



Tailored Benchmarking

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Schering-Plough***

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About Schering-Plough

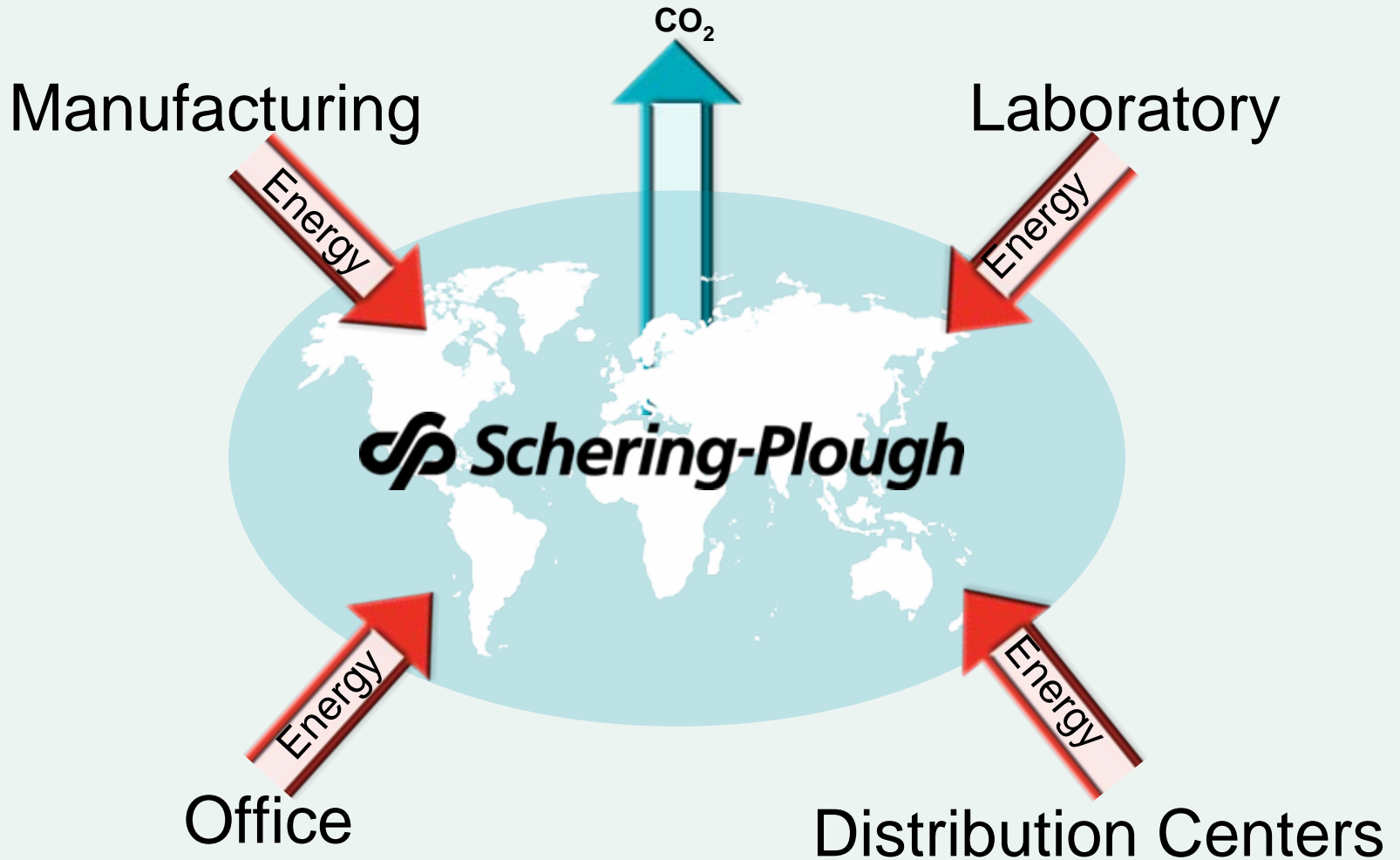
- Global health care company with three integrated businesses:
 - Pharmaceutical
 - Animal Health
 - Consumer Health Care
- Business, research, manufacturing and sales operations in more than 140 countries
- Approximately 55,000 colleagues worldwide at December 31, 2007
- 2007 Adjusted Net Sales*: \$15.2 Billion

* Includes assumed 50% contribution from joint venture sales of VYTORIN and ZETIA. Also includes \$626 million of Organon BioSciences net sales for the period as of the closing date of the acquisition on Nov. 19, 2007, through Dec. 31, 2007.

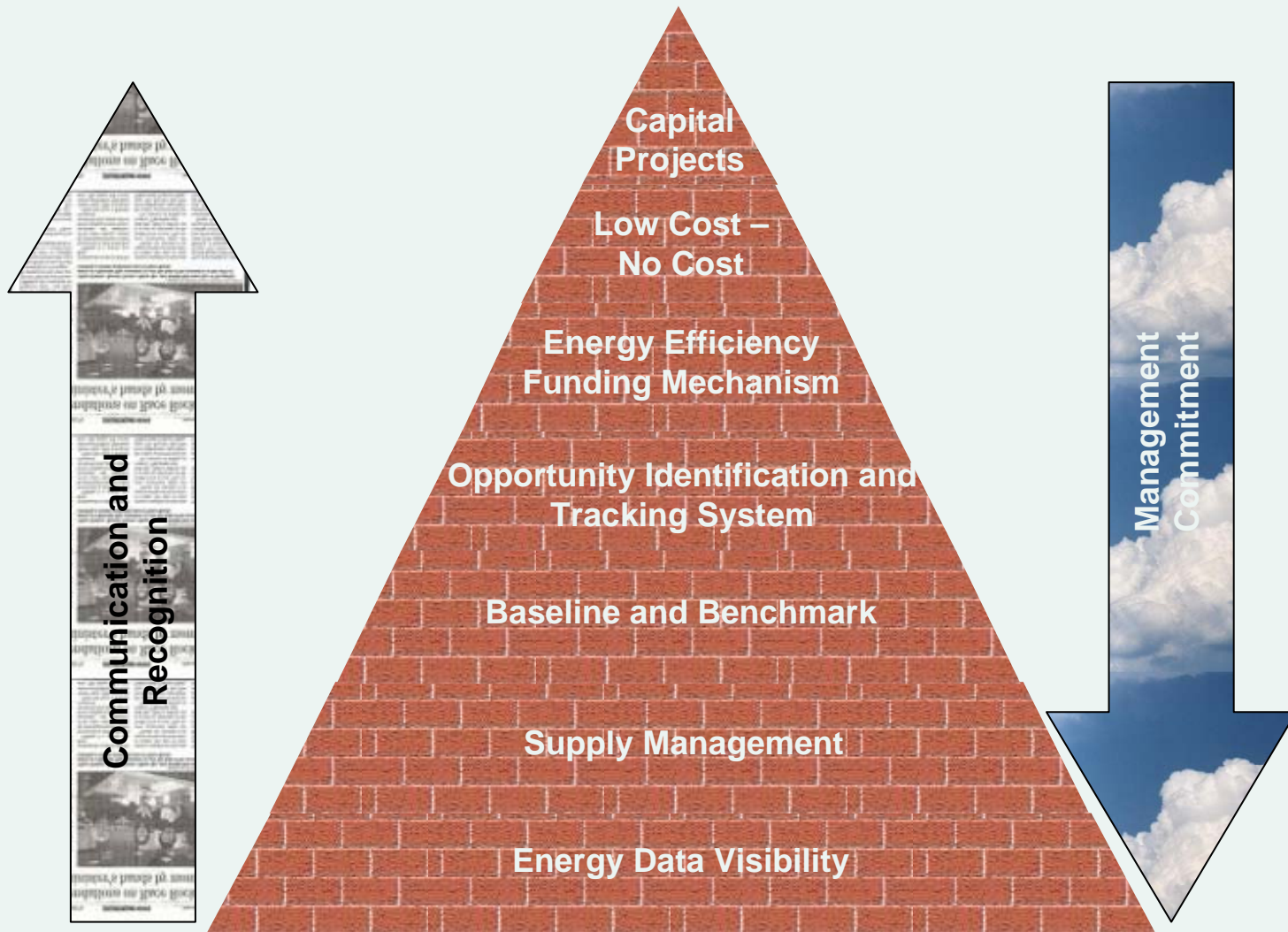
Greenhouse Gas Goals

- 2002 – Public goal of absolute reduction in greenhouse gas emissions by 5% in ten years
- 2005 – 2007: Reduction goal met
- 2007 Acquired Organon Bioscience and joined Climate Leaders
- 2008 Calculate baseline year and establish new goal

Global facility types

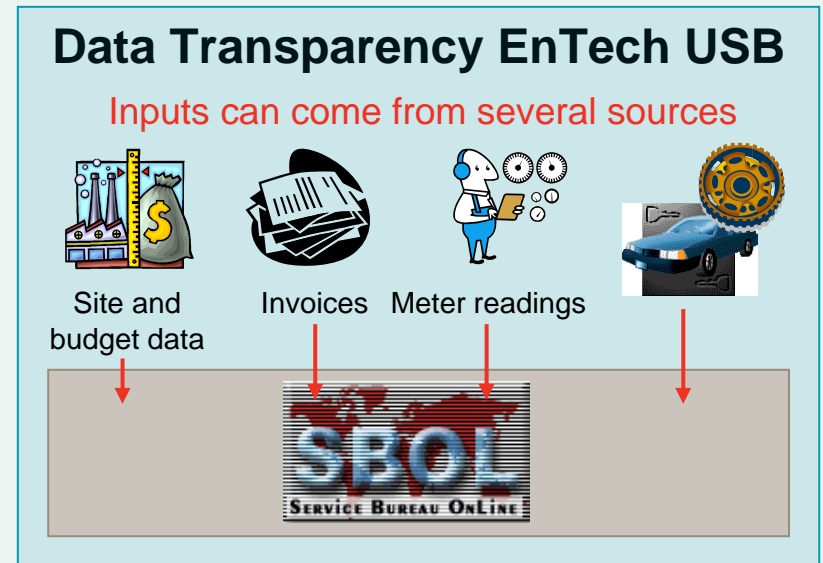


Strategic Energy Management Roadmap



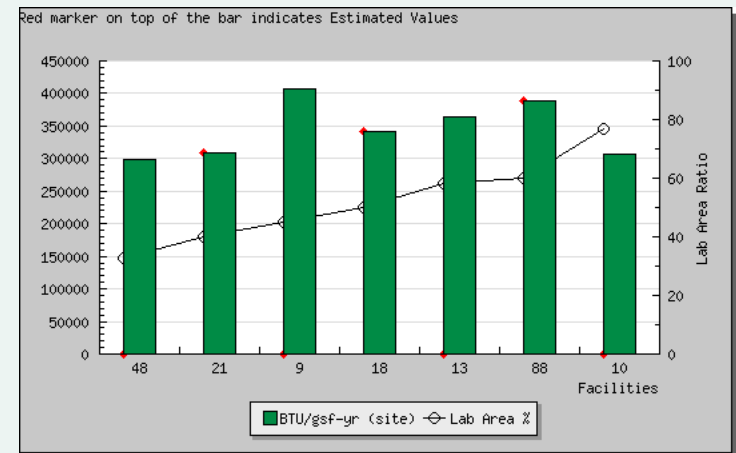
Energy data visibility

- Utility Bill Management system
 - global
 - web-based
 - monthly usage, cost and CO₂ emissions information
 - weather data



Benchmarking Techniques

- EPA's EnergyStar Portfolio Manager®
 - Office space
 - Distribution Centers
- Laboratories for the 21st Century Benchmarking
 - Laboratories
- Energy Star Energy Performance Index
 - Pharmaceutical Manufacturing facilities
- Internal comparison
- Regression Analysis

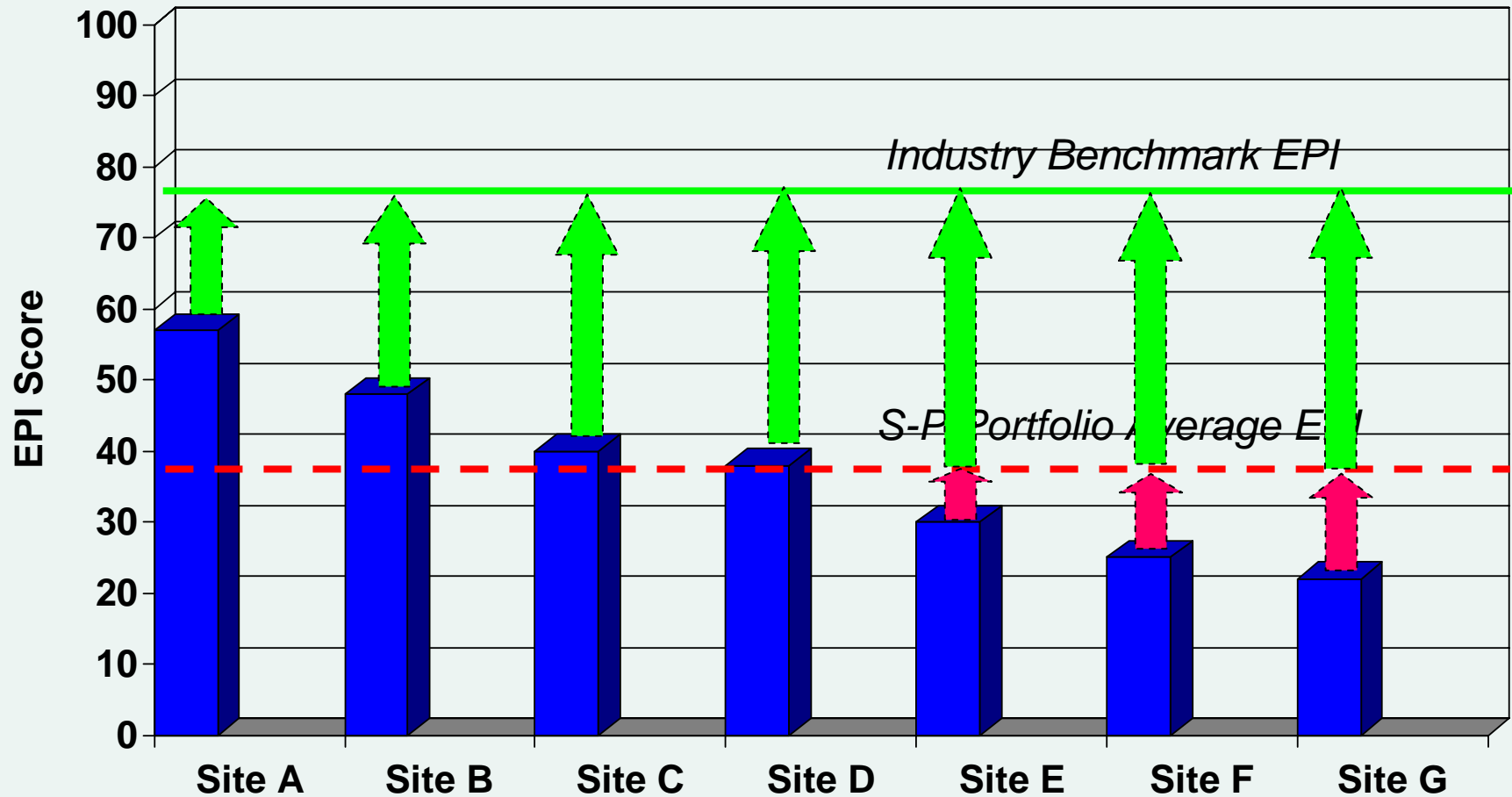


Energy Performance Index (EPI)

Manufacturing

- EnergyStar Pharma Focus Group is developing an Energy Performance Index for Pharmaceutical Manufacturing and Multipurpose Sites
 - The EPI is a score from 1 to 100
 - The score is a function of:
 - Facility area
 - Process make-up of the facility (Bulk, Finish/Fill, R&D)
 - Weather
 - Manpower and/or utilization

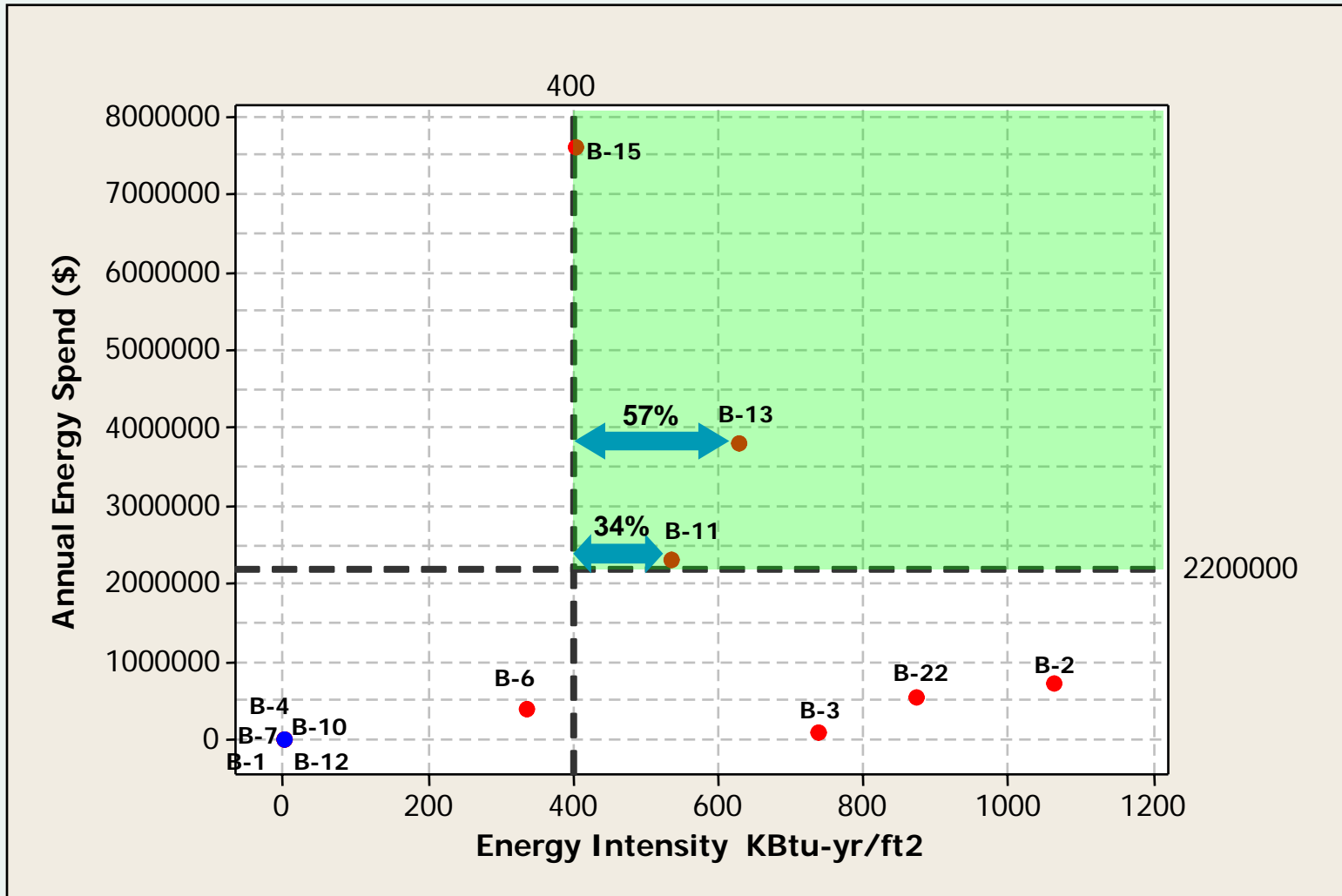
Energy Performance Index



Benchmarking observations

- Need more sub-metered data, especially on multi-building (campus) sites
- Concentrate on improving buildings with low efficiency, high energy spend
- Focus on offices
 - Not the most savings, but the easiest and lowest cost to improve
 - Eligible to receive the ENERGY STAR® Label
- Evaluate laboratories and manufacturing using similar techniques
 - internal comparisons
 - “bucket” by type and geography

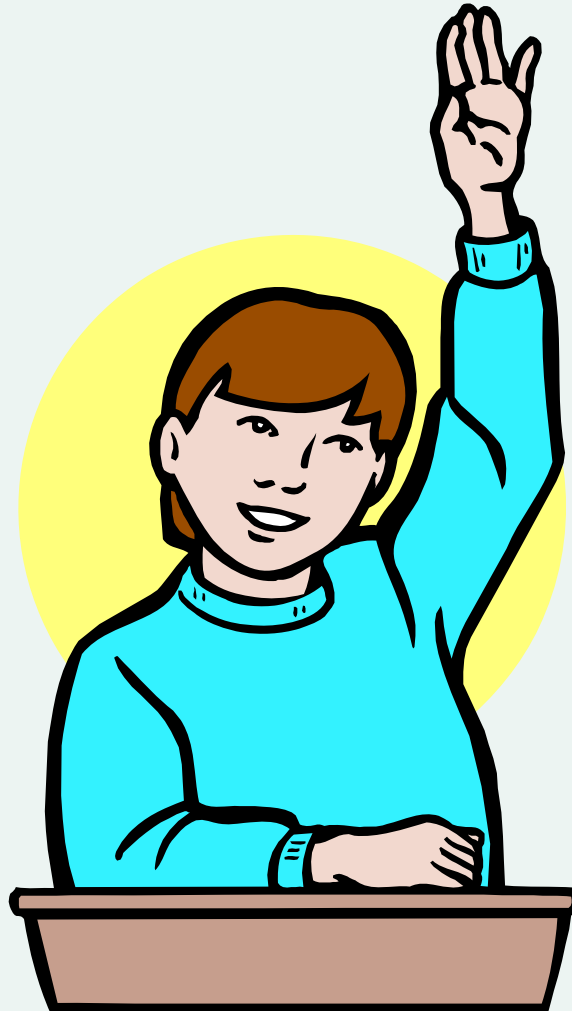
Focus on Low Efficiency, High Spend buildings



No Cost Low Cost Ideas

- Retro-Commissioning
- Fume hood velocity adjustment
- Occupied / unoccupied mode
 - time of day schedule adjustments
- Take advantage of weather
 - economizer cycle
 - “free” cooling
- Continuous monitoring and ventilation control
- Run only when necessary
- Minimize underutilized space
- Behavioral opportunities

Questions ???



Contact Information

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