

Niall Enright is the Director and founder of SustainSuccess. He is a science graduate from Cambridge University. Niall has over 30 years' experience in climate change and sustainability – with a particular focus on finance, organisational change and performance improvement.

With a wealth of practical knowledge drawn from an extensive range of sectors across Europe, Asia and North America, Niall is frequently asked to advise on strategic issues at senior level. A pragmatist with strong commercial acumen, he consistently helps clients align environmental and business issues.

Niall's expertise is in implementation – delivering programs that achieve concrete, measurable results, particularly large-scale energy efficiency programmes. This expertise includes supporting organisations define their direct and supply-chain climate impacts, setting science-based targets, and developing credible corporate decarbonization strategies

An outstanding understanding of financial appraisal and data analysis has made Niall a recognised expert in the field of the use of financial data in support of climate change mitigation.

Niall has recently undertaken a period as Sustainability Director, reporting to the Main Board in a \$10bn private development company. This role has been focused around identifying, prioritising and managing risks and opportunities relating to sustainability – creating the structures and process to ensure future excellence.

He is a team player who is highly effective in multi-stakeholder programs because of his enthusiasm, persuasive skills and willingness for others to get the credit for success.

Niall has developed several industry-leading tools that demystify subjects such as Marginal Abatement Cost Curves, Maturity Matrices, financial appraisal and regression-based performance measurement.

His knowledge is matched by strong communications skills which enable him to demystify otherwise complex topics. He presented at numerous conferences and is also the author of a definitive textbook on energy and resource efficiency.



### Fields of Competence

- Large-scale Change Management Programs including ISO 50001
- Climate Change & Sustainability Strategy
- Energy and Resource Efficiency
- Decarbonisation & science-based targets
- Carbon finance and related policy
- Financial appraisal and business cases
- Complex modelling and applications development, primarily in MS Excel

### Education & Credentials

- BA Hons. Medical Sciences, St Catharine's College, University of Cambridge
- MA (Cantab), Darwin College, University of Cambridge.
- Fellow of the Energy Institute
- Chartered Energy Manager

### Languages

- English, native speaker; Fluent Spanish, Good French; Working Italian, German and Portuguese.

### Key Industry Sectors

- Governments and Institutional clients, Manufacturing, Oil and Gas, Resource and Extractive industries, Property, Chemicals, Food and Drink, Dairy, Tobacco, Automotive and Metals Industries
- Offices, Hotels, Retail, Leisure, Airports
- Energy generation and distribution
- Supermarkets

### Publications

- *"Energy and resource efficiency without the tears – the complete guide to adding value and sustaining change in an organisation"*. 840pp IWIK Publishing 2017.

## Project Examples

### **Strategic Sustainability and achieving NetZero**

At a \$10bn property and infrastructure group, Niall developed a **process of continuous improvement** that has reduced energy use by around 30% in under 10 years and established the business as a true leader: the first major UK property company to achieve ISO 50001; the first property company to have offices rated NetZero Operations using the UKGBCs methodology; the first development to achieve BREEAM Communities; setting Science Based Targets.

### **Corporate Efficiency Programs**

Niall has developed the **enManage and QUEST** methodologies used by many leading international businesses such as BP, Skoda Cars and Hilton International to manage emissions and reduce operating costs. Drawing on quality management systems principles these processes provide a structured approach to capture value in complex organisations and have at their heart change management.

### **Energy Monitoring and Targeting (M&T)**

Niall has advised on hundreds of M&T program implementations, across a wide range of industrial, public and commercial sectors. Clients include Skoda Cars, Petrom, Knorr-Bremse, Tata, L'Oreal and AECI. This has given him an extensive track record in business case development and investment appraisal for emissions reduction.

### **Emissions Management and Reporting**

Niall has supported many clients to implement GHG emissions management systems. In many cases this has been as a response to legislation such as the Carbon Reduction Commitment, EU-ETS or the Climate Change Levy in the UK, in other cases, by disclosure such as the Carbon Disclosure Programme and supply chain expectations.

### **Financial Appraisal and Financing**

Niall has developed numerous financial models to assist in the appraisal of energy and resource capital projects – enabling these projects to be assessed and evaluated alongside more conventional investments. He has had experience acting as an independent advisor to several Roche Vitamin facilities in the US, helping the sites to assess off-balance sheet financing options. Niall brings a good understanding of ESCO financing models and other sources of finance, as well as an understanding of carbon pricing.

### **Non-energy Emissions**

With funding from DEFRA and UNEP Niall is contributing to an internationally important HCF modelling project, piloted in 10 countries in Africa, Latin America and Europe. The models will assist these countries to meet their HFC phase-out commitments under the Kigali Amendment to the Montreal Protocol.

### **Marginal Abatement Cost Curve modelling**

Niall has developed a software tool, based on Excel, MaccBuilderPro, which is widely used to enable organisations to understand the potential emissions reduction at a given carbon price. Niall also developed the MACCTool model for the World Bank, used widely to develop national emissions reduction programmes, such as the Costa Rica INDC for the COP 21 negotiations in Paris.

### **Demand Side Management Programs, Utilities**

Niall developed a range of programs to support North American Utilities (Enbridge Gas, First Energy, and Southern California Edison) to deliver low c/kWh demand-side management programs.

### **Carbon and Ecosystems Valuation**

Niall has recently helped Akzo Nobel and a leading UK Supermarket to refine the financial appraisal of capital investments with a view to incorporate the cost of “externalities” in decision-making.

### **Sustainability Appraisal**

Niall has experience in sustainability appraisal methodologies such as BREEAM and CEEQUAL and has helped clients to achieve specific ratings, as part of a planning requirement or to enhance the attractiveness of the building.

### **Excel decision-support tools**

Niall's advanced excel development skills have been employed on the TRACE tool for ESMAP and the World Bank, which assists municipalities to identify energy efficiency programmes at a city-wide level. He has also developed a Calculator Tool to assist assessors undertaking energy audits in SMES by providing a tool which undertakes a wide range of standard energy calculations (e.g. lighting upgrades, motors replacement, compressed air systems etc.). He has led on applications development of a sophisticated HFC phase out tool for the United Nations.