy**

Improving Energy Efficiency



- Continuing our efforts to reduce greenhouse gas emissions **at our facilities**
- Providing solutions (products and services) to encourage **responsible energy use by our customers**

Investing for the future

Growing profitable low carbon business and R&D budget through the cycle

Gas, Renewables & Power positive contribution
Proforma 2016

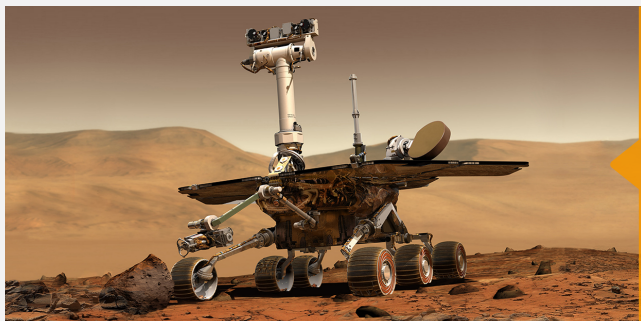
500 M\$
CFFO

> 9%
ROACE

4.7 B\$
Capital employed

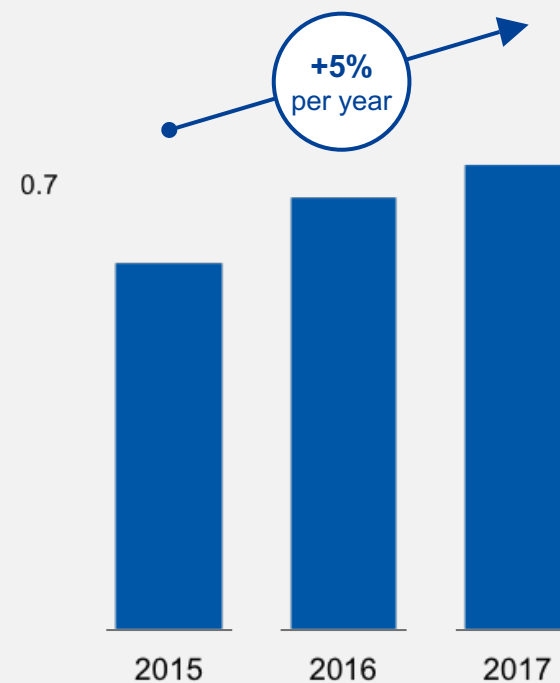


Among the
largest global
gas and
LNG players



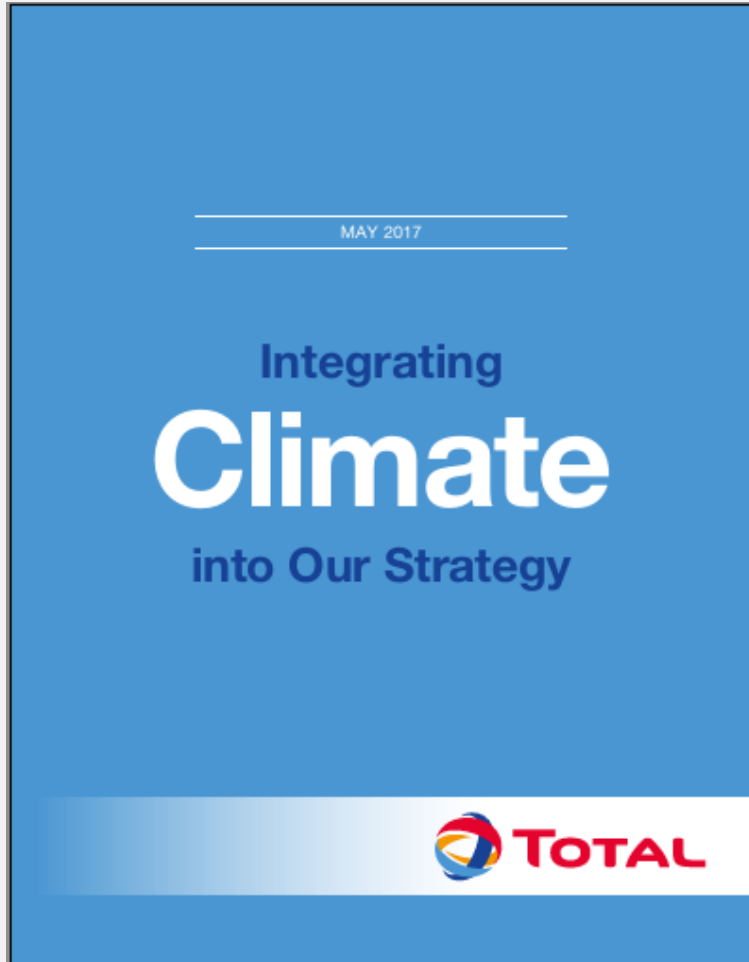
Saft and
Sunpower
technology
on Mars

Investment in innovation and R&D for oil & gas*
B\$



* Not including Atotech, Hutchinson, SunPower and Saft R&D budgets

To know more about it...



Our 2017 Climate report

**Thank you
for your attention!**



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Presentation by AB-Inbev

Mariusz Jamka, *Global Director of Investor Relations, **AB-Inbev***

Ezgi Barcenas, *Sustainability Global Director, **AB-Inbev***