



combining business design with international experience in responsible infrastructure financing to implement solutions for ESG-driven business challenges





context

Corporate sustainability has developed from “early PR topic” to integral part of doing business. The ESG change is driven by new legislation, investment opportunities and increased volatility of reputation due to public attention to corporate ESG commitments.



needs



With ESG reporting and strategy competences already developed in the market, the implementation phases need competencies and efficient execution of the change. Backed by 20 years of experience with business transformation and facilitating IFI standards compliance, Aspiro offers professional services to support companies in the application of the new global ESG framework and delivering change with impact.



key developments



New EU CSRD directive (*Corporate Sustainability Reporting Directive*) makes sustainability reporting compulsory for large companies and financial institutions from FY2023/24.



EU / IFRS working groups headed toward their own considerations and standards, with global standards like GRI continuously active in the field.



SMEs are not included in the new regulations, but accounted for through cascading supplier requirements



Parallel portfolio strategies will need to exist to cater to different types of clients and different ESG-oriented investor profiles



Several high-profile “ESG washing” cases in 2022 are putting entire ESG industry under spotlight



Economic factors are driving sustainable innovations, while projects are often pressed for time and risk implementation quality trade-offs



key challenges



CSRD compliance will be one of the key drivers of ESG adoption as more than 35,000 companies are facing newly established legal requirements for sustainability reporting in the EU. Companies already reporting under NFRD (*Non-financial Reporting Directive*) are also falling under these requirements. These changes are complementing already existing SFDR (*Sustainable Finance Disclosure Regulation*) requirements for financial institutions. As the reporting landscape widens, and the requirements for disclosure formats are being defined more precisely, creating need for new approaches and tools to assess compliance.



Advance negotiation needed with investors to understand the different modalities and sensitivity to ESG compliance + standards to be used



Supplier assessment and guidance on the part of larger companies, and ESG requirements compliance on the part of supplier's present tasks and mechanisms for sustainable value chain regulation



Stakeholder relations and ESG positioning issues challenge companies to go beyond compliance and incorporate sustainability and related tools (ratings agencies, certificates, etc) into their overall business strategies



Mitigation of ESG greenwashing and push-back developments already seen in other markets - legitimate and honest way of developing ESG portfolios yet to be found

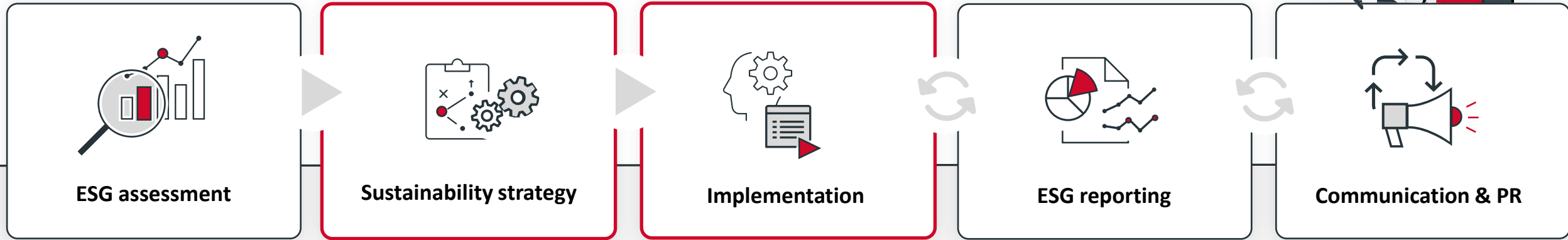


Innovations and infrastructure development faced with need to balance economic, social and environmental factors can find both challenges and new insights in the ESG agenda



ESG life cycle at glance

Our core capabilities as integral part of the overall ESG process serving our clients directly or with reliable partners



ESG assessment

- materiality assessment
- ❑ **calculating co2 footprint**
- diversity and inclusion
- health & safety assessment
- ❑ **reviewing contracts & policies**
- industry practices and competition
- reporting methodologies / KPIs

OUTCOME:
Sustainability analysis report

Sustainability strategy

- ❑ **business ESG priorities in operational and financial activities**
- action plans with specific KPI metrics
- ❑ **roadmap, goals & expectations**
- stakeholder engagement plan
- feasibility studies

OUTCOME:
Sustainability Strategy document

Implementation

- ❑ **idea design sprints**
- ❑ **process & product re-design**
- ❑ **program and project management**
- ❑ **business case modeling**
- policy development
- ❑ **supplier / contracting management**

OUTCOME:
Sustainability Transformation

ESG reporting

- ❑ **ESG data compilation**
- commitment disclosure
- independent audits
- second opinion studies
- certification
- report submission to the public according to EU directives

OUTCOME:
ESG report aligned with international standards

Communication & PR

- ❑ **employee engagement events**
- sustainability incentives in corporate culture
- public relations events
- presenting industry cases
- stakeholder events & feedback gathering

OUTCOME:
PR and marketing strategy / plan

Selected Aspiro ESG services offering

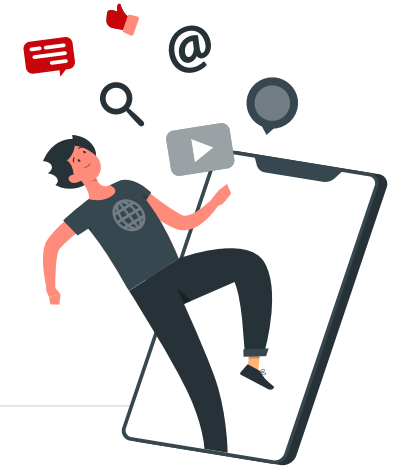
Business Model & Product Re-design to contribute to ESG impact and achieve company ESG goals

- ❑ creating / expanding current **product offering, distribution model** or business model to incorporate and drive ESG impact internally and towards customers



Engaging Employees towards Wellbeing & Corporate responsibility

- ❑ **digitizing Employer / Employee Agenda** and services to improve communication, safety, wellbeing and increase utilization of workplace
- ❑ digital Engagement & Responsible Behavior design, and development of "currency of change" stimulating users' responsible behavior towards themselves, community and environment



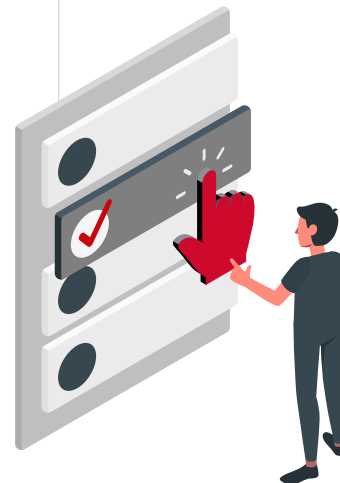
Decarbonization Transformation of Public Transport Services



- ❑ oversight and management of transformation projects in the area of **hydrogen, LNG and CNG transport infrastructure**, including financial modeling, procurement support, strategic & project preparation support

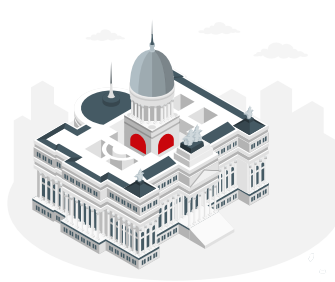
ESG Enablement through Procurement & Supply Chain

- ❑ procurement & tendering support with the **expertise of IFI standards**, balancing price / quality / ESG criteria
- ❑ supplier / contracting strategy, review and management towards ESG-required adjustments
- ❑ **carbon footprint calculation methodology** and support
- ❑ proactive procurement role in eliminating consumption before purchasing execution (from support to partner of the business)

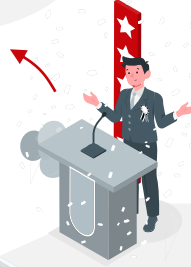


IFIs & Green Financing Partners

policy + fundraising



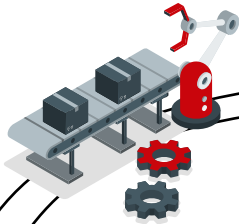
Public + Government



Banks

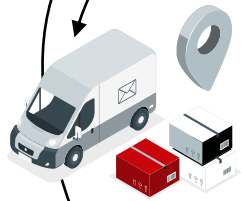


production

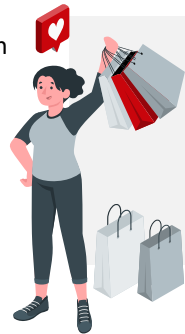


Bank's End Customers (Corporate & Retail)

(Corporate & Retail)



Supply chain



retail

Aspiro background & 10 years of experience in Banking/IFI industry



- partnership strategy to identify and **secure sources** of ESG financing
 - bundling identified ESG-ready projects and pipelines into green bankable portfolios
 - reporting and monitoring systems to ensure the portfolio remains highly rated
-
- support **regulatory framework upgrade** to gain edge over less ESG-ready competition
 - keep high public profile of ESG investment challenges to make it more difficult for competition to follow
 - tailor messaging for different customer segments with the potential to join the ESG wave
 - tap grant co-financing from EU budget programs
-
- development of **internal ESG metrics** development and validation with partners
 - assess existing client portfolio and **identify pilot segments relevant for ESG upgrade**
 - ESG metrics testing on the identified pilots including **digital reporting platform**
 - **pilot project development** and sealing of transactions, promotion of the case studies in the local market
-
- standardized **ESG eligibility assessment** / pre-audit as part of bank's proposition
 - **business design of ESG use cases** to upgrade customer's intended investment
 - go-to-market strategy and customer centric **integration of IFI / local bank processes**
 - technical assistance and **procurement support** for large scale infrastructure projects

Selected regional & international ESG relevant references

Bosnia and Herzegovina



Procurement Support for construction of a new energy efficiency biomass boiler plant, including biomass preparation, storage and feeding at Prijedor District Heating

2014-2015



Latvia



Feasibility study for Salaspils District Heating project, inc. assessment of environmental and social aspects and proposing non-financial covenants

2016



Slovakia



EIB Due Diligence on Legal and Environmental Compliance of D4R7 Highway PPP Project

2017



Vietnam



Smart Energy Savings Public Lighting System for the City of Hanoi – Due diligence, PPP structuring, Pre-feasibility study, procurement support

2018-2019



Czechia, Slovakia



Pre-feasibility study for green H2 production at a nuclear power plant brownfield for JESS, and ČEZ-JAVYS joint-venture, including green financing mobilization strategy

2020



Turkey



Assistance to Public transport company of City of Ankara in procuring 282 new buses (254 CNG, 28 diesel) and 1 CNG fuelling station.

2020-2021



Georgia



Energy Security and Battery Storage Study for state-owned Georgian Energy Development Fund.

2021



Slovakia



Feasibility study for regional government to analyze and assess full value chain of green hydrogen – from production to use-cases

2022



Serbia



Design of Energy Efficiency upgrade proposition for commercial bank, targeting and pilot campaigns for existing and new customers (in co-operation with EBRD)

2022



Turkey



Assistance to Bus Operator in Ankara to implement Environmental and Social Action Plan. Hands-on support in establishment of a ESG Safeguard Branch.

2022-2024





About Aspiro

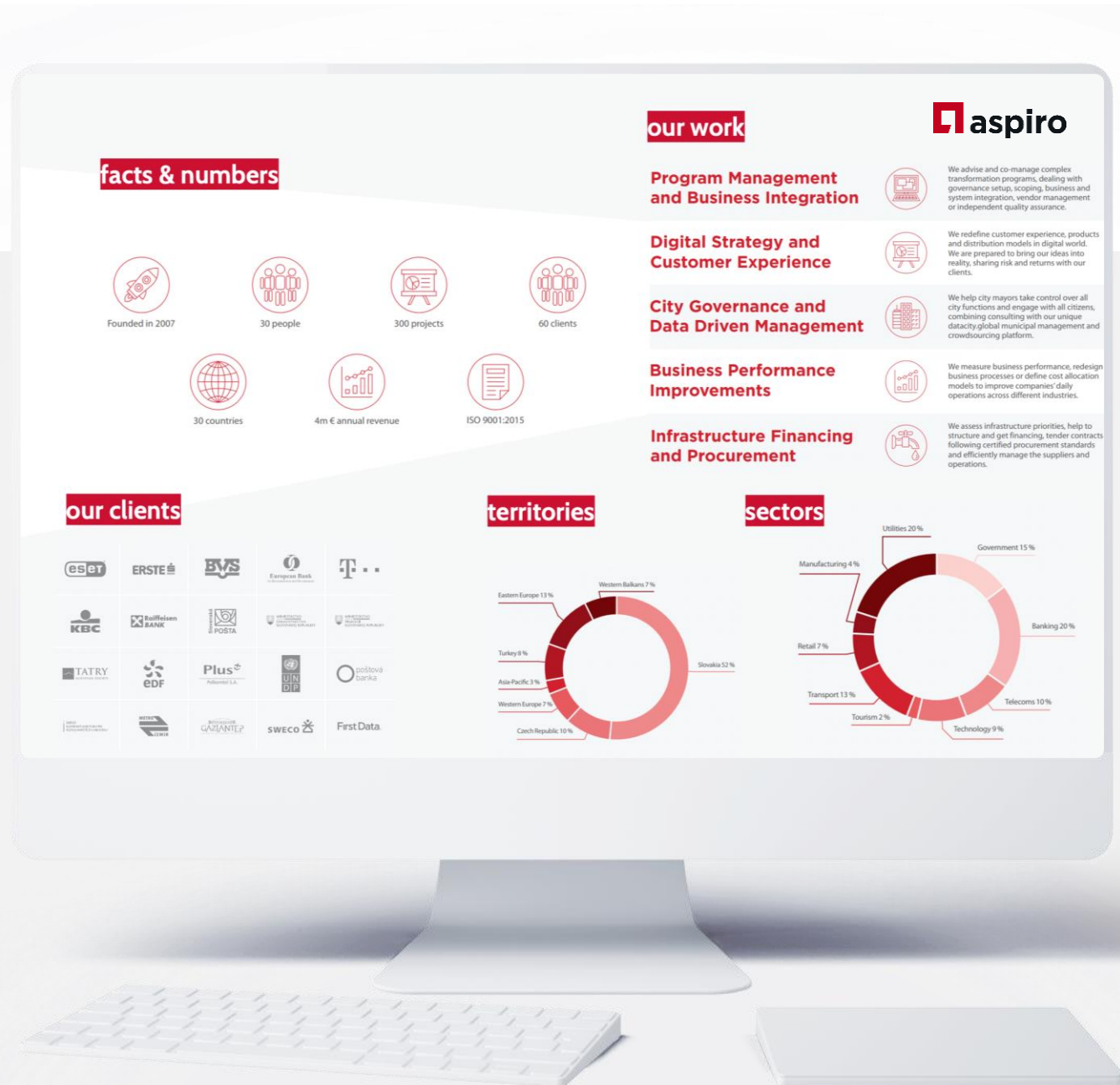
CEER boutique consultancy based in Prague and Bratislava.

Founded in 2007 and **internationally active since 2011**, Aspiro provides services in **corporate business and management consulting, public sector advisory and technical assistance** including public infrastructure in emerging markets IFI regulations and UNDP systems.

Our functional expertise lies mainly in **business strategy, business design, project financing, procurement, and large-scale transformation management**. We've successfully completed **more than 350 projects for 70 clients in 35 countries**.

Aspiro is a compact firm of 30+ people delivering high impact projects from creative business design to hands-on execution of the change. We follow the principles of applied consulting **taking ideas beyond paper, making make business solutions come to life**.

More at www.aspirogroup.com



appendix - selected project showcases





selected recent showcases

digital household advisory

- digital advisory around household
- household health index
- household development plan
- user base education & gaming
- digital sales
- ESG & sustainability focus



household health index including ESG metrics



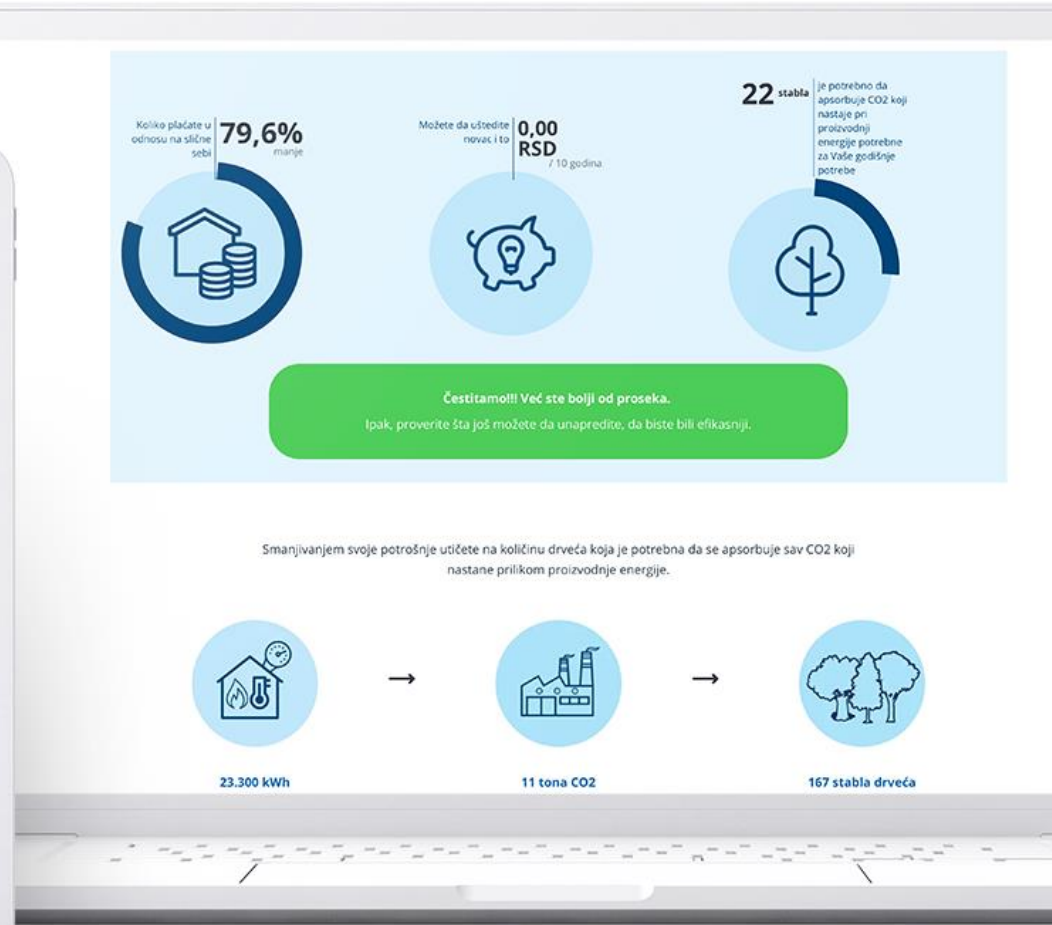
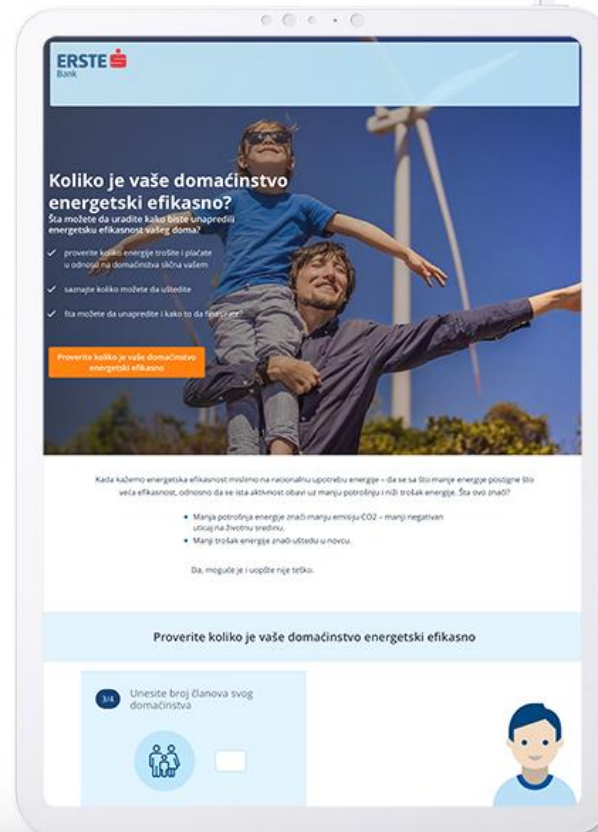
selected recent showcases

renovation & energy efficiency

- digital advisory around energy efficiency
- household benchmarking
- financial impact of energy efficiency solution
- customer research, segmentation & targeting
- campaign design & oversight

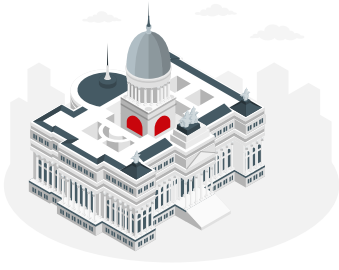


energy efficiency calculators



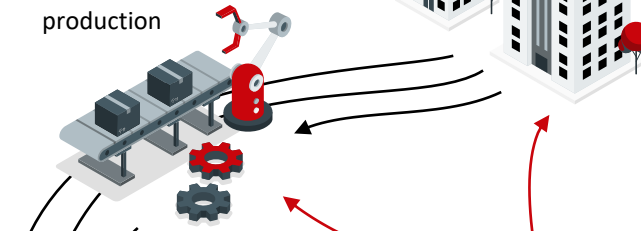
IFIs & Green Financing Partners

policy + fundraising



Banks

production

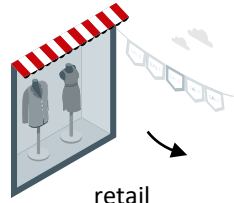


Customers

Supply chain



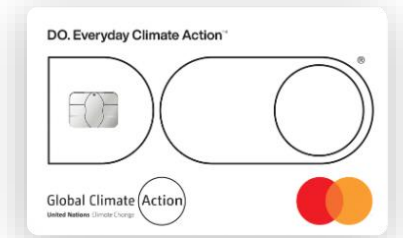
retail



connecting retail consumer directly via digital engagement platform

- direct
- motivational
- instant
- simple
- connected
- complementary

digital **ESG** linked engagement



Do you own your "BIG" engagement topic yet ?