Business and society are facing an array of urgent and critical social, environmental, ethical, and economic challenges. Broad societal responses are playing out in the realms of policy, technology, and the marketplace. These system-level challenges and societal responses are making it imperative that businesses devise their strategies for adapting and operating effectively. While the risks of taking inadequate action are formidable, the sustainability imperative is also creating tremendous opportunities. Each vulnerability constitutes a call for innovation; each unmet need offers a prospect for growth.

What macro sustainability trends are affecting the industry?

- The industry continues to drive productivity gains and growth in developed and developing countries, as well as social change;
- TMT is an essential element of smart infrastructure and energy efficiency improvements based on more accurate monitoring of usage patterns and better decision-making;
- Meeting new demand in emerging markets and existing demand in the developed world could outweigh efficiency gains.

What signals might indicate client needs?

- Heavy reliance on locations vulnerable to climate change and water scarcity for manufacturing and sourcing of key materials;
- Under-developed portfolio of solutions for coping with energy and water shortages and reducing service disruptions from power losses or weather emergencies;
- Inefficiency and risk in the supply chain related to logistics, workforce treatment, and impacts on natural resources;
- Limited understanding of opportunities in emerging markets and at the base of the pyramid.
What value can Deloitte Sustainability practitioners add to clients?

- Greater resilience of production sites, business assets, and processes resulting from risk assessments and continuity plans;
- Improved resource efficiency and cost savings, as well as reduced vulnerability to commodity price jumps or supply shortfalls;
- Revenue growth from products and services designed to meet customers' needs to address their own sustainability challenges;
- Increase transparency by providing performance indicators to stakeholders and investors.

Which services can Deloitte sustainability team provide?

**Business strategy**
Sustainability is a critical business issue and has the potential to be a key differentiator in an organization’s ability to create and protect enterprise value and drive growth and innovation. For some CEOs, sustainability has become the key driver of business strategy.

Deloitte team can help on identifying long-term sustainability strategy that integrates social and/or environmental criteria in investment decision-making process.

**Reporting, compliance and assurance**
Develop an efficient and transparent communication is important to limit risks of reputation.

Deloitte can assist companies both identifying the reporting process in link with international standard as GRI. We can also perform verification of non-financial report and help to commit with international initiatives (UNGC, CDP,…).

**Risks assessment**
Regulatory developments, stakeholder pressures, and resource scarcity have forced businesses to understand how sustainable their behavior is — and what risks they may face as a result.

Deloitte teams combine appreciation of business risks around sustainability and help clients chart risk management approaches that balance risk avoidance with risk taking.

**Energy and carbon management**
Energy management is the process of monitoring, controlling, reporting and conserving the energy costs and the energy consumptions in a building or organization. It helps to consider and deal with enterprise risks related to energy and its supply and climate change impacts.

Deloitte can help in mapping and quantifying energy consumption and convert information to identify the real impact on climate change. Based on this assessment, we can identify actions to implement reducing energy needs, cost and impacts.

**Contacts**

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Phone Number</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nicolas Hennebert</td>
<td>Partner Sustainability Leader</td>
<td>+352 451 454 911</td>
<td><a href="mailto:nhennebert@deloitte.lu">nhennebert@deloitte.lu</a></td>
</tr>
<tr>
<td>Georges Kioes</td>
<td>Partner TMT Leader</td>
<td>+352 451 452 249</td>
<td><a href="mailto:gkioes@deloitte.lu">gkioes@deloitte.lu</a></td>
</tr>
<tr>
<td>Nilgun Okur</td>
<td>Partner Sustainability Assurance</td>
<td>+352 451 452 685</td>
<td><a href="mailto:nokur@deloitte.lu">nokur@deloitte.lu</a></td>
</tr>
<tr>
<td>Valérie Tollet</td>
<td>Partner Sustainability Tax</td>
<td>+352 451 452 252</td>
<td><a href="mailto:vtollet@deloitte.lu">vtollet@deloitte.lu</a></td>
</tr>
<tr>
<td>Laurent Berliner</td>
<td>Partner Sustainability Advisory</td>
<td>+352 451 452 328</td>
<td><a href="mailto:lberliner@deloitte.lu">lberliner@deloitte.lu</a></td>
</tr>
<tr>
<td>David Cau</td>
<td>Directeur Sustainability Advisory</td>
<td>+352 451 454 260</td>
<td><a href="mailto:dacau@deloitte.lu">dacau@deloitte.lu</a></td>
</tr>
<tr>
<td>Julie Castiaux</td>
<td>Manager Sustainability Coordinator</td>
<td>+352 451 453 648</td>
<td><a href="mailto:jucastiaux@deloitte.lu">jucastiaux@deloitte.lu</a></td>
</tr>
</tbody>
</table>

Deloitte is a multidisciplinary service organisation which is subject to certain regulatory and professional restrictions on the types of services we can provide to our clients, particularly where an audit relationship exists, as independence issues and other conflicts of interest may arise. Any services we commit to deliver to you will comply fully with applicable restrictions.

Due to the constant changes and amendments to Luxembourg legislation, Deloitte cannot assume any liability for the content of this leaflet. It shall only serve as general information and shall not replace the need to consult your Deloitte advisor.

About Deloitte Touche Tohmatsu Limited:
Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms, each of which is a legally separate and independent entity. Please see www.deloitte.com/lu/about for a detailed description of the legal structure of Deloitte Touche Tohmatsu Limited and its member firms.

Deloitte provides audit, tax, consulting and financial advisory services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries, Deloitte brings world-class capabilities and deep local expertise to help clients succeed wherever they operate. Deloitte has in the region of 200,000 professionals, all committed to becoming the standard of excellence.

© 2014 Deloitte General Services

Designed and produced by MarCom at Deloitte Luxembourg