



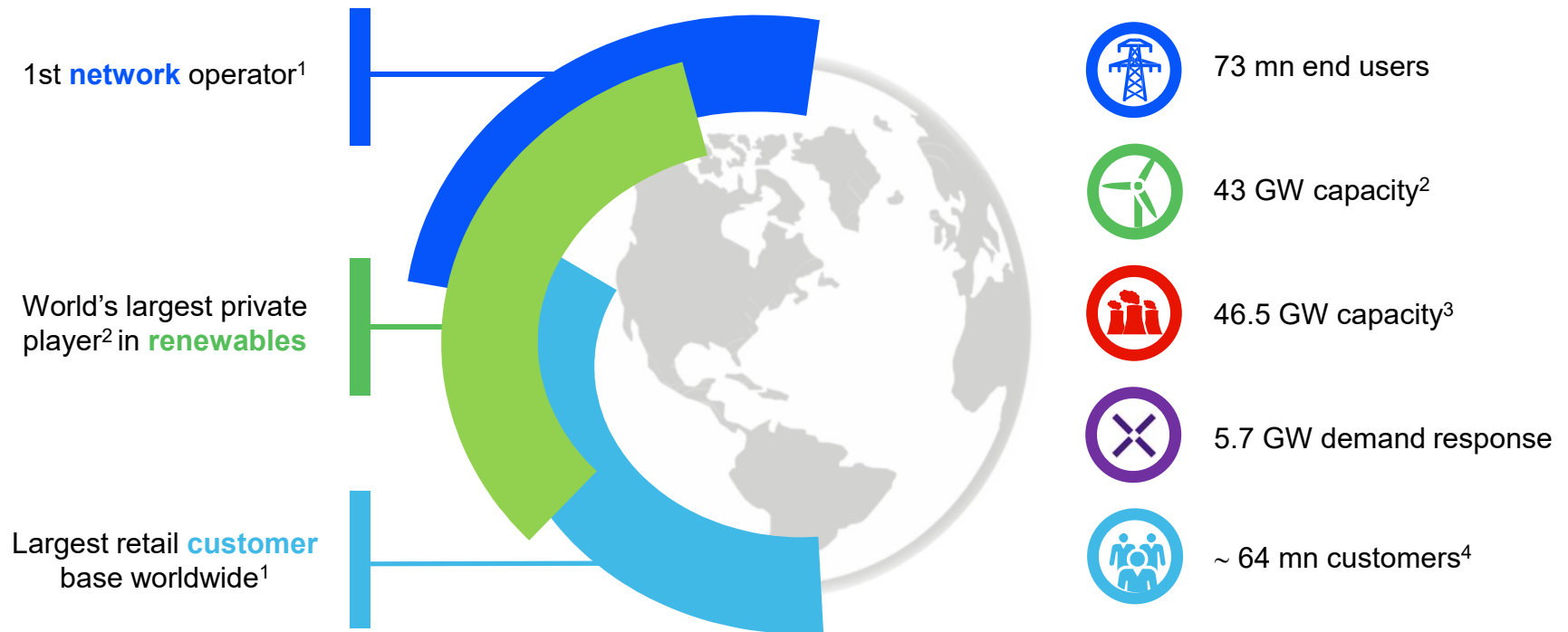
Funding strategies for circular economy

Luca Meini, Head of Circular Economy

18/10/2019

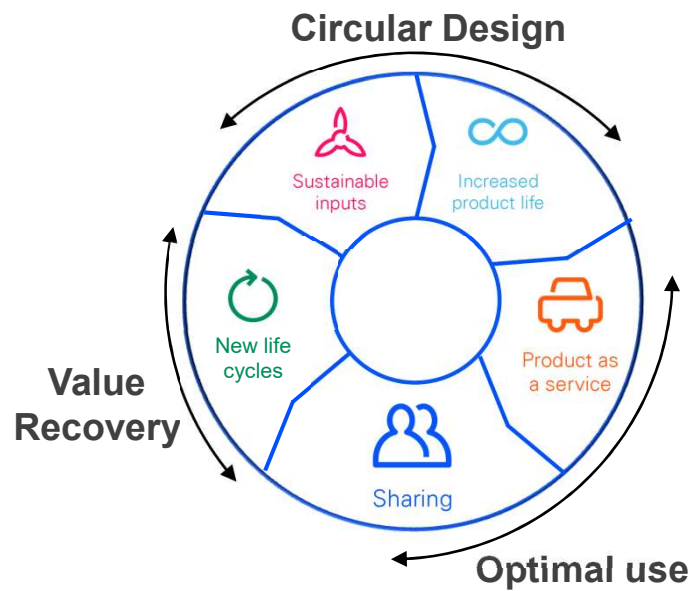


We are a leader in the new energy world



1. By number of customers. Publicly owned operators not included
2. By installed capacity. Includes managed capacity for 4.2 GW
3. It includes nuclear
4. Includes customers of free and regulated power and gas markets

What is circular economy



Sustainable inputs: from renewable, reuse, recycle



Increased product life: Extending life through design, maintenance and repair



Sharing: increase utilization rate through shared use/access/ownership



Product as a service: sell to clients a service instead of a product



New life cycles: maintain value through upcycling, reuse and recycling

Value sources

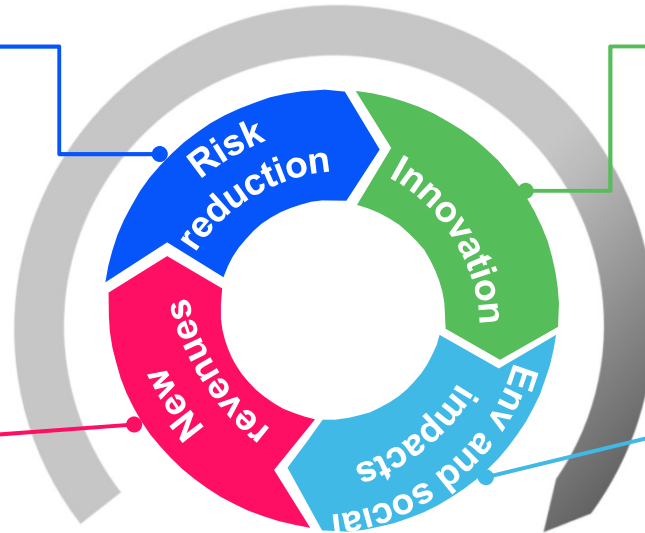


- ✓ **Lower** exposure to **commodities price**
- ✓ **Lower** exposure to **environmental risks**

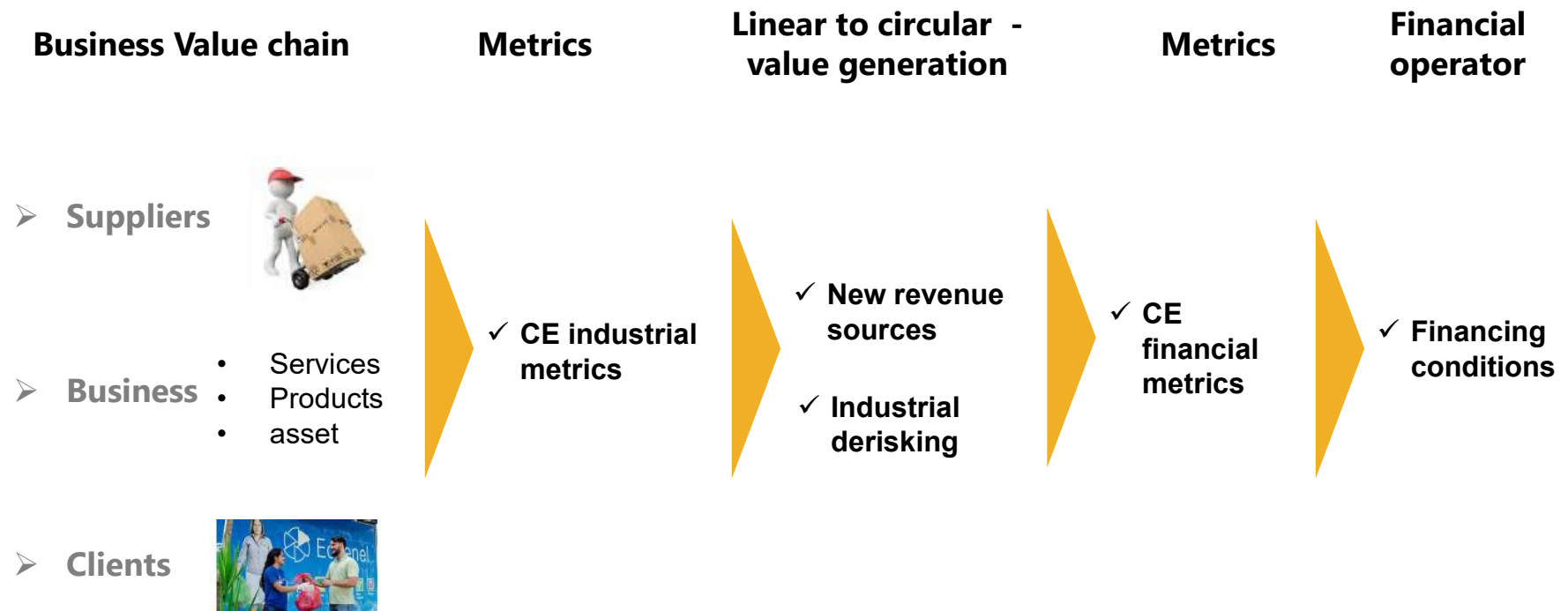
- ✓ **New technologies** as enablers of circular solutions
- ✓ **New business model** to create value from use vs. sale

- ✓ **Keeping material value**
- ✓ **Value** not from sales but **from services**

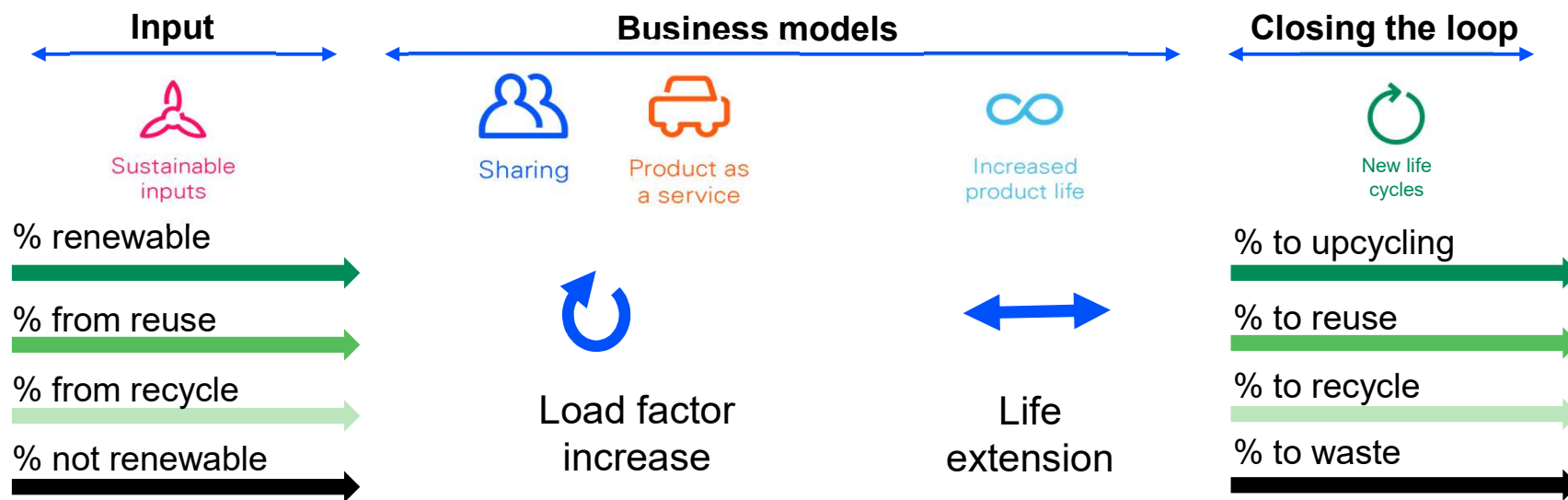
- ✓ **Minimize environmental impact**
- ✓ **Maintenance + services** instead of **resources extraction+ automation**



Where is the value



How to measure it



References https://corporate.enel.it/content/dam/enel-it/azienda/circular/KPI-Model_3.2018_en.pdf