

# REXEL'S COMMITMENTS, ACTIONS AND SOLUTIONS TO HELP MITIGATE CLIMATE CHANGE

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Press pack

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# Summary

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# 1.

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## Energy efficiency, a key driver for a low-carbon economy



# Energy efficiency, a driver for a low-carbon economy

**The 21st conference on climate change, COP21, opens in Paris in an emergency context.** 2014 saw the warmest temperatures ever recorded worldwide since 1880. Rexel is fully committed to the energy transition and to reducing climate change. A world leader in the professional distribution of products and services for the energy world, **the Group has put energy efficiency at the heart of its strategy with the conviction that the most effective energy is the energy that we do not use.**

**According to the fifth report of the IPCC, the Intergovernmental Panel on Climate Change, climate change is now proven and unequivocal** with clear evidence of the human influence on the increase in the phenomenon. If CO<sub>2</sub> emissions continue at the current rate, the average temperature rise on the planet's surface could reach 4.8°C by 2100. In December 2015, government representatives will meet in Paris to decide how to reduce greenhouse gas emissions while maintaining worldwide economic growth and the development of national economies.

**Energy efficiency is central in limiting climate change.** According to the International Energy Agency (IEA), it could provide 49% of the effort to reduce greenhouse gas emissions, making this "hidden fuel" the leading source of energy in our developed economies. Buildings, which consume about 40% of world energy, are at the forefront of the issue: The systematisation of programmes to better control energy consumption, in addition to strengthening the supply of renewable energy, is essential.

**Rexel works every day to make energy efficiency the safest, most efficient and fastest way to accelerate the energy transition and to promote the emergence of a low carbon economy.**

The Group contributes to responding to the climate challenge by setting climate-related objectives through 2020. Rexel commits to reduce its carbon emissions as well as promote energy efficient solutions through 2020.

**Rexel is also mobilising itself in three ways for COP21:**

- as a company, Rexel provides its customers with practical **solutions** to enable them to control their energy use, particularly through energy-efficient products and building automation solutions, and to produce electricity or heat through renewable energy;
- as a responsible player, the Group is implementing **actions** to improve the environmental performance of its operations and to raise employee awareness;
- as a member of civil society, Rexel is creating **partnerships** as the Group is convinced that a multi-stakeholder approach is necessary to raise the bar in dealing with the climate challenge

# Rexel's contribution to respond to the climate challenge

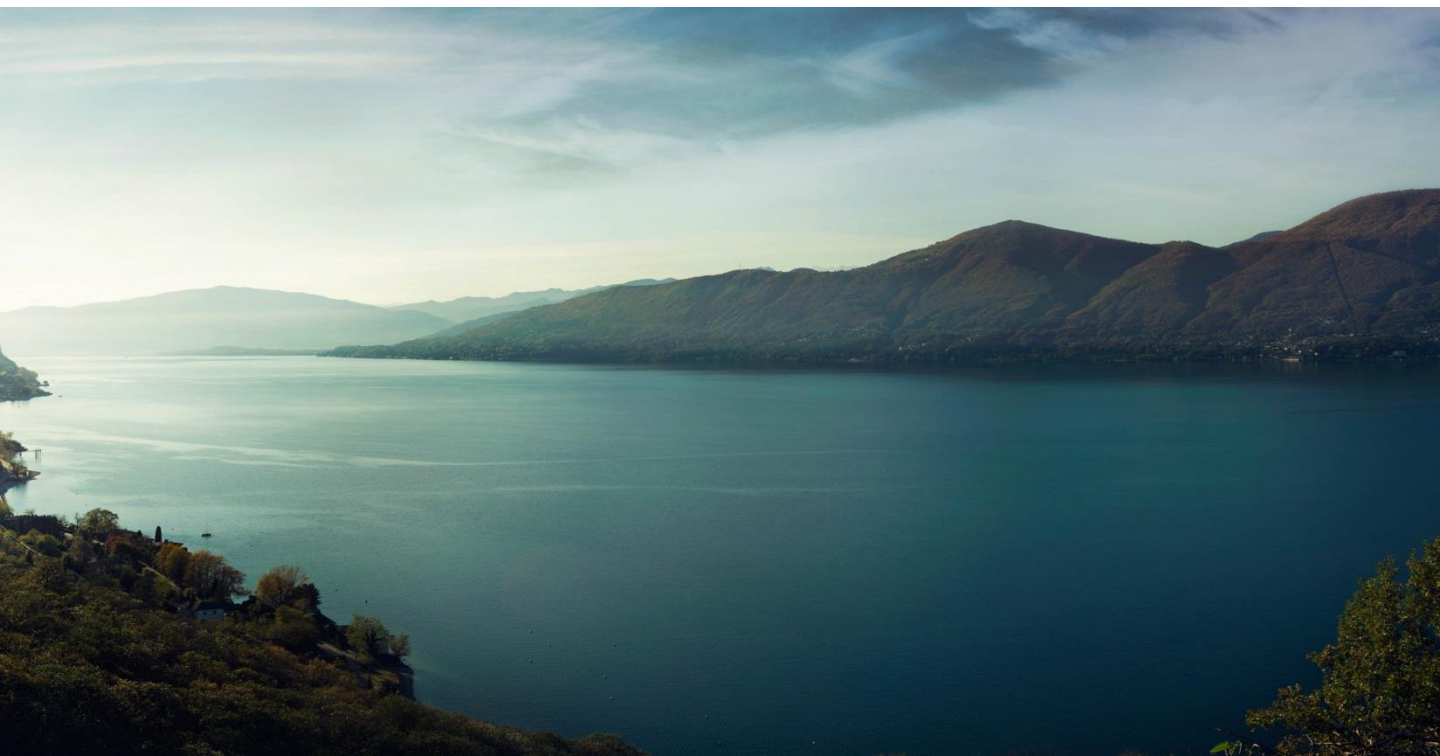
Following a thorough analysis of its environmental and societal impact with all its stakeholders, and building on the important progress made in recent years regarding sustainable development, Rexel is setting ambitious goals to limit its carbon footprint and contribute to reducing that of its customers.

The Group has set the following objectives through 2020:

- **At least double sales of energy efficiency products and services (“2011 baseline”)**
- **Reduce by at least 30% the carbon emissions of its operations (“2010 baseline”)**

These objectives reflect Rexel's commitment to raise the bar in dealing with the climate challenge and to stay the course in providing sustainable and innovative solutions for better energy management. Through various partnerships, the Group is strongly mobilized to contribute to the public debate as the Paris Conference (COP21) nears.

Rexel has already implemented an advanced sustainable development policy, measured through performance indicators, which involves all employees. This policy and actions are notably recognized through Rexel's inclusion in the DJSI and Ethibel stock market indexes. In 2013, the Rexel Foundation for a better energy world was created to fight against fuel poverty and to allow access for all to energy efficiency. With its Foundation, Rexel accompanies the poorest in the energy transition and promotes social innovation through its support for social entrepreneurs.



# 2.

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**Rexel provides  
concrete solutions  
for climate protection**



# Three concrete solutions for climate protection

Rexel has set as a priority to provide its customers and end-users with the products and services that help them reduce their energy consumption and carbon emissions, contributing to address the climate challenge. Rexel's offer includes LED lighting solutions for residential, commercial and industrial buildings, new-generation electric motors allowing enhanced energy efficiency performance, "multi-energy" energy-efficient solutions and finally power control and regulating solutions. Rexel has developed a suite of energy management solutions under the Energieasy label covering a broad spectrum of applications to measure and optimize energy consumption as well as to enhance the benefits of building automation and renewable energy.

## ■ Solution #1 : Energy Efficiency

- ▶ Rexel contributes to decreasing energy consumption and increasing energy savings for its customers around the world, in the residential, commercial and industrial sectors, by proposing a broad range of energy efficient products and solutions: energy-efficient lighting, control systems, measurement systems and energy-efficient power systems.
  - Lighting technologies have led to spectacular progress in energy consumption. For individual users as well as businesses, the LED is the most effective product. Rexel is working on many lighting retrofit projects enabling immediate savings of up to 80%.
  - Electric motors in the industry account for up to 65% of total electrical energy consumption. To reduce this amount, Rexel offers its customers a new generation of energy-efficient motors.
  - Consumption monitoring and control lie at the core of energy efficiency with [Energieasy Advisor](#).

## ■ Solution #2 : Home Automation

- ▶ After computers and phones, household items are now becoming connected. The new Internet revolution makes home automation accessible to all. It is now possible to manage and control comfort (shutters, lighting, heating) and energy consumption. Rexel makes these features available to installers and end users.
  - For installers, home automation solutions must be simple to implement and maintain. In order to help them roll out their projects, Rexel France offers them the support of its Residential development experts and its innovative service 3i. This service has been designed to assist installers with their home automation projects, from conception to equipment pre-configuration in one of Rexel's branches, to installation at the client's home.
  - Rexel has launched [Energieasy Connect](#), a home automation controller that allows end-users to control and monitor their homes energy consumption via their tablet or mobile phone.

## ■ Solution #3 : Renewable Energies

- ▶ Rexel's goal is to consolidate its position while generating real momentum on the market for photovoltaics. The Group markets a complete range of equipment for residential use, including photovoltaic panels and the accessories needed for their installation and connection, sometimes sold in kits to help contractors choose the best solution.
- ▶ On the wind power market, Rexel offers customized solutions that range from the simple marketing of cables and components to an array of integrated services covering everything from procurement to inventory management, assembly and delivery. On the solar market, [Energieasy Solar](#) provides users access to a comprehensive range of innovative services for the development of photovoltaic projects.

# Solution # 1:

## Energy efficiency thanks to Energeasy Advisor

### ■ **Facts: Energy data is increasing but its analysis is still complicated**

- ▶ In 2009, the European Union set a target of 80% smart meters by 2020: in 2014, in France, there was only 15%. It hopes to have rolled out 35 million of them by 2021.
- ▶ A smart meter performs one measurement every 15 minutes compared to one measurement per month for a standard meter, or about 96 million measurements per million smart meters every day: 3,000 times more.
- ▶ For 60% of energy managers, "analysis" will be the main investment of their business in the smart grid field in the coming years.

### ■ **Solution: Energeasy Advisor enables consumers to understand and therefore control their energy consumption**

- ▶ Energeasy Advisor is an energy management solution for property managers, local authorities and industrial buildings, which collects and analyses energy and other utilities data in order to put in place improvement plans that optimize consumption/improve efficiencies. Energeasy Advisor notifies end users when thresholds are exceeded, and helps to raise awareness of good practice. Ultimately, this solution saves on building running costs and reduces energy consumption and associated carbon emissions.
- ▶ With Energeasy Advisor end-users can:
  - ▶ collect and centralise energy data (energy, utilities, consumption, emissions, outputs),
  - ▶ receive automatic notifications in the event of malfunctions based on predefined thresholds (over-consumption, overruns, leaks),
  - ▶ analyse data from the various dashboards and performance indicators,
  - ▶ engage a building's occupants by raising awareness of good practice (information screens, awareness-raising measures and attention-grabbing indicators)
  - ▶ predict and anticipate future consumption patterns (consumption forecasts, estimated savings, real-life impact of any action taken)
  - ▶ take action to remedy any shortcomings or failings (manual or automated)
- ▶ This energy monitoring solution is aimed at landlords, managers and occupants of commercial or industrial buildings. It is user-friendly, educational, customisable, and can be used by all parties with an interest in a building's energy management. It can be applied across multiple sites (multi-site), for various types of usage (multi-usage), to manage a range of utilities (multi-utility).
- ▶ **Results: Bill savings of 15% from the first year as a direct result of taking 3 actions:**
  - ▶ Raising awareness among a building's occupants: behavioural changes. Greater awareness means more care is taken.
  - ▶ Regulating appliances, to recommended temperature settings, for example
  - ▶ Renegotiating contracts with power companies.
- ▶ Energeasy Advisor in [action](#).



# Solution # 2: building automation with Energeasy Connect

## ■ Facts: The house is a source of energy savings

- ▶ Distribution of residential energy consumption: heating (61.3%), electrical equipment (19.5%), hot water (12.1%), cooking (7%)
- ▶ Control of heating alone provides a 20% saving on energy bills.
- ▶ "Passive" consumption by household equipment on standby represents 11% of the French's electricity bill every year - the equivalent of two nuclear reactors

## ■ Solution: Energeasy Connect is a home controller that lets you remotely control heating and connected equipment in the home

- ▶ From the same application on their tablet or smartphone, the user can control the equipment in their home (heating, shutters, lighting, hot water, windows...) and only consume the energy they need, on a room-by-room, hour-by-hour basis. Thanks to the application's personalised and intuitive interface, the user can programme and activate different scenarios that respond to their lifestyle, needs and desires, either by appliance or by group of appliances.
- ▶ Easy to use, the whole family can track energy consumption in real time. Each item of expenditure is identified and its evolution tracked, with a consumption trend forecast for the date of the next bill and a warning system in case of abnormal consumption or overruns of the thresholds set by the user. At any time, the user can therefore act accordingly to reduce their energy bill and thus the resulting CO2 emissions.

## ■ Results: Example of an automatic scenario of a typical day

- ▶ At 6.30 a.m: the 'getting up' scenario, which switches heating to Comfort mode in the living rooms, starts automatically.
- ▶ At 8.30 a.m. (last person leaves): the 'leaving the house' scenario turns off all the lights, pulls down the shutters and switches the heating to Economy mode .
- ▶ At 4.30 p.m. (children due back from school soon): the 'coming home' scenario which switches the heating to Comfort mode in the living rooms kick-starts.
- ▶ At 7.30 p.m.: A scenario which switches heating to comfort mode in the bedrooms starts automatically
- ▶ At 10.30 p.m.: A scenario, which switches the heating to economy mode in the whole house and closes all the shutters, starts automatically.
- ▶ The user can choose to activate a particular scenario manually or using the automatic settings programmed by type of activity (such as: I get up, I go to bed, I leave the home, I'm coming back home...) or based on a typical day (day at work, day at home, on vacation ... or very cold day, summer day...). Finally, the end-user can match their scenario with one or more days of the week. Thus, the scenarios will be automatically initiated on those dates and times that have been set by the end-user.

# Solution # 3: renewable energy with Energieasy Solar

- **Facts: Consumers must have confidence in the energy solutions they choose, be they energy efficiency or renewable energy**
  - ▶ In the UK, 48% of individuals make investment in renewable energy their priority for energy security, regardless of their personal preference (nuclear comes second with 15% of respondents).
  - ▶ In 80% of countries, photovoltaic systems installed on the roof will be at parity with electricity grid prices by 2017.
  - ▶ French confidence in photovoltaic panels went from 73% to 62% between 2013 and 2015.
- **Solution: Energieasy Solar intends to help restore consumer confidence in solar roof panels by guaranteeing the return on their installation**
  - ▶ Thanks to [Energieasy Solar](#), households and small commercial players questioning themselves may be made aware of the opportunities offered by solar and be guided in its efforts. A dedicated website, adapted to smartphones and tablets, lets them:
    - ▶ Simulate the photovoltaic potential of a building: online, consumers can thus have a clear idea of its impact (energy generated, savings made etc.).
    - ▶ Find accredited local installers, with the possibility of asking them for a quote, free of charge and without obligation.
    - ▶ Benefit from a turnkey installation while accessing financing solutions and services for the annual cleaning of their solar panels.
    - ▶ Request a guarantee for energy production: if in the first five years, it is 10% lower than the original estimate, the difference is refunded.
- **Results: In the UK, Belgium and the Netherlands, the solution is beginning to prove itself**
  - ▶ The [McCue family](#), in Surrey, quickly got into contact with soon linked with three local Rexel Energieasy qualified installers and could make its choice according to the proposed quotes. Thanks to the quotes provided and the Rexel guarantee, the bank was able to grant them a loan to finance the project.
  - ▶ In one month, this family's electricity bill has gone from £57 to £17! According to the estimate now guaranteed by Rexel, the 3,884 kWh produced in the first year (more than half of the annual electricity consumption of an average French family) will amount to an income of over £1,000.

# 3.

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## Rexel's environmental performance and multi-stakeholder approach



# Rexel is committed to improving its environmental performance

## Reduce by at least 30% the carbon emissions of its operations through 2020

Rexel intends to continue improving the social and environmental performance of its operations. Reducing greenhouse gas emissions is one of the priorities of Rexel's environmental approach. To improve its performance in this area, the Group has notably set two priorities: Enhancing the energy efficiency of its sites and using energies with lower emissions, on the one hand, and optimizing the transportation of goods and travel by employees, on the other hand.

**Rexel has developed a strong environmental policy and reduces its own carbon emissions by working on its operations as well as involving all of its employees.** To improve its performance in this area, the Group has notably set itself three priorities: Energy efficiency of its sites, optimising its transport and control of packaging and waste.

- ▶ To support the operational implementation of its policy, Rexel relies first and foremost on its **Environmental Charter**. Its goal is to specify the Group's environmental commitments and to involve all employees in order to make environmental responsibility a part of their everyday practices. Today, 96 % of the Group's sites apply this Environmental Charter.
- ▶ The Group encourages the deployment of the EMS (**Environmental Management System**), which defines and documents procedures to control the environmental impact of activities, which may be subject to ISO 14001 certification. 42% of the Group's sites have now deployed it.
- ▶ Each year, Rexel produces consolidated **environmental reporting** on more than 30 countries and covering 99.7% of its turnover, whose data is verified by an independent body.

Lastly, present in all of the Group's subsidiaries worldwide, 70 environmental correspondents are the key to success in this effort. They implement the global policy, promote it locally and are in charge of gathering, processing and analyzing data to monitor performance indicators.

**From 2013 to 2014, Rexel reduced by 8.1% its carbon emissions, on a like-for-like basis.** The Group limits its emissions of greenhouse gases by reducing the energy consumption of its sites, optimising its logistics processes and modernising its fleet of vehicles. Renovation of its sites' lighting, by using energy-efficient technologies, especially LED, building management and the use of renewable energy are all ways to reduce consumption and emissions. Transport is the area in which the most significant progress has been made in terms of reducing the Group's carbon footprint, notably thanks to fleet renewal and the optimisation of its logistics processes: promoting shared transport, rationalisation of rounds, pooling flows between Group entities, environmentally-friendly vehicles etc.

# Action # 1: Eco-Days to involve employees

## ■ **Facts: The ecological transition involves everyday gestures, at home and at work**

- ▶ Between 2001 and 2010, final energy consumption increased by 25% in the service sector, which was an increase well above the transport, industrial, agricultural or residential sectors.
- ▶ 93% of the French believe that their company has a role to play in the fight against global warming: The most important environmentally-friendly practice was making sure that the lights are properly turned off at the end of the day (87%), followed by double-sided printing (77%), and sorting waste such as paper and print cartridges (70%).
- ▶ Individuals need to be encouraged: the share of households convinced of the effectiveness of individual actions in the fight against greenhouse gases fell from 50% to 42% between 2006 and 2012.

## ■ **Solution: EcoDays encourage Rexel employees to adopt environmentally-friendly practices**

- ▶ Since 2011, Rexel has organised an internal campaign every year to encourage all employees worldwide to participate in the fight against climate change. Since April 29 2015, a web platform - in Chinese, English, German, French and Spanish - lets people discover a number of small everyday practices and adopt them:
  - Coming to work by bicycle or public transport instead of driving
  - Turning off the computer when leaving the office
  - Unplugging chargers and transformers when they are not in use
  - Reducing the temperature in offices and dressing up warmly in winter
- ▶ Each person who commits to one or more environmentally-friendly practices receives a personal CO2 calculator which shows them the tangible impact of their change in behaviour. This educational aspect is reinforced by access to content on the issues of climate change and the actions of the company in favour of the environment, on which Rexel employees can test their knowledge twice a month through online quizzes.
- ▶ In addition, it is possible for users to propose joint projects, of which the best are funded by the Rexel Foundation.

## ■ **Results: Rexel employees have committed to more than 2,000 eco-actions**

- ▶ 30,000 employees across 23 countries took part in the 2015 Ecodays.
- ▶ They have committed to more than 2,000 eco-actions.
- ▶ Nearly 60 tons of CO2 emissions have been saved, the equivalent of 60 round trips from Paris to New York by plane.
- ▶ 50% of employees say that the campaign has completely prompted them to change their work habits to adopt more eco-responsible behaviours towards energy.

# Action # 2: the Rexel Foundation to involve all stakeholders

## ■ **Facts: The ecological transition involves the inclusion and involvement of all**

- ▶ Over 1.3 billion people worldwide still lack access to electricity.
- ▶ 100 million Europeans are now living in fuel poverty, meaning that they spend over 10% of their income on paying energy bills.

## ■ **Solution: The Rexel Foundation supports social innovation projects with the most disadvantaged populations**

- ▶ Since May 2013, the Rexel Foundation has supported three types of projects:
  - ▶ Solidarity projects with the most disadvantaged: They aim to improve access of poorer communities to energy efficiency by financing and supporting projects led by associations or foundations in raising awareness of energy issues and changes behaviours, skills training, renovation and housing equipment.
  - ▶ Social innovation projects: They allow promotion of socially innovative solutions and models in the field of energy via the social entrepreneurship platform, which provides financial support for skills sponsorship, donation of equipment or logistics.
  - ▶ Studies and academic research: They help to develop knowledge and sensitivity about energy efficiency by providing a shared knowledge base through studies, conferences, workshops. They encourage the innovation and development of new solutions through research programmes in the field of energy efficiency.

## ■ **Results: the Foundation helped to positively affect 100,000 people in 2013 and 2014**

- ▶ The Foundation has supported or still supports 29 initiatives:
  - ▶ 5 solidarity projects
  - ▶ 12 social innovation projects
  - ▶ 12 studies and research programs
- ▶ The Foundation has surrounded itself with 42 partners:
  - ▶ 14 social initiatives
  - ▶ 8 NGOs/Associations
  - ▶ 4 foundations
  - ▶ 6 companies
  - ▶ 3 Rexel subsidiaries

# 4.

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## Rexel's climate partnerships



# Rexel participates in COP21

**In preparation for the Climate Conference to be held in Paris in December 2015, Rexel initiated several major initiatives in 2014 which have continued throughout 2015:**



## Participation as a founding member of the Solutions COP21 initiative

The mobilisation of civil society is essential to the success of a plan to fight against climate change. Therefore, the 21 Committee (France) and the France Sustainability Club (already bringing together more than 70 networks) created the Solutions COP21 initiative. This is a single solution, bringing together businesses, institutions, local authorities, research centres and associations to highlight practical solutions to fight against climate change. Rexel is a founding partner of Solutions COP21. In January 2015, a web platform, dubbed the "Climate Solutions Hub", was launched by Solutions COP21. It is intended for all audiences and presents completely new information on products, services and innovations around climate issues. As a grande finale to Solutions COP21, a major week-long operation will be orchestrated in December 2015 at the Grand Palais to show pro-climate solutions and innovations over around 4,000 m<sup>2</sup> of exhibition and educational spaces and through 60 conferences, meetings and round tables. Altogether, 50,000 visitors from all backgrounds and all nationalities are expected. In parallel, a Solutions COP21 pavilion will be present at Le Bourget, the site of the 2015 Paris Climate conference.

For more information: <http://www.solutionscop21.org/> and <http://www.climatesolutionsplatform.org/>



In June 2015, Rexel joined the LTCPI EEB (Low Carbon Technology Partnership initiative on Energy Efficiency in Buildings), led by the WBCSD, a council that brings together 190 international companies united by a shared commitment to sustainable development through the three pillars of "economic growth", "ecological balance" and "social progress", set in the wake of the Rio Earth Summit in 1992. A group of leaders, the WBCSD provides a unified and effective expression, which makes this organisation one of the main drivers of energy transition in the economic world, in conjunction with international stakeholders like the United Nations, the World Bank and their different platforms.

In December, Rexel will take part in the Paris WBCSD meeting in Paris in favour of energy efficiency solutions for buildings.

For more information: <http://www.wbcasd.org/home.aspx> and <http://www.epe-asso.org/>



# Rexel participates in COP21



## Membership of the Yale Climate Change Dialogue

Rexel supports this initiative led by Yale University's "Center for Environmental Law & Policy", which aims, through a multi-stakeholder and multi-disciplinary approach, to find concrete solutions to climate issues, and which have the potential to attract considerable popularity worldwide. The work being conducted is articulated around three main ideas: To broaden commitment to climate change to promote and formalize the role of leaders in local authorities and cities, business leaders and other leaders of civil society; to develop reporting indicators and structures that encourage the contribution of infra-state players and the strengthening of accountability mechanisms; to guide investment strategies on climate change, particularly for clean energy, by encouraging the mobilisation of private capital.

For more information: <http://envirocenter.yale.edu/programs/yale-climate-change-dialogue>

# Shifting Gears on Climate Change

**Daniel C. Esty & Rudy Provoost**

Op-ed published in the [Huffington Post](#) on September 21st , 2015

As world leaders gather this week in New York, the pressure is mounting to produce a new climate change agreement in Paris in December. The outcome of that meeting will set the stage for the global response to rising temperatures and ongoing environmental disruption. Rather than relying solely on national level leadership to foster change, we believe local governments and the private sector need to play a more central role in shaping the world's climate change action plan.

The climate change conversation has begun to change. Until recently, the world focused its political efforts on pushing national government leaders to sign treaty commitments based on greenhouse gas emissions reductions targets. Setting goals is a start, but this top-down approach has failed to produce significant on-the-ground changes in behavior. The world community needs a new climate strategy. In this regard, we identify four ways to ramp-up the global climate change response at the Paris "Conference of the Parties."

First, we need to engage a wider array of actors to ensure a more robust response to climate change. Presidents and Prime Ministers do not have day-to-day control over the factors that determine a society's carbon footprint. In contrast, mayors, governors, and premiers often can enact policy changes and bring about meaningful action much more quickly than national leaders. Business also has a central role to play in the transition to a low-carbon economy. A strategy that embraces broader engagement thus needs to bring in CEOs as well as sub-national political leaders. To push cities, state/provinces, and private companies to undertake climate change action, their work must be measured, and their successes publicized.

Second, we must expand the focus of our climate change agenda. Although "mitigation" strategies that reduce emissions will continue to be important, these efforts need to be matched with a new emphasis on adaptation. Developing countries, in particular, are already grappling with the early effects of a changing climate as shifts in rainfall patterns, increased intensity of hurricanes, and rising sea levels wreak havoc on traditional communities and livelihoods. For the world's most exposed people, a reduction in emissions in the industrialized world does little to address their pressing need for safety, resiliency, and economic progress.

Much attention has been paid to financing the suite of actions the planet needs to take to avert catastrophic climactic harm. Much of that focus -- and a fair bit of political posturing -- has been devoted to assessing the appropriate financial role for countries seen as accountable for historic emissions. These are legitimate and complex issues. But, again, the results have been inadequate to the scale of the needs. We thus need a new climate finance strategy that uses limited public resources to leverage private capital. This argues for new structures - Green Banks, Green Bonds, and other creative finance mechanisms -- that can be directed to adaptation, energy efficiency, and the imperative of a transition to a clean energy future.

# Shifting Gears on Climate Change

Finally, we must broaden our efforts to reduce emissions. Until now, the policy focus has been aimed largely at the supply side. Expanding renewable energy and ending fossil fuel subsidies will continue to be important. But we ought to be paying much more attention to the demand side of the energy equation. Indeed, energy efficiency investments hold tremendous promise as a cost-effective element of the world's climate change mitigation program.

The opportunities in both existing buildings and new construction are significant. With an estimated 40 percent of the world's energy consumption and 25 percent of total carbon emissions, buildings are ripe for transformation. In many industrialized nations, only 1 percent of existing buildings are renovated each year, meaning the vast majority of our structures deploy outdated lighting, heating, and ventilation technologies -- and thus consume far more energy than they need. Energy efficiency programs do exist, often as a function of productive partnerships among governments, utilities, and local businesses. But these efforts must be expanded and incentives developed that reward efficiency.

As all eyes turn to Paris in December, the world community needs a reinvigorated climate change program. We believe that any new commitment to action must include broadened "ownership" of the climate change agenda and efforts to highlight progress particularly at the city, state/province, and corporate scales. Reframing of the challenge to include adaptation, demand-side energy management, and broader funding sources would also help to raise the trajectory of the global response to climate change. As illustrated by the positive response to the Paris Mayor Anne Hidalgo's offer to host a Climate Summit for Local Leaders in Paris on December 4, mayors, governors, and other subnational leaders are ready to lead -- and the new Paris Climate Change Agreement should put them in a position to do so.

*Daniel C. Esty is professor of environmental law and policy at Yale University and co-author of *Green to Gold: How Smart Companies Use Environmental Strategy to Innovate, Create Value, and Build Competitive Advantage*. Rudy Provoost is CEO of the Rexel Group, a global leader in the distribution of products and services for the energy world.*

*Both participate in the Yale Center for Environmental Law & Policy », a joint undertaking between the Yale School of Forestry & Environmental Studies and the Yale Law School, seeking to incorporate fresh thinking, ethical awareness, and analytically rigorous decision-making tools into environmental law and policy..*