



Illuminating the Competitive Advantage

General Electric | Through its environmentally-driven Ecomagination strategy, GE will spend an average of more than \$1 billion per year on the research and development of energy efficient products -- reaching \$1.5 billion annually by 2010, during which time it expects revenue to double to \$20 billion. In addition, the greenhouse gas reductions from the installed base of over 50 technical and commercial Ecomagination innovations already on the market could offset all of GE's emissions every year. GE's commitment extends to their Climate Leaders goal of a 1% absolute reduction in global emissions from 2004 to 2012.



Computing Energy Savings

IBM | IBM's documented energy conservation program dates back to 1973 and has consistently delivered both business and environmental results. Since joining the Climate Leaders program in 2002, the company has saved 1 billion kilowatt-hours of electricity, 11.8 million gallons of fuel oil, and avoided approximately 1 million tons of CO₂ emissions through energy efficiency. IBM recognizes that incorporating environmental benefits at the heart of its business strategy generates superior financial performance, creating a win-win proposition. After achieving its first Climate Leaders goal, IBM is currently undertaking a second goal to reduce global GHG emissions by 7% from 2005 to 2012.

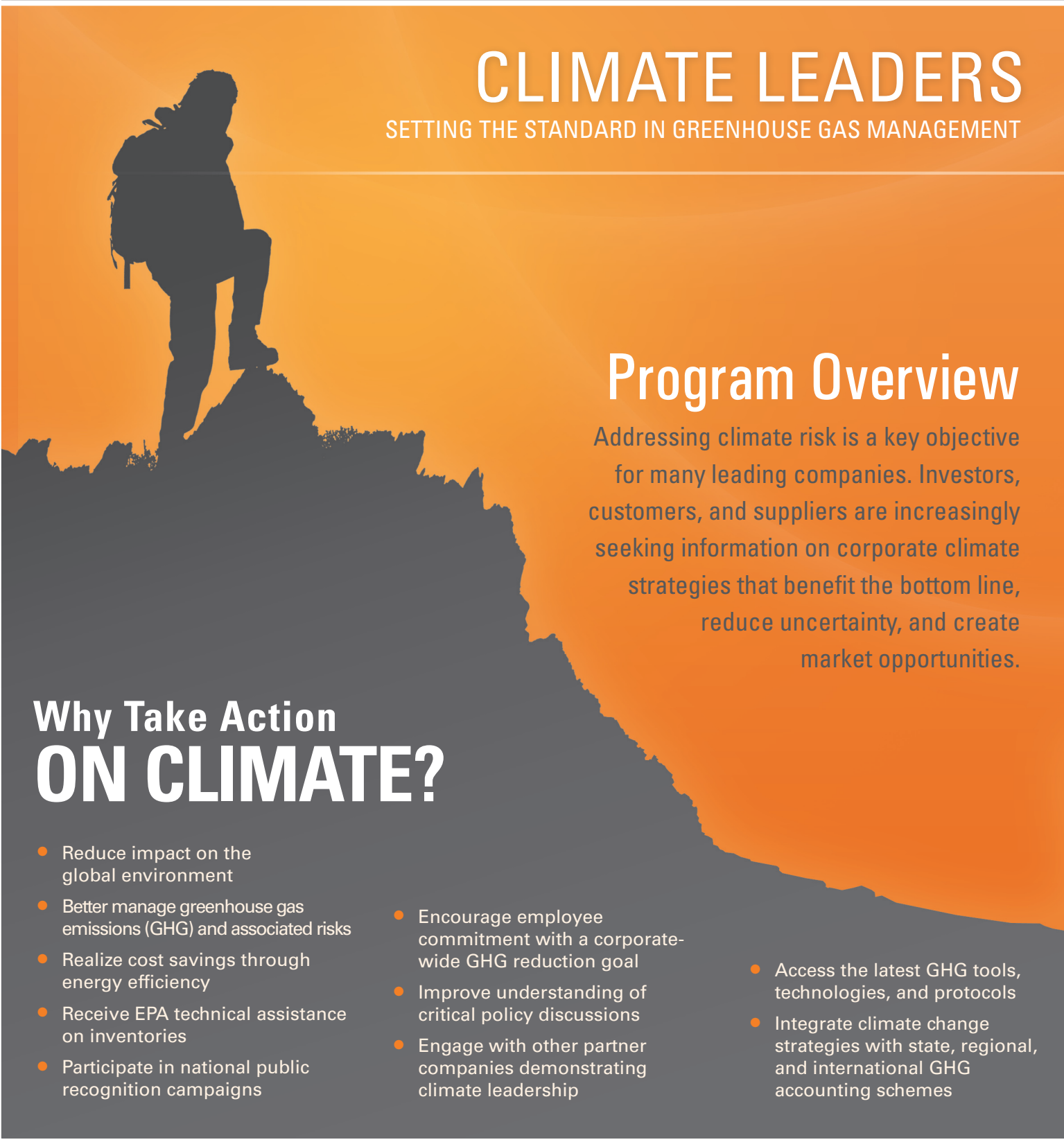
"WE HAVE SAVED MORE THAN \$74 MILLION FROM 2002 TO 2006 BY CONSERVING ENERGY, DEMONSTRATING THAT STRONG ENVIRONMENTAL PROGRAMS ARE GOOD BUSINESS."

– Wayne Balta, IBM Corporation
 VP Corporate Environmental Affairs & Product Safety



Compounding Interest in Environmental Responsibility

Bank of America | Bank of America views the service sector as having a responsibility to address climate change and to contribute to reducing greenhouse gas emissions that extend beyond its own operations, to include customers and suppliers. The Bank has committed \$20 billion to support the growth of environmentally-sustainable business activities through lending, investing, philanthropy and the creation of new products and services. To reduce its own footprint, Bank of America worked closely with EPA to establish a Climate Leaders GHG emissions reduction goal of 9% from 2004 to 2009.



CLIMATE LEADERS

SETTING THE STANDARD IN GREENHOUSE GAS MANAGEMENT

Program Overview

Addressing climate risk is a key objective for many leading companies. Investors, customers, and suppliers are increasingly seeking information on corporate climate strategies that benefit the bottom line, reduce uncertainty, and create market opportunities.

Why Take Action ON CLIMATE?

- Reduce impact on the global environment
- Better manage greenhouse gas emissions (GHG) and associated risks
- Realize cost savings through energy efficiency
- Receive EPA technical assistance on inventories
- Participate in national public recognition campaigns
- Encourage employee commitment with a corporate-wide GHG reduction goal
- Improve understanding of critical policy discussions
- Engage with other partner companies demonstrating climate leadership
- Access the latest GHG tools, technologies, and protocols
- Integrate climate change strategies with state, regional, and international GHG accounting schemes

Steps to Achieve Emissions Reductions

Partner companies commit to significantly reduce their impact on the global environment by setting and achieving a long-term greenhouse gas (GHG) reduction goal, which includes the following steps:

Join

Companies are welcome to join the program at any stage in developing their climate change strategy.

Inventory

Develop a corporate-wide inventory of the six major greenhouse gases (CO₂, CH₄, N₂O, HFCs, PFCs, SF₆) using the Climate Leaders GHG Inventory Guidance.

Partners report their direct emissions from:

- Onsite energy use
- Purchased electricity
- Mobile sources
- Industrial processes
- Onsite waste disposal
- HVAC/refrigerator

Companies have the option of increasing their reductions by including the following optional sources:

- International operations
- Business travel
- Employee commuting
- Product transport
- Renewable energy
- Offsets

Manage

Create and maintain an Inventory Management Plan to institutionalize the process of collecting, calculating, and maintaining a high-quality, corporate-wide inventory.

Reduce

Set an aggressive corporate-wide GHG emissions reduction goal to be achieved over 5 to 10 years. Partners have flexibility in setting reduction goals and work individually with EPA to assess their unique emissions sources and reduction opportunities. Goals must meet the following criteria:

- Corporate-wide
- Based on most recent base year
- Achieved over 5 to 10 years
- Absolute or intensity-based
- Aggressive compared to sector performance

Report

Gain credibility by reporting inventory data annually and documenting progress toward emissions reduction goal.

Publicize

EPA provides national partner recognition opportunities and Climate Leaders partner meetings to highlight program participation.

Achieve

Attain your long-term GHG reduction goal. Consider setting a second goal to continue your environmental leadership.

Fast Facts

There are **226** Climate Leaders Partner companies.

102 Partners have publicly announced greenhouse gas (GHG) reduction goals.

18 Partners have achieved their goals.

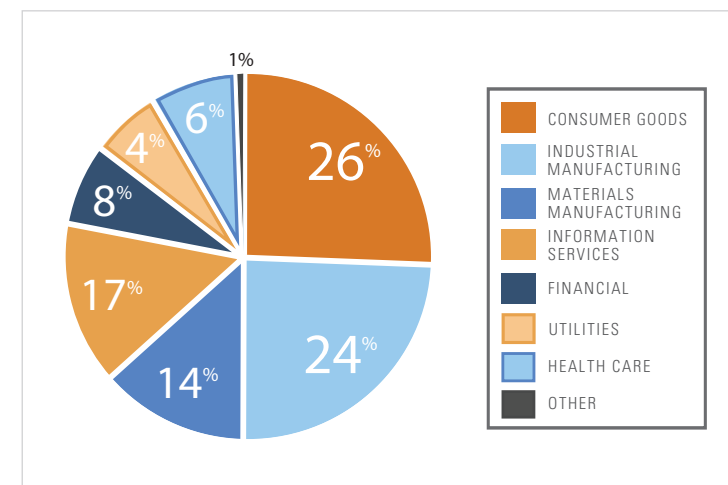
EPA estimates that the GHG reductions by Climate Leaders Partners will prevent more than **13 million** metric tons of carbon equivalents per year. These reductions are equivalent to the annual emissions of **9 million** cars.

The combined U.S. annual GHG emissions of Climate Leaders Partners represent more than **8%** of total annual U.S. GHG emissions.

Total annual revenue of Climate Leaders Partners represents **11%** of the U.S. gross domestic product (2007). Nearly **50%** of the organizations that partner with EPA in Climate Leaders are members of the Fortune 1000.

Climate Leaders Partners have operations in all **50** states and provide more than **8 million** jobs throughout the world.

Climate Leaders Partner Companies By Sector (%)



Partner Growth

