



Internal Training Session

April 30, 2024

9:00 am PT // pm 12:00 pm ET





Disclaimers and Rules for the Workshop

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Participants at this meeting should not offer or discuss any information concerning their costs, pricing policies and marketing/sale practices that have direct or indirect effect on pricing, terms of sale, or other competitively sensitive activity, either before, during or after the formal meeting. To do so would create personal and corporate liability under antitrust laws.

RULES!

- Please keep your microphone muted.
- The Q&A session will be held at end of the presentation.
- Use the Q&A section in Teams to write your questions or raise your hand to enable you microphone.
- If technical issues, use the meeting's chat, the moderator will contact you.
- The workshop is being recorded and will be shared with all suppliers invited to the Unlock program.

The RENEWAY Team

The Lockheed Martin Team



Sarah Dye
Director of Supply Chain Operations



Ashley Rubinsky
Senior Manager, Sustainability



Ells Conway
Global Product Chemistry Manager

The Schneider Electric Team



Dave Rimkus
Associate Director, Supply Chain



Alex Machetanz
Program Manager North America



Emily Beck
Client Development Manager



Elly Jack
SCRI Operations Lead



1

Introduction

2

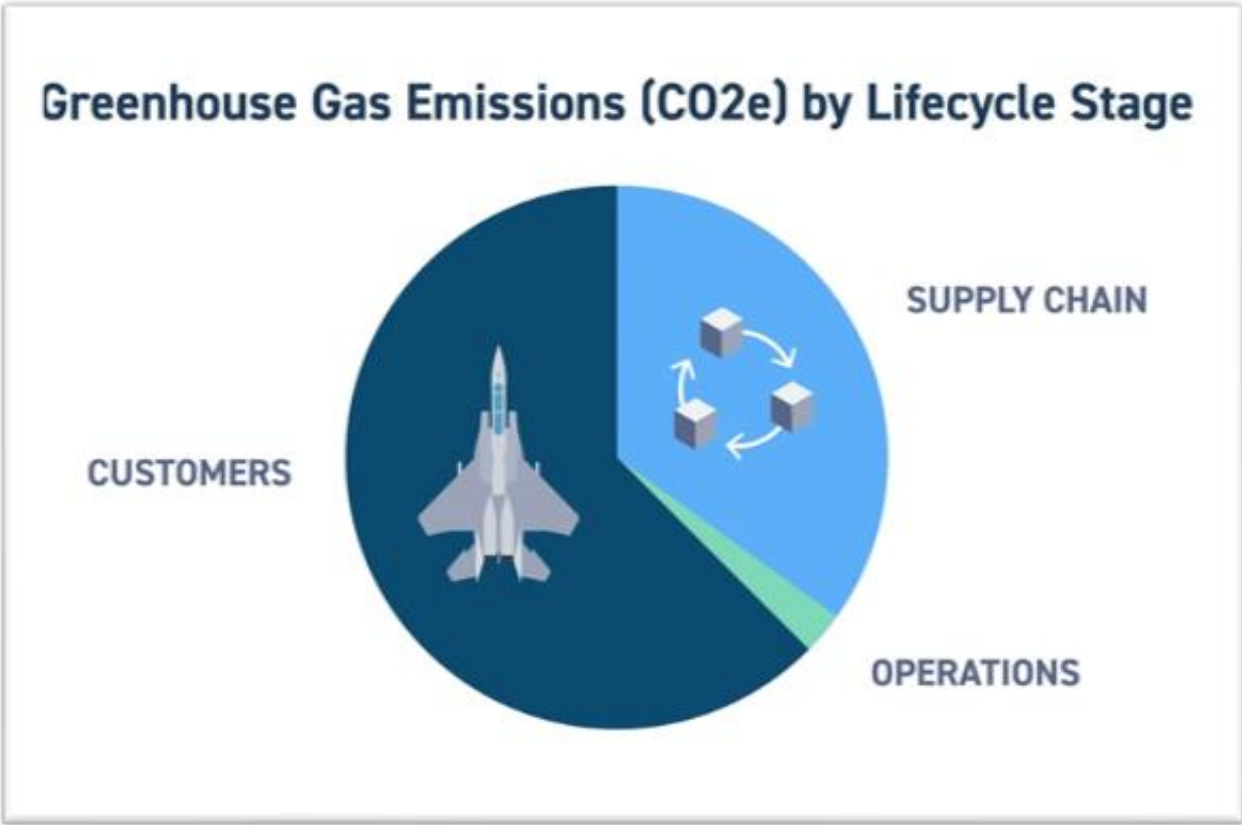
Setting the Stage

3

Introduction to RENEWAY

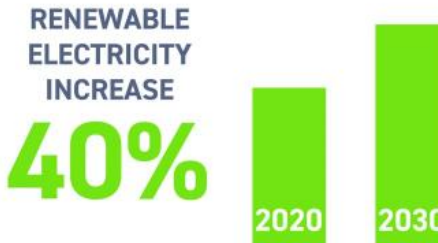
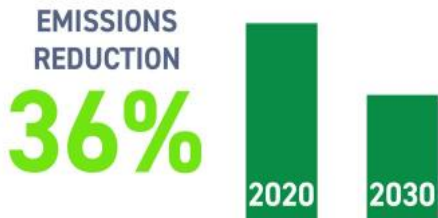
- Program Overview
- How the Program Works
- 2023-2024 Timelines
- Next Steps

Lockheed Martin's Climate Strategy



Supply Chain emissions are an untapped opportunity to address our overall carbon footprint.

Newly Released Climate Goals



Our current climate goals address our operational carbon emissions

Setting the Stage



Impacts of Emissions: Warming Climate



Hot Extremes



Sea-Level Rise



Heavy Precipitation



Glacial Retreat



Ocean Acidification



Worsening Wildfires



Human Health



Inequality



Food Security



Climate Migration

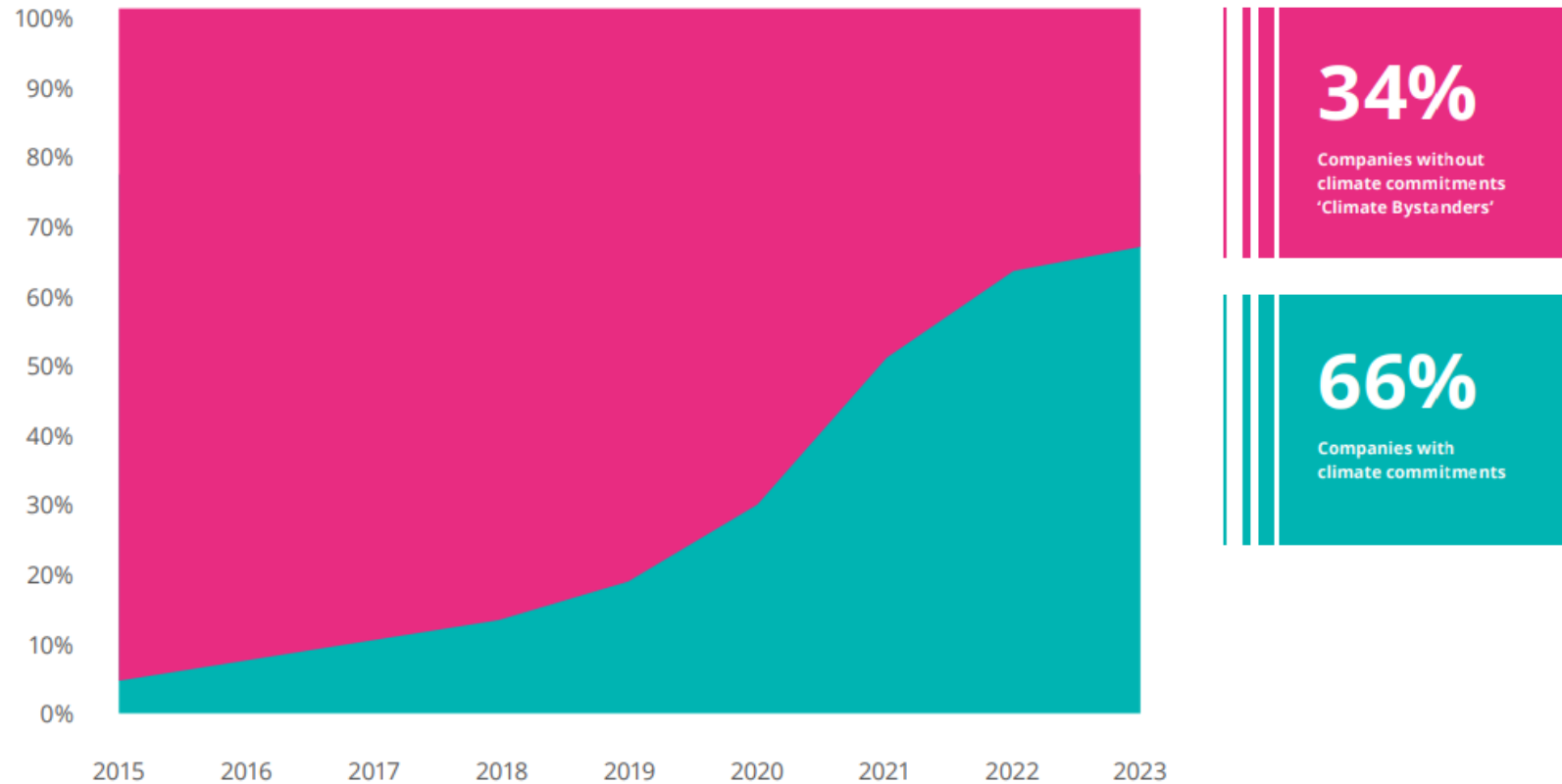


Biodiversity Loss

“Human influence has warmed the climate at a rate that is unprecedented in at least the last 2000 years.”

Fortune 500 Climate Commitments

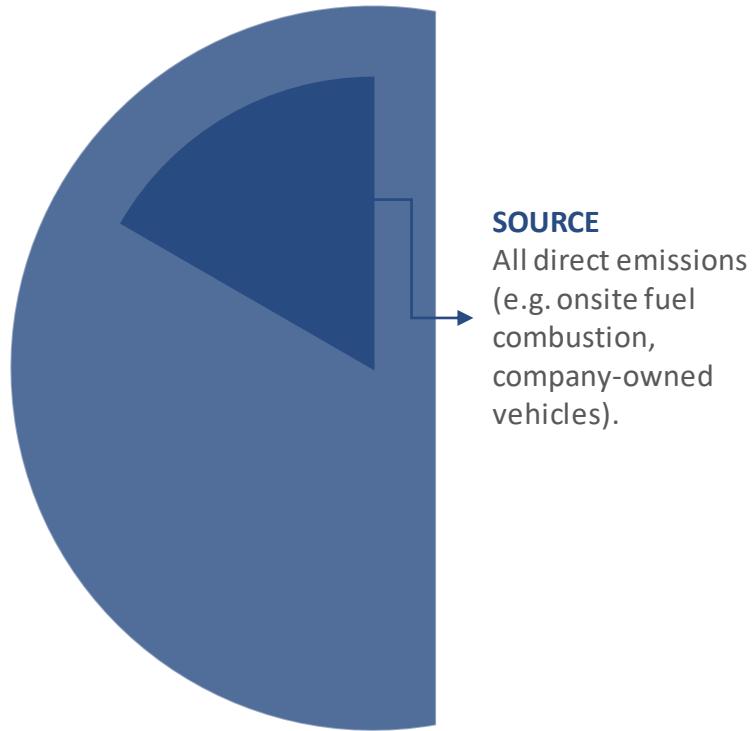
The growth of significant climate commitments by Fortune Global 500 companies



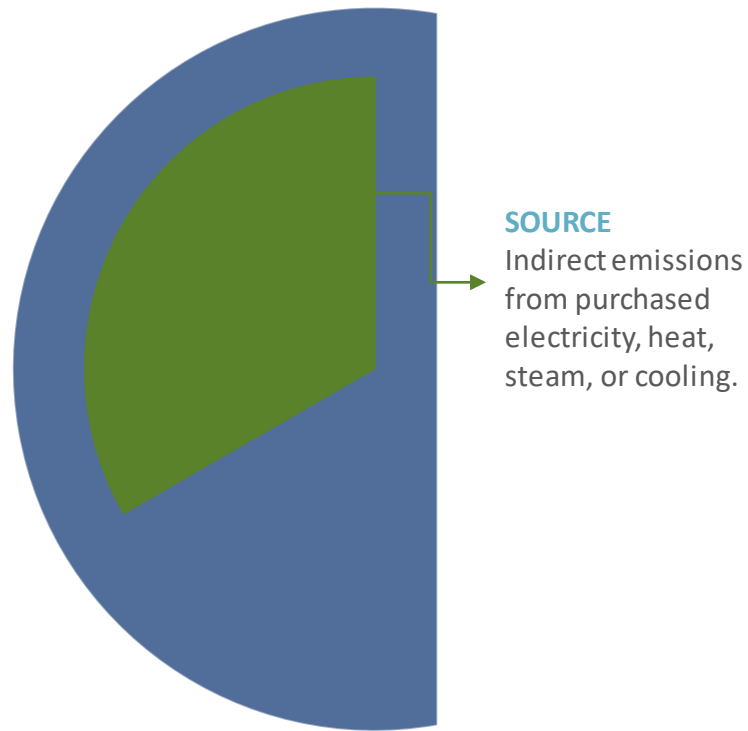
Significant climate commitment refers either to a carbon neutral, net zero, science-based, or RE100 commitment.

The suppliers' role in reducing emissions

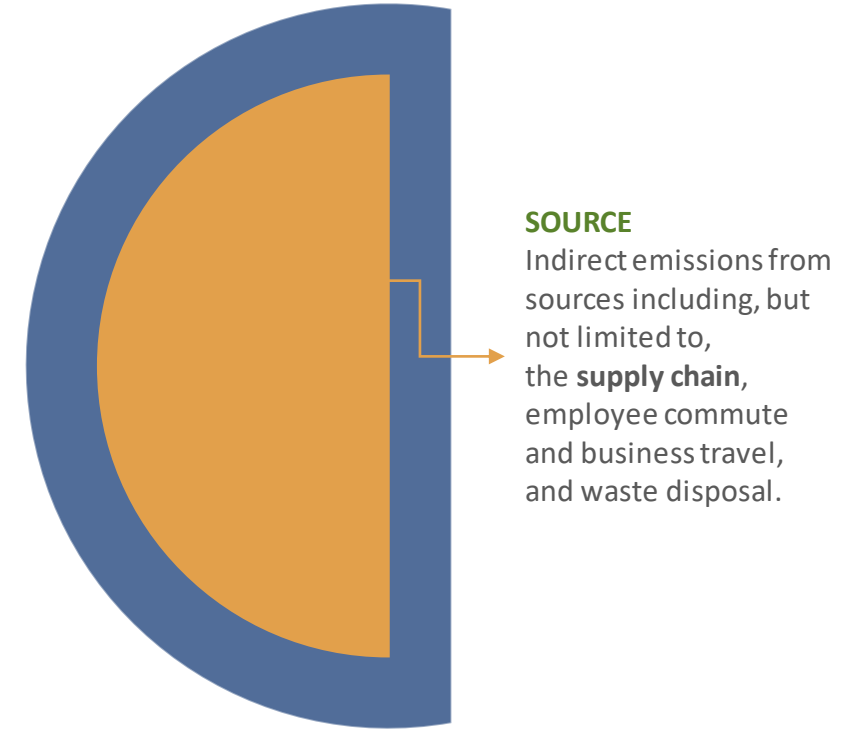
SCOPE 1



SCOPE 2



SCOPE 3



Supplier Scope 1 & 2 & 3



RENEWAY Scope 3

Welcome to RENEWAY





What is RENEWAY?

The RENEWAY program provides suppliers across the aerospace and defense industry with a runway to take climate action and reduce carbon emissions by accelerating the adoption of renewable electricity.

Program Benefits:

- **Free access** to live and on-demand education through a dedicated digital platform.
- Expert consultation services from Schneider Electric for suppliers to design a renewable electricity procurement strategy that leverages best-fit options.
- Opportunity to reduce scope 2 emissions through renewable electricity procurement.
- Unique opportunity to combine electricity demand with other program suppliers to purchase renewable electricity as a group.
- High marketing value for the supplier's PR and Sustainability departments.

There is no obligation for RENEWAY consortium suppliers to participate in the program or work with Schneider Electric as an advisor. RENEWAY sponsors receive no financial benefit if suppliers purchase renewable electricity through the program.

How the Program Works

Supplier Registration

- RENEWAY invites suppliers to register for the program
- Suppliers register via the program platform
- Free to participate and no obligations to transact
- Suppliers gain access to educational resources, sessions and subject matter experts

Supplier Stakeholder Education

- Suppliers attend Educational Series – curated series to support stakeholder education and decision whether to participate in program-facilitated renewable energy purchasing
- Suppliers encouraged to invite appropriate stakeholders to each session
- SE gathers data and company specifics as educational sessions progress

EAC & VPPA Purchasing Cohorts

- Suppliers join VPPA or EAC purchasing cohort – Cohort Procurement Advisory Service Agreement Required
- No obligation for suppliers to transact
- Aggregate demand to procure renewable energy – competitive solicitation, evaluation and negotiation support for cohort
- Purchase decision/transaction

Success

- Adopt renewable electricity, taking action to reduce GHG emissions for suppliers' Scope 2 and sponsor's Scope 3
- Report success to RENEWAY sponsor

Suppliers will be contacted by Schneider Electric for an onboarding call following verification & acceptance into the program.

Supplier Registration



by Schneider Electric

[Register](#)[Sign In](#)



Sponsored by:


How the Program Works

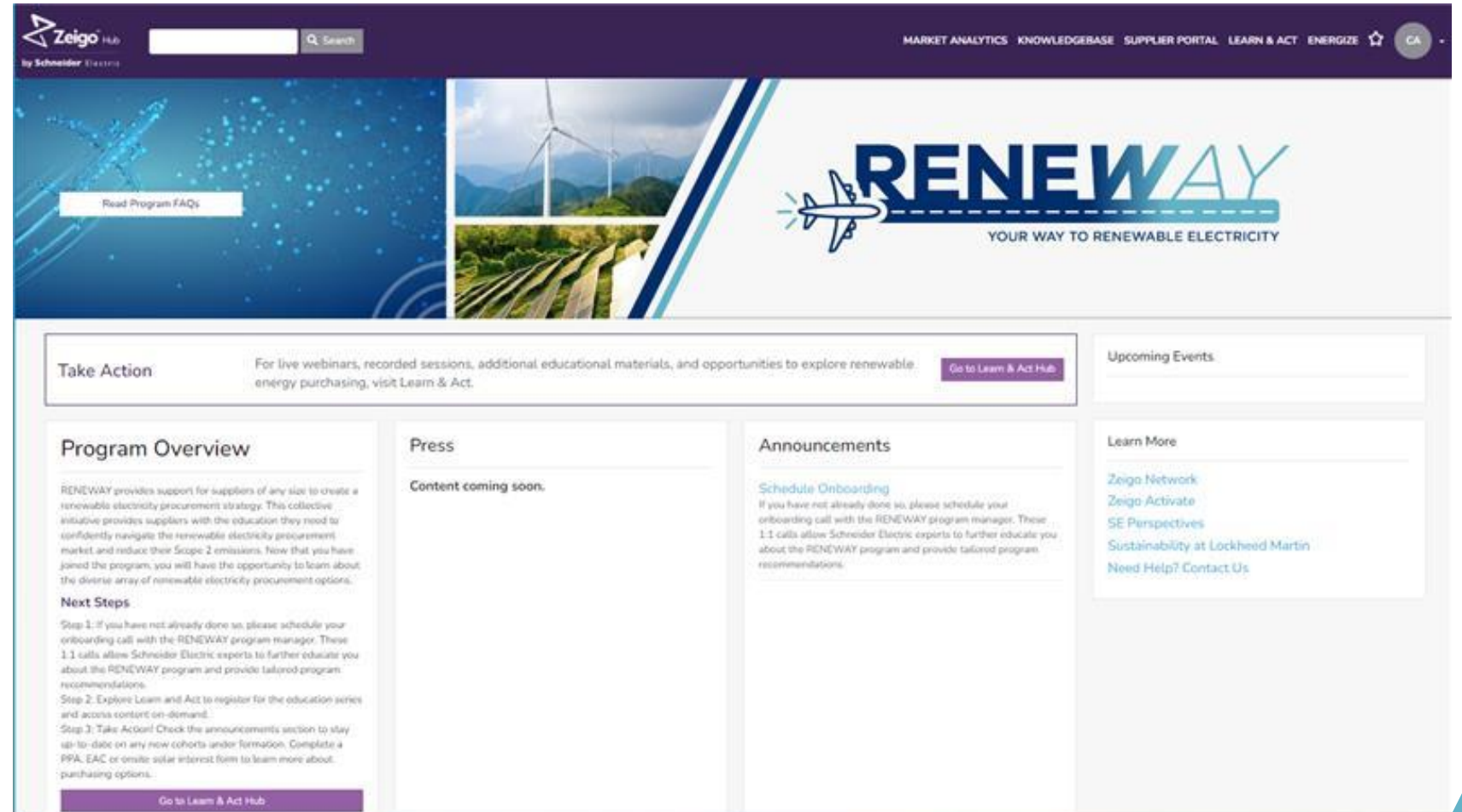
 Register  Connect  Learn  Act

[About the Program](#)[Frequently Asked Questions](#)[Register](#)

The RENEWAY program provides suppliers across the aerospace and defense industry a runway to take climate action and reduce carbon emissions by accelerating the adoption of renewable electricity. The program provides critical resources and expert consultation for suppliers in any stage of their decarbonization journey to navigate the diverse array of options within the renewable energy market and create a procurement strategy. Participation in the program is completely free of charge.

RENEWAY Program Platform

Platform for all program resources, announcements, and educational content



The screenshot displays the RENEWAY Program Platform website. The header features the Zeigo Hub logo, a search bar, and navigation links for MARKET ANALYTICS, KNOWLEDGEBASE, SUPPLIER PORTAL, LEARN & ACT, ENERGIZE, and a user profile icon. The main banner includes a 'Read Program FAQs' button and the RENEWAY logo with the tagline 'YOUR WAY TO RENEWABLE ELECTRICITY'. Below the banner, the 'Take Action' section promotes live webinars and educational materials, with a 'Go to Learn & Act Hub' button. The 'Program Overview' section describes the initiative's goal to support suppliers in creating a renewable electricity procurement strategy. The 'Next Steps' section outlines three steps: 1. Schedule an onboarding call, 2. Explore Learn and Act content, and 3. Take Action. The 'Press' section indicates that content is coming soon. The 'Announcements' section features a 'Schedule Onboarding' link and a brief description of the 1:1 calls. The 'Learn More' section lists links for Zeigo Network, Zeigo Activate, SE Perspectives, Sustainability at Lockheed Martin, and a 'Need Help? Contact Us' link.

Zeigo Hub
by Schneider Electric

MARKET ANALYTICS KNOWLEDGEBASE SUPPLIER PORTAL LEARN & ACT ENERGIZE

RENEWAY
YOUR WAY TO RENEWABLE ELECTRICITY

Take Action
For live webinars, recorded sessions, additional educational materials, and opportunities to explore renewable energy purchasing, visit Learn & Act. [Go to Learn & Act Hub](#)

Program Overview
RENEWAY provides support for suppliers of any size to create a renewable electricity procurement strategy. This collective initiative provides suppliers with the education they need to confidently navigate the renewable electricity procurement market and reduce their Scope 2 emissions. Now that you have joined the program, you will have the opportunity to learn about the diverse array of renewable electricity procurement options.

Next Steps
Step 1: If you have not already done so, please schedule your onboarding call with the RENEWAY program manager. These 1:1 calls allow Schneider Electric experts to further educate you about the RENEWAY program and provide tailored program recommendations.
Step 2: Explore Learn and Act to register for the education series and access content on-demand.
Step 3: Take Action! Check the announcements section to stay up-to-date on any new cohorts under formation. Complete a PPA, EAC or onsite solar interest form to learn more about purchasing options. [Go to Learn & Act Hub](#)

Press
Content coming soon.

Announcements
[Schedule Onboarding](#)
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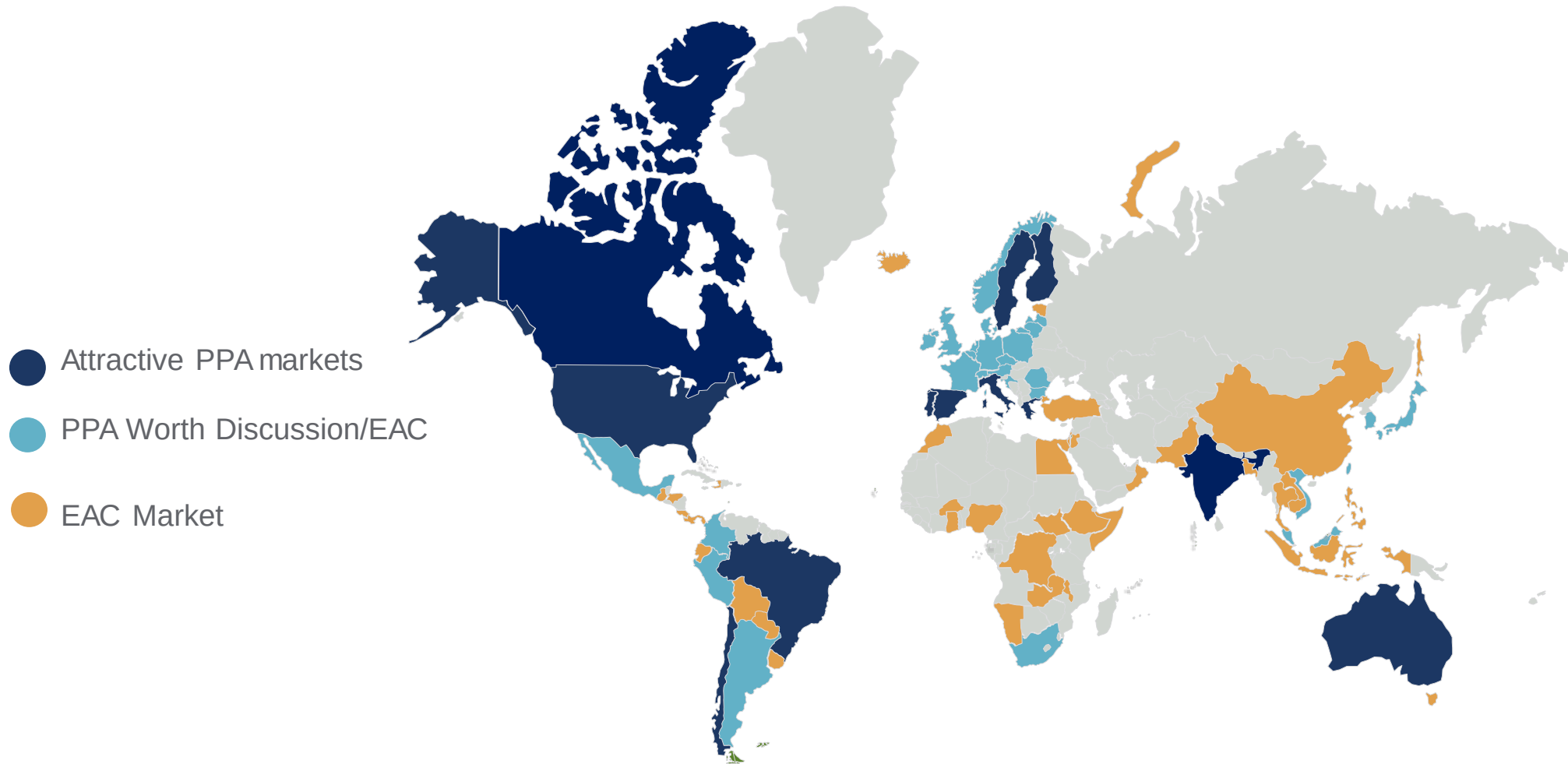
Learn More
[Zeigo Network](#)
[Zeigo Activate](#)
[SE Perspectives](#)
[Sustainability at Lockheed Martin](#)
[Need Help? Contact Us](#)

Upcoming Events

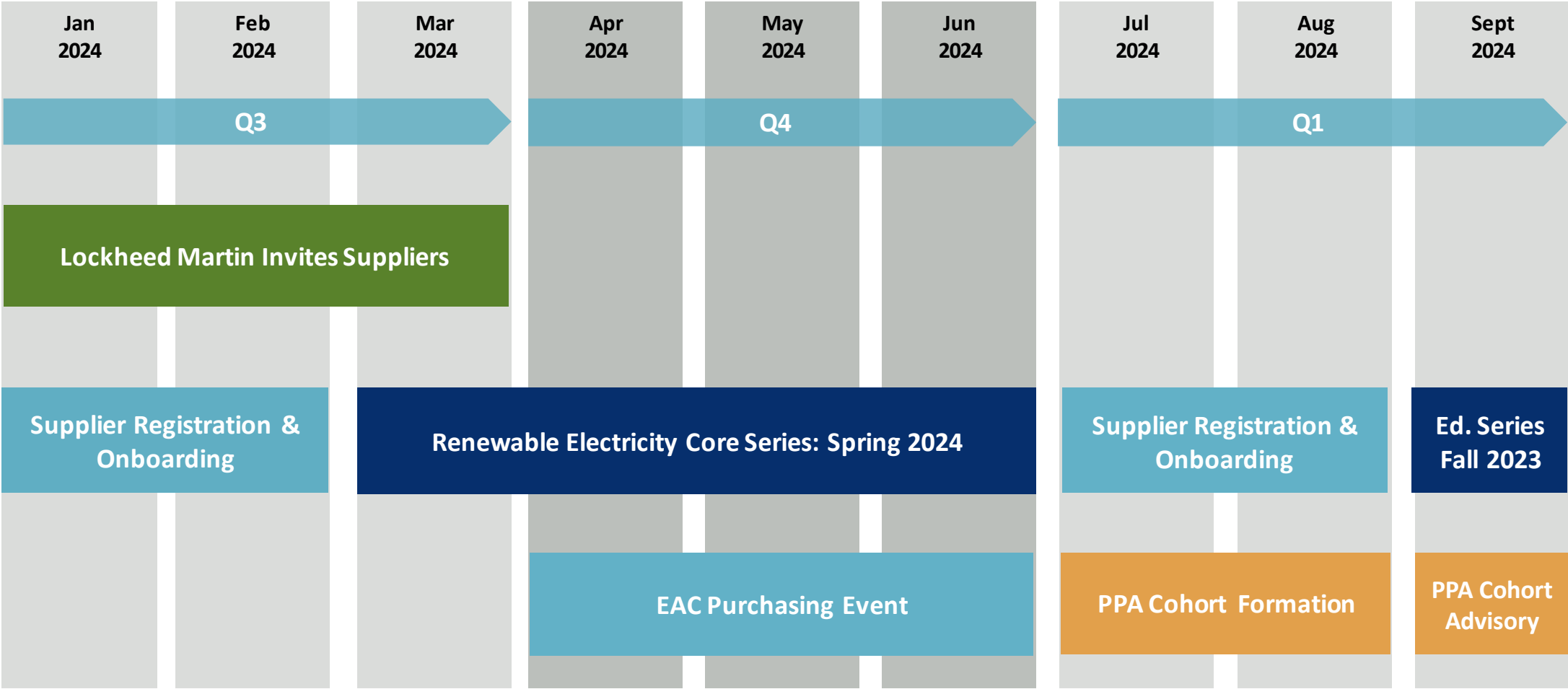
Core Renewable Electricity Education Series

1	BASICS	Renewable Electricity 101
2	BASICS	Environmental Attribute Certificates 101
3	BASICS	On-site 101
4	BASICS	PPAs, Aggregation, & Stakeholders
5	DEEP DIVE	Financial Considerations of and Offsite PPA
6	DEEP DIVE	The Corporate Treasury Team and PPAs
7	DEEP DIVE	Accounting Treatment of PPAs
8	DEEP DIVE	Legal & Risk Considerations in PPAs
9	NEXT STEPS	Debrief – PPA Cohort Participation

Markets for Renewable Electricity Purchasing



2024 Indicative Timeline



*This schedule is subject to change.

How can you join RENEWAY?

Register for RENEWAY

- Register here: <https://hub.zeigo.com/reneway>

Upcoming Education Series:

- Launched March 27, 2024
- Must be registered for the RENEWAY program to join
- The Education Series will cover renewable electricity procurement basics, including virtual power purchase agreements, on-site procurement, tax credit investment, and environmental attribute certificates



Additional Resources

This deck will be made available post-webinar on the pep+ REnew portal.

Reach out to Alex Machetanz with any questions
(alex.machetanz@se.com)

<https://hub.zeigo.com/reneway> is the go-to site for information.
You can view the FAQ on this page





Schneider Electric Program Team



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Emily Beck
Client Development
Manager



Elly Jack
SCRI Operations Lead

Life Is On



Schneider
Electric