

# SCORECARD



ClimateCounts.org

## IBM

### REVIEW

| QUESTION   | SCORE | HIGHEST POSSIBLE SCORE | QUESTION  | SCORE | HIGHEST POSSIBLE SCORE |
|--|-------|------------------------|---|-------|------------------------|
| <b>1 GHG emissions inventory completed?</b><br>0 No<br>1-3 Yes, partial inventory only reviewing some of the company's emission sources (dependent on percentage of emitting sectors covered)<br>4 Yes, almost comprehensive inventory<br>5 Yes, comprehensive inventory | 5     | 5                      | <b>4 Are indirect emissions accounted for? (e.g., supply chain, travel, commuting, use/disposal of products/services, investment)</b><br>0 Only accounting for direct and facility energy use emissions<br>1 Including emissions from one indirect source<br>2-4 Including emissions from multiple indirect sources   | 3     | 4                      |
| <b>2 Rough calculations or standard protocol/calculator?</b><br>1 Rough, partial calculations<br>2 Generalized, but complete calculations (estimates, perhaps using a general calculator)<br>3 Full calculations using a standard protocol/methodology (e.g., WRI)       | 3     | 3                      | <b>5 Is there external, qualified third party verification of emissions data, reductions, and reporting (where applicable)?</b><br>0 No<br>1 Yes, verification by a trade association<br>2 Yes, verification by a qualified, external consultant working on company's inventory<br>3 Yes, verification by a qualified, third-party, not involved in developing the inventory.<br>Extra point for verification beyond basic inventory (e.g., verification of physical reductions or reporting) | 4     | 4                      |
| <b>3 Are Kyoto gases besides CO2 included?</b><br>0 Just inventorying CO2 emissions<br>1 Measuring CO2, CH4, and N2O<br>2 All relevant, material Kyoto gases included<br>If other Kyoto gases are not emitted, full points can be awarded                                | 2     | 2                      | <b>6 Is the inventory an ongoing, regular process accounting for multiple years?</b><br>0 One time project<br>1 Plans for future, annual inventory work<br>2 At least two inventories completed<br>3 Multiple inventories completed<br>4 Multiple inventories completed and a time-series of emissions presented (i.e., emissions covering beyond the baseline and current year)  | 4     | 4                      |
| <b>REVIEW SUBTOTAL</b>   |       |                        |   | 21    | 22                     |

### REDUCE

| QUESTION   | SCORE | HIGHEST POSSIBLE SCORE | QUESTION  | SCORE | HIGHEST POSSIBLE SCORE |
|--|-------|------------------------|---|-------|------------------------|
| <b>7 Has a clear goal been set?</b><br>0 No target<br>1 Loose, undefined goal<br>2-3 Defined goal specifying baseline, reduction amount/percentage, or timeframe but not all three<br>4 Goal with defined baseline, reduction amount/percentage, and timeframe   | 4     | 4                      | <b>13 Has the company achieved emissions reductions?</b><br>0 No<br>1-4 Partial reduction (below target or in limited sub-sectors)<br>5-6 Achieved goal reductions or reductions on a timeline to meet significant target in a later year<br>7-10 Exceeded goal reductions<br>Points awarded here for absolute or intensity-based achievements  | 2     | 10                     |
| <b>8 Strength of baseline year used for the reduction goal? (keeping in mind changes in company's size/composition)</b><br>0 No baseline<br>1 Using year of inventory or 1-4 years back as baseline<br>2 Using a baseline 5-10 years back<br>3 Baseline over 10 years back<br>When scoring, consider if company has significantly changed in size or divested during the time period or if the company has picked a year with atypically high emissions, as this will affect the appropriateness of the baseline; also adjust scoring if company is new and older baselines are not possible | 1     | 3                      | <b>14 Absolute or intensity-based reductions?</b><br>0 Only intensity-based (relative) reductions<br>1-2 Absolute reductions for a sub-unit of the company<br>3-4 All absolute reductions<br>When scoring, consider if company has significantly changed in size or divested during the time period, as this will affect ease of achieving absolute reductions; Note that absolute reductions can be achieved even if a relative target was set   | 3     | 4                      |
| <b>9 Magnitude of reduction goal (considering size of reduction and target year)</b><br>0 No reduction goal<br>1 Keep emissions constant<br>2 Up to 5% reduction<br>3 6-10% reduction<br>4 >10% reduction<br>Discretionary point based on timeliness of target year (i.e., large goal set for near term scores better than small reduction goal set far in the future)   | 4     | 5                      | <b>15 Has the company achieved verified reductions to date (prior to current goal-setting)?</b><br>0 No<br>1-5 Yes, reductions achieved prior to current goal setting (based on magnitude, frequency, etc)  | 5     | 5                      |
| <b>10 Have a management plan and organizational structure been established for climate?</b><br>0 No plan established<br>1 General carbon/climate plan established<br>2 Designation of committee or responsible parties for company climate strategy<br>3 Designation of key responsible people and a specific plan for climate action<br>4 Climate strategy incorporated into overall business strategy<br>Extra point for publicly available detailed plan  | 4     | 5                      | <b>16 Has the company made successful efforts to reduce GHG impacts associated with the use of its products/services?</b><br>0 No<br>1 Conducting partial analyses (e.g., partial LCA, eco-assessment, etc.) of GHG impacts from use of products/services<br>2 Conducting full analyses of GHG impacts associated with use of products/services<br>3-4 Producing low/no carbon product line that realizes a reduction in carbon-intensity of the traditional line of products/services  | 4     | 4                      |
| <b>11 Is there top-level support for climate change action?</b><br>0 No<br>1 Senior level executive or Board members designated as responsible for climate issues<br>2 Clear, public articulation of company's views on climate by CEO and/or top management   | 2     | 2                      | <b>17 Does the company work to educate its employees, trade association, and/or customers on how they can reduce individual GHG emissions (through direct education programs, incentives, or philanthropic projects)?</b><br>0 No educational efforts<br>Up to 2 points for each of the following categories: Internal employee education, Incentives that will increase employee awareness (e.g., tax breaks for using mass transit), Education of peer companies within trade association, and customer/general public education, for a maximum of 4 points | 4     | 4                      |
| <b>12 Has the company taken steps towards achieving reduction target? (Interim progress on reduction)</b><br>0 No<br>Points awarded for actions such as the following: Programs to improve energy efficiency; Use of emissions-reducing technology; Projects to reduce corporate travel; Investments in technology for future reductions; Incentive programs; Purchase of additional, verifiable offsets; etc.; Up to 2 points per action, based on level and depth of actions and company size, for a maximum of 8 points   | 6     | 8                      | <b>18 Does the company require suppliers to take climate change action or give preference to those that do?</b><br>0 No<br>1 Yes, gives preference to suppliers who take action<br>2 Yes, requires suppliers to take action   | 1     | 2                      |
| <b>REDUCE SUBTOTAL</b>   |       |                        |   | 40    | 56                     |

### POLICY STANCE

| QUESTION   | SCORE | HIGHEST POSSIBLE SCORE | QUESTION   | SCORE | HIGHEST POSSIBLE SCORE |
|--|-------|------------------------|--|-------|------------------------|
| <b>19 Does the company support public policy that could require mandatory climate change action by business?</b><br>0 No<br>1-3 Yes, on a local level or in a generalized manner<br>4-6 Yes, on a state or regional scale or in multiple strong general stances<br>7-10 Yes, supports non-voluntary federal- or international-level initiatives<br>Points awarded within each specified range for demonstrated depth of support in company materials (website, publications), via a public forum (press, speeches, advertising), and active lobbying | 4     | 10                     | <b>20 Does the company oppose public policy on climate change that could require mandatory action by business, or has it made efforts to undermine climate change action?</b><br>0 No<br>1-3 Yes, opposes local initiative<br>4-6 Yes, opposes a state or regional scale initiative<br>7-10 Yes, publicly opposes non-voluntary federal-level initiatives<br>Range of negative points awarded for depth of opposition as displayed in company materials (website, publications), via a public forum (press, speeches, advertising), and active lobbying. Note: negative points will also be awarded if company belongs to trade association seeking to undermine climate change action | -     | -10                    |
| <b>POLICY STANCE SUBTOTAL</b>  |       |                        |  | 4     | 10                     |

### REPORT

| QUESTION   | SCORE | HIGHEST POSSIBLE SCORE | QUESTION  | SCORE | HIGHEST POSSIBLE SCORE |
|--|-------|------------------------|---|-------|------------------------|
| <b>21 Is the company publicly reporting on emissions, risks, and actions? How is information disclosed? Company-based (e.g., on their website or annual report) or through a credible third-party program (e.g., CDP, GRI, etc.)?</b><br>0 No information on company climate change actions is available<br>1-2 Minimal, general info available through company report or website<br>3-4 Minimal/basic info available through third party (e.g., CDP)<br>5-6 Detailed info (emissions, reductions, goals) on company website/reports<br>7-8 Detailed disclosure through third-party<br>An extra 1-2 points awarded for time series of emissions and other climate action or risk data (e.g., in SEC filings or 10Ks) | 9     | 10                     | <b>22 Are emissions broken out by facility, business unit, country of operations, or other meaningful subsegments?</b><br>0 Only total emissions or one lumped number are presented<br>1 Some sub-unit emissions broken out<br>2 Emissions clearly tallied by company-appropriate sub-units | 2     | 2                      |
| <b>REPORT SUBTOTAL</b>   |       |                        |   | 11    | 12                     |

### SUMMARY

|               | SCORE | HIGHEST POSSIBLE SCORE | SCORE                | HIGHEST POSSIBLE SCORE |
|---------------|-------|------------------------|----------------------|------------------------|
| <b>REVIEW</b> | 21    | 22                     | <b>POLICY STANCE</b> | 4                      |
| <b>REDUCE</b> | 40    | 56                     | <b>REPORT</b>        | 11                     |

## IBM

# TOTAL SCORE

| SCORE | HIGHEST POSSIBLE SCORE |
|-------|------------------------|
| 76    | 100                    |

Carbon Disclosure Project responses (CDPS)  
IBM Environment website  
IBM Early Action for Climate Change Brochure  
IBM GRI Index

IBM 2007 Corporate Responsibility Report  
Pew Center: Business Environmental Leadership Council IBM Summary  
US EPA Climate Leaders Partner Profile