



*October 30-31, 2007 • Renaissance Hotel, Washington, D.C.*

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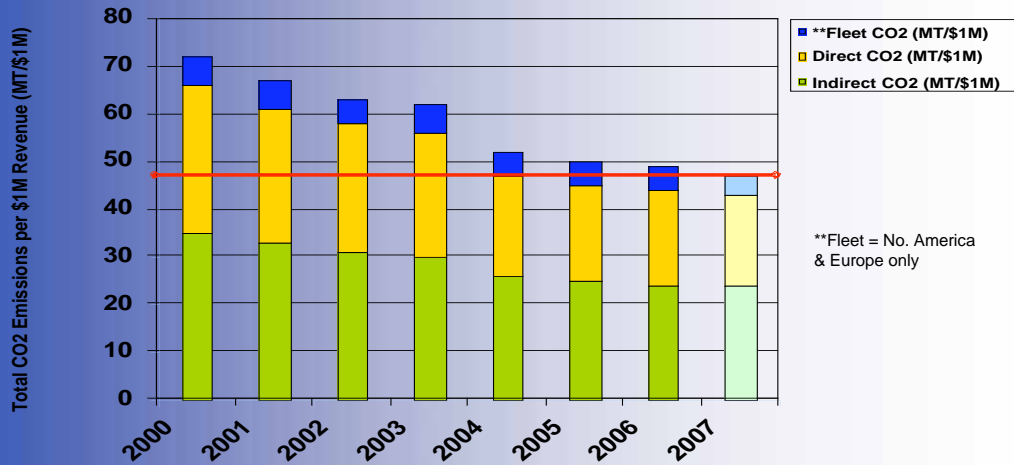


## Pfizer GHG Goal

- Joined Climate Leaders in May, 2002.
- Established aggressive public goal May, 2003:  
**To reduce CO<sub>2</sub> emissions by 35% per \$ million of sales by 2007 from the baseline year 2000.**
- What is in the goal?
  - Emissions from fuel use on-site, on-site thermal destruction of waste
  - Emissions from off-site purchased electricity, steam and hot water
  - Fleet emissions in US and Europe
- What is not included in goal?
  - Small administrative offices or logistic centers
  - Contract manufacturing
  - Transport of product or business travel
  - Fleet outside of US and Europe

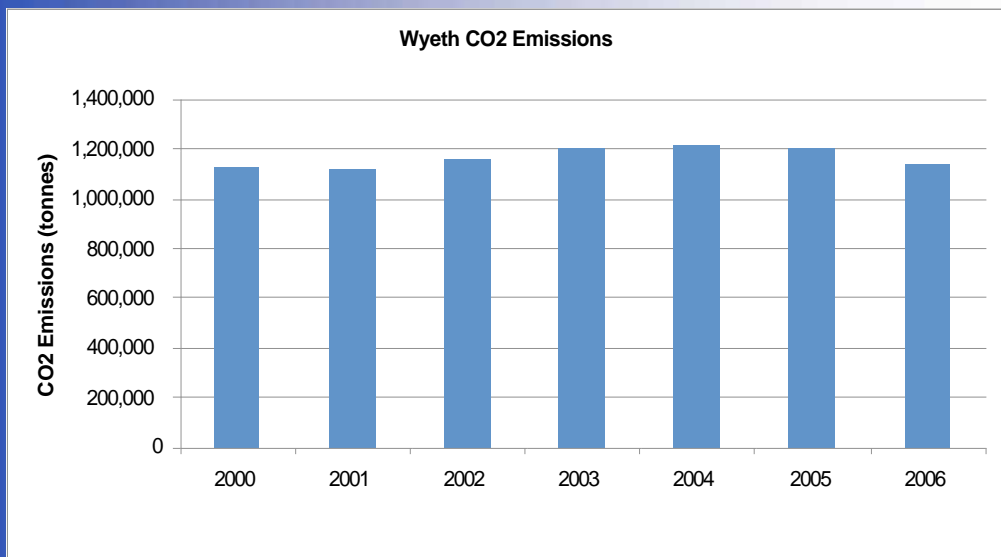


# Progress on CO<sub>2</sub> Emission Reductions

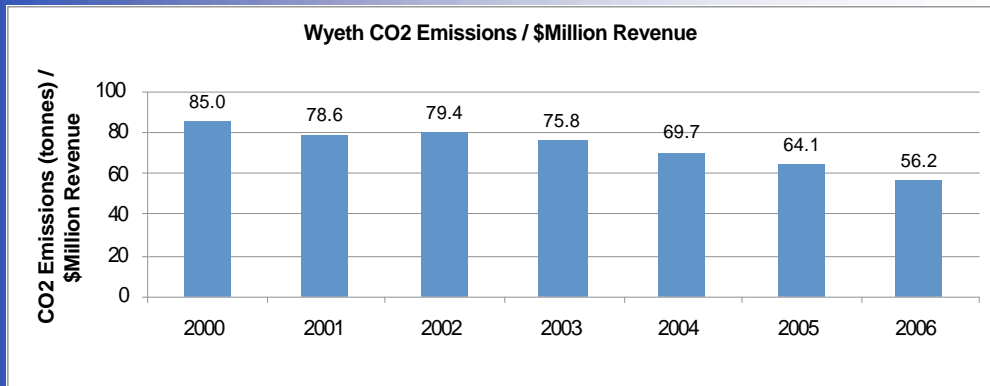


On track to achieve 35% reduction goal.  
 “Next generation” CO<sub>2</sub> goal under development

# Wyeth Carbon Emissions, Direct + Indirect



## Wyeth Carbon Emissions - Normalized to Revenue



## Why Hasn't Wyeth Set a Goal?

- Wyeth's Mission, Vision and Values make it every employee's responsibility to consider what is right for the Company and the community when making business decisions.
- Focus on establishing best practices.
- Significant success has been achieved without a specific goal.
- Difficulty establishing a metric suitable for all sites.



## Setting A Goal

A goal “should be”

- Strategic
- Forward Looking
- Realistic
- Aggressive
- Comprehensive

## Factors to Consider

- Base Year
- Historical Trends
- Reality
- Corporate Culture

## To Go Public or Not

- Guidance
- Tools
- Networking
- Publicity
- Cost
- Paperwork
- Verification
- Publicity



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