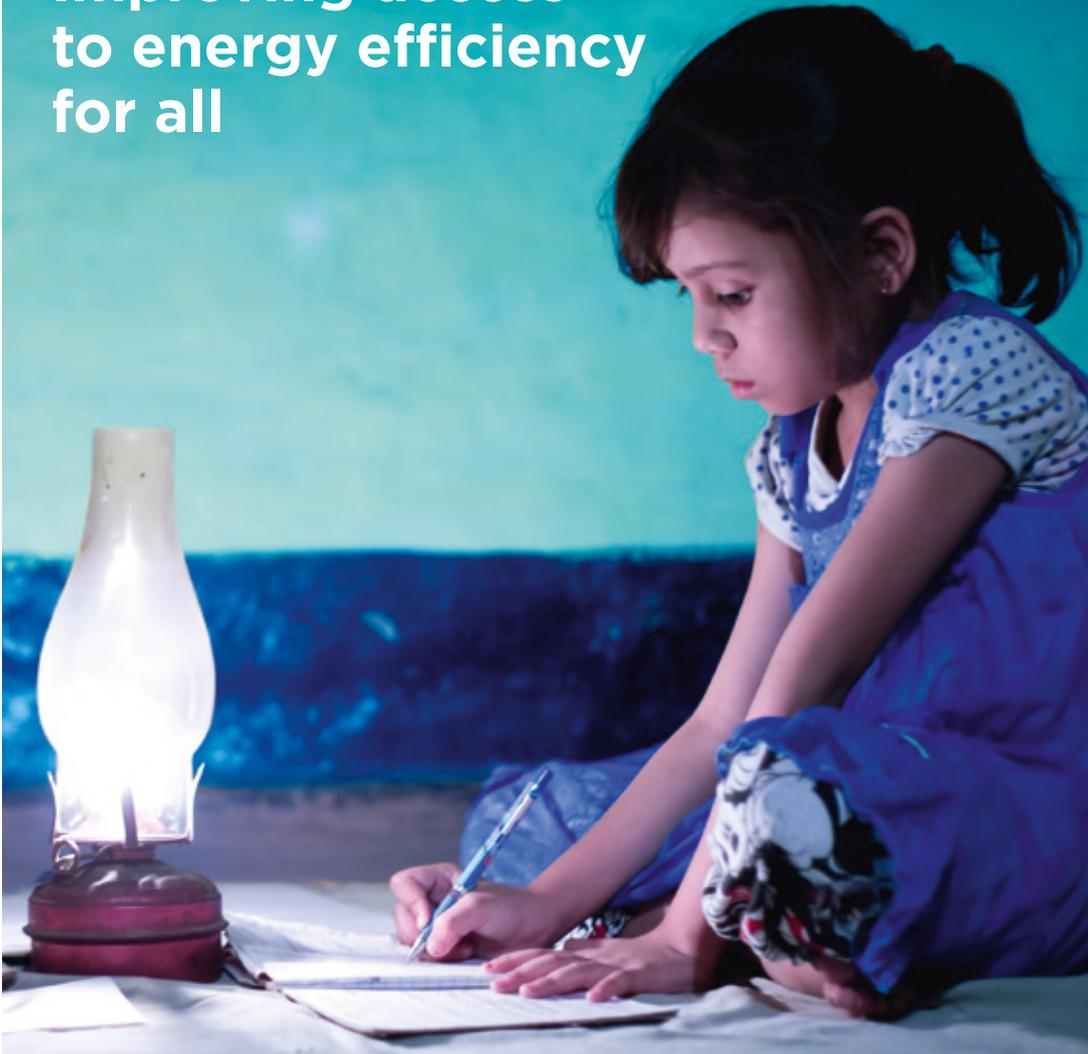


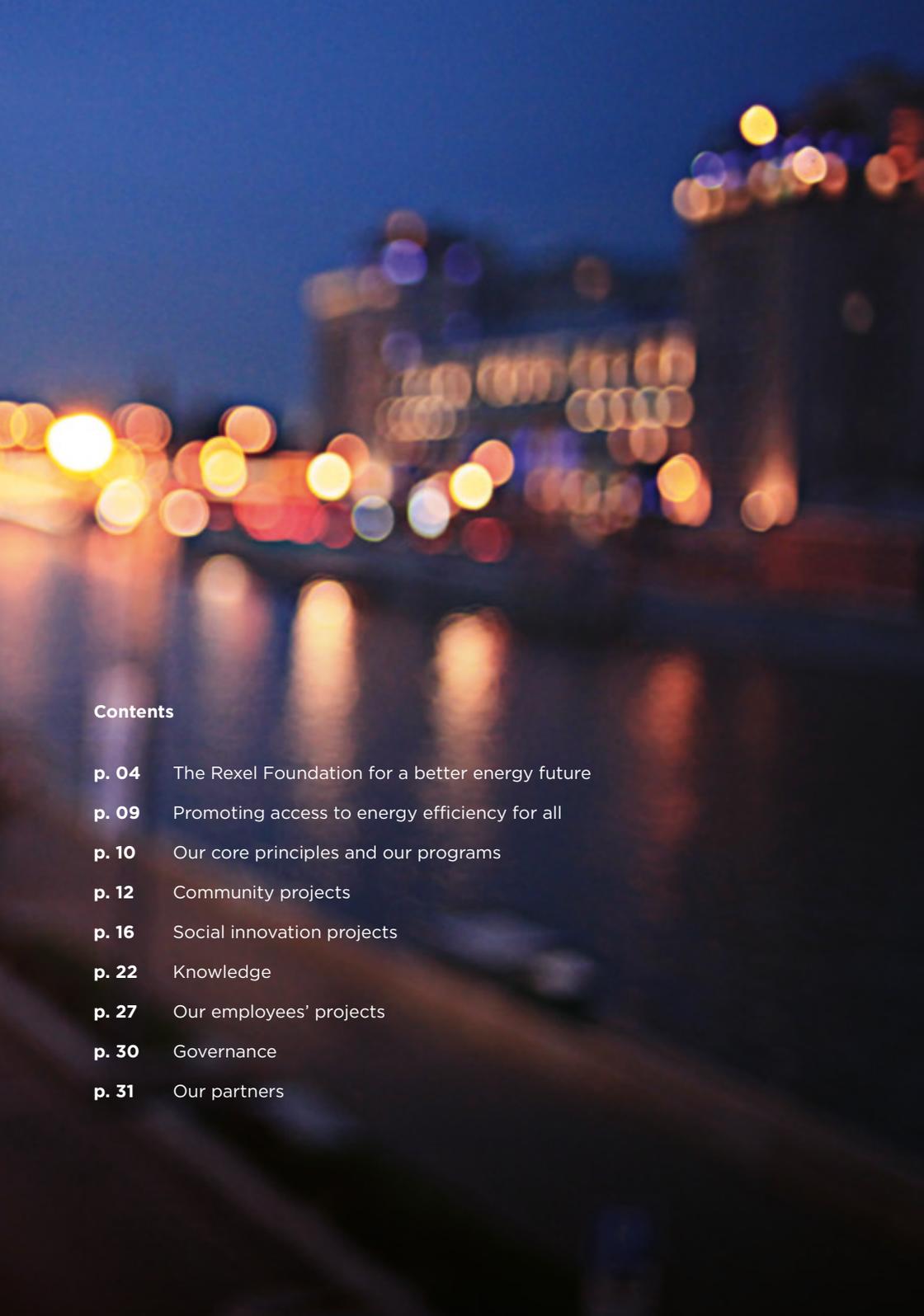
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Rexel Foundation

# Improving access to energy efficiency for all



Rexel  
foundation   
FOR A BETTER ENERGY FUTURE



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## Energy transforms the world

We are living in a time of great change. The energy world is at the center of an economic and social transition driven by unmatched innovations in technology.

The stakes are high. We need to be able to manage the use of finite natural resources effectively while reducing our carbon footprint (the environmental challenge), lower costs and improve the competitive edge of our energy intensive industrial companies as well as our own industry (the economic challenge), improve comfort and quality of life and overcome fuel poverty by improving access to energy for disadvantaged populations (the social and societal challenge).

Against this backdrop, driving the energy efficiency agenda forward has never been as important as it is today. Rexel operates in 32 countries, in which we are working day-in-day-out with hundreds of thousands of our electrical contractor and installer clients to ensure that energy efficiency becomes systematic in the work they do.

As a global leader in the professional distribution of products and services for the energy world, we play a pivotal role in promoting energy efficiency.

With the creation of our Foundation in 2013, we went one step further in the fight against fuel poverty. Through our commitment and in partnership with our employees, our clients, our suppliers and with society at large, the Rexel Foundation can become a catalyst for progress. Together, we can make a better energy future a reality for everyone in the world.

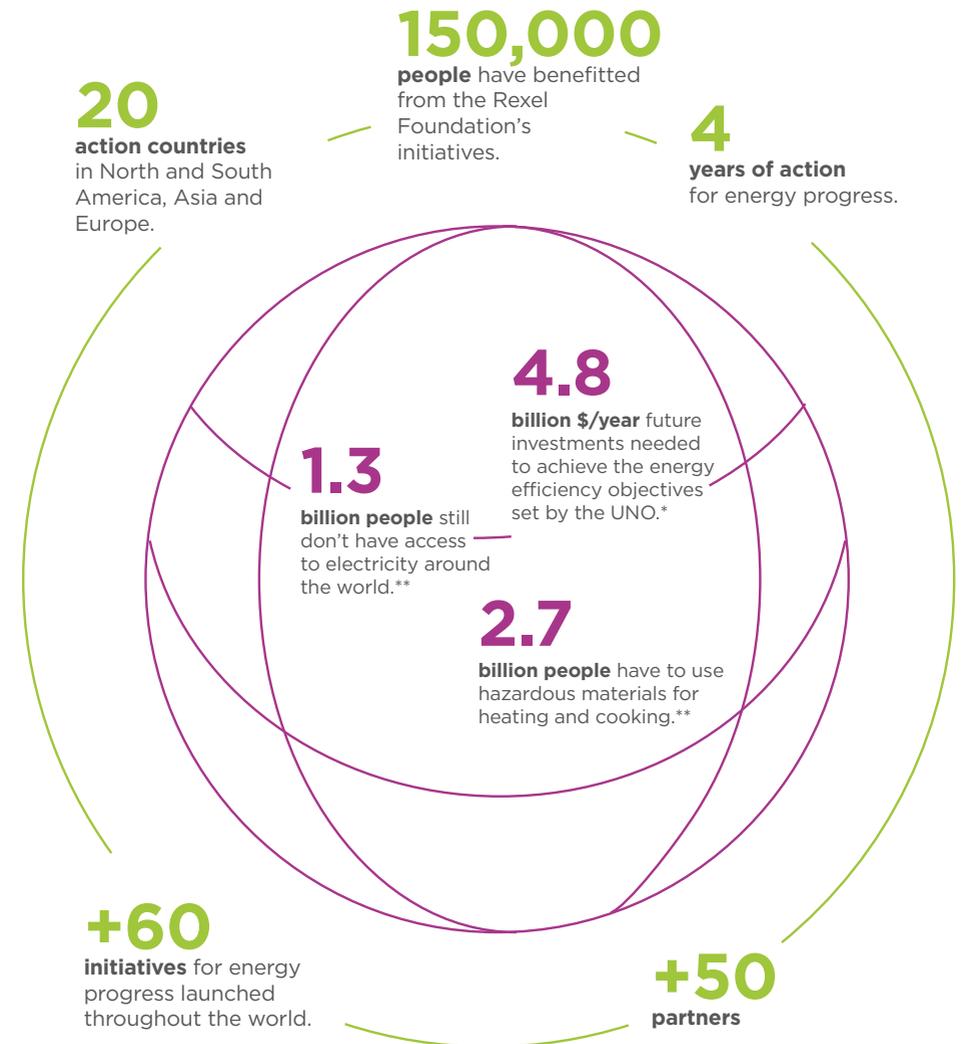
# The Rexel Foundation for a better energy future

Our mission is to improve access to energy efficiency for all.

Energy efficiency, and more broadly, energy progress, are essential solutions to today's three fundamental challenges:

- **Economically speaking**, energy efficiency enables less dependence on fossil fuels;
- **Environmentally speaking**, it meets our need to decrease greenhouse gas emissions;
- **Socially speaking**, it improves access to energy efficiency for all and beats fuel poverty.

Consequently, the Rexel Foundation strongly believes in the importance of taking immediate action, together with all the stakeholders in the energy sector.



Rexel Foundation figures as of 30/09/2017

## Energy efficiency, a solution to climate change



**49%**

of the global effort to reduce greenhouse gas emissions in order to limit global warming could be provided by energy efficiency solutions by 2020.

(2014 report by the International Energy Agency)



**+80%**

of savings potential in energy production and buildings.

(OECD/IEA 2014 "Capturing the Multiple Benefits of Energy Efficiency" report)

\* IPCC Climate Change 2014 Synthesis Report.

\*\* International Energy Agency, Energy for all - Financing access for the poor, 2011.



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### Study on energy efficiency programs in Latin America

The Rexel Foundation financed a study conducted by Microsol in five Latin American countries (Peru, Chile, Bolivia, Ecuador and Colombia). The study showed that there is a true need to bring electricity to isolated rural populations in the Andean region. Renewable energy sources remain untapped despite available technological solutions that could be implemented on a large scale. The analysis of carbon mechanisms as a means of ensuring projects' long-term sustainability, while improving their social and environmental quality, is conclusive. There is a real opportunity to use such mechanisms, provided that the value of carbon credits increases.



**We are conscious that the emergence of a zero carbon economy depends on transforming the way we consume electricity. Rexel and its Foundation for a better energy future develop awareness campaigns directed at users as well as at the general public and support many initiatives linked to climate change.**



## **Improving access to energy efficiency for all**

More than one billion people around the world do not have access to electricity and many more are living in fuel poverty. The Rexel Foundation for a better energy future works day-in-day-out to bring concrete responses to these challenges. As proven solutions for the management of energy consumption in buildings already exist, the Rexel Foundation is continuing its mission: improve access to affordable, efficient and sustainable energy for all. Energy efficiency is a major opportunity to lower energy bills, refurbish buildings, eliminate waste and rethink practices all while promoting less carbonated energies.

In order to promote energy progress, the Rexel Foundation supports associations and NGOs encouraging communities' engagement and autonomy in managing their energy consumption and improving their quality of life. It accompanies social entrepreneurs who create and implement new business models based on innovative services and funding mechanisms. It asks questions, investigates, and co-produces studies, guides and tools in order to widely disseminate knowledge in this field.

In four years, the Rexel Foundation has launched more than sixty initiatives in 20 countries with more than 50 partners. Recognized in 2015 for its dynamism and innovative approach\*, the Rexel Foundation is helping to improve the everyday life of the beneficiaries of its initiatives: 150,000 so far. Proximity, pragmatism, innovation and sharing continuously guide the actions of the Rexel Foundation for a better energy future.

**Anne-Charlotte Poix**  
Rexel Foundation General Secretary

\* The «Trophées Défis RSE 2015»

## Our programs



### Community projects

aim to improve access to energy efficiency among the most disadvantaged populations.

↳ Page 12



### Social innovation projects

facilitate the emergence of new social innovation models.

↳ Page 16



### Knowledge

fosters information sharing, greater awareness of energy efficiency among the general public, and innovation.

↳ Page 22

### The projects supported by Rexel employees

allow them to further engage in the Foundation's activities by sponsoring a community project in line with the Foundation's mission.

↳ Page 27



## Our core principles

### Social innovation

Drive social progress, improve quality of life and improve access to sustainable and less expensive sources of energy for society's most disadvantaged.

### Repeatable and scalable

Support repeatable and scalable energy efficient solutions, enabling the large scale adoption of energy efficiency.

### Environmentally friendly and providing energy savings

Reduce the environmental footprint and provide energy savings to end-users. Reducing the energy footprint is one of the keys to improving access to energy efficiency for all.

### Collaborative and partnership driven

Foster a collaborative approach with all stakeholders to improve understanding and raise awareness among key players in the industry as well as among the general public.



# Community projects

We are involved with local communities by supporting projects that aim to improve access to energy efficiency among the most disadvantaged populations. In order to reach this ambitious objective, we establish partnerships with NGOs, other corporate foundations, and also with Rexel's clients and suppliers in developing and emerging countries as well as in developed countries.

**23 community projects launched since the creation of the Foundation.**



« Through its projects, the Rexel Foundation supports the electrification of rural, remote and disaster-stricken areas, organizes vocational training for craftsmen and contractors, and raises energy efficiency awareness among youth, communities and households. »

**Marion Berger**  
Rexel Foundation Correspondent for Asia-Pacific

## Improving the learning environment in a Chinese school

**Location:**  
China

**Partners:**  
Maverlinn, Netspring, Faurecia and Rexel China

Zeng Li is Chinese, he is a third grade (8-year-old) pupil in a remote and run-down elementary school located in the region of Hebei. Since September 2014, his life has changed: an autonomous solar energy plant and 25 refurbished computers with Internet access have enabled the installation of a green IT classroom.



« Computers are great. They allow us to discover things that we couldn't have seen before. »

**Zeng Li**, school pupil directly benefitting from the project.

**227**

children provided with Internet access.

**47**

volunteer employees involved

**360**

teaching hours in the new classroom



### Deploying emergency lighting solutions following the Nepal earthquake

**Location:**  
Nepal

**Partner:**  
Electricians without borders

In the wake of the devastating earthquake that struck Nepal on April 25, the Rexel Foundation joined forces with the association Electricians without borders.

The disaster left over 6,500 dead and thousands more injured. The Foundation supports Electricians without borders in its efforts to provide long-term assistance to affected populations in several remote villages in the valley around Laprak.



**3,000**

**lighting kits** distributed among relocated households in target villages.

**47**

**solar lamps** installed at strategic locations in villages or refugee camps.

### Raising awareness about energy transition issues by funding the community service of 20 young volunteers

**Location:**  
France

**Partner:**  
Unis-Cité

On February 24, 2015, French Minister of Ecology Ségolène Royal and French Minister of Urban Affairs, Youth and Sport Patrick Kanner joined forces for the creation of 15,000 community service opportunities for young volunteers in the environmental sector.

The Rexel Foundation has decided to support Unis-Cité, a pioneering French community service association and one of the key players in this first “major nation-wide community service program,” by funding the “ecology and environment” community service of 20 young volunteers. Their mission is to raise awareness of the many issues related to the energy transition among disadvantaged individuals and families.



- A rewarding personal and professional experience for youth: community service, a springboard to working life.
- A reduction in the environmental impact of household consumption thanks to the adoption of 5-10 daily eco-actions (sustainable consumption, energy, water, waste, indoor air quality), as well as a reduction in their energy bills.



# Social innovation projects

Social innovation projects are projects developed by social entrepreneurs proposing models that break away from traditional practice. The Rexel Foundation supports them via its joint skills Platform for social entrepreneurs.



« *The Rexel Foundation's joint skills Platform for social entrepreneurs is a platform designed for identifying and promoting social innovations, which brings together associations, academic institutions and companies around projects carried out by social entrepreneurs working for energy efficiency.* »

**Bertrand de Clermont Tonnerre**  
Rexel Group Sustainable Development Director

20

members are working in the general interest.

15

social entrepreneurs are innovating for energy efficiency.

250

mentoring hours have been provided by Rexel's employees and partners.



Created in 2014, the Rexel Foundation's joint-skills Platform for social entrepreneurs is a collaborative tool that:

- identifies social innovations in the energy sector
- accompanies and supports social entrepreneurs' initiatives
- offers a forum for an exchange of information and resources between members
- evaluates the projects' performance and impact for sustainable investments.

After selecting a project, the Platform brings together social entrepreneurs in the field of energy efficiency and sponsors. At the center of this Platform, the Rexel Foundation leads and coordinates the system. When an entrepreneur expresses a need, it identifies the sponsor that can help in the most appropriate form: supplies, logistics, financing or advice.

The Platform relies on its partners' technical and financial expertise in order to help social entrepreneurs to strengthen their business plans and make their projects a success.



Learn more about the Rexel Foundation's joint-skills Platform for social entrepreneurs



## Key support for social entrepreneurs provided by the Rexel Foundation and its partners

### Funding for the DORéMI initiative developed by Institut négaWatt to encourage training in the energy retrofit of single-family homes

**Location:**  
France

**Partners:**  
Institut négaWatt,  
the Deloitte Foundation

DORéMI (*Dispositif Opérationnel de Rénovation énergétique des Maisons Individuelles* - an operational framework for the energy retrofit of single-family homes) was developed and tested in order to foster widespread access to efficient, comprehensive energy retrofitting. The idea is to offer homeowners and communities a simple framework that guarantees an effective, cost-efficient retrofit thanks to training and worksite assistance provided by groups of skilled tradesmen.

- The Rexel Foundation funded the creation of a toolkit containing nearly 100 files to assist the launch and implementation of the framework.
- The Deloitte Foundation is using skills sponsorship to accompany Vincent Legrand (Managing Director, négaWatt) in defining an economic model for the framework.

- Around 30 “DORéMI leaders” were trained in 20 regions of France in 2015.
- With an average of five groups of skilled tradesmen in each geographic area, the initiative aims to reach 100 such groups by 2016 in order to renovate 1,000 to 1,500 homes per year beginning in 2017 in the regions concerned.



### Optimization of a communication plan for Energie Partagée PACA to facilitate a public fundraising initiative

**Location:**  
France

**Partners:**  
Energie Partagée,  
the Legrand Foundation

Energie Partagée helps grassroots organizations in their interaction with public bodies so that they can develop, fund and manage their own projects for the production of renewable energy. This phase focuses on raising awareness “little but well,” targeting potential project initiators (residents, associations, communities) and working with them to launch their project. Citizen awareness greatly increases once the projects reach the investment phase.

- The Rexel Foundation funded the leadership and awareness-raising initiative led by Energie Partagée in the PACA region of southeastern France.
- Luigi Caricato, External Communications Director of the Legrand Group, contributed his expertise to structuring the digital communication tools.



**103** representatives and **300** citizens with increased awareness.

**19** project initiators supported by Energie Partagée via training programs.



## Social entrepreneurs working for social innovation

**Arnaud Crétot**  
from the GoSol.org initiative

**Location:** Finland

GoSol.org is the first digital platform designed to transfer technology to the most disadvantaged communities. It develops free construction guides enabling peasants and craftsmen in developing countries to build solar concentrators so that they can access green, free and self-produced energy.



« *Our objective is to create a model of solar concentrator technology and to make it available to the greatest number of people. We have developed construction guides available for free download. The Rexel Foundation enabled us to do so under proper conditions; it also enabled us to join an ecosystem of actors who believe that a new energy model is possible.* »



*We have recently published our first construction guide for a 1m<sup>2</sup> solar concentrator online. And, by early 2016, we will have developed a 4m<sup>2</sup> machine that will be able to supply enough energy to run a bakery stove or another business activity in developing countries, thanks to the support of the Rexel Foundation.* »

**Richard Watson**  
President of Energise Sussex Coast

**Location:** United-Kingdom

In October 2014, the Rexel Foundation awarded the prize for the “socially innovative community project benefiting those most in need in terms of energy and cost savings” to the social enterprise Energise Sussex Coast for its project to distribute 600 “energy packs” to low income communities in Sussex and Kent counties in southern England.



« *Solving the poor state of our housing will take time, but we can do something for our more vulnerable residents immediately. Anyone who receives an energy pack will join our energy-saving community and be offered ongoing support and help with their bills and fuel debt advice from our range of partners, and be signposted to other schemes. The Rexel Prize really boosted our current plan to help our region reduce its energy footprint as well as the fuel bills of vulnerable residents.* »

**Jacques Berger**  
Director of the Enterprise and Poverty Action Tank

**Location:** France

The Rexel Foundation is participating in a project organized by the Enterprise and Poverty Action Tank run by HEC. This is an action-research project focused on developing new energy retrofit models for deteriorated or deteriorating jointly owned properties.



« *The Rexel Foundation enabled us to fund an impact study on one of our programs. This is a key step for the forthcoming deployment of the model, as we are now able to document all the elements that a project changes in a given territory, at a jointly owned property level.* »

*Today, we have about ten projects involving about 15 major companies. Almost 10,000 people have already benefitted from our initiative. We are still very far from the impact we want to have, but this is already a significant result.* »



# Knowledge



« One of the missions of the Rexel Foundation is to develop knowledge and raise public awareness of energy efficiency in order to understand the issues at stake, identify innovative solutions, encourage information sharing and assist people in strengthening their engagement. »

**Dan Esty**  
Hillhouse Professor of Environmental Law and Policy at Yale University,  
Independent member of the Rexel Foundation Executive Committee

We support research programs and educational projects, namely by providing grants and scholarships for students and researchers. These academic projects are an opportunity to better understand energy consumption patterns and to develop solutions to change behaviors, as well as to develop technical solutions for the future.

We also contribute to the creation of a shared knowledge base on energy efficiency. To achieve this, we support studies whose goal is to improve understanding of the issues at stake.

Through the development of platforms, programs and events, results and knowledge will be shared with all stakeholders.

**15 projects funded** since the launch of the Foundation as part of Knowledge program



## Development of a guide for conducting an impact assessment

**Location:**  
France

**Partner:**  
(IM)PROVE

The Rexel Foundation has supported (IM)PROVE in the development of a guide and a dictionary of indicators, in order to maximize the effectiveness of projects and to be able to manage and evaluate them in a quick and complete way.

With the participation of the Rexel Foundation, (IM)PROVE has created a guide that explains what the social impact is and how to measure it. For that purpose, the guide provides a method that any association or social entrepreneur can follow and deepen if it wishes, or if requested by its project.

The guide comes along with a specific tool for the energy sector with suggestions of performance and impact indicators, depending on the social mission of the organization (access to energy, training in energy efficiency, awareness of households in fuel poverty, etc.).



« While impact assessment is often perceived as a cost, in reality it is an investment in the future of any socially innovative project. Beyond the diagnosis, the assessment enables the identification of areas of improvement and innovation in order to continue to innovate and take the project one step further. »

**Mélanie Ponson**  
Managing Director of (IM)PROVE

## Study aiming at demonstrating capability and scalability in retrofitting a sustainable neighborhood

**Location:**  
Oakland (California)

**Partner:**  
The University of California Berkeley

The EcoBlock experiment in Oakland (California), aims to test the hypothesis that retrofitting on the block-scale is more efficient than the individual house-scale because it combines the flows and efficiencies across multiple units.

The objective is to demonstrate a highly-efficient, affordable neighborhood block-scale energy, water, and wastewater treatment-and-reuse platform and retrofitting-process that can be replicated anywhere else.

Rexel in the US and the Group's American subsidiary Platt, will contribute to the funding of the project but also donate equipment and provide their expertise to support its execution.

« *The project will help design new regulations to accelerate sustainable neighborhood retrofitting, and engage financial institutions to create financing solutions that stimulate the scaling of sustainable neighborhood block-repurposing at affordable cost.* »

**Anthony Nahas**  
Director of the Ecoblock project



## LED lighting: A means of fighting fuel poverty in developed countries

**Location:**  
Europe (France, UK, Germany)

**Partner:**  
OSRAM, GreenFlex

LEDs' spectacular cost-effectiveness may transform the technology into a Trojan horse of energy efficiency.

### 5 conclusions



Fuel poverty is expected to rise in the coming years.



Lighting has the potential to be a gateway to larger energy efficient initiatives for low income households regarding more expensive equipment (e.g. heating system, windows, insulation).



LED is the lighting technology that provides the greatest energy efficiency and has a very long service life.

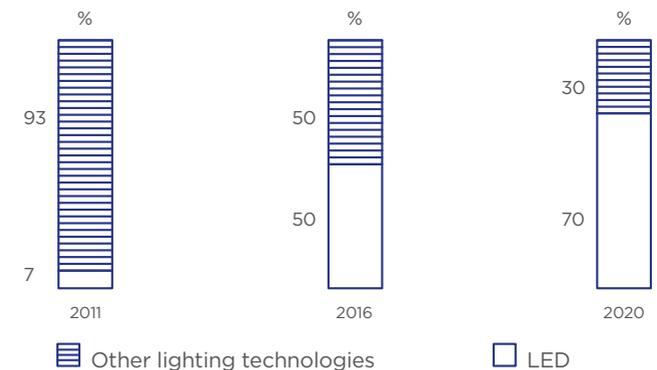


LEDs are becoming increasingly more energy efficient and provide increasing lighting comfort, but these criteria are seen as secondary for low income consumers.



LED technology will represent the major part of lighting systems in the residential sector in a few years. The faster the transition, the better the results.

### The residential lighting market estimation





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## Our employees' projects

Within the framework of its mission to support energy efficiency initiatives, the Rexel Foundation encourages Rexel employees and partners' employees to further engage in its activities.

They can support the initiatives of the Foundation in **four ways**:



- 
1. **By being the Foundation's ambassadors in their country, supporting its teams' efforts.**



- 
2. **By participating in a skills-based sponsorship program, putting their know-how and expertise at the service of the associations and social enterprises supported by the Foundation.**



- 
3. **By sponsoring a community project in line with the Foundation's mission.**

- 
4. **By participating in initiatives aimed at raising funds, in the Foundation's awareness programs or payroll giving schemes implemented by some branches of the Group.**



### Fitting photovoltaic panels at a school

**Location:**  
Madagascar

**Partner:**  
Terre des Enfants

The Rexel Foundation supports the association Terre des enfants (“Children’s Earth” for Madagascar) on a project to fit photovoltaic panels at a school in Madagascar, a particularly poor country faced with long power cuts on a daily basis. This partnership results from the call for projects launched by the Foundation among Rexel employees during the EcoDays campaign, a Rexel Group initiative to promote community projects supported by employees. It was submitted by an employee from Rexel France also godfather of a child of the association and received an important support from all Rexel employees.

This partnership will enable the headquarters of Terre des enfants in Tamatave, and the neighbouring organization Femme à venir (a centre teaching young women sewing and cooking), to have a stable, self-sufficient and clean source of electricity. In particular, this access to electricity will enable young people who have received sponsorship for 15 years and who are now students, to use the computer room and as such, to access modern learning resources and the Internet.



### Improving energy access for Native Americans

**Location:**  
West and Southwest of the United- States

**Partner:**  
GRID Alternatives

Under the initiative of an employee at Gexpro, a Rexel Group’s subsidiary in the US, the Rexel Foundation is funding the GRID Alternatives’ National Tribal Solar Program which is dedicated to improving energy access for Native Americans, whose poverty rate in 2014 of over 28% was nearly twice the national average. Fourteen percent of Tribal households living on reservations have no access to electricity at all, and those that do often struggle to pay their utility bills.

This funding will help expand the Tribal Program’s work across Arizona, California, Colorado, Montana, New Mexico, New York, South Dakota, Utah, and Washington, including its efforts to retrofit non-working off-grid systems on Navajo lands. It will not only directly benefit these communities by supporting solar power installations for families in need of relief, but also support community job training programs for local workers in the growing solar industry.

« The Rexel Foundation’s support is making a tremendous impact for Tribal communities, not only helping families save money for other urgent expenses, but also providing career pathways in areas struggling with unemployment. »

**Tim Willink**  
Director of Tribal Programs at GRID Alternatives



over **1,000** estimated beneficiaries

**12** tribal communities who will be directly impacted

Ease the access to energy for the **14%** of the households that are deprived of it today

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## Governance

Under the aegis of the “Fondation de France”, the Rexel Foundation is managed by an Executive Committee in order to ensure optimal governance, efficient selection of partners and respect for Rexel’s core principles and Group’s ethics.

The Executive Committee is in charge of:

- Deciding on the strategy of the Foundation.
- Voting the budget, approving the accounts and loans and determining legal proceedings.
- Assessing and selecting the projects submitted to the Rexel Foundation, defining the allocated funds and carrying out the annual evaluation of partners according to the pre-defined criteria.

The Foundation’s Executive Committee meets at least once a year. It is composed of members of the Rexel Group and of independent experts.

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## Our Partners

The Rexel Foundation’s ambitious plan to support initiatives that improve access to energy efficiency for all can only be achieved through meaningful and lasting partnerships with people and organizations renowned for their commitment and expertise. The Rexel Foundation thanks its partners:

ABACweb – Action Tank Entreprise et Pauvreté – Advise for Change – Ashoka – BGET – Bail pour Tous – Caritas – Ceduc UCN – Compagnons Bâisseurs – Deloitte Foundation – DSD – Electricians without borders – Enercoop Aquitaine – Energie Partagée – Energise Sussex Coast – ESSEC – ESTP – Europe Tomorrow – Faurecia – Fondation TEKNIK (FACE) – GERES – GRET – Grid Alternatives – Groupe SOS – Hager – HEC Paris – IECD – (IM)PROVE – INSEAD – Institut négaWatt (DORéMI) – LATIMPACT – Legrand Foundation – Les 7 Vents – Les Amis d’Enercoop – LP4Y – Maverlinn – Microsol – Netspring – Next Step – Nova Scotia Community College – OpinionWay – Osram – PAPA Cambodia – Power:On – Rocky Mountain Institute – Schneider Electric – Schneider Electric Foundation – SolarFire Concentrated (GoSol) – Soleni – Sport dans la ville – Terre des Enfants – Ti’éole – Unis-Cité – United Nations Foundation – University of California, Berkeley – University of Colorado – University of Stanford – Utrecht University – Voisin Malin.

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***If you wish to promote energy efficiency  
by developing a community project,  
or to know more about our programs  
or the Rexel Foundation, please visit our website  
or contact us:***

Website

**[www.rexelfoundation.com](http://www.rexelfoundation.com)**

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