

Increasing Colleague Climate Change Program Awareness

Climate Leaders – May, 2005



Agenda

- About Pfizer
- Climate Change Goals
- Climate Change Strategy
- Pfizer Energy Management Network
- Communication Strategy
- Questions

Company Profile

- \$53 B in global pharmaceutical sales in 2004
- \$ 8 B biomedical research spend in 2004
- Product sales in 150 countries
- 81 Manufacturing plants in 32 countries
- 122,000 Colleagues (32,000 in mfg.)
 - More than 25 languages
- Top-tier Consumer and Animal Health Groups

U.S. EPA Climate Leaders

- Joined in May, 2002
- Established Public Goal May, 2003
 - Company-wide or at least US-wide
 - Focus on CO₂
 - Can include other GHGs, such as CH₄, HFCs
 - Achievable over 5-10 years from 2000 baseline
 - Aggressive, not “business as usual”
 - Re-evaluate to account for major acquisitions
- Dow Jones Sustainability Index (DJSAM) score for Climate Strategy Increased from 47 to 82

U.S. EPA Climate Leaders

Goal

- 1) “By 2007, Reduce CO2 Emissions by 35% Relative to Revenues Compared to 2000.”**
- 2) Increase Clean Energy Technology by 2010 to 35% of Total Electrical Requirement**

Climate Change Strategy Overview

- Increase Internal Efficiency
 - Low cost/no cost energy conservation projects
 - Capital intensive energy projects (with payback)
 - Increase capacity utilization (facility consolidations)
 - Increase Sales Fleet Efficiency
- Increase Use of Clean Energy Technologies
- Leverage Carbon and Renewable Markets
- Carbon Sequestration Methods

ENERGY STRATEGY 2020

- Properly Position Pfizer to Compete in a Carbon Constrained World

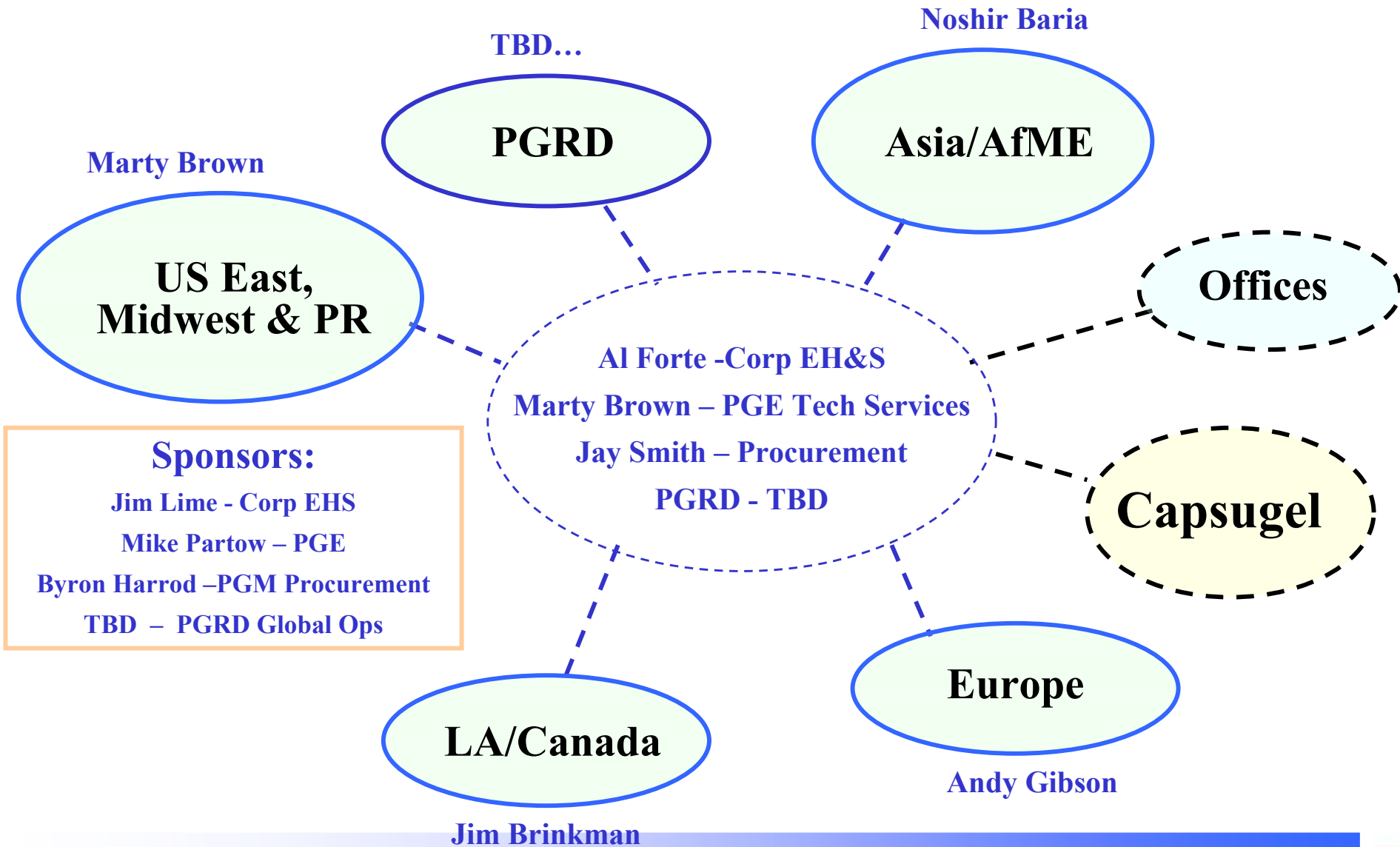
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Greenhouse Gas Management Strategy and Rationale for Voluntary Program

- **Makes Good Business Sense:**
 - **Increase Internal Efficiency: Over \$15 million recurring savings and 180,000 MT CO2 Reduction**
 - Low cost/no cost energy conservation projects
 - Capital intensive energy projects (with payback)
 - Increase capacity utilization (facility consolidations)
- **Corporate Responsibility**
 - Proactive response to the issue of climate change
- **Alignment with Global Regulatory Trends**

Proposal: Global Energy Network



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Pfizer Energy Website

www.pfizer-energy.com

- Developed by Corporate EHS.
- Central repository of utility data.
- Tracks energy conservation projects.
- Facilitates sharing of good practices.
- Provides visibility across sites.
- Provides reporting (Projects, cost savings, energy, CO2).
- Communications (benchmarking, guides, tools).

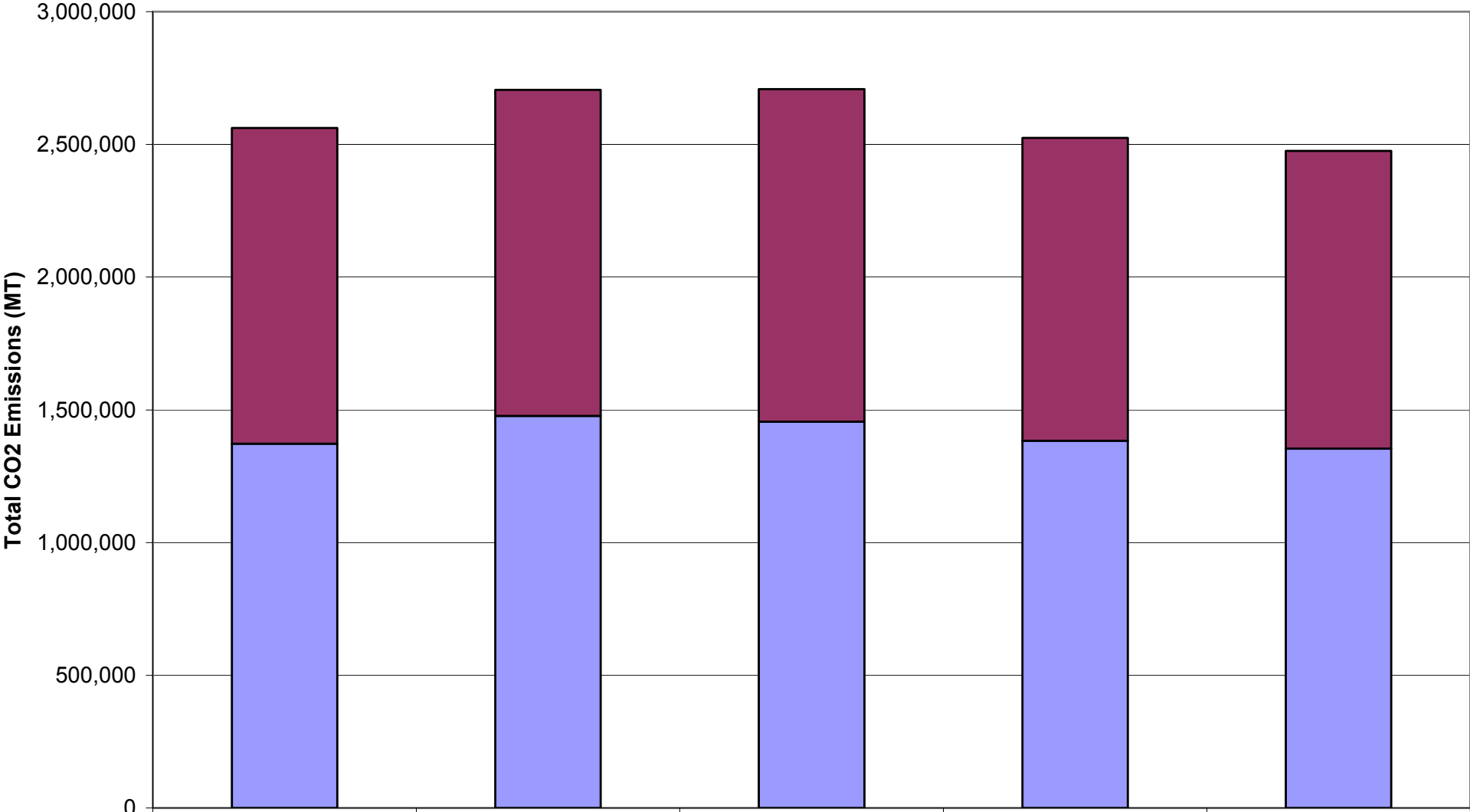
Communications

Provide useful information to sites to help them achieve their energy/emissions reduction goals:

- Good Practice guides
- “How to...” guides
- Benchmarking data
- Newsletters (Semi-annual ?)
- Directory of successfully implemented energy projects
- Directory of subject matter experts
- Other tools deemed useful by energy sub-teams

2005 Pfizer Direct and Indirect CO2 Emissions - (5 Years)

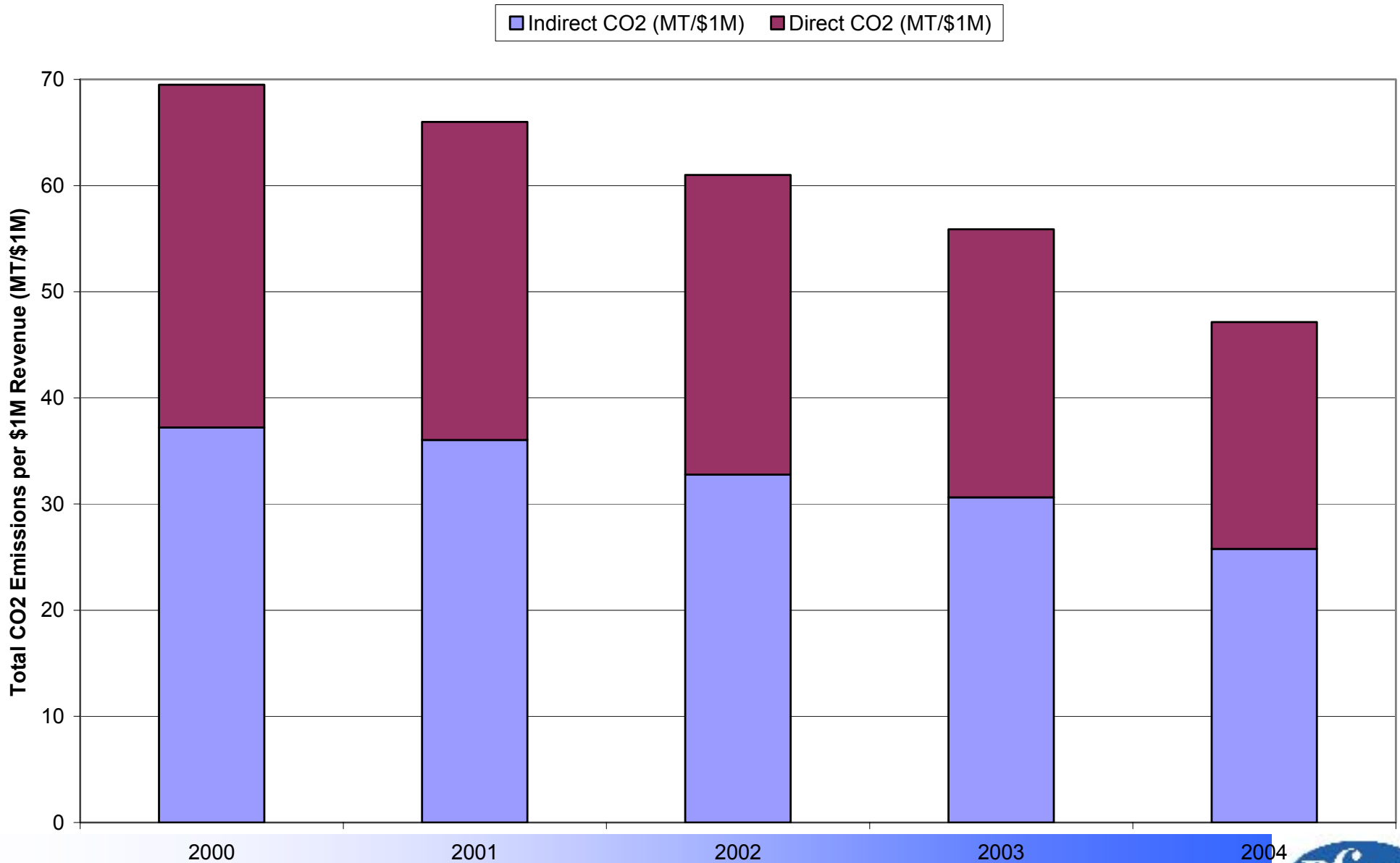
Indirect CO2 (MT) Direct CO2 (MT)



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2005 Pfizer Direct and Indirect CO2 Emissions per \$1,000,000 Revenue - (5 Years)



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Summary

- Public voluntary GHG goal drives energy conservation and cost savings
- Colleagues need to be engaged to successfully meet our goals
- On line tool the best way to distribute information.
- www.pfizer-energy.com