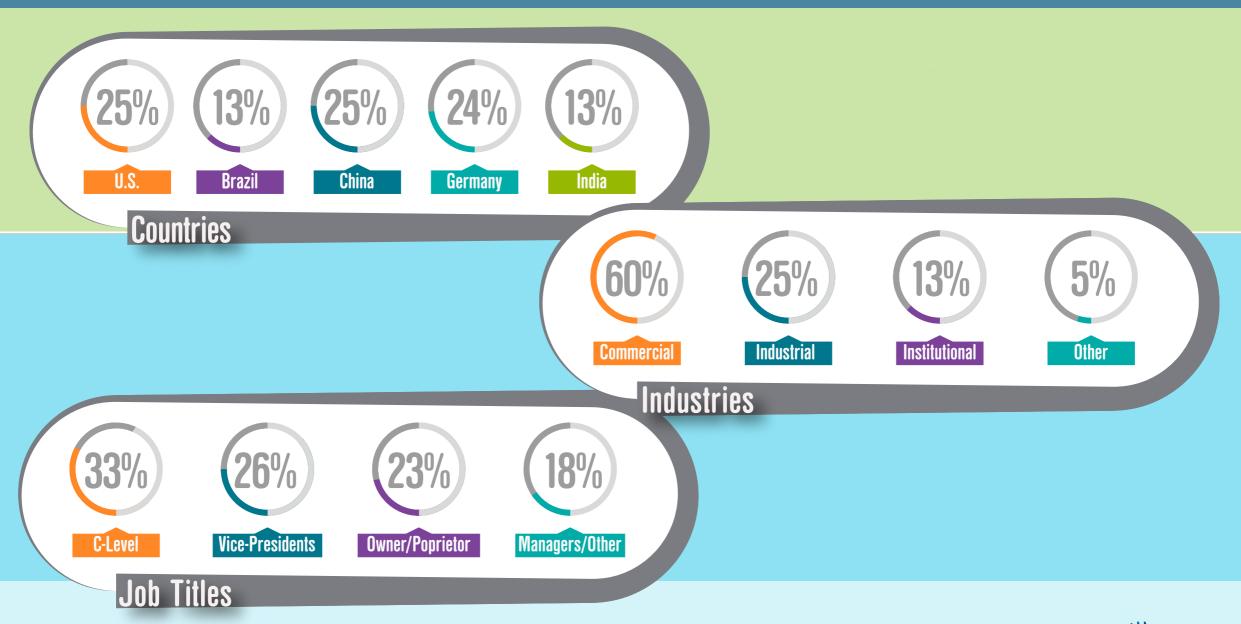




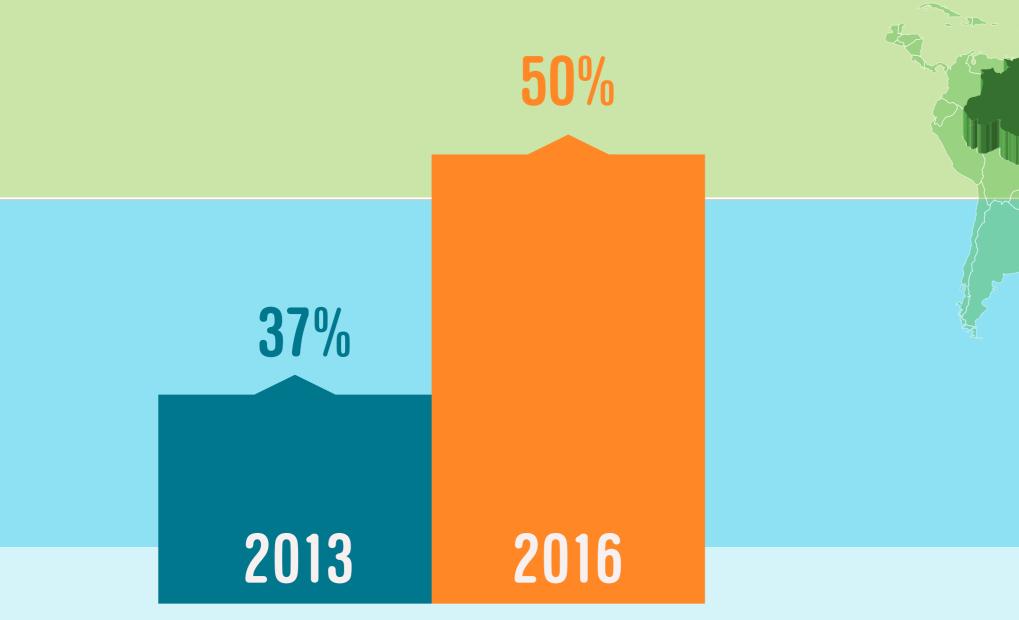
The 2016 Energy Efficiency Indicator Survey queried 1,243 energy and facility management executives about current and planned investments, key drivers, and organizational barriers for improving energy efficiency





Interest in energy efficiency is at an all-time high

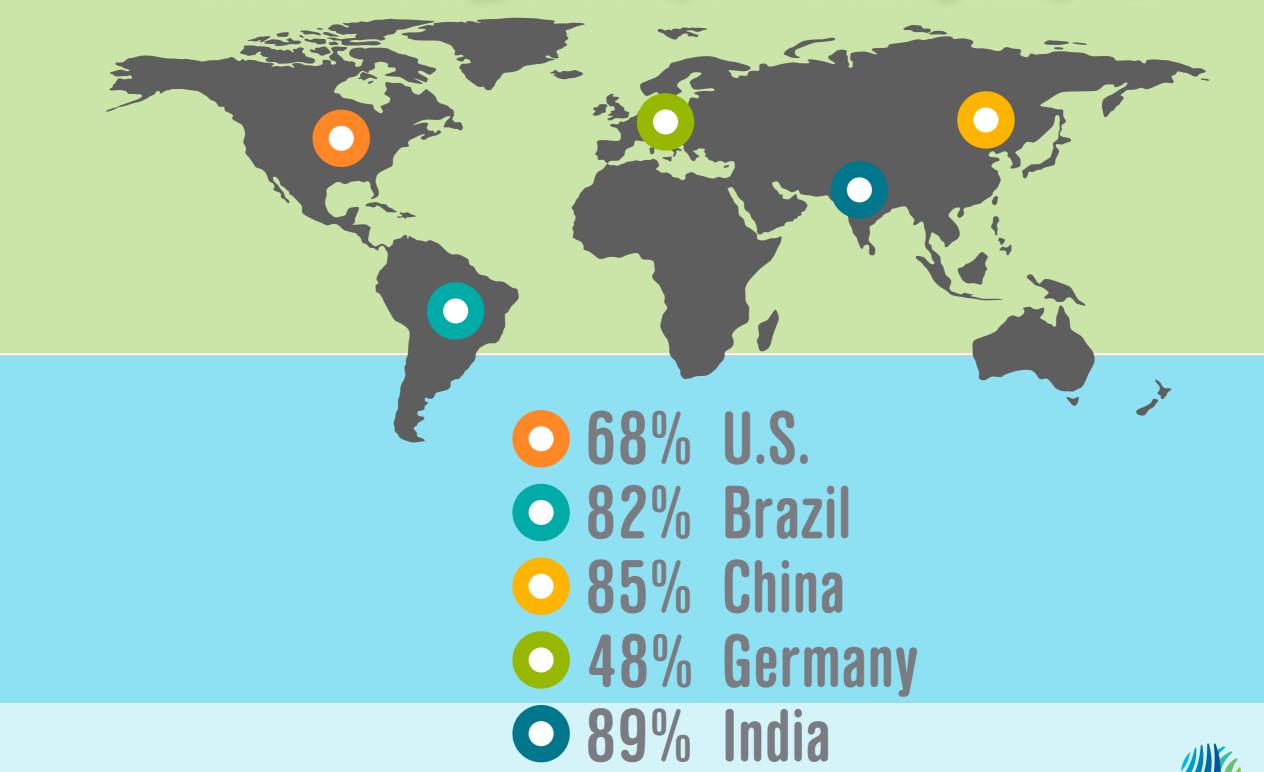
Organizations paying more attention to energy efficiency





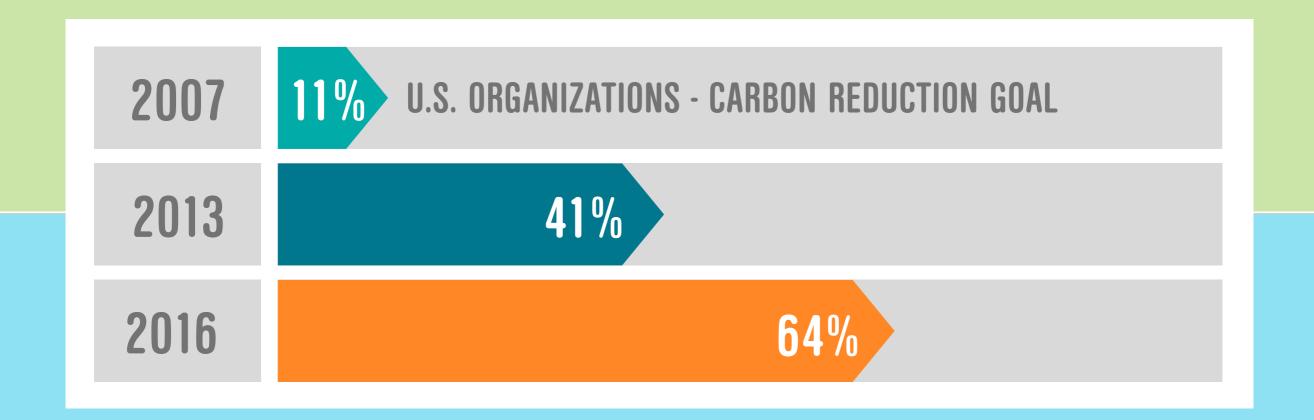


Investment in energy efficiency will increase globally in 2017



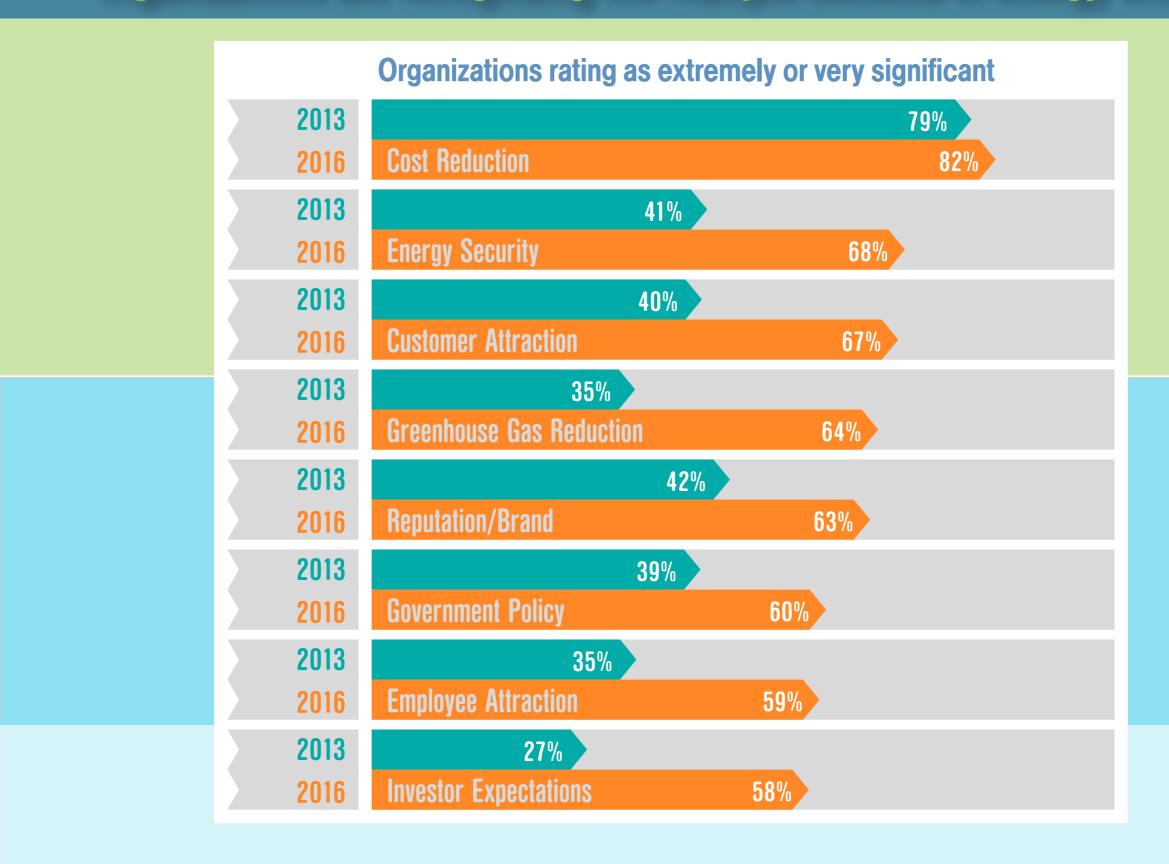


Almost two-thirds of U.S. organizations now have a carbon reduction goal





Organizations are recognizing the multiple benefits of energy efficiency



Financial capacity and technical expertise continue to be barriers to investment

Lack of awareness about opportunities

China 6%

Germany 8%

India 14%

Brazil 8%

US 10%

Lack of technical expertise to evaluate or execute projects

China 23%
Germany 6%
India 26%
Brazil 9%
US 12%

Uncertainty regarding savings/ performance

China 18%

Germany 28%

India 13%

Brazil 30%

US 19%

Insufficient payback/ROI

China 28%

Germany 19%

India 13%

Brazil 7%

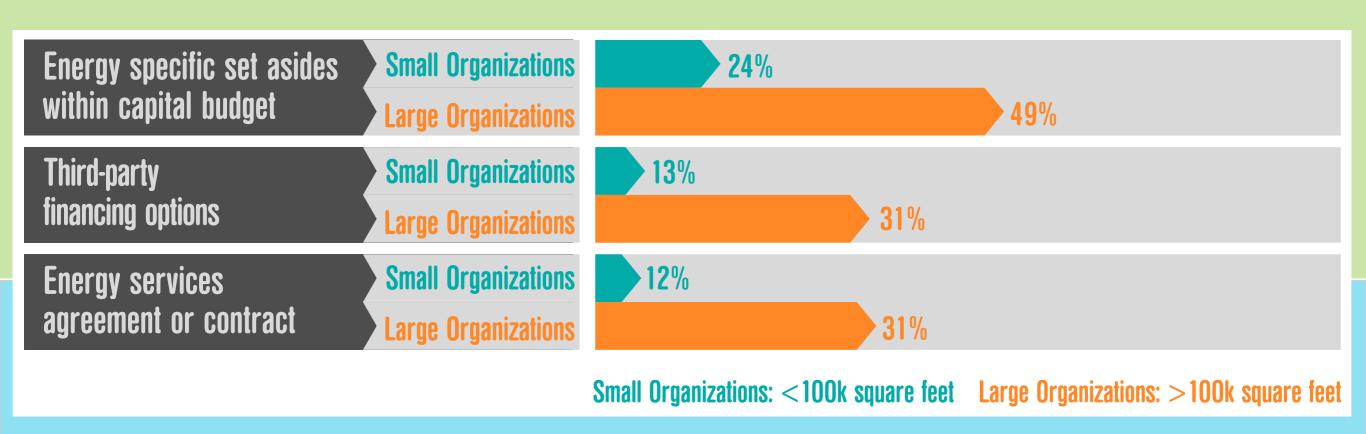
US 15%

Lack of funding to pay for improvements

China 15%
Germany 20%
India 23%
Brazil 25%
US 31%

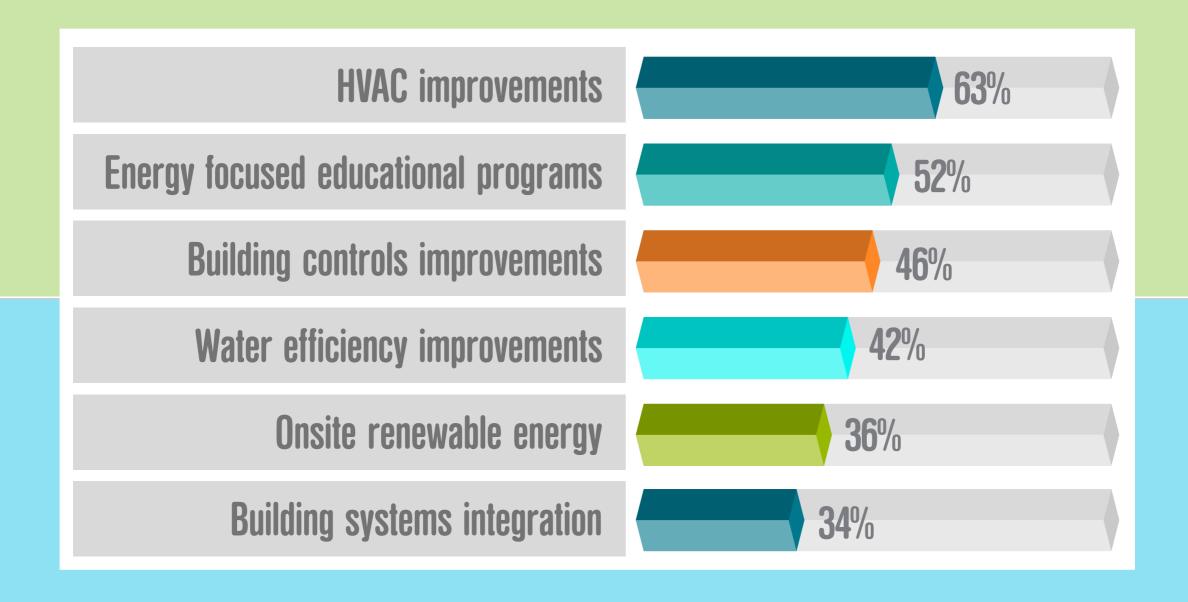


Larger organizations have more options to address financial challenges





Heating, ventilation and air conditioning was the most popular improvement over the past 12 months



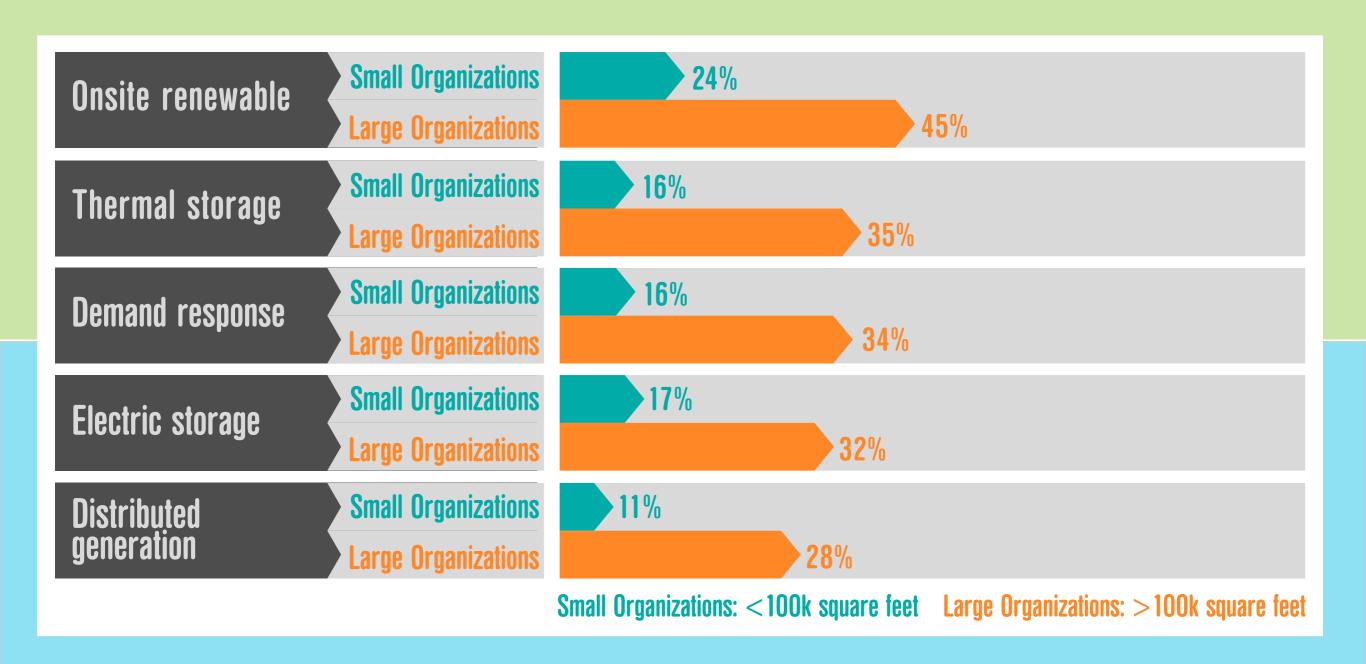


Smart building technology has greater adoption rates by larger organizations located in urban areas



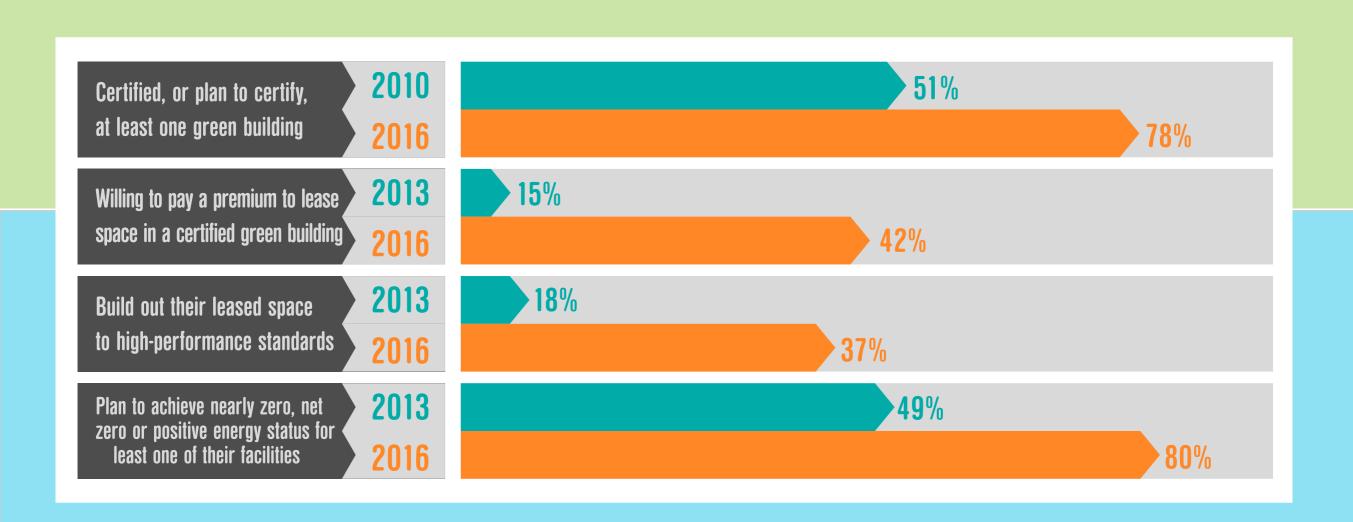


Larger organizations are twice as likely to invest in smart energy technology





There has been a shift from new to existing green buildings, tenant spaces and net zero energy





Over half of organizations plan to have resilient facilities that can operate off the grid in the next ten years

