ENERGY EFFICIENCY THROUGH CULTURAL CHANGE

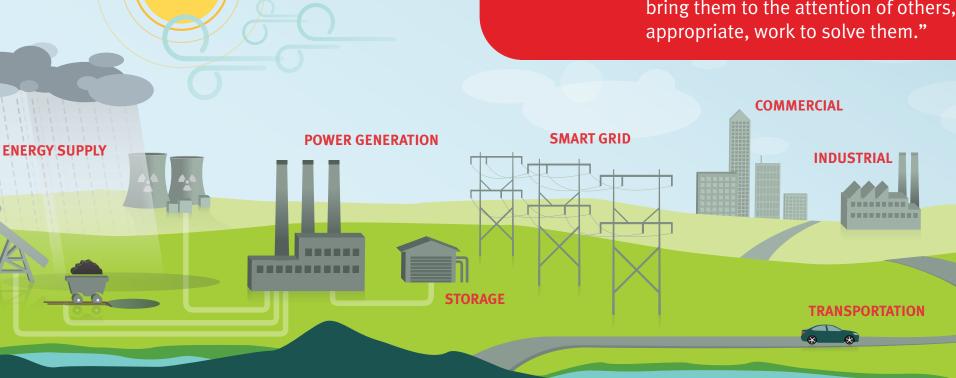
DuPont Sustainable Solutions



Chris Smith

Global Practice Director, Energy Efficiency **DuPont Sustainable Solutions**

"There needs to be a culture created where everyone is empowered to identify problems, bring them to the attention of others, and, as appropriate, work to solve them."





ENERGY-INTENSIVE INDUSTRIES*

with % of energy consumption

(EIA)/Department of Energy (DOE)

4% Pulp and Paper

Mining, Metals, and Minerals

Chemicals

20% Oil and Gas

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QUPONT

KEY ELEMENTS THAT DRIVE THE NEED FOR ENERGY EFFICIENCY

ACCESS TO CAPITAL PUBLIC VOLATILITY OF RESOURCE COSTS COMPETED FOR SOURCE COSTS COSTS COMPETED FOR SOURCE COSTS COMPETED FOR SOURCE COSTS COMPETED FOR SOURCE COSTS COMPETED FOR SOURCE COSTS COMPETED F

ENERGY EFFICIENCY AT DUPONT STARTED WITH STRATEGIC ENERGY MANAGEMENT

6% reduction in energy use since 1990 baseline while production increased by 40%



Juan-Gabriel Aguiriano

Managing Director of Sustainable Operations, **DuPont Sustainable Solutions**

"An effective Sustainability Management System is rooted in people and corporate core values."

year-over-year energy savings

COMPONENTS

OF STRATEGIC ENERGY MANAGEMENT



- Identifying and elevating energy cost as a strategic business issue
- Identifying and executing the right projects to drive highest gain results
- Implementing a vertically integrated management approach to drive results
- Connecting many disconnected components

of complex energy management

Developing skills and capabilities of the people in the organization



The Bold Energy Plan: Less Gas, More Profit

- In 2011, saved \$56 million (= 5% of the prior year's energy costs)
- Implementing 503 projects that required little or no out-of-pocket spending and 69 funded capital projects with ROI = 123%

Titanium Technologies Sets the Gold Standard

- In 1999, a comprehensive program to significantly reduce energy use while increasing Tio, production was initiated
- By 2010, the division had increased production by 72%
- over 1990 levels • Energy usage decreased by 40%

Steamy Savings @ Sabine River

- Over \$75 million savings in energy costs from 2008 to 2011
- Saved \$19 million in 2011
- Site energy productivity (in BTU per pound of product) improved 40% in 2008 with lower total production

DOWNLOAD OUR ENERGY EFFICIENCY WHITE PAPER



strategic energy management operational discipline



• Energy consumption reduction

- Reduced exposure to escalating energy prices
- Cost reduction
- Volume
- Reduced risk

Energy Value Creation

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