



The Low-Carbon Transition in Private Markets

A discussion with
investors

BlackRock

FOR QUALIFIED PURCHASERS, PROFESSIONAL CLIENTS, QUALIFIED INVESTORS, AND INSTITUTIONAL & WHOLESALE INVESTORS

Opportunities in transformation

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Key takeaways

- The transition to a low-carbon economy will transform the ways we make and use energy, move goods and people, and how we build and shape the environment.
- In infrastructure, the transition is creating opportunities to invest in new technologies with lower emissions.
- Real estate presents new opportunities as owners upgrade buildings to meet regulatory requirements and the demands of tenants.
- Private debt, with its close connections to the leaders of the companies it finances, can be instrumental to how the broader economy is transitioning.

Introduction

The low-carbon transition is underway, a historic change in the world around us. Accelerated by policy incentives, new technologies and shifting consumer preferences, the transition is one of the major trends that will shape the economy of the future.

It represents an enormous opportunity for investors.

The BlackRock Investment Institute estimates that investment in the world's energy system will increase to US\$3.5 trillion a year this decade, up from US\$2.2 trillion in recent years. By the 2040s that annual figure may be as much as US\$4.5 trillion. And that's just the most direct effect of the transition; there are also downstream opportunities in a wide range of sectors from transportation to manufacturing to real estate and beyond.

While the transition will make an impact across regions and industries, the pace of change will likely vary among sectors and geographies. Investors in all asset classes are busy looking for the best opportunities.

To get a sense of the possibilities presented by the low-carbon transition, we spoke to three of our leading investors in infrastructure, real estate and private debt to see how they are looking at the opportunities and developments in their areas.

From an investment perspective, what do you find most exciting about the low-carbon transition today?

David Giordano: I spent my career in renewables and in the energy markets, and it's really exciting to be in this age of full implementation. The low-carbon transition has been moving forward for a long time now – the last 20-plus years. But this acceleration, and the full commitment throughout the ecosystem of implementation in infrastructure and across the broader economy is something new.

Thomas Mueller-Borja: I agree that it's a big moment for investors. The transition to more sustainable buildings is the biggest structural change to real estate since the electrification of buildings in the 1920s. It can be terrifying to some investors, but we see it as an incredibly exciting investment opportunity.

Sonia Rocher: I find the role that we can play as investors to help companies accelerate their transition journey very exciting. A lot of our limited partners want us to engage with companies as we have the expertise to help them on the journey. It's exciting to see that it's a collective push across LPs, general partners, corporate management teams and consumers.

What's unique about the opportunities you're seeing?

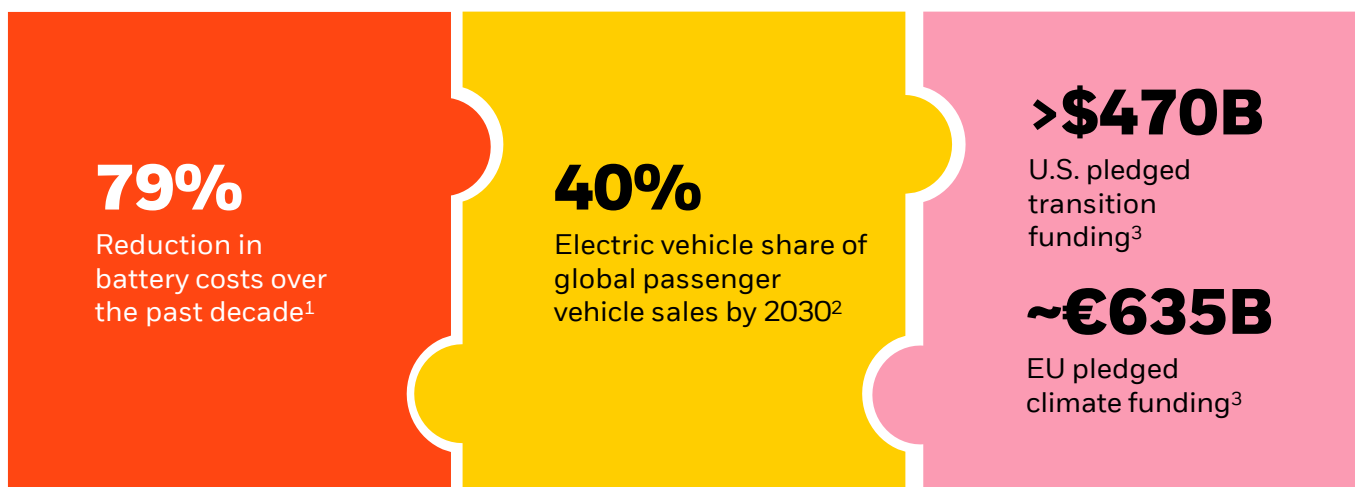
DG: From an opportunity standpoint, you've got policy support at a global scale. It started in Europe, and then you had the Inflation Reduction Act in the U.S., followed by the response from Europe with the Green Deal Industrial Plan.

And there's also what we're seeing in the Asia-Pacific countries in terms of facilitating new renewables, battery energy storage, and reshaping the whole way electricity is generated, stored and supplied.

The other side is the technology. Energy storage and the electrification of transport, for example, will continue to see advances in terms of efficiencies and the cost curve continuing to come down. And those advances play into the consumer side. The adoption rates for electric vehicles, which disappointed in the short term, are far outpacing our medium-term predictions today. The long-term cost of electric vehicle ownership in many European countries is now already below that of gas-powered vehicles. And there's still room for cost curves to go down as efficiencies improve.

TMB: I'd like to add to what David said about the role of regulation and policy. One prime example is in U.K. real estate. By 2030 every commercial building needs to have an Energy

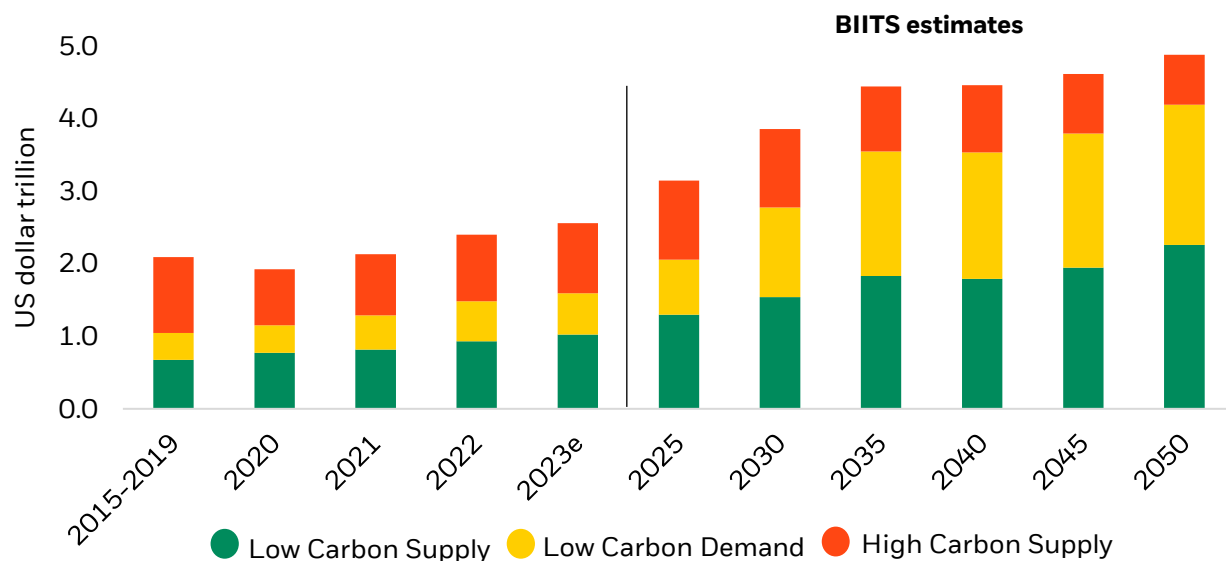
The transition in action



Source: 1. BloombergNEF, Top 10 Energy Storage Trends in 2023, 2. BloombergNEF, Electric Vehicle Outlook 2022. This figure reflects the report's Economic Transition Scenario, 3. BII, Rocky Mountain Institute, and European Commission, December 2022.

Investment on the way

Estimated annual energy sector capex, 2015-2050



Forward-looking estimates may not come to pass. Source: BlackRock Investment Institute and Aladdin Sustainability Analytics, with IEA data, June 2023. Notes: The chart shows the estimated breakdown of capital investment needs – both supply and demand – and the split between high- and low-carbon investments. Amounts are based on U.S. dollar values in 2020. Historical data and estimates through 2023 are based on IEA data. BIITS investment estimates start in 2025.

Performance Certificate rating of A or B. Today, 85% of the market is below that threshold. Most landlords don't have the capital or the expertise to reposition and conversions are often not viable.

The market is very much alive to the fact that if landlords don't make the necessary changes, they're going to end up with buildings that the banks won't accept as collateral. What's more, a lot of tenants, particularly businesses with their own emissions-based targets, won't want to stay

in those buildings. For a vertically integrated operator like BlackRock it's a huge opportunity.

SR: With improved infrastructure, access to green real estate and green energy, companies now have more options to make decisions when it comes to their carbon footprint. This is relevant across the economy – for instance, software companies can consider the low-carbon transition when selecting their data center providers. As more large companies make pledges related to their carbon emissions, that trickles down to smaller companies, which form part of their supply chain.

Overall, when you look at energy consumption across sectors, companies are increasingly choosing to work with partners and technologies that help them meet their net-zero targets.

When we consider credit risk in the companies we are financing we look at how sustainable their business model is and how adaptable management teams are to evolving demands. For example, there are increasing requirements to incorporate the low-carbon transition and to set emission reduction targets. Naturally, some companies are more impacted than others.

Things to consider: While the global low-carbon transition continues to expand and accelerate, there may be some headwinds:

- Climate policies around the world could be scaled back if transition goals conflict with issues like energy security and affordability.
- Permitting for low-carbon energy, such as wind turbines and large-scale solar, remains a challenge.
- Shortages of industrial materials may create significant bottlenecks as demand increases.

How do you see the role of private markets in the low-carbon transition?

TMB: Private markets are creating momentum in real estate to either build greenfield buildings that address all the major emissions-related issues or retrofit and reposition existing buildings to take advantage of the rental premium and the sales premium delivered by these more sustainable buildings.

In the U.K., where regulations are more of a factor, that premium can be 12%-17%. That nicely frames the opportunity and the upside that can be achieved. It's not easy to price the opportunity everywhere, but it's definitely there – even in U.S. real estate, where regulation is less of a driver.

DG: Companies are starting to track their emissions much more tightly, and in new areas, such as the buildings in which they operate.

That all relates back to the investment opportunity of the technologies that facilitate decarbonization. Across the board, the transition to a low-carbon economy is an investment opportunity. But more than that, it's a lens through which to look at investing, and a lens through which to understand risk.

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SR: As a direct lender to middle-market companies, we have the benefit of direct access to the companies, from the CEO and CFO down, and their majority shareholders.

We have dialogues with these leaders and, generally, most want to start the journey towards lower emissions and using more sustainable energy sources.

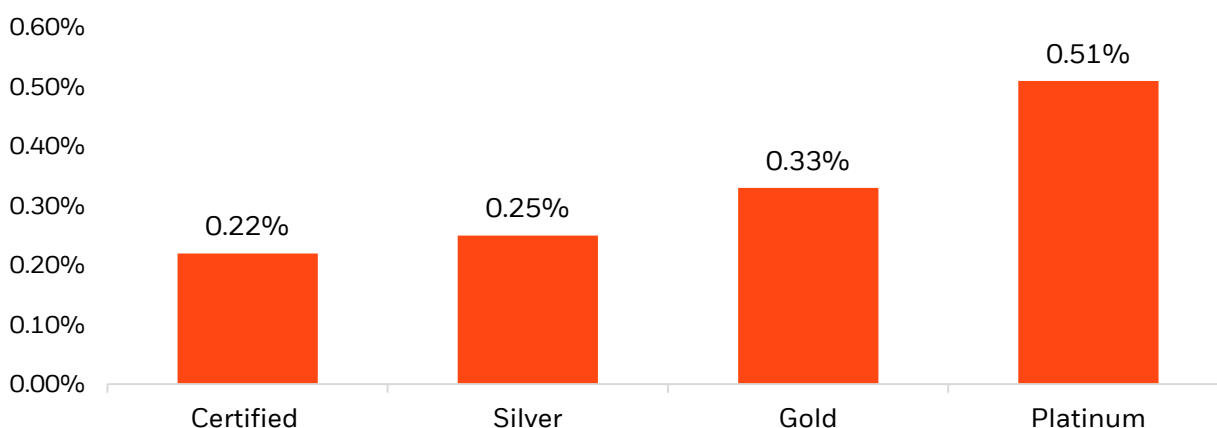
The issue is they don't have dedicated resources or industry benchmarks and often don't know where to start.

Where do you see the investment opportunities around the transition in the near future?

SR: The middle market forms around 50% of the economy and contributes roughly 50% of carbon emissions.¹ Yet most of these companies don't know their emissions or have access to carbon reporting. This process takes time and can be expensive.

Green premium

Additional rent growth per year



Source: CBRE Research Q2 2021, The US Green Building Council, CBRE Economic Advisors.

1. Institute of Environmental Management & Assessment, "SMEs see climate change as opportunity" as of September 27, 2011 and International Energy Agency, "Accelerating Energy Efficiency in Small and Medium-sized Enterprises" as of December 1, 2015

Medium-sized companies are starting to recognize that being part of the low-carbon transition is important for their business, especially as larger companies are already taking meaningful steps. These companies need partners to help start the journey and take necessary steps towards change. It starts with the basics and first is to understand their carbon footprint.

Currently, only about 20% of mid-market companies report on carbon emissions, which is incredibly low compared to large public companies. As a lender, there are a number of ways we can help companies accelerate their low-carbon transition efforts to drive better investment outcomes for our investors.

TMB: The transition in U.K. real estate is going to build momentum as we get closer to that 2030 deadline, because most landlords think seven years is a long time. But actually, to do what they need to do they need to start now.

The built environment contributes 40% of greenhouse gases, so it's obviously a big part of the solution. Reducing those emissions is the real opportunity.

But it all depends on infrastructure. As long as the grid isn't sustainable, it's almost impossible for us get to the low-carbon targets we want to get to.

DG: Yes, exactly. In infrastructure, we're thinking about the opportunity set at a global scale.

At the distribution level, you're seeing behind-the-meter solar, plus battery storage, and the off-take contracts associated with that. And we'll continue to see immense opportunities in every addressable market there.

On the energy transmission side, we'll continue to see opportunities to facilitate more efficient delivery of those electrons. At the same time, we'll see a broader decarbonization of electricity generation. That goes hand-in-glove with the further electrification of things like transportation, which will require massive investments across the grid.

Scaling up those new technologies to meet the massive commercial needs of the low-carbon transition necessitates a huge amount of investment in everything from generation facilities to the business of energy transmission and distribution, as well as the efficiency-enhancing technology for end users.

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