

Module: Introduction

Page: Introduction Supply Chain

Climate change

Please tick the box below to complete the introduction questions for Climate Change

true

0.1

Introduction

Please give a general description and introduction to your organization.

Eaton's simple but fundamental commitment to "doing business right" guides our company in meeting the needs of our customers, employees and communities. Eaton's innovative products help improve the environment, save lives, and conserve resources. We're reducing the carbon footprint of our customers' operations, as well as our own facilities worldwide, and our employees are reaching out to make communities better places to live.

As a leading power management company, Eaton's sustainable products include electrical power distribution and circuit protection, backup power protection, lighting and security, and control systems for the safe and efficient use of power in buildings and homes. Our portfolio also includes hybrid powertrains that boost fuel economy and reduce emissions in commercial vehicles; hydraulic and electric aircraft systems that reduce weight and save fuel; automotive superchargers for enhanced fuel economy; electrical and hydraulic products for solar and wind systems; and many more.

In 2012, our 5P, 5PX and 9PX Uninterruptible Power Systems (UPS) models became ENERGY STAR® qualified, following stringent third party testing and verification of energy efficiency requirements. Eaton offers the largest selection of ENERGY STAR UPS's for server, storage and network protection applications, which help customers reduce electrical usage and carbon footprints.

Also in 2012, our acquisition of Cooper Industries reinforced our commitment to sustainability. Cooper's technologies and solutions enhance our portfolio of electrical offerings and place Eaton in an even better position to help our customers address the megatrend of rising costs and environmental impact of the world's growing energy use.

At our manufacturing plants, we are reducing emissions with innovative upgrades and re-lighting projects that will help achieve our goal of reducing greenhouse gas

emissions by 25 percent, indexed for sales, by 2015. We are also building new facilities that reduce our carbon footprint. We recently completed Eaton Center, a state-of-the-art office campus in Beachwood, Ohio, which features many of Eaton's energy-saving products.

Eaton's commitment to "doing business right" extends beyond our plants. We are helping to build sustainable communities by investing time and resources in local programs. Our employees in Lakeland, Colorado, recently helped renovate the Denver Rescue Mission homeless shelter. Eaton volunteers led the effort to replace aging mechanical and electrical systems which will lower operating costs and conserve energy. This type of involvement is repeated worldwide in communities where we operate.

Alexander M. Cutler
Chairman and Chief Executive Officer
Eaton Corporation

0.2

Reporting Year

Please state the start and end date of the year for which you are reporting data.

The current reporting year is the latest/most recent 12-month period for which data is reported. Enter the dates of this year first.

We request data for more than one reporting period for some emission accounting questions. Please provide data for the three years prior to the current reporting year if you have not provided this information before, or if this is the first time you have answered CDP information request. (This does not apply if you have been offered and selected the option of answering the shorter questionnaire). If you are going to provide additional years of data, please give the dates of those reporting periods here. Work backwards from the most recent reporting year.

Please enter dates in following format: day/month/year (in full i.e. 2001).

Enter Periods that will be disclosed

Sat 01 Oct 2011 - Sun 30 Sep 2012

0.3

Country list configuration

Please select the countries for which you will be supplying data. This selection will be carried forward to assist you in completing your response.

Select country
Rest of world
United States of America
Brazil
United Kingdom
Poland
Puerto Rico
China
Mexico
Italy
Germany

0.4

Currency selection

Please select the currency in which you would like to submit your response. All financial information contained in the response should be in this currency.

USD(\$)

0.5

Please select if you wish to complete a shorter information request.

Water

Please tick the box below to complete the introduction questions for Water

false

Module: Management [Investor]

Page: 1. Governance

1.1

Where is the highest level of direct responsibility for climate change within your company?

Individual/Sub-set of the Board or other committee appointed by the Board

1.1a

Please identify the position of the individual or name of the committee with this responsibility

Responsibility for all Environmental issues resides with Eaton's Environment, Health and Safety Council. Eaton has delegated overall management responsibility for climate change-related issues to a corporate officer, Nanda Kumar, Executive Vice President -- Eaton Business System, who is a member of Eaton's Senior Leadership Committee and reports to the Chairman and CEO, Alexander Cutler.

1.2

Do you provide incentives for the management of climate change issues, including the attainment of targets?

Yes

1.2a

Please complete the table

Who is entitled to benefit from these incentives?	The type of incentives	Incentivized performance indicator
Corporate executive	Monetary reward	Meeting emissions reduction targets: In 2012, achieve a 6 percent reduction in greenhouse gas emissions,

Who is entitled to benefit from these incentives?	The type of incentives	Incentivized performance indicator
team		indexed for sales; a reduction of 6 percent in waste to landfill; and 5 percent water consumption, indexed for sales; and reduce Days Away Case Rate to 0.30 and Total Recordable Case Rate to 0.85.
All employees	Recognition (non-monetary)	Meeting emissions reduction targets: In 2012, achieve a 6 percent reduction in greenhouse gas emissions, indexed for sales; a reduction of 6 percent in waste to landfill; and 5 percent water consumption, indexed for sales; and reduce Days Away Case Rate to 0.30 and Total Recordable Case Rate to 0.85.

Page: 2. Strategy

2.1

Please select the option that best describes your risk management procedures with regard to climate change risks and opportunities

Integrated into multi-disciplinary company wide risk management processes

2.1a

Please provide further details

(i) Scope of process and (ii) how risks/opportunities are assessed at the company level: Under the direct supervision of the Board of Directors, risks/opportunities are assessed at the company level by Eaton's Senior Leadership Committee (SLC), which is the most senior management committee within the corporation. Risk is managed on an enterprise-wide basis using a unified risk management framework. Eaton typically identifies 10-14 major risks each year that could materially affect the company's businesses, financial condition or results of operations. The SLC appoints company task forces (led by SLC members) to manage these risks. Results are reported to the Board of Directors on an annual basis or more frequently in a crisis situation.

Eaton management continuously monitors the material risks facing the company, including strategic, financial, operational, legal and compliance risks. Our risk processes address issues associated with climate change, including customer requirements/issues (e.g., need for energy efficient products to address climate change regulations, consumer demands, profitability); Environmental (including new regulations influenced by climate change); Supply Chain (including weather related disruptions influenced by climate change, disruptions including raw materials needed to develop and manufacture innovative products needed by our customers to address energy efficiency and emissions reduction.)

(v) Criteria for Priorities: Factors used to systematically define risks at all levels of the company, including those related to climate change, are: probability (likeliness that an event will actually occur); magnitude of damage (financial, reputational, societal); time horizon (how long Eaton will be exposed to the risk); correlation (how various risks might be related to each other); litigation; environmental regulation and remediation; and volatility of end markets that Eaton serves.

(iv) Monitoring of risks is a continuous process throughout the year. **(vi)** Results are reported to the SLC and then to the Board of Directors.

(iii) Asset level planning and evaluation: Eaton conducts strategic planning and risk analysis at all of its facilities and associated businesses. One of the factors considered involves potential environmental impacts to the business. Physical risks such as changing weather patterns, rising temperatures and other natural disasters are reviewed. An outcome of these meetings is the development of local response plans designed to address catastrophic occurrences. Voluntary projects to reduce carbon emissions and contribute to climate change mitigation are also assessed, along with mandatory projects for environmental remediation and/or regulation. **(iv)** Meetings at manufacturing facilities are held on a weekly basis, and more frequently when responding to a developing risk. **(vi)** Results reported to the chief executive of the affected Eaton business on a weekly basis, and, if necessary, to the Eaton CEO and Board of Directors.

(iii) Management of Environment, Safety, Security, and Health (MESH) process:

For environmental and safety issues planning, Eaton has developed a process called MESH (Management of Environment, Safety, Security and Health), a globally deployed, unified system that consolidates all EHS and compliance programs into one integrated management system. MESH has three components: Process & Compliance; Culture; and Results. Process & Compliance sets requirements in 10 EHS categories and drives regulatory compliance at the facility. Culture relates to how well each facility demonstrates EHS engagement at all levels. The Results component focuses on achieving EHS performance metrics. Targets, objectives and performance goals are set for each component. **(iv)** Eaton facilities conduct self-assessments each year to keep track of performance, and undergo a corporate MESH assessment every three years **(vi.)** Results are reported each year to Senior VP, EHS and, if necessary, to the chief executive of the appropriate Eaton business, and the Board of Directors.

Eaton Business System (EBS) provides a disciplined set of processes and tools that ensure enterprise-wide alignment and compliance, rapid recognition and transfer of best practices. EBS encompasses Eaton's core values, policies and processes used to conduct business and measure, assess and improve performance. EBS provides many tools, including:

- Eaton Lean Six Sigma – ELSS eliminates waste, simplifies processes, reduces cycle times and enables us to more effectively deploy resources within quality-intensive systems.
 - PROLaunch – a set of integrated processes designed to guide our program and project management processes, including product development from concept through production launch. Eaton's "Design for the Environment" (DFE) program is part of this process. Using DFE, we are looking at our products to determine the environmental impact throughout the life of the product, and developing ways to minimize that impact and help mitigate climate change.
 - Supply Chain Management – a comprehensive set of tactics to strengthen and diversify supplier relationships worldwide while achieving maximum value in commodity management, global logistics and sourcing. Risks assessed include interruptions due to physical risks resulting from climate change.
- (vi.)** Results are reported to Executive VP of EBS throughout the year, and to the chief executive of Eaton's businesses.

2.2

Is climate change integrated into your business strategy?

Yes

2.2a

Please describe the process and outcomes

(i) Internal process for collecting and reporting information to influence the strategy: We use the Eaton Business System (EBS), which provides a disciplined

set of internal processes and tools that ensure enterprise-wide alignment and compliance, collection and reporting information to influence various business strategies, and rapid recognition and transfer of best practices. EBS encompasses Eaton's core values, policies and processes used to conduct business and measure, assess and improve performance, including factors influenced by climate change. EBS provides these processes:

- Eaton Lean Six Sigma – ELSS eliminates waste, simplifies processes, reduces cycle times and enables us to more effectively deploy resources within quality-intensive systems.
- PROLaunch – a set of integrated processes designed to guide our program and project management processes, including product development from concept through production launch. Eaton's "Design for the Environment" (DFE) program is part of this process. Using DFE, we are looking at our products to determine the environmental impact throughout the life of the product, and developing ways to minimize that impact and help mitigate climate change.
- Supply Chain Management – a comprehensive set of tactics to strengthen and diversify supplier relationships worldwide, while achieving maximum value in commodity management, global logistics and sourcing, while seeking to minimize the impact on climate change.

Results are reported to Executive VP of EBS throughout the year, and to the chief executive of Eaton's businesses.

(ii) Climate change aspects that have influenced this strategy include: • The pressure on global energy costs and availability leading to ever-increasing costs of extraction, processing, distribution and utilization; • An evolving regulatory regime focusing on carbon reduction, Renewable Energy Standards, mileage and bio-fuel requirements, and energy efficiency for buildings, all of which are part of Eaton's core power management business. • Eaton customers are demanding new carbon reduction technologies to respond to the potential impact of climate change; • The continuing efforts of local, state, federal and international governments to jump start robust "green energy" industries through credits, grants, and other incentives.

(iii) & (iv) Climate change has influenced both our short- and long-term strategies, as we confront future pressure on global energy costs and availability. As a result, the ever-increasing cost of extraction, processing, distribution and utilization will continue to power our business. Our customers have and will continue to respond to the strong economic, sustainability and regulatory forces occasioned by this energy megatrend. They need new technologies to reduce their use of energy and improve their own carbon footprints. That's what Eaton does. Now, and in the foreseeable future, our strategy is to invest heavily in leading-edge technologies that improve the energy efficiency of buildings, vehicles and machinery, help to conserve natural resources, shrink the carbon footprints of our customers, and reduce the environmental impact of everyday life. Through R&D, acquisition, manufacturing and services, along with our balanced business strategy, Eaton continues to focus on our customers' growing demand for safe, reliable, efficient and sustainable power management solutions in a world influenced by the potential threat of climate change. This strategy is based on our firm belief that power management will be one of the most powerful megatrends for decades to come.

(v) Eaton has historically been a company with advanced technologies and a strong reputation for being able to apply that technology to commercial advantage for our customers. As the world becomes more focused on energy conservation and reducing GHG emissions, Eaton is extremely well-positioned. Our largest business – Electrical – utilizes a broad array of applications that helps our customers conserve energy and reduce their carbon footprints. One of the major concerns today is energy efficiency in buildings, where Eaton can provide more than 20 of the different categories that contribute to Leadership in Energy and Environmental Design (LEED) points. Other examples of Eaton's strategic advantage: • As a world leader in hybrid power systems for commercial vehicles, Eaton's hybrid systems have accumulated more than 400 million safe and reliable miles of service, reducing diesel fuel consumption by 11 million gallons and GHG emissions by 110,000 metric tons. • Eaton automotive superchargers enable small, efficient automobile engines to deliver the power of much larger ones, while using less fuel and reducing emissions. • Eaton spent \$439 million for Research and Development to continue to launch innovative products and solutions that help our customers meet their most demanding energy and emissions requirements. We estimate that new technologies being developed at Eaton Innovation Centers have the potential to reduce the CO₂ emissions of our applications by more than 60 percent by 2050, helping to mitigate climate change. Eaton's sustained R&D investments contribute to our improved profitability. We estimate that these investments will play a role in improving our targeted segment margins from 12.7% in 2010 to 17.0% in 2015.

(vi) Eaton's most substantial business decisions based on climate change aspects include:

- In November, 2012, we completed the \$13 billion acquisition of electrical equipment supplier Cooper Industries – the largest transaction in our 101-year history. Cooper Industries provides complementary technologies that further accelerate Eaton's growth as a global integrated power management company focused on one of the most challenging megatrends of our time: the rising costs and increasing environmental impact of the world's growing energy use. Eaton's Electrical Business will now generate 60 percent of our annual sales, compared to 29% in 2000. In 2012, Electrical sales were about \$7.25 billion.

- Also, Eaton made a commitment to reduce GHG emissions an additional 25 percent, indexed for sales, by 2015. From 2006 to 2012, Eaton reduced GHG emissions, indexed for sales, by 25.8 percent, indexed for sales. The reduction exceeded a company commitment to lower emissions by 18 percent by 2012 – a year ahead of schedule. Eaton has also pledged to reduce global energy use by 25 percent, indexed to sales, between 2006 and 2016, thereby reducing our GHG

emissions to help mitigate climate change. We are making progress toward those goals through completion of worldwide energy-saving projects that included lighting upgrades, building shell insulation, equipment upgrades, new energy efficient facilities, and more.

2.2b

Please explain why not

2.3

Do you engage in activities that could either directly or indirectly influence policy on climate change through any of the following? (tick all that apply)

- Direct engagement
- Trade associations
- Other

2.3a

On what issues have you been engaging directly?

Focus of legislation	Corporate Position	Details of engagement	Proposed solution
Other: Corporate Average Fuel Economy standards	Support	Eaton endorsed the EPA's new Corporate Average Fuel Economy (CAFÉ) and GHG standards for automotive passenger vehicles which mandate that vehicle fleets achieve an average of 54.5 mpg by 2025, thereby reducing fuel use and carbon emissions. Eaton is now meeting with the US EPA and other stakeholders on phase two of the CAFE and GHG rule for commercial trucks that will set standards for 2018 thru 2025. Our work relates to testing, compliance and incentives to drive adoption of fuel efficient technologies through aggressive GHG and CAFÉ standards. We are assisting the agency in drafting their proposed rulemaking due in early 2014	Eaton offers the world's most complete line-up of fuel-saving hybrid systems for commercial vehicle applications. Customers using the company's hybrid systems on delivery trucks, buses, refuse and utility vehicles and other commercial applications have collectively accumulated more than 400 million miles of clean, reliable service and helped save more than 11 million gallons of fuel while reducing GHG emissions by 110,000 metric tons (using EPA conversion factor) over the past 8 years. Eaton hybrid electric, plug-in hybrid electric and hybrid hydraulic power systems achieve up to a 37 percent improvement in average fuel economy to reduce emissions

Focus of legislation	Corporate Position	Details of engagement	Proposed solution
			and help mitigate climate change.

2.3b

Are you on the Board of any trade associations or provide funding beyond membership?

Yes

2.3c

Please enter the details of those trade associations that are likely to take a position on climate change legislation

Trade association	Is your position on climate change consistent with theirs?	Please explain the trade association's position	How have you, or are you attempting to influence the position?
National Electrical Manufacturers Assoc.	Consistent	NEMA strongly supports a climate policy that achieves meaningful greenhouse gas reductions at the lowest practicable costs. NEMA members are leaders in providing demand management and energy-efficient products and technologies to the market. These technologies, if deployed and utilized, lead to far more efficient use of energy sources, be they fossil fuels or other, and, in turn, reduce the amount of greenhouse gases across all sectors of our economy. NEMA's member companies stand committed to incorporating the energy-efficient products and equipment that our members manufacture, all as part of our industry's efforts to reduce GHGs.	Eaton is not attempting to influence this position
Electric Drive Transportation Assoc.	Consistent	EDTA is the preeminent US industry association dedicated to the promotion of electric cars, other electric vehicles and transportation technologies. EDTA works with policymakers and the public to advance electric drive transportation, a real alternative to oil dependence. Clean electric drive vehicles are critical to reducing greenhouse gas emissions related to climate change. The EPA has consistently rated hybrid and plug-in vehicles at the top of their efficiency ratings. Using less gas means emitting fewer pollutants.	Eaton is not attempting to influence this position
Business Roundtable	Consistent	The Business Roundtable believes that improving energy efficiency, increasing utilization of renewables, continuing to advance technology and engaging globally are essential in order to reduce world-wide GHG emissions and mitigate climate change while ensuring economic growth. Three strategies that are likely to form the foundation of a successful sustainable growth: (1) more efficiently consume electricity and heating fuels in homes and businesses; (2) leverage domestic resources to produce cost-effective, low-carbon electricity; and (3) modernize the transportation	Eaton is not attempting to influence this position

Trade association	Is your position on climate change consistent with theirs?	Please explain the trade association's position	How have you, or are you attempting to influence the position?
		fleet and diversify the transportation fuel mix.	

2.3d

Do you publically disclose a list of all the research organizations that you fund?

2.3e

Do you fund any research organizations to produce public work on climate change?

2.3f

Please describe the work and how it aligns with your own strategy on climate change

2.3g

Please provide details of the other engagement activities that you undertake

Eaton is focused on creating innovative and affordable technologies and services that promote energy efficiency and help customers reduce their impact on the environment. Eaton has had discussions with congressional staff members regarding climate change related issues. These discussions have focused on encouraging market-based incentives for technology development and deployment that will reduce emissions and improve energy efficiency resulting in climate change mitigation and adaptation.

The DOE has proposed rulemaking that will increase the efficiency level of electrical distribution transformers that would save consumers an estimated 1.58

quadrillion Btu over 30 years representing about \$2.9 – \$12.2 billion in savings and a significant reduction in GHG emissions. Eaton is among industry leaders in the production of energy efficient transformers for buildings. We are working through trade organizations and government (DOE) on rule-making and products/technologies strategy, and we're providing product demonstrations. Eaton endorses DOE's efforts to improve transformer efficiency, and believes that current technology and economic viability justify a high target for efficiency

Eaton supports Senate Bill 1000: Energy Savings and Industrial Competitiveness Act, which promotes energy savings in homes , businesses and manufacturing facilities. By leveraging federal dollars to help companies and families pay for efficiency upgrades, the legislation would help our economy reduce energy costs and GHG emissions and create jobs for construction firms that perform efficiency retrofits and for manufacturers that produce energy-efficient technologies. We are working with government agencies (DOE, GSA) and trade associations to promote energy efficiencies as exemplified by Eaton's products/technologies which can help reduce energy use by up to 30 percent. We have hosted product/technology forums for public officials, and we have engaged in consultation and interaction with DOE and GSA.

2.3h

What processes do you have in place to ensure that all of your direct and indirect activities that influence policy are consistent with your overall climate change strategy?

Eaton's executive level Sustainability Guidance and Management Team leads our sustainability strategy, optimizes our resources, and ensures that we are focusing on the issues that are most important to our customers, investors, communities and employees. Led by Eaton's senior vice president of Environment, Health and Safety, and composed of leaders from across Eaton businesses and functions, the team plays a key role in the development of our future sustainability goals and activities, and ensures that all of our direct and indirect activities that influence policy are consistent with our overall climate change strategy. The team reports directly to Eaton's Senior Leadership Committee and Board of Directors.

2.3i

Please explain why you do not engage with policy makers

Page: 3. Targets and Initiatives

3.1

Did you have an emissions reduction target that was active (ongoing or reached completion) in the reporting year?

Absolute and intensity targets

3.1a

Please provide details of your absolute target

ID	Scope	% of emissions in scope	% reduction from base year	Base year	Base year emissions (metric tonnes CO2e)	Target year	Comment
12AB	Scope 1+2	100%	2%	2011	762000	2012	

3.1b

Please provide details of your intensity target

ID	Scope	% of emissions in scope	% reduction from base year	Metric	Base year	Normalized base year emissions	Target year	Comment
12IN	Scope 1+2	100%	6%	metric tonnes CO2e per unit revenue	2011	54.6	2012	The indexed emission rate for 2011 was 54.6 metric tons of carbon dioxide per million dollars of sales.
12BRT	Scope 1+2	100%	18%	metric tonnes CO2e per unit revenue	2006	75.4	2012	The indexed emission rate for 2006 was 75.4 metric tons of carbon dioxide per million dollars of sales.
15IN	Scope 1+2	100%	25%	metric tonnes CO2e per unit revenue	2006	75.4	2015	The indexed emission rate for 2006 was 75.4 metric tons of carbon dioxide per million dollars of sales.

3.1c

Please also indicate what change in absolute emissions this intensity target reflects

ID	Direction of change anticipated in absolute Scope 1+2 emissions at target completion?	% change anticipated in absolute Scope 1+2 emissions	Direction of change anticipated in absolute Scope 3 emissions at target completion?	% change anticipated in absolute Scope 3 emissions	Comment
12IN	Decrease	2.0	No change	0	Scope 3 is not included in Eaton's target.
12BRT	Decrease	15.6	No change	0	Scope 3 is not included in Eaton's target.
15IN		12.9	No change	0	Scope 3 is not included in Eaton's target.

3.1d

Please provide details on your progress against this target made in the reporting year

ID	% complete (time)	% complete (emissions)	Comment
12AB	100%	100%	Eaton achieved the goal.
12IN	100%	94.5%	Eaton missed goal
12BRT	100%	100%	Eaton achieved the goal.
15IN	67%	100%	Eaton achieved the goal.

3.1e

Please explain (i) why not; and (ii) forecast how your emissions will change over the next five years

3.2

Does the use of your goods and/or services directly enable GHG emissions to be avoided by a third party?

Yes

3.2a

Please provide details (see guidance)

(i) (ii) (iii): For all products below, estimates on emissions and energy savings are based on actual testing of our products against commercially available equivalent competing products, or the previous generation of the tested Eaton product.

iv) For all products below, Eaton is not considering generating CERs or ERUs within the framework of CDM of JI(UNFCCC).

Eaton sustainable products and solutions include:

- The new Eaton Twin Vortices Series® (TVS®) supercharger will help the automotive industry provide improved fuel economy while at the same time lowering carbon GHG emissions up to 20 percent. The supercharger pumps air into an engine boosting its overall performance which allows vehicle manufacturers to replace larger engines with smaller, more fuel efficient engines. The Eaton TVS allowed Audi to downsize its powertrain offerings. Rather than offering a normally aspirated 4.2L V-8 in the previous-generation S4, Audi now offers the more compact supercharged V-6, while achieving 27% better fuel economy (a 6 mpg improvement) and a reduction of about 12 metric tons of CO₂ over five years of operation (based on fuel use for 15,000 miles per year, and using EPA's carbon conversion factors).
- Eaton's innovative technology has eliminated the use of sulphur hexafluoride (SF₆) gas in FMX switchgear. The Eaton SF₆-free FMX switchgear provides reliable switching, protection, metering and distribution of electrical energy. SF₆ is the most potent of the six main greenhouse gasses, with a Global Warming Potential (GWP) of 23,900, and an atmospheric life of 3,200 years. One pound of SF₆ has the same global warming impact as 11 tons of CO₂. Calculation: Each SF₆-free switchgear unit eliminates about 6 kg of SF₆. Emissions over the 40-year lifetime of a switchgear using SF₆ is 15 percent, or 0.9 kg., which is equivalent to 21 tons of CO₂ (0.9 x 23,900 = 21,510 kg CO₂ = 21 tons over 40 years).
- Protection Station 650 and 800 are combined Uninterruptible Power System (UPS), surge suppressor, and multiple socket devices with improved energy efficiency provided by an EcoControl function that automatically disables peripherals when the master drive is turned off. Laboratory testing of a typical home computer system demonstrated annual power consumption of 165 kWh for the Protection Station compared to 231 kWh for similar products without the EcoControl function. For 100,000 computers, the annual savings of 6,600,000 kWh reduces carbon emissions by 4,551 metric tons (using EPA carbon conversion factor).
- The APR48-ES Energy Saver Rectifier helps communications network operators cut energy costs across the network through greater operating efficiency and to meet aggressive carbon footprint reduction targets. The Energy Saver rectifier operates with over 96% efficiency (4% waste), reducing waste energy by at least 50% compared to normal industry efficiencies of 89-92% (>= 8% waste). It offers potential global annual savings of 5 million tons of CO₂ emissions for the telecom sector over a five-year period, using EPA conversion factor.
- Uninterruptible Power Systems (UPS) help reduce electricity consumption in data centers. These award-winning systems use less energy, require less cooling, and take up less space, significantly reducing our customers' energy use, carbon emissions and operating costs. Each 9395 UPS installed avoids about 4.8 million kg CO₂ equivalent compared to our legacy product over the product's 25 year useful life, based on EPA carbon conversion factor.
- Eaton offers the world's most complete line-up of fuel-saving hybrid systems for commercial vehicle applications. Customers using the company's hybrid systems on delivery trucks, buses, refuse and utility vehicles and other commercial applications have collectively accumulated more than 400 million miles of clean, reliable

service and helped save more than 11 million gallons of fuel while reducing GHG emissions by 110,00 metric tons (using EPA conversion factor) over the past eight years. Eaton hybrid electric, plug-in hybrid electric and hybrid hydraulic power systems achieve up to a 37 percent improvement in average fuel economy.

- Many commercial vehicles keep power flowing to hydraulic pumps and motors whether the functions they control are operating or not. Eaton Power on Demand (POD) systems eliminate that waste by employing variable displacement systems that sense required flow and pressure during work cycles. On refuse trucks, for example, Eaton POD can help operators save up to 12 percent in fuel costs—or about 1,500 gallons of fuel per year per truck, and prevent more than 50 tons of CO2 from being emitted into the atmosphere over a five-year period, based on EPA conversion factor.

3.3

Did you have emissions reduction initiatives that were active within the reporting year (this can include those in the planning and implementation phases)

Yes

3.3a

Please identify the total number of projects at each stage of development, and for those in the implementation stages, the estimated CO2e savings

Stage of development	Number of projects	Total estimated annual CO2e savings in metric tonnes CO2e (only for rows marked *)
Under investigation	173	
To be implemented*	173	17300
Implementation commenced*	28	3610
Implemented*	69	11347
Not to be implemented	0	

3.3b

For those initiatives implemented in the reporting year, please provide details in the table below

Activity type	Description of activity	Estimated annual CO2e savings (metric tonnes CO2e)	Annual monetary savings (unit currency - as specified in Q0.4)	Investment required (unit currency - as specified in Q0.4)	Payback period
Energy efficiency: Processes	We're using new technologies and processes to make our manufacturing plants around the world more energy efficient. Many of our aerospace, hydraulics, electrical and vehicle plants in North America upgraded their facilities with energy-saving projects. Overall, Eaton completed 69 projects that included lighting optimization, building shell insulation, equipment upgrades, heat recovery, compressed air installation, ventilator control and energy management. These projects will eliminate about 6156 metric tons of GHG emissions per year at a capital cost of approx. \$2.53 million. Potential Financial implications: annual energy savings projected at \$1,898,909. These projects are voluntary, and are targeted for Scope 1 and Scope 2 emissions. Expected lifetime: >10 years.	6156	1898909	2530000	1-3 years
Energy efficiency: Building services	Eaton's new office campus in Beachwood, OH, is a LEED-registered project with a goal of Gold certification. The building features many Eaton products – including variable frequency drives and a Forseer monitoring system – as well as a novel HVAC system design that will collectively reduce the building's energy use by about 40 percent. Energy efficient products and processes will help reduce carbon emissions by about 4,625 tons per year and save an estimated \$335,000 per year in energy costs. (compared to a baseline building design following American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE) minimum code requirements). Total cost of building construction was more than \$100 million. These efforts are voluntary and are targeted for Scope 1 and Scope 2 emissions. Expected lifetime >25 years.	4625	335000	7000000	21-25 years
Low carbon energy installation	Eaton installed three solar PV systems at its Hengelo Plant in Netherlands, Bonn, Germany, and Schrems, Austria. The 15 kW, 19kW, and 17kW systems, respectively, will generate enough electricity to save Eaton \$15,000 annually. These solar PV systems were self-funded by Eaton and will reduce CO2 emissions by 83 tons per year. These efforts are voluntary and are targeted for Scope 1 emissions. Expected lifetime is >25 years.	83	15000	167000	11-15 years
Process emissions reductions	We had nine additional facilities achieve "zero waste to landfill" the past year, for a total of 29 Eaton facilities around the globe. We are applying lessons learned from these operations to continue to reduce our total waste to landfill and increase the number of "zero waste" facilities in future years. These efforts are voluntary, self-funded by Eaton, and targeted for Scope 1 & 2 emissions. Expected lifetime is >25	241	21000	9000	1-3 years

Activity type	Description of activity	Estimated annual CO2e savings (metric tonnes CO2e)	Annual monetary savings (unit currency - as specified in Q0.4)	Investment required (unit currency - as specified in Q0.4)	Payback period
	years.				
Low carbon energy installation	Eaton installed a 288 kw solar PV system at its new office campus in Beachwood, OH. The solar array is a voluntary, self funded project targeted for Scope 1 emissions. Expected lifetime is >25 years.	242	22400	1500000	11-15 years

3.3c

What methods do you use to drive investment in emissions reduction activities?

Method	Comment
Dedicated budget for energy efficiency	Energy/GHG reduction projects: We're using new technologies and processes to make our manufacturing plants around the world more energy efficient. Many of our aerospace, hydraulics, electrical and vehicle plants in North America upgraded their facilities with energy-saving projects. Overall, Eaton completed 69 projects that included lighting optimization, building shell insulation, equipment upgrades, heat recovery, compressed air installation, ventilator control and energy management. These projects will eliminate about 6156 metric tons of GHG emissions per year at a capital cost of approx. \$2.53 million. Potential Financial implications: annual energy savings projected at \$1.9 million.
Dedicated budget for low carbon product R&D	Eaton's R&D efforts are focused on our customers' needs for innovative products and solutions that improve energy efficiency and reduce carbon emissions. We estimate that new technologies being developed at Eaton's innovation centers have the potential to reduce the CO2 emissions of our applications by up to 60 percent by 2050. Eaton spent \$439 million in 2012 for R&D to develop products and solutions that improve energy efficiency and reduce carbon emissions.
Internal incentives/recognition programs	Eaton's annual Continuous Improvement (CI) Awards honor employees engaged in ongoing efforts to improve products, services or processes, including those related to sustainability. Continuous improvement projects produce incremental improvement over time or breakthrough improvement all at once. Last year, Eaton's Newbern TN facility won an award for implementing a comprehensive scrap-reduction and recycling initiative.
Partnering with governments on technology development	Eaton is a partner in the U.S.Dept. of Energy's 21st Century Truck Partnership whose vision is to ensure that our nation's trucks and buses move larger volumes of freight and greater numbers of passengers while emitting little or no pollution and

Method	Comment
	reducing dependency on foreign oil. Eaton has technologies and products such as advanced hybrid electric power systems for commercial vehicles, energy efficient truck transmissions, fuel efficient lubricants and more that reduce energy consumption and GHG emissions.
Partnering with governments on technology development	Eaton received a \$1.84 million grant from the U.S. Department of Energy for the development and demonstration of commercial electric vehicle chargers that work with and support the smart grid. Eaton's grant is part of a larger research and development funding program mandated by the federal government to help reduce the current costs of electric vehicle chargers by 50 percent over three years. Coordinating electric vehicles' use of smart chargers and smart grid technologies allows the grid to more efficiently manage the availability and reliability of power, especially during peak times and at popular charging locations. Eaton's work is focused on providing two-way communications with electric utilities and coordination with local smart meter networks.
Employee engagement	Eaton lets employees at our local facilities determine where we donate a large share of our contributions, based on the needs in their communities, including sustainability projects. For example, our Shenandoah, Iowa facility worked with local schools, Boy and Girl Scouts and the City to return 17 acres of managed land to back to natural prairie grass. The transformation will eliminate about one ton of GHG each year by eliminating the use of commercial equipment to cut grass. Also, the natural vegetation will help filter water run-off from parking lots, improving water quality, and providing a habitat for wildlife.

3.3d

If you do not have any emissions reduction initiatives, please explain why not

Page: 4. Communication

4.1

Have you published information about your company's response to climate change and GHG emissions performance for this reporting year in places other than in your CDP response? If so, please attach the publication(s)

Publication	Page/Section reference	Attach the document
In mainstream financial reports (complete)	pp. 18-21	https://www.cdproject.net/sites/2013/94/5194/Investor CDP 2013/Shared Documents/Attachments/Investor-4.1-C3-IdentifyAttachment/Annual report 2012 pct_473218.pdf
In voluntary communications (complete)	External Power Point presentation, slides 21-22	https://www.cdproject.net/sites/2013/94/5194/Investor CDP 2013/Shared Documents/Attachments/Investor-4.1-C3-IdentifyAttachment/Corporate_Sustainability_External_Presentation_March222013.pptx
In voluntary communications (complete)	Eaton sustainability web site	
In voluntary communications (complete)	Eaton web site climate change commitment	

Further Information

For this question, we were unsuccessful in attaching the PDF documents needed for the last two boxes in Q4.1. As instructed by CDP, we are e-mailing these documents, along with the others that were successfully uploaded, to respond@cdp.net.

Module: Risks and Opportunities [Investor]

Page: 5. Climate Change Risks

5.1

Have you identified any climate change risks (current or future) that have the potential to generate a substantive change in your business operations, revenue or expenditure? Tick all that apply

- Risks driven by changes in regulation
- Risks driven by changes in physical climate parameters
- Risks driven by changes in other climate-related developments

5.1a

Please describe your risks driven by changes in regulation

ID	Risk driver	Description	Potential impact	Timeframe	Direct/ Indirect	Likelihood	Magnitude of impact
A	Fuel/energy taxes and regulations	<p>EPA's proposed 2017-2025 LD CAFÉ/GHG standards represent an aggressive target of 4-5% improvement per year from a baseline of about 35 mpg (2016) for the national automotive fleet. This will challenge the OEM's in terms of commercializing the necessary technologies while balancing against consumer preferences in size, weight, safety, and performance features. Likely scenarios are a combination of solutions involving vehicle mix, powertrain alternatives, optimizing electronic controls and intelligence, innovative weight reduction, fuel source options, and major infrastructure investments. The risk is that the regulations become fragmented, either at the national level with certain states imposing various levels of additional stringency, or at a global level, with large regional variations that will confuse the industry. Also, achieving CAFE standards could raise vehicle prices, thereby affecting sales of products using Eaton components. However, CAFE standards would strengthen demand for Eaton fuel-saving products such as hybrid power systems for trucks and superchargers and other fuel-saving products for cars. These products help manufacturers build more efficient vehicles that reduce GHG emissions.</p>	Reduced demand for goods/services	6-10 years	Direct	Unlikely	Low
B	Air pollution limits	<p>EPA has proposed new regulations further limiting mercury emissions that will force many older coal burning power plants out of business. Since the rule's announcement in 2011, more than 100 coal burning power plants in the U.S. have publicly announced intentions to close. EPA estimates the rules will cost utilities at least \$9.4 billion by 2015, but industry estimates put the figure closer to \$80 billion, much of which would likely be passed on to business and residential customers. Closing coal plants could also threaten the national power grid's ability to supply peak power without major brownouts in the near-term, causing business disruptions and price spikes that may</p>	Increased operational cost	1-5 years	Indirect (Client)	More likely than not	Low

ID	Risk driver	Description	Potential impact	Timeframe	Direct/ Indirect	Likelihood	Magnitude of impact
		temporarily affect Eaton production, as well as that of our customers. Also, coal utilities that stay in business will need to install expensive equipment that will drive up consumer and business electric bills (EPA estimates an initial rise of 3 percent a year). Transitioning from coal to other fuels (particularly natural gas) will take time. The US Energy Information Administration reports that the nation's net electricity generation is falling, down 7.1 percent from 2010 to 2011, and down another 0.2% in 2012. Within Eaton's manufacturing facilities, the majority of carbon emissions result from using electricity and natural gas to heat and cool our buildings. However, Eaton's total energy cost is not significant when compared to raw material costs, and our overall carbon emissions are not exceedingly high when compared to heavier types of manufacturing. And as tax policy shifts consumer demand toward more energy efficient and/or more carbon neutral products, Eaton can offer a wide range of environmentally friendly products and services, including electrical power control systems for the efficient use of power and lower carbon emissions.					
C	Uncertainty surrounding new regulation	Following the tragedy at Japan's Fukushima nuclear plant and a boom in cheap energy from shale gas, nuclear power is being faced with new regulatory pressure. Recently, nuclear power was banned in Japan, Germany, Switzerland and Italy. And despite two new permits issued for new nuclear plants in the U.S. (the first in 30 years), regulatory burdens and renewed environmental concerns could keep these plants from ever being built. Eaton has been a global supplier of electrical products and services to the nuclear power industry since the first commercial reactors went online in the 1970's. The current threats to nuclear power could affect Eaton's nuclear business. However, some developing countries continue to build plants using Eaton products, and Eaton will continue to service existing plants. This could offset some of the potential impact on the business.	Reduced demand for goods/services	6-10 years	Direct	About as likely as not	Low-medium
D	Renewable energy regulation	The U.S. Department of Commerce trade barriers against solar cells produced in China still remain in place after being instituted in 2011. The preliminary determination calls for tariffs ranging	Reduced demand for goods/services	1-5 years	Direct	Likely	Low

ID	Risk driver	Description	Potential impact	Timeframe	Direct/ Indirect	Likelihood	Magnitude of impact
		from 2.9 to 4.73% solar-cell imports from China. Although these initial rates are modest, the department may consider adding more tariffs that could roil the solar panel industry and put pressure on Eaton's solar products and solutions.					
E	Renewable energy regulation	Subsidies for solar and wind energy companies are being cutback or eliminated by governments throughout the world. Across Europe, struggling economies are forcing cuts in public spending, including green energy subsidies. U.S. subsidies have been slowed after several subsidized companies went bankrupt. In 2012, The U.S. Federal production credit on wind energy investments was extended for one more year to Dec. 31, 2013. Further erosion of subsidies could stymie progress towards making solar and wind energy at competitive prices and affect Eaton's growing solar and wind products and solutions businesses.	Reduced demand for goods/services	1-5 years	Direct	Very likely	Medium

5.1b

Please describe (i) the potential financial implications of the risk before taking action; (ii) the methods you are using to manage this risk and (iii) the costs associated with these actions

(i) Overall potential financial implications (relates to all of the risks identified) (A,B,C,D,E)

On balance, the potential financial implications of regulatory risks are low to medium for Eaton. The effective combination of power management technologies that Eaton delivers today—and those that we are designing for tomorrow—provide a foundation to confront climate change and the inevitable regulatory structure, while minimizing the negative economic impact of higher energy costs in a carbon constrained world. Regulation would initially affect energy consumption issues at Eaton facilities, as well as the current and future product needs of our customers. Within Eaton's manufacturing facilities, the majority of carbon emissions results from using electricity and natural gas to heat and cool our buildings. However, Eaton's total energy cost is not significant when compared to raw material costs, and our overall carbon emissions are not exceedingly high when compared to heavier types of manufacturing. And as regulatory policy shifts consumer demand toward more energy efficient and/or more carbon neutral products, Eaton can offer a wide range of environmentally friendly products and services to our customers. After assessing future risks, including financial, regulatory, climate mitigation and others, Eaton estimates its end markets for all of 2013 will grow 2-3% with markets in all segments registering growth. Eaton anticipates that core sales in 2013 will grow by approx. \$900 million compared to 2012. The incremental sales in 2013 from recent acquisition of businesses are expected to total \$6 billion. Overall, Eaton anticipates its net sales in 2013 will grow by 42% compared to 2012. These estimates

were made in February, 2013.

(ii) Methods to manage risk, (iii) Costs of projects and programs to manage

Energy/GHG reduction projects (B,C):

• We're using new technologies and processes to make our manufacturing plants around the world more energy efficient. Many of our plants have been upgrading their facilities with energy-saving projects. In 2012, Eaton completed projects that included lighting upgrades, building shell insulation, equipment upgrades, heat recovery, compressed air installation, ventilator control and energy management. These projects will eliminate about 6156 metric tons of GHG emissions per year.

Cost: \$2.5 million capital costs for upgrades. **Potential financial implication before action:** Eaton's energy costs would increase by about \$1.9 million.

Eliminating CO2 emissions

• Energy efficient buildings (**B**) Eaton's new office in Beachwood, OH, was completed in 2012. We've applied for LEED Gold certification. The building will feature many Eaton products – including variable frequency drives and a Forseeer monitoring system – as well as a novel HVAC system design that will collectively reduce the building's energy use by about 40 percent. Energy efficient products and processes will help reduce carbon emissions by about 4,625 tons per year. **Cost:** The energy efficiencies add about \$7 million in costs to the new world HQ. **Potential financial implications:** Without these projects, Eaton's annual energy costs would be an estimated \$335,000 higher.

Acquisitions (B,C): In 2012, Eaton acquired five businesses for the combined purchase price of \$13.79 billion in separate transactions. All acquisitions strengthen Eaton's core power management portfolio and anticipate the risks and opportunities of carbon mitigation. For example, Cooper Industries, with \$5.4 billion in sales in 2011, adds proven capabilities in utility power distribution, smart grid, lighting, lighting controls, wiring devices, and safety solutions to Eaton's strengths in power quality, power distribution and energy services. These complementary technologies further accelerate Eaton's growth as a global integrated power management company focused on one of the most challenging megatrends of our time: the rising costs and increasing environmental impact of the world's growing energy use. **Cost of 2012 acquisitions:** \$13.796 billion. **Potential financial implications:** Eaton's net sales attributable to Cooper from Nov. 30, 2012 through December 31, 2012, and included in Eaton's Consolidated Financial Statement, totaled \$470 million. Segment operating profit for Cooper during the same period was \$66 million. The potential implication of not purchasing Cooper Industries, would be that Eaton's annual sales would be about \$5.49 billion less in 2013, based on the loss of Cooper's potential annual sales (using 2011 results). Also, by 2016, the Cooper acquisition is expected to create \$405 million in annual pre-tax operational synergies and an additional \$160 million in annual after-tax synergies from cash management and resultant tax benefits, which Eaton would not have realized without the acquisition.

Research & Development (A,B,C): Eaton's R&D efforts are focused on our customers' needs for innovative products and solutions that improve energy efficiency and reduce GHG emissions. The company recently opened a new Innovation Center in Prague – our fifth center, complementing facilities in the U.S., China and India. We estimate that new technologies being developed at Eaton's innovation centers have the potential to reduce the CO2 emissions of our applications by up to 60 percent by 2050. **Cost:** Eaton spent \$439 million in 2012 for R&D to develop power management products and solutions. **Potential financial implications:** We estimate that our R&D programs will play a major role in improving our targeted segment margins from 12.7% in 2010 to 17.0% in 2015.

Engagement in regulatory and policymaking process (A,B,C,D,E): Eaton has had discussions with congressional staff members regarding climate change related issues. These discussions have focused on encouraging market-based incentives for technology development and deployment that will reduce emissions and improve energy efficiency resulting in climate change mitigation and adaptation. **Cost associated with actions:** In 2012, Eaton spent \$1,010,000 related to lobbying activities. **Potential financial implications before taking action:** Eaton worked with the American Wind Energy Association and the U.S. Dept. of Energy to support the extension of the federal production tax credit on wind energy investments which was set to expire on Dec. 31, 2012. Expiration would have threatened new installations and would have had a negative impact on climate change mitigation and adaptation efforts in the U.S. However, Eaton and other supporters were successful in gaining a one year extension. Without the extension, Eaton would have seen fewer contracts for its wind energy products and solutions, resulting in lost revenue of >\$1 million.

5.1c

Please describe your risks that are driven by change in physical climate parameters

ID	Risk driver	Description	Potential impact	Timeframe	Direct/ Indirect	Likelihood	Magnitude of impact
	Change in precipitation extremes and droughts	The physical risks of increased storm and hurricane activity, as well as flooding and droughts, may place a temporary financial burden on our facilities and supply chain to sustain operations and protect our employees and communities.	Inability to do business	6-10 years	Direct	About as likely as not	Low-medium

5.1d

Please describe (i) the potential financial implications of the risk before taking action; (ii) the methods you are using to manage this risk; and (iii) the costs associated with these actions

(i) Potential financial implications before taking action depend on the severity of an incident, but can approach \$10-\$15 million for significant damage to a manufacturing plant due to flooding or high wind velocity incidents.

(ii) Eaton conducts strategic planning at all of its facilities and associated businesses. The factors considered include potential environmental impacts, physical risks such as changing weather patterns, rising temperatures and other natural disasters, new regulations, waste minimization and many other factors. One outcome of these meetings is the development of local response plans designed to address catastrophic occurrences.

Eaton has enhanced its worldwide emergency response capabilities through the company's Enterprise Risk Management (ERM) governance structure to deal with physical risks such as increased storm activity, hurricanes, floods, etc. This system includes an emergency response Hotline. A call to the Eaton Hotline immediately engages the Corporate Emergency Response Team which can provide resources to help a facility deal with emergencies and also assist in communications and decision-making. Other programs that support ERM include business continuity, travel and employee security, information technology disaster recover, intellectual property protection and pandemic preparedness.

(iii) Costs associated with these actions is included in the normal annual budgets for the departments involved, and represent <\$1million per year.

Eaton is also in a position to offer customers more comprehensive solutions for combating their own physical risks, while also allowing us to move more quickly when urgent needs arise. Eaton people were among the first responders to the devastating earthquake that struck central China's Sichuan Province. Within hours of being called, our local Electrical team replaced a damaged UPS (Uninterruptible Power System) with Eaton electrical products at the Chengdu Shuangliu International Airport. With its power restored, the airport served as a crucial hub for rescue workers and relief supplies flown into the quake-torn region. Also, Eaton

hydraulic equipment played a role in the rescue of 33 trapped miners in Chile.

Our Electrical group is a leading provider of distribution and control solutions that increase energy efficiency and improve power quality, safety and reliability. Our PowerChain™ Management solutions offer a growing portfolio of “green” products and services, such as energy audits and real-time energy consumption monitoring. Eaton’s Uninterruptible Power System (UPS) products, variable speed drives and lighting controls provide greater reliability, improved operational efficiencies and enhanced safety, making power outages from the physical risk of unstable weather patterns less of a threat.

And Eaton’s Blackout Tracker provides a snapshot of reported power outages across the country. The tracker serves as an interactive and educational resource showcasing the causes and impact of power outages. Blackout Tracker divides Canada into four regions, and categorizes blackouts by cause (i.e. animals, weather/falling trees, theft/vandalism, vehicle accidents, etc.). Visitors are invited to submit their own outage reports online and request an annual Blackout Tracker report that provides a statistical analysis of power outages reported across the nation and in their home state.

5.1e

Please describe your risks that are driven by changes in other climate-related developments

ID	Risk driver	Description	Potential impact	Timeframe	Direct/ Indirect	Likelihood	Magnitude of impact
	Increasing humanitarian demands	In the event of changing climate conditions, e.g. droughts, or extreme weather, companies could be called upon (and expected) to do more to address the increasing humanitarian demands.	Increased operational cost	1-5 years	Direct	About as likely as not	Low

5.1f

Please describe (i) the potential financial implications of the risk before taking action; (ii) the methods you are using to manage this risk; (iii) the costs associated with these actions

In the event of changing climate conditions, e.g. droughts, or extreme weather, companies could be called upon -- and expected -- to do more to address the increasing humanitarian demands. Eaton has a long tradition of public service and commitment to those in need.

(i) Potential financial implications: Financial help for disaster victims would come from the Eaton Charitable Trust contributions budget (\$8.74 million), hours spent

by employees responding to weather emergencies, along with cost of equipment provided during response. For example, Eaton people were among the first responders to a devastating earthquake that recently struck central China's Sichuan Province. Within hours of being called, our local Electrical team replaced a damaged UPS (Uninterruptible Power System) with Eaton electrical products at the Chengdu Shuangliu International Airport. With its power restored, the airport served as a crucial hub for rescue workers and relief supplies flown into the quake-torn region. Also, Eaton hydraulic equipment played a major role in the rescue of 33 trapped miners in Chile. Without taking action, Eaton would have saved <\$1 million, but without our assistance, the cost of potential loss of human life cannot be understated

(ii) Methods we use to manage the risk. Eaton conducts strategic planning at all of its facilities and associated businesses. The factors considered include potential environmental impacts, physical risks such as changing weather patterns, rising temperatures and other natural disasters, new regulations, waste minimization and many other factors. An outcome of these meetings is the development of local response plans designed to address catastrophic occurrences, including humanitarian demands of employees and communities.

Eaton has also enhanced its worldwide emergency response capabilities through the company's Enterprise Risk Management (ERM) governance structure to deal with physical risks such as increased storm activity, hurricanes, floods, etc. This system includes an emergency response Hotline. A call to the Eaton Hotline immediately engages the Corporate Emergency Response Team which can provide resources to help a facility deal with emergencies and also assist in communications and decision-making. Other programs that support ERM include business continuity, travel and employee security, intellectual property protection and pandemic preparedness.

Eaton also has dedicated equipment for disaster recovery response, including three self-contained, fully equipped 32-foot trailers complete with on-board power generation, satellite communication and "crisis goods" ; 10 travel trailers and two F350 pool vehicles.

(iii) Costs associated with these actions: Costs of humanitarian activities would be included in the Eaton Charitable Trust budget for charitable contributions at <\$1million. Also, some equipment costs and employee hours, also <\$1 million, would be crucial.

5.1g

Please explain why you do not consider your company to be exposed to risks driven by changes in regulation that have the potential to generate a substantive change in your business operations, revenue or expenditure

5.1h

Please explain why you do not consider your company to be exposed to risks driven by physical climate parameters that have the potential to generate a substantive change in your business operations, revenue or expenditure

5.1i

Please explain why you do not consider your company to be exposed to risks driven by changes in other climate-related developments that have the potential to generate a substantive change in your business operations, revenue or expenditure

Page: 6. Climate Change Opportunities

6.1

Have you identified any climate change opportunities (current or future) that have the potential to generate a substantive change in your business operations, revenue or expenditure? Tick all that apply

- Opportunities driven by changes in regulation
- Opportunities driven by changes in physical climate parameters
- Opportunities driven by changes in other climate-related developments

6.1a

Please describe your opportunities that are driven by changes in regulation

ID	Opportunity driver	Description	Potential impact	Timeframe	Direct/Indirect	Likelihood	Magnitude of impact
A	Product efficiency regulations and standards	EPA's proposed 2017-2025 LD CAFÉ/GHG standards represent an aggressive target of 4-5% improvement per year from a baseline of about 35 mpg (2016) for the national automotive fleet. Eaton provides technologies that will help auto manufacturers to achieve the EPA targeted improvement , while balancing against consumer preferences in size, weight, safety, and performance features. .	Increased demand for existing products/services	1-5 years	Direct	Virtually certain	High

ID	Opportunity driver	Description	Potential impact	Timeframe	Direct/Indirect	Likelihood	Magnitude of impact
B	Air pollution limits	EPA has proposed new regulations further limiting mercury emissions that will force many older coal burning power plants out of business. Since the rule's announcement in 2011, more than 100 coal burning power plants in the U.S. have publicly announced intentions to close. EPA estimates the rules will cost utilities at least \$9.4 billion by 2015, but industry estimates put the figure closer to \$80 billion, much of which would likely be passed on to business and residential customers. However, offsetting the pressure on Eaton's operating costs is our portfolio of energy efficient products used by utilities, and also the company's efforts to improve energy efficiency at its own facilities.	Increased demand for existing products/services	1-5 years	Direct	Very likely	Medium
C	Cap and trade schemes	Eaton believes that Cap & Trade is not likely to be approved in the U.S., but instead, could evolve into a regime of renewable energy standards, which will enlarge the market for Eaton products. In the wind energy market, Eaton is combining our hydraulics and electrical expertise to develop smaller, more reliable components that improve the performance and uptime of giant turbines and reduce expensive operating costs. We're also able to provide integrated global support, helping us to win new contracts from turbine manufacturers of all sizes.	Increased demand for existing products/services	6-10 years	Direct	About as likely as not	Medium
D	Fuel/energy taxes and regulations	The worldwide shale gas boom, driven by the innovative use of "fracking" rock formations to extract natural gas, has caused gas prices to fall dramatically in the U.S. If continued, this process will fundamentally change the balance of global energy toward Western nations. There is a potential to reduce GHG emissions if NG is used to replace older coal burning plants and displace coal as the fuel in future power plants. With cheaper energy, manufacturing can become more competitive in the U.S. Eaton's 2012 purchase of Cooper Industries places Eaton in excellent position to support the drilling boom. Cooper is a global manufacturer of the	Increased demand for existing products/services	1-5 years	Direct	Very likely	Low-medium

ID	Opportunity driver	Description	Potential impact	Timeframe	Direct/Indirect	Likelihood	Magnitude of impact
		electrical infrastructure utilized within the oil and gas exploration and production process. New regulations from EPA could stifle this market, though.					
E	Air pollution limits	EPA has announced new rules to limit carbon emissions from new power plants that will effectively prevent any new coal burning power plants from being built. Plants will be limited to emissions of 1,000 pounds of CO2 per Megawatt hour of electricity. This could raise electricity rates for customers in areas where coal is a major source of electricity, particularly in the Midwest U.S. Offsetting the negative impact on Eaton's operating costs is Eaton's portfolio of energy efficient products used by utilities, and also the company's efforts to improve energy efficiency of its own facilities.	Increased demand for existing products/services	1-5 years	Direct	Very likely	Low-medium
F	Other regulatory drivers	Regulation of emissions, along with mandates requiring the use of alternative energy sources to generate power will enlarge the market for Eaton products. In the wind energy market, Eaton is combining our hydraulics and electrical expertise to develop smaller, more reliable components that improve the performance and uptime of giant turbines and reduce expensive operating costs. We're also able to provide integrated global support, helping us to win new contracts from turbine manufacturers of all sizes. Eaton is also helping to build efficient hydropower systems in developing countries such as Vietnam. Eaton also has an emerging presence in solar power, helping to create and deploy more efficient solar inverters and battery storage systems, making it possible to deliver affordable power to the most remote places on earth. For many years, Eaton's Electrical businesses have been helping the world design and build more energy-efficient workplaces and office buildings. Eaton is a leading provider of energy-efficient and environmentally friendly electrical solutions to help customers conserve energy, reduce operating costs,	Increased demand for existing products/services	1-5 years	Direct	Very likely	Medium

ID	Opportunity driver	Description	Potential impact	Timeframe	Direct/Indirect	Likelihood	Magnitude of impact
		and achieve their sustainability goals. Our growing portfolio of “green” products and services is being used in eco-conscious projects across the globe. Our breakthrough PowerChain™ Management solutions allow customers to take a system-wide life-cycle approach to managing their electrical systems to increase reliability, improve capital efficiency, reduce operating costs, minimize carbon emissions and enhance safety.					
G	International agreements	Eaton is designing a new generation of arc-fault protective devices to make civil and military aircraft safer, and contribute to the Clean Sky European joint technology initiative, which aims to reduce aircraft fuel consumption, emissions and noise, among other goals.	New products/business services	1-5 years	Direct	Very likely	Low-medium
H	General environmental regulations, including planning	Eaton was certified by the U.S. Department of Energy as an Energy Services Company (ESCO). The certification is a key indicator that an organization meets the highest standards in helping customers achieve their energy efficiency objectives. ESCO projects meet the requirements of the DOE’s Federal Energy Management Program and other federal laws and regulations. These initiatives are designed to better manage energy consumption, improve energy efficiency, and reduce maintenance costs for periods ranging from seven to 20 years. ESCO certification has become a critical testimonial around the world to customers seeking partners who can prove that their services are delivering the expected results over time.	New products/business services	1-5 years	Direct	Virtually certain	Medium

6.1b

Please describe (i) the potential financial implications of the opportunity; (ii) the methods you are using to manage this opportunity and(iii) the costs associated with these actions

(i) Overall potential financial implications for all opportunities listed in 6.1a: (A,B,C,D,E,F,G,H)

Potential financial implications for regulatory opportunities for Eaton are positive. Anticipated taxes/regulations that address emissions reductions, fuel economy, alternative energy sources, and green building techniques and materials provide important marketplace demand for Eaton's power management products. Virtually all of Eaton's income is from our power management products and services that help mitigate climate change through energy efficiency, emissions reductions, improved fuel economy, alternative energy and many others. In 2012, Eaton's net income was \$1.22 billion on revenue of about \$16.3 billion, the vast majority of which is the result of sales of products and services that respond to customers' needs for power management to improve energy efficiency, reduce fuel use and lower GHG emissions. After assessing future risks, including financial, regulatory, climate mitigation and others, Eaton estimates its end markets for all of 2013 will grow 2-3% with markets in all segments registering growth. Eaton anticipates that core sales in 2013 will grow by approx. \$900 million compared to 2012. The incremental sales in 2013 from recent acquisition of businesses are expected to total \$6 billion. Overall, Eaton anticipates its net sales in 2013 will grow by 42% compared to 2012. These estimates were made in February, 2013.

(ii) Methods to manage risk, and (iii) Costs of projects and programs:

Energy/GHG reduction projects (B,H):

- We're using new technologies and processes to make our manufacturing plants around the world more energy efficient. Many of our aerospace, hydraulics, electrical and vehicle plants around the world have been upgrading their facilities with energy-saving projects. In 2012 Eaton completed projects that included lighting optimization, building shell insulation, equipment upgrades, heat recovery, compressed air installation, ventilator control and energy management. These projects will eliminate about 6156 metric tons of GHG emissions per year. **Cost:** \$2.5 million. **Potential Financial implications of the opportunity:** Eaton will save about \$1.9 million in annual energy costs.
- Eaton's new office building in Beachwood Ohio was completed in 2012, and we have applied for LEED Gold certification. The building features many Eaton products – including variable frequency drives and a Forseer monitoring system – as well as a novel HVAC system design that will collectively reduce the building's energy use by about 40 percent. Energy efficient products and processes will help reduce carbon emissions by about 4,625 tons per year. **Cost:** New energy efficiencies added about \$7 million in capital costs. **Potential financial implications of the opportunity:** Eaton will save an estimated \$335,000 in annual energy costs for at least the next 10 years.

Acquisitions (C,E,F,H)

In 2012, Eaton acquired five businesses for the combined purchase price of \$13,796 million in separate transactions. All acquisitions strengthen Eaton's core power management portfolio and anticipate the risks and opportunities of carbon mitigation. For example, Cooper Industries, with \$5.4 billion in sales in 2011, adds proven capabilities in utility power distribution, smart grid, lighting, lighting controls, wiring devices, and safety solutions to Eaton's strengths in power quality, power distribution and energy services. These complementary technologies further accelerate Eaton's growth as a global integrated power management company focused on one of the most challenging megatrends of our time: the rising costs and increasing environmental impact of the world's growing energy use. **Cost of 2012 acquisitions:** Approx. \$13.796 billion. **Potential financial implications of the opportunity:** Eaton's net sales attributable to Cooper from Nov. 30, 2012 through December 31, 2012, and included in Eaton's Consolidated Financial Statement, totaled \$470 million. Segment operating profit for Cooper during the same period was \$66 million. Eaton's acquisition of Cooper could add an estimated \$5.8 billion in sales to the company's bottom line in 2013 (using 2011 financial data). By 2016, we believe the Cooper acquisition will create \$405 million in annual pre-tax operational synergies and an additional \$160 million in annual after-tax synergies from cash management and resultant tax benefits. These results would have been negated without the acquisition.

Research & Development (A,F,G): Eaton's R&D efforts are focused on our customers' needs for innovative products and solutions that improve energy efficiency and reduce GHG emissions. The company recently opened a new Innovation Center in Prague – our fifth center, complementing facilities in the U.S., China and India. We estimate that new technologies being developed at Eaton's innovation centers have the potential to reduce the CO2 emissions of our applications by up to 60 percent by 2050. **Cost:** Eaton spent \$439 million in 2012 for R&D to develop power management products and solutions. **Potential financial implications of the opportunity:** We estimate that our R&D programs will play a major role in improving our targeted segment margins from 12.7% in 2010 to 17.0% in 2015.

Engagement in regulatory and policymaking process (A,B,C,D,F,G,H): Eaton is focused on creating innovative and affordable technologies and services that

promote energy efficiency and help customers reduce their impact on the environment. Eaton has had discussions with congressional staff members regarding climate change related issues. These discussions have focused on encouraging market-based incentives for technology development and deployment that will reduce emissions and improve energy efficiency resulting in climate change mitigation and adaptation. **Cost:** In 2012, Eaton spent \$1,010,000 in expense related to lobbying activities. **Potential financial implications:** Eaton worked with the American Wind Energy Association and the U.S. Dept. of Energy to support the extension of the federal production tax credit on wind energy investments which was set to expire on Dec. 31, 2012. Expiration would have threatened new installations and would have had a negative impact on climate change mitigation and adaptation efforts in the U.S. However, Eaton and other supporters of this policy were successful in gaining a one year extension. The extension could result in new opportunities for contracts for its wind energy products and solutions worth >\$1 million on an annual basis.

6.1c

Please describe the opportunities that are driven by changes in physical climate parameters

ID	Opportunity driver	Description	Potential impact	Timeframe	Direct/ Indirect	Likelihood	Magnitude of impact
	Change in temperature extremes	Changes in temperature extremes can lead to serious weather events such as tornadoes and hurricanes, or melting seas ice causing flooding in coastal areas. Eaton can offer customers comprehensive solutions for combating their own physical risks. Our Electrical group is a leading provider of distribution and control solutions that increase energy efficiency and improve power quality, safety and reliability. Our PowerChain™ Management solutions offer a growing portfolio of “green” products and services, such as energy audits and real-time energy consumption monitoring. Eaton’s Uninterruptible Power System (UPS) products, variable speed drives and lighting controls provide greater reliability, improved operational efficiencies and enhanced safety, making power outages from the physical risk of unstable weather patterns less of a threat.	Increased demand for existing products/services	1-5 years	Direct	Virtually certain	Low-medium

6.1d

Please describe (i) the potential financial implications of the opportunity; (ii) the methods you are using to manage this opportunity and (iii) the costs associated with these actions

(i) Potential Financial implications of physical opportunities represent <1 percent of annual income. The majority of opportunities are in Eaton's electrical business. Eaton's 2012 operating profit for the Electrical business was approx. \$1.13 billion. 2013 forward-looking perspective for Eaton Electrical anticipates end market growth of 3 percent for electrical products and 4 percent for electrical systems and services. This forward-looking perspective was produced in February, 2013.

(ii) Methods to manage this opportunity: Eaton is in a position to offer customers more comprehensive solutions for combating their own physical risks, while also allowing us to move more quickly when urgent needs arise. Eaton hydraulic equipment played a role in the rescue of 33 trapped miners in Chile. Rigs equipped with our products drilled the initial bore hole that allowed rescuers to locate the miners and widened the 2,300-foot-deep shaft that was used for their escape capsule.

Eaton can offer customers comprehensive solutions for combating their own physical risks. Our Electrical group is a leading provider of distribution and control solutions that increase energy efficiency and improve power quality, safety and reliability. Our PowerChain™ Management solutions offer a growing portfolio of “green” products and services, such as energy audits and real-time energy consumption monitoring. Eaton’s Uninterruptible Power System (UPS) products, variable speed drives and lighting controls provide greater reliability, improved operational efficiencies and enhanced safety, making power outages from the physical risk of unstable weather patterns due to temperature extremes. For example, Nashville’s Gaylord Opryland Hotel and Conference Center—the world’s largest non-casino hotel—was flooded with up to 12 feet of water, cutting off its power supply. A team of 40 Eaton Electrical Services and Systems employees worked day and night to rebuild and restore the 600,000-square-foot complex’s powerhouse, speeding the reopening of the landmark facility.

Eaton people were among the first responders to the devastating earthquake that struck central China’s Sichuan Province. Within hours of being called, our local Electrical team replaced a damaged UPS with Eaton electrical products at the Chengdu Shuangliu International Airport. With its power restored, the airport served as a crucial hub for rescue workers and relief supplies flown into the quake-torn region.

(iii) Costs associated with these actions are minimal, and represent <\$1 million.

6.1e

Please describe the opportunities that are driven by changes in other climate-related developments

ID	Opportunity driver	Description	Potential impact	Timeframe	Direct/ Indirect	Likelihood	Magnitude of impact
A	Changing consumer behaviour	As regulation of emissions, energy efficiency and fuel standards begin to take hold, consumer behavior will favor companies that offer "green" products. Eaton provides innovative products, services and technologies to conserve fuel, manage electric power, and reduce GHG emissions.	Increased demand for existing products/services	1-5 years	Direct	About as likely as not	Medium-high

ID	Opportunity driver	Description	Potential impact	Timeframe	Direct/ Indirect	Likelihood	Magnitude of impact
B	Reputation	As regulation of emissions, energy efficiency, fuel standards, begin to take hold, reputations of companies offering "green" products will trend positive. Eaton provides innovative products, services and technologies to conserve fuel, manage electric power, and reduce GHG emissions.	Increased demand for existing products/services	1-5 years	Direct	About as likely as not	Medium

6.1f

Please describe (i) the potential financial implications of the opportunity; (ii) the methods you are using to manage this opportunity; (iii) the costs associated with these actions

(i) Potential financial implications for both A & B are extremely positive for Eaton. We expect consumer behavior to evolve in response to demand for products and services resulting from anticipated taxes/regulations that address emissions reductions, fuel economy, alternative energy sources and green building techniques, which will provide important marketplace demand for Eaton's products, and enhance Eaton reputation as a sustainable company. In 2012, Eaton's net income was \$1.22 billion on revenue of about \$16.3 billion, the vast majority of which is the result of sales of products and services that respond to customers' needs for power management to improve energy efficiency, reduce fuel use and lower GHG emissions. After assessing future risks, including financial, regulatory, climate mitigation and others, Eaton estimates its end markets for all of 2013 will grow 2-3% with markets in all segments registering growth. Eaton anticipates that core sales in 2013 will grow by approx. \$900 million compared to 2012. The incremental sales in 2013 from recent acquisition of businesses are expected to total \$6 billion. Overall, Eaton anticipates its net sales in 2013 will grow by 42% compared to 2012. These estimates were made in February, 2013.

(ii. and iii.) Methods used to manage opportunities and costs for both A&B:

Eaton helps others improve energy efficiency by developing innovative products and solutions, including hybrid powertrains that boost fuel economy and reduce emissions in commercial vehicles; electrical power control systems for the efficient use of power in buildings and homes; hydraulic aircraft systems that reduce weight and save fuel; automotive superchargers for enhanced fuel economy; electrical and hydraulic products for solar power and wind turbine systems; and many more.

Research & Development: Eaton's R&D efforts are focused on our customers' needs for innovative products and solutions that improve energy efficiency and reduce GHG emissions. In 2011, the company opened a new Innovation Center in Prague – our fifth center, complementing facilities in the U.S., China and India. We estimate that new technologies being developed at Eaton's innovation centers have the potential to reduce the CO2 emissions of our applications by up to 60 percent by 2050. Cost: Eaton spent \$439 million in 2012 for R&D to develop power management products and solutions. **Potential financial implications:** We estimate that our R&D programs will play a major role in improving our targeted segment margins from 12.7% in 2010 to 17.0% in 2015.

Acquisitions (A&B) In 2012, Eaton acquired five businesses for the combined purchase price of \$13.79 billion in separate transactions. All acquisitions strengthen Eaton's core power management portfolio and anticipate the risks and opportunities of carbon mitigation. For example, Cooper Industries, with \$5.4 billion in sales in 2011, adds proven capabilities in utility power distribution, smart grid, lighting, lighting controls, wiring devices, and safety solutions to Eaton's strengths in power

quality, power distribution and energy services. These complementary technologies further accelerate Eaton's growth as a global integrated power management company focused on one of the most challenging megatrends of our time: the rising costs and increasing environmental impact of the world's growing energy use. **Cost of 2012 acquisitions:** Approx. \$13.8 billion. **Potential financial implications:** Eaton's net sales attributable to Cooper from Nov. 30, 2012 through December 31, 2012, and included in Eaton's Consolidated Financial Statement, totaled \$470 million. Segment operating profit for Cooper during the same period was \$66 million. Eaton's acquisition of Cooper could add an estimated \$5.49 billion in sales to the company's bottom line in 2013 (using 2011 financial data).

Engagement in regulatory and policymaking process (A&B): Eaton is focused on creating innovative and affordable technologies and services that promote energy efficiency and help customers reduce their impact on the environment. Eaton has had discussions with congressional staff members regarding climate change related issues. These discussions have focused on encouraging market-based incentives for technology development and deployment that will reduce emissions and improve energy efficiency resulting in climate change mitigation and adaptation. **Costs associated with actions:** in 2011, Eaton spent \$1,010,000 related to lobbying activities. **Potential financial implications:** Eaton worked with the American Wind Energy Association and the U.S. Dept. of Energy to support the extension of the federal production tax credit on wind energy investments which was set to expire on Dec. 31, 2012. Expiration would have threatened new installations and would have had a negative impact on climate change mitigation and adaptation efforts in the U.S. However, Eaton and other supporters were successful in gaining a one year extension. The extension could result in new opportunities for contracts for its wind energy products and solutions worth >\$1 million.

6.1g

Please explain why you do not consider your company to be exposed to opportunities driven by changes in regulation that have the potential to generate a substantive change in your business operations, revenue or expenditure

6.1h

Please explain why you do not consider your company to be exposed to opportunities driven by physical climate parameters that have the potential to generate a substantive change in your business operations, revenue or expenditure

6.1i

Please explain why you do not consider your company to be exposed to opportunities driven by changes in other climate-related developments that have the potential to generate a substantive change in your business operations, revenue or expenditure

Module: GHG Emissions Accounting, Energy and Fuel Use, and Trading [Investor]

Page: 7. Emissions Methodology

7.1

Please provide your base year and base year emissions (Scopes 1 and 2)

Base year	Scope 1 Base year emissions (metric tonnes CO2e)	Scope 2 Base year emissions (metric tonnes CO2e)
Fri 01 Oct 2010 - Fri 30 Sep 2011	114593	647905
Sat 01 Oct 2005 - Sat 30 Sep 2006	147089	854565

7.2

Please give the name of the standard, protocol or methodology you have used to collect activity data and calculate Scope 1 and Scope 2 emissions

Please select the published methodologies that you use

The Greenhouse Gas Protocol: A Corporate Accounting and Reporting Standard (Revised Edition)

7.2a

If you have selected 'Other', please provide details below

7.3

Please give the source for the global warming potentials you have used

Gas	Reference
CO2	IPCC Second Assessment Report (SAR - 100 year)
CH4	IPCC Second Assessment Report (SAR - 100 year)
N2O	IPCC Second Assessment Report (SAR - 100 year)

7.4

Please give the emissions factors you have applied and their origin; alternatively, please attach an Excel spreadsheet with this data

Fuel/Material/Energy	Emission Factor	Unit	Reference
Electricity		lb CO2e per MWh	Please see attached Excel workbook
Natural gas	117.094	lb CO2e per million BTU	The Climate Registry (TCR) Version 1.1, 2011

Further Information

Eaton has over 200 in scope facilities and chose to detail scope 2 emission factors in the attached Excel workbook.

Attachments

[https://www.cdproject.net/sites/2013/94/5194/Investor CDP 2013/Shared Documents/Attachments/InvestorCDP2013/7.EmissionsMethodology/Facility Scope 2 Emission Factors.xls](https://www.cdproject.net/sites/2013/94/5194/Investor%20CDP%202013/Shared%20Documents/Attachments/InvestorCDP2013/7.EmissionsMethodology/Facility%20Scope%20Emission%20Factors.xls)

Page: 8. Emissions Data - (1 Oct 2011 - 30 Sep 2012)

8.1

Please select the boundary you are using for your Scope 1 and 2 greenhouse gas inventory

Financial control

8.2

Please provide your gross global Scope 1 emissions figures in metric tonnes CO₂e

105382

8.3

Please provide your gross global Scope 2 emissions figures in metric tonnes CO₂e

637346

8.4

Are there any sources (e.g. facilities, specific GHGs, activities, geographies, etc.) of Scope 1 and Scope 2 emissions which are not included in your disclosure?

Yes

8.4a

Please complete the table

Source	Scope	Explain why the source is excluded
Recent acquisitions	Scope 1 and 2	Eaton does not add emissions from acquisitions until 3 years after the closing date. Our business plan requires three years for full integration of a new asset into all facets of Eaton's operations before we add them to our profile.
Sales and administrative offices	Scope 1 and 2	The boundaries of our carbon map do not include small offices/warehouses/satellites with less than 50 people because they do not materially affect Eaton's carbon footprint. These facilities represent <3 percent of Eaton's total footprint.

8.5

Please estimate the level of uncertainty of the total gross global Scope 1 and 2 emissions figures that you have supplied and specify the sources of uncertainty in your data gathering, handling and calculations

Scope 1 emissions: Uncertainty range	Scope 1 emissions: Main sources of uncertainty	Scope 1 emissions: Please expand on the uncertainty in your data	Scope 2 emissions: Uncertainty range	Scope 2 emissions: Main sources of uncertainty	Scope 2 emissions: Please expand on the uncertainty in your data
More than 2% but less than or equal to 5%	Data Gaps	Data received from sources outside of the standard process, like natural gas bills from China.	More than 2% but less than or equal to 5%	Data Gaps	Data received from sources outside of the standard process, like electric bills from joint ventures in China.

8.6

Please indicate the verification/assurance status that applies to your Scope 1 emissions

Third party verification or assurance complete

8.6a

Please indicate the proportion of your Scope 1 emissions that are verified/assured

More than 90% but less than or equal to 100%

8.6b

Please provide further details of the verification/assurance undertaken, and attach the relevant statements

Type of verification or assurance	Relevant standard	Attach the document
Reasonable assurance	ISO14064-3	https://www.cdproject.net/sites/2013/94/5194/Investor CDP 2013/Shared Documents/Attachments/Investor-8.6b-C3-RelevantStatement/Eaton FY2012 Scope1_2 GHG Verification Statement Draft_CDP Format final.pdf

8.6c

Please provide further details of the regulatory regime to which you are complying that specifies the use of Continuous Emissions Monitoring Systems (CEMS)

Regulation	% of emissions covered by the system	Compliance period	Evidence of submission
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8.7

Please indicate the verification/assurance status that applies to your Scope 2 emissions

Third party verification or assurance complete

8.7a

Please indicate the proportion of your Scope 2 emissions that are verified/assured

More than 90% but less than or equal to 100%

8.7b

Please provide further details of the verification/assurance undertaken, and attach the relevant statements

Type of verification or assurance	Relevant standard	Attach the document
Reasonable assurance	ISO14064-3	https://www.cdproject.net/sites/2013/94/5194/Investor CDP 2013/Shared Documents/Attachments/Investor-8.7b-C3-RelevantStatement/Eaton FY2012 Scope1_2 GHG Verification Statement Draft_CDP Format final.pdf

8.8

Are carbon dioxide emissions from biologically sequestered carbon relevant to your organization?

No

8.8a

Please provide the emissions in metric tonnes CO2

9.1

Do you have Scope 1 emissions sources in more than one country?

Yes

9.1a

Please complete the table below

Country/Region	Scope 1 metric tonnes CO2e
United States of America	73183
United Kingdom	3459
Poland	3710
Puerto Rico	0
China	598
Brazil	7007
Mexico	5942
Italy	1087
Germany	4255
Rest of world	6141

9.2

Please indicate which other Scope 1 emissions breakdowns you are able to provide (tick all that apply)

- By business division
- By facility
- By GHG type

By activity

9.2a

Please break down your total gross global Scope 1 emissions by business division

Business division	Scope 1 emissions (metric tonnes CO2e)
Electrical Americas	19158
Electrical Rest of World	5872
Hydraulics	25036
Aerospace	10000
Vehicle	45316

9.2b

Please break down your total gross global Scope 1 emissions by facility

Facility	Scope 1 emissions (metric tonnes CO2e)	Latitude	Longitude
Please see the attachment			

9.2c

Please break down your total gross global Scope 1 emissions by GHG type

GHG type	Scope 1 emissions (metric tonnes CO2e)
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GHG type	Scope 1 emissions (metric tonnes CO2e)
CO2	105382

9.2d

Please break down your total gross global Scope 1 emissions by activity

Activity	Scope 1 emissions (metric tonnes CO2e)
Heating	63299
Process related (such as heat treat ovens)	42083

9.2e

Please break down your total gross global Scope 1 emissions by legal structure

Legal structure	Scope 1 emissions (metric tonnes CO2e)
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Further Information

Eaton has over 200 inscope facilities and chose to detail emission in the attached Excel workbook.

Attachments

[https://www.cdproject.net/sites/2013/94/5194/Investor CDP 2013/Shared Documents/Attachments/InvestorCDP2013/9.Scope1EmissionsBreakdown\(1Oct2011-30Sep2012\)/Facility Scope 1 Emissions.xlsm](https://www.cdproject.net/sites/2013/94/5194/Investor%20CDP%202013/Shared%20Documents/Attachments/InvestorCDP2013/9.Scope1EmissionsBreakdown(1Oct2011-30Sep2012)/Facility%20Scope%201%20Emissions.xlsm)

10.1

Do you have Scope 2 emissions sources in more than one country?

Yes

10.1a

Please complete the table below

Country/Region	Scope 2 metric tonnes CO2e	Purchased and consumed electricity, heat, steam or cooling (MWh)	Purchased and consumed low carbon electricity, heat, steam or cooling (MWh)
United States of America	361177	590103	0
United Kingdom	16270	36197	0
Poland	50466	78829	0
Puerto Rico	24900	44910	0
China	37215	50105	0
Brazil	10805	168485	0
Mexico	32209	70792	0
Italy	11172	28912	0
Germany	29910	69477	0
Rest of world	63222	128328	0

10.2

Please indicate which other Scope 2 emissions breakdowns you are able to provide (tick all that apply)

By business division
By facility

By activity

10.2a

Please break down your total gross global Scope 2 emissions by business division

Business division	Scope 2 emissions (metric tonnes CO2e)
Electrical Americas	89211
Electrical Rest of World	32889
Hydraulics	172461
Aerospace	48031
Vehicle	294754

10.2b

Please break down your total gross global Scope 2 emissions by facility

Facility	Scope 2 emissions (metric tonnes CO2e)
Please see the attachment	

10.2c

Please break down your total gross global Scope 2 emissions by activity

Activity	Scope 2 emissions (metric tonnes CO2e)
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Activity	Scope 2 emissions (metric tonnes CO2e)
Heating and cooling	127469
Lighting	63735
Production Equipment	318673
Support Equipment (Compressors, pumps, etc.)	127469

10.2d

Please break down your total gross global Scope 2 emissions by legal structure

Legal structure	Scope 2 emissions (metric tonnes CO2e)
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Further Information

Eaton has over 200 inscope facilities and chose to present scope 2 emissions in the attached Excel workbook.

Attachments

[https://www.cdproject.net/sites/2013/94/5194/Investor CDP 2013/Shared Documents/Attachments/InvestorCDP2013/10.Scope2EmissionsBreakdown\(1Oct2011-30Sep2012\)/Facility Scope 2 Emissions.xls](https://www.cdproject.net/sites/2013/94/5194/Investor%20CDP%202013/Shared%20Documents/Attachments/InvestorCDP2013/10.Scope2EmissionsBreakdown(1Oct2011-30Sep2012)/Facility%20Scope%20Emissions.xls)

Page: 11. Energy

11.1

What percentage of your total operational spend in the reporting year was on energy?

More than 0% but less than or equal to 5%

11.2

Please state how much fuel, electricity, heat, steam, and cooling in MWh your organization has purchased and consumed during the reporting year

Energy type	MWh
Fuel	581328
Electricity	1266138
Heat	0
Steam	0
Cooling	0

11.3

Please complete the table by breaking down the total 'Fuel' figure entered above by fuel type

Fuels	MWh
Natural gas	581328

11.4

Please provide details of the electricity, heat, steam or cooling amounts that were accounted at a low carbon emission factor

Basis for applying a low carbon emission factor	MWh associated with low carbon electricity, heat, steam or cooling	Comments
No purchases or generation of low carbon electricity, heat, steam or cooling		

12.1

How do your absolute emissions (Scope 1 and 2 combined) for the reporting year compare to the previous year?

Decreased

12.1a

Please complete the table

Reason	Emissions value (percentage)	Direction of change	Comment
Emissions reduction activities	0.5	Decrease	We're using new technologies and processes to make our manufacturing plants around the world more energy efficient. Many of our aerospace, hydraulics, electrical and vehicle plants in North America upgraded their facilities with energy-saving projects. Overall, Eaton completed 69 projects that included lighting optimization, building shell insulation, equipment upgrades, heat recovery, compressed air installation, ventilator control and energy management. These projects will eliminate about 6156 metric tons of GHG emissions per year at a capital cost of approx. \$2.53 million.
Divestment			
Acquisitions			
Mergers			
Change in output	2.1	Decrease	In 2012, Eaton's sales were down by 2.1 percent compared to 2011, resulting in decreased factory activity and energy use. However, our GHG emission decreased by 2.6 percent. Using the 2011 emission factors, our GHG emission should have decreased by 15,870 metric tons due to the decrease in energy use, but our actual decrease was 19,770 metric tons because of emissions reductions projects. Indexed for these factors, our emissions decreased by 3,900 metric tons.
Change in methodology			
Change in boundary			
Change in physical operating conditions			
Unidentified			
Other			

12.2

Please describe your gross combined Scope 1 and 2 emissions for the reporting year in metric tonnes CO2e per unit currency total revenue

Intensity figure	Metric numerator	Metric denominator	% change from previous year	Direction of change from previous year	Reason for change
54.3	metric tonnes CO2e	unit total revenue	0.5	Decrease	Emission reduction activities include relighting, HVAC upgrades, compressor optimization at key Eaton manufacturing plants plus Green Team Activities (cultural shifts). These activities accounted for a majority of the decrease.

12.3

Please describe your gross combined Scope 1 and 2 emissions for the reporting year in metric tonnes CO2e per full time equivalent (FTE) employee

Intensity figure	Metric numerator	Metric denominator	% change from previous year	Direction of change from previous year	Reason for change
10.04	metric tonnes CO2e	FTE employee	3.9	Decrease	The indexed term, people, increased while the carbon generated decreased. In addition, Eaton did conduct many emission reduction activities include relighting, HVAC upgrades, compressor optimization at key Eaton manufacturing plants plus Green Team Activities (cultural shifts). These activities accounted for a majority of the decrease.

12.4

Please provide an additional intensity (normalized) metric that is appropriate to your business operations

Intensity figure	Metric numerator	Metric denominator	% change from previous year	Direction of change from previous year	Reason for change
0.00513	metric tonnes CO2e	unit hour worked	0.2	Decrease	The indexed term, hours worked, decreased while the carbon generated decreased. Carbon reduction decreased faster than the number of work hours, therefore the index decreased. In addition, Eaton did conduct many emission reduction activities include relighting, HVAC upgrades, compressor optimization at key Eaton manufacturing plants plus Green Team Activities (cultural shifts). These activities accounted for a majority of the decrease.

Page: 13. Emissions Trading

13.1

Do you participate in any emissions trading schemes?

No, and we do not currently anticipate doing so in the next 2 years

13.1a

Please complete the following table for each of the emission trading schemes in which you participate

Scheme name	Period for which data is supplied	Allowances allocated	Allowances purchased	Verified emissions in metric tonnes CO2e	Details of ownership
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13.1b

What is your strategy for complying with the schemes in which you participate or anticipate participating?

13.2

Has your company originated any project-based carbon credits or purchased any within the reporting period?

No

13.2a

Please complete the table

Credit origination or credit purchase	Project type	Project identification	Verified to which standard	Number of credits (metric tonnes of CO2e)	Number of credits (metric tonnes CO2e): Risk adjusted volume	Credits retired	Purpose, e.g. compliance
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Page: 14. Scope 3 Emissions

14.1

Please account for your organization's Scope 3 emissions, disclosing and explaining any exclusions

Sources of Scope 3 emissions	Evaluation status	metric tonnes CO2e	Methodology	Percentage of emissions calculated using primary data	Explanation
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Sources of Scope 3 emissions	Evaluation status	metric tonnes CO2e	Methodology	Percentage of emissions calculated using primary data	Explanation
Purchased goods and services	Relevant, calculated	2228184	Eaton uses the hybrid method of calculation. This method uses a combination of life cycle assessments and life cycle emission factors of representative products for our business groups. We extrapolate this data over the entire value chain generating the metric tons of purchased goods and services. Eaton also receives supplier-specific activity data collected through our partnership with the CDP Supply Chain Group.		
Capital goods	Relevant, calculated	21720	Eaton used the average spend-based method, which involves estimating emissions for goods by collecting data on the economic value of goods purchased and multiplying by relevant secondary (e.g., Eaton average – given in our annual sustainability report) emission factors (e.g. average emissions per monetary value of goods).		
Fuel-and-energy-related activities (not included in Scope 1 or 2)	Not relevant, explanation provided				Eaton Corp is classified as a diversified industrial manufacturing company. As such, extraction, production, and transportation of fuels and energy purchased or acquired energy does not represent a material or relevant Scope 3 emission. Therefore, Eaton chose the “Not relevant, explanation provided” option.
Upstream transportation and distribution	Relevant, calculated	52254000	Upstream transportation and distribution carbon footprint was calculated by suppliers such as Federal Express. Eaton took this strategic supplier information and extrapolated it over its entire worldwide operations.		
Waste generated in operations	Relevant, calculated	70735	Eaton used activity data to determine the total mass of waste generated in operations. We then used an emission factor base on the average type of waste disposal. The activity		

Sources of Scope 3 emissions	Evaluation status	metric tonnes CO2e	Methodology	Percentage of emissions calculated using primary data	Explanation
			data was generated using payment records and the process/data was third party verified with limited assurance.		
Business travel	Relevant, calculated	59721	For the airline flight portion of the calculation, Eaton used the distance-based method. We used distances traveled by associates in different region of the world on different airline legs, logged by our travel system, and multiplied by an emission factor. For our leased car fleet, Eaton used the distance traveled by a car times the fuel burned per mile of travel for the car type times an emission factor. The owner of the cars, LeasePlan, keeps track of the miles driven per vehicle.		
Employee commuting	Relevant, calculated	131095	Eaton employees 74,000 worldwide associates, 45 percent work in the United States and 55 percent work in the rest of the world. The US Census Bureau calculated that the average US employee commutes 25 minutes each way to work or about 16 miles each way. In the rest of the world, Eaton used 6 miles per commute. The number of miles multiplied by an emissions factor resulted in the emissions estimate.		
Upstream leased assets	Not relevant, explanation provided				Operations of assets leased by Eaton Corporation (lessee) in the reporting year are reported in Scope 1 and Scope 2 emissions disclosures and not included in Scope 3 emissions.
Investments	Not relevant, explanation provided				This category is designed primarily for private financial institutions (e.g., commercial banks), but is also relevant to public financial institutions (e.g., multilateral development banks, export credit agencies) and other

Sources of Scope 3 emissions	Evaluation status	metric tonnes CO2e	Methodology	Percentage of emissions calculated using primary data	Explanation
					entities with investments not included in scope 1 and scope 2. As a manufacturer of highly engineered products, Eaton Corporation does not meet these criteria and therefore, this category does not apply.
Downstream transportation and distribution	Relevant, calculated	42753000	Downstream transportation and distribution carbon footprint was calculated by suppliers such as Federal Express. Eaton took this strategic supplier information and extrapolated it over its entire worldwide operations.		
Processing of sold products	Not relevant, explanation provided				Eaton manufactures highly engineer products. Customers integrate our products and systems into their platforms or sell them directly to consumers. We do not produce products that act as raw materials that require further processing.
Use of sold products	Relevant, calculated	11735100	Eaton uses a combination of life cycle assessments and life cycle emission factors of representative products for our business groups. We extrapolate this data over the entire value chain generating the metric tons associated with use of our products.		
End of life treatment of sold products	Not relevant, calculated	148546	Eaton uses a combination of life cycle assessments and life cycle emission factors of representative products for our business groups. We extrapolate this data over the entire value chain generating the metric tons associated with the end of life treatment of our sold products.		
Downstream leased assets	Not relevant, explanation provided				Eaton Corporation does not lease company owned assets to customers. Therefore, this category does not apply to our operations.
Franchises	Not relevant,				Eaton Corporation manufactures highly

Sources of Scope 3 emissions	Evaluation status	metric tonnes CO2e	Methodology	Percentage of emissions calculated using primary data	Explanation
	explanation provided				engineered products. We sell these products directly to customers without the use of a franchised network.
Other (upstream)					
Other (downstream)					

14.2

Please indicate the verification/assurance status that applies to your Scope 3 emissions

Third party verification or assurance complete

14.2a

Please indicate the proportion of your Scope 3 emissions that are verified/assured

More than 0% but less than or equal to 20%

14.2b

Please provide further details of the verification/assurance undertaken, and attach the relevant statements

Type of verification or assurance	Relevant standard	Attach the document
Limited assurance	ISO14064-3	https://www.cdproject.net/sites/2013/94/5194/Investor CDP 2013/Shared Documents/Attachments/Investor-14.2b-C3-RelevantStatementAttached/Eaton 2012 Scope3 GHG Verification Statement Final_CDP Format.pdf

14.3

Are you able to compare your Scope 3 emissions for the reporting year with those for the previous year for any sources?

Yes

14.3a

Please complete the table

Sources of Scope 3 emissions	Reason for change	Emissions value (percentage)	Direction of change	Comment
Waste generated in operations	Emissions reduction activities	9.4	Decrease	We selectively targeted our largest waste generating plants and developed processes to minimize waste from these plants.
Business travel	Emissions reduction activities	1.1	Decrease	Decrease associated increased efficiency of the cars in Eaton's fleet.

14.4

Do you engage with any of the elements of your value chain on GHG emissions and climate change strategies? (Tick all that apply)

- Yes, our suppliers
- Yes, our customers
- Yes, other partners in the value chain

14.4a

Please give details of methods of engagement, your strategy for prioritizing engagements and measures of success

Eaton Corporation is committed to improving our environmental footprint – not only around our own emissions, energy and water consumption but also by helping our suppliers reduce theirs. In 2012 we asked 200 of our most strategic suppliers to join us in our sustainability efforts by working with our partner CDP and completing the Supplier Questionnaire. Eaton engaged APB & Associates as an additional resource to assist our suppliers in responding to the questionnaire offering training and one on one consultation. These suppliers are strategic to our operations representing 21% of Eaton's total upstream spend on goods and services. Success was measured by the number of respondents and the quality of information submitted. The CDP supply chain results showed Eaton as a leading company in both number of suppliers asked and number accepting our invitation.

14.4b

To give a sense of scale of this engagement, please give the number of suppliers with whom you are engaging and the proportion of your total spend that they represent

Number of suppliers	% of total spend	Comment
200	21%	Eaton participates in the CPD Supply Chain initiative.

14.4c

If you have data on your suppliers' GHG emissions and climate change strategies, please explain how you make use of that data

How you make use of the data	Please give details
------------------------------	---------------------

14.4d

Please explain why not and any plans you have to develop an engagement strategy in the future

Module: Water-Governance

Page: Water-1-ManagementGovernance

1.1

Does your company have a water policy, strategy or management plan?

1.1a

Please describe your policy, strategy or plan, including the highest level of responsibility for it within your company and its geographical reach.

Country or region	Description of policy, strategy or plan	Position of responsible person
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1.1b

Does the water policy, strategy or plan specify water-related targets or goals?

1.1c

Please describe these water-related targets or goals and the progress your company has made against them.

Country or region	Category of target or goal type	Description of target or goal	Progress against target or goal
-------------------	---------------------------------	-------------------------------	---------------------------------

1.1d

You may explain here why your company does not have a water policy, strategy or plan and if you intend to put one in place.

1.2

Do you wish to report any actions outside your water policy, strategy or management plan that your company has taken to manage water resources or engage stakeholders in water-related issues?

Country or region	Category of action	Description of action and outcome
-------------------	--------------------	-----------------------------------

Module: Water-RisksOpps

Page: Water-2-indicators-op

2.1

Are any of your operations located in water-stressed regions?

2.1a

Please specify the method(s) you use to characterize water-stressed regions (you may choose more than one method).

Method used to define water stress	Please add any comments here:
------------------------------------	-------------------------------

2.1b

Please list the water-stressed regions where you have operations and the proportion of your total operations in that area.

Country or region	River basin	Proportion of operations located in this region (%)	Further comments
-------------------	-------------	---	------------------

2.1a

Please specify the method(s) you use to characterize water-stressed regions.

Method used to define water stress	Please add any comments here:
------------------------------------	-------------------------------

2.1c

You may explain here why you are not able to identify which of your operations are located in regions subject to water stress and whether you have plans to investigate this in the future.

2.2

Are there other indicators (besides water stress) which you wish to report that help you to identify which of your operations are located in regions subject to water-related risk?

2.2

Are there other indicators (besides water stress) which you wish to report that help you to identify which of your operations are located in regions subject to water-related risk?

2.2

Are there other indicators (besides water stress) which you wish to report which help you to identify which of your operations are located in regions subject to water-related risk?

2.2a

Please list the regions at risk where you have operations, the relevant risk indicator and proportion of your total operations in that area.

Country or region	River basin	Risk Indicator	Proportion of operations located in this region (%)	Further comments
-------------------	-------------	----------------	---	------------------

2.2a

Please list the regions at risk where you have operations, the relevant risk indicator and proportion of your total operations in that area.

Country or region	River basin	Risk Indicator	Proportion of operations located in this region (%)	Further comments
-------------------	-------------	----------------	---	------------------

2.2a

Please list the regions at risk where you have operations, the relevant risk indicator and proportion of your total operations in that area.

Country or region	River basin	Risk Indicator	Proportion of operations located in this region (%)	Further comments
-------------------	-------------	----------------	---	------------------

2.2b

You may explain here why you do not wish to report or why you do not use other indicators to identify which of your operations are located in regions subject to water-related risk.

2.2b

You may explain here why you do not use or wish to report other indicators to identify which of your operations are located in regions subject to water-related risk.

2.2b

You may explain here why you do not use or wish to report other indicators to identify which of your operations are located in regions subject to water-related risk.

2.3

Please specify the total proportion of your operations that are located in the regions at risk which you identified in questions 2.1 and/or 2.2.

2.3

Please specify the total proportion of your operations that are located in the regions at risk which you identified in questions 2.1 and/or 2.2.

2.3

Please specify the total proportion of your operations that are located in the regions at risk which you identified in questions 2.1 and /or 2.2.

2.4

Please specify the basis you use to calculate the proportions used for questions 2.1 and/or 2.2.

Basis used to determine proportions	Please add any comments here
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2.4

Please specify the basis you use to calculate the proportions used for questions 2.1 and/or 2.2.

Basis used to determine proportions	Please add any comments here
-------------------------------------	------------------------------

2.4

Please specify the basis you use to calculate the proportions used for questions 2.1 and/or 2.2

Basis used to determine proportions	Please add any comments here
-------------------------------------	------------------------------

Page: water-indicators-sc

2.5

Do any of your key inputs or raw materials (excluding water) come from regions subject to water-related risk?

2.5a

Please state or estimate the proportion of your key inputs or raw materials that come from regions subject to water-related risk.

Country or region	River basin	Input or material	Proportion of key input or raw material that comes from region at risk (%)	Unit used for calculating percentage	Further comments

2.5b

You may explain here why you are not able to identify if any of your key inputs or raw materials come from regions subject to water-related risk and whether you have plans to explore this issue in the future.

3.1

Is your company exposed to water-related risks (current or future) that have the potential to generate a substantive change in your business operation, revenue or expenditure?

3.1a

Please describe (i) the current and/or future risks to your operations, (ii) the ways in which these risks affect or could affect your operations before taking action, (iii) the estimated timescale of these risks, and (iv) your current or proposed strategies for managing them.

Country or region	River basin	Risk type	Potential business impact	Estimated timescale (years)	Risk management strategies
-------------------	-------------	-----------	---------------------------	-----------------------------	----------------------------

3.1b

Please explain why you do not consider your company to be exposed to any water-related risks that have the potential to generate a substantive change in your business operation, revenue or expenditure.

3.1c

Please explain why you do not know if your company is exposed to any water-related risks that have the potential to generate a substantive change in your business operation, revenue or expenditure, and if you have plans to assess this risk in the future.

3.2

What methodology and what geographical scale (e.g. country, region, watershed, business unit, facility) do you use to analyze water-related risk across your operations?

Risk methodology	Country or geographical scale
------------------	-------------------------------

Page: water-riskassess-sc

3.3

Do you require your key suppliers to report on their water use, risks and management?

3.4

Is your supply chain exposed to water-related risks (current or future) that have the potential to generate a substantive change in your business operation, revenue or expenditure?

3.4a

Please describe (i) the current and/or future risks to your supply chain, (ii) the ways in which these risks affect or could affect your operations before taking action, (iii) the estimated timescale of these risks and, (iv) your current or proposed strategies for managing them.

Country or region	River basin	Risk type (to supplier)	Potential business impact (to responding company)	Estimate timescale (years)	Risk management strategies (by responding company)

3.4b

Please explain why you do not consider your supply chain to be exposed to any water-related risks that have the potential to generate a substantive change in your business operation, revenue or expenditure.

3.4c

Please explain why you do not know if your supply chain is exposed to any water-related risks that have the potential to generate a substantive change in your business operation, revenue or expenditure, and if you have plans to assess this risk in the future.

Page: Water-4-Impacts

4.1

Has your business experienced any detrimental impacts related to water in the past five years?

4.1a

Please describe these detrimental impacts including (i) their financial impacts and (ii) whether they have resulted in any changes to company practices.

Country	Impact indicator	Description of impact	Response strategy
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4.1b

Please explain why you do not know whether your business has experienced any detrimental impacts related to water in the past five years and if you have any plans to explore this in the future?

Page: Water-5-Opportunities

5.1

Do water-related issues present opportunities (current or future) that have the potential to generate a substantive change in your business operation, revenue or expenditure?

5.1a

Please describe (i) the current and/or future opportunities, (ii) the ways in which these opportunities affect or could affect your operations (iii) the estimated timescale and (iv) your current or proposed strategies for exploiting them.

Country or region	Opportunity type	Potential business impact	Estimated timescale	Strategy to exploit opportunity
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5.1b

Please explain why you do not consider water-related issues to present opportunities to your company that have the potential to generate a substantive change in your business operation, revenue or expenditure or supply chain.

5.1c

Please explain why you do not know whether water-related issues present opportunities to your company that have the potential to generate a substantive change in your business operation, revenue or expenditure.

Page: Water-6-tradeoffs

6.1

Has your company identified any linkages or trade-offs between water and carbon emissions in its operations or supply chain?

6.1a

Please describe the linkages or trade-offs and the related management policy or action.

Linkage or trade-off	Policy or action
----------------------	------------------

Module: Water-Accounting

Page: Water-7-Withdrawals

7.1

Are you able to provide data, whether measured or estimated, on water withdrawals within your operations?

7.1a

Please report the water withdrawals within your operations for the reporting year.

Country or region	River basin	Withdrawal type	Quantity (megaliters/year)	Proportion of data that has been verified (%)	Comments
-------------------	-------------	-----------------	----------------------------	---	----------

7.1b

Please explain why you are not able to provide data for water withdrawals.

7.2

Are you able to provide data, whether measured or estimated, on water recycling/reuse within your operations?

7.2

Are you able to provide data, whether measured or estimated, on water recycling/reuse within your operations?

7.2a

Please report the water recycling/reuse within your operations for the reporting year.

Country or region	River basin	Quantity (megaliters/year)	Proportion of data that has been verified (%)	Comments
-------------------	-------------	----------------------------	---	----------

7.2a

Please report the water recycling/reuse within your operations for the reporting year.

Country or region	River basin	Quantity (megaliters/year)	Proportion of data that has been verified (%)	Comments
-------------------	-------------	----------------------------	---	----------

7.2b

Please explain why you are not able to provide data for water recycling/reuse within your operations.

7.2b

Please explain why you are not able to provide data for water recycling/reuse within your operations.

7.3

Please use this space to describe the methodologies used for questions 7.1 and 7.2 or to report withdrawals or recycling/reuse in a different format to that set out above.

7.3

Please use this space to describe the methodologies used for questions 7.1 and 7.2 or to report withdrawals or recycling/reuse in a different format to that set out above.

7.4

Are any water sources significantly affected by your company's withdrawal of water?

7.4a

Please list any water sources significantly affected by your company's withdrawal of water.

Country or geographical reach	River basin	Water source	Impact	Company action and outcomes
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7.4b

You may explain here why your company's withdrawal of water does not significantly affect any water sources.

7.4c

Please explain why you do not know if any water sources are significantly affected by your company's withdrawal of water.

Page: Water-8-Discharges

8.1

Are you able to identify discharges of water from your operations by destination, by treatment method and by quantity and quality using standard effluent parameters?

8.1a

Please explain why you are not able to identify discharges from your operations by destination, treatment method , quantity and quality, and whether you have any plans to put in place systems that would enable you to do so.

8.2

Did your company pay any penalties or fines for significant breaches of discharge agreements or regulations in the reporting period?

8.2a

Please describe the location and impact of the discharge that was the subject of the significant breach(es), the associated fines and any actions taken to minimise the risk of future non-compliance.

Country or region	River basin	Impact	Fines and penalties	Company action and outcomes
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8.3

Are any water bodies and related habitats significantly affected by discharges of water or runoff from your operations?

8.3a

Please list any water bodies and associated habitats which are significantly affected by discharge of water or runoff from your operations.

Country or region	River basin	Water body	Impact	Company action and outcomes
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8.3b

You may explain here why your company's discharge of water does not significantly affect any water bodies or associated habitats.

8.3c

Please explain why you do not know if any water bodies and associated habitats are significantly affected by discharge of water or runoff from your operations.

Page: Water-9-Intensity

9.1

Please provide any available financial intensity values for your company's water use across its operations.

Country or region	River basin	Financial metric	Water use type (megaliters)	Currency	Financial intensity (Currency/mega-liter)	Please provide any contextual details that you consider relevant to understand the units or figures you have provided.
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9.2

Please provide any available water intensity values for your company's products or services across its operations.

Country or region	River basin	Product	Product unit	Water unit	Water intensity (Water unit/product unit)	Water use type	Please provide any contextual details that you consider relevant to understand the units or figures you have provided.
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Module: SupplyChain

Page: SM0. Supply Chain Module - Introduction

SM0.0

Please take this opportunity, if you would like to do so, to provide a separate introduction to this module

Eaton's simple but fundamental commitment to "doing business right" guides our company in meeting the needs of our customers, employees and communities. Eaton's innovative products help improve the environment, save lives, and conserve resources. We're reducing the carbon footprint of our customers' operations, as well as our own facilities worldwide, and our employees are reaching out to make communities better places to live.

As a leading power management company, Eaton's sustainable products include electrical power distribution and circuit protection, backup power protection, lighting and security, and control systems for the safe and efficient use of power in buildings and homes. Our portfolio also includes hybrid powertrains that boost fuel economy and reduce emissions in commercial vehicles; hydraulic and electric aircraft systems that reduce weight and save fuel; automotive superchargers for enhanced fuel economy; electrical and hydraulic products for solar and wind systems; and many more.

In 2012, our 5P, 5PX and 9PX Uninterruptible Power Systems (UPS) models became ENERGY STAR® qualified, following stringent third party testing and verification of energy efficiency requirements. Eaton offers the largest selection of ENERGY STAR UPS's for server, storage and network protection applications, which help customers reduce electrical usage and carbon footprints.

Also in 2012, our acquisition of Cooper Industries reinforced our commitment to sustainability. Cooper's technologies and solutions enhance our portfolio of electrical offerings and place Eaton in an even better position to help our customers address the megatrend of rising costs and environmental impact of the world's growing energy use.

At our manufacturing plants, we are reducing emissions with innovative upgrades and re-lighting projects that will help achieve our goal of reducing greenhouse gas emissions by 25 percent, indexed for sales, by 2015. We are also building new facilities that reduce our carbon footprint. We recently completed Eaton Center, a

state-of-the-art office campus in Beachwood, Ohio, which features many of Eaton's energy-saving products.

Eaton's commitment to "doing business right" extends beyond our plants. We are helping to build sustainable communities by investing time and resources in local programs. Our employees in Lakeland, Colorado, recently helped renovate the Denver Rescue Mission homeless shelter. Eaton volunteers led the effort to replace aging mechanical and electrical systems which will lower operating costs and conserve energy. This type of involvement is repeated worldwide in communities where we operate.

Alexander M. Cutler
Chairman and Chief Executive Officer
Eaton Corporation

Page: SM1. Supply Chain - Allocation

SM1.1

Please allocate your emissions to your customers listed below according to the goods or services you have sold them in this reporting period

Please note that this table (for SM1.1) is designed so that only the customer that you select in column 1 ("Please select the requesting member(s)") will be able to see the data relevant to them. If you enter an answer without selecting a requesting member, your answer will not be viewable at all.

Please select the requesting member(s)	Scope of emissions	Emissions in metric tonnes CO2e	Major sources of emissions	Uncertainty (+/- %)	Verified	Please give details
General Motors Company	Scope 1+2	42835	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing facilities.	5	No	Allocation based on the market value of products purchased
Fiat	Scope 1+2	25864	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing facilities.	5	No	Allocation based on the market value of products purchased
Ford Motor Company	Scope 1+2	23243	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing facilities.	5	No	Allocation based on the market value of products purchased
Jaguar Land Rover Ltd	Scope 1+2	4080	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing	5	No	Allocation based on the market value of products

Please select the requesting member(s)	Scope of emissions	Emissions in metric tonnes CO2e	Major sources of emissions	Uncertainty (+/- %)	Verified	Please give details
			facilities.			purchased
Johnson Controls	Scope 1+2	1231	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing facilities.	5	No	Allocation based on the market value of products purchased
AT&T Inc.	Scope 1+2	154	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing facilities.	5	No	Allocation based on the market value of products purchased
Eaton Corporation	Scope 1+2	272	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing facilities.	5	No	Allocation based on the market value of products purchased
Wal-Mart Stores, Inc.	Scope 1+2	100	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing facilities.	5	No	Allocation based on the market value of products purchased
Amdocs Ltd	Scope 1+2	100	Carbon content associated with scope 1 and 2 emissions at Eaton's manufacturing facilities.	5	No	Allocation based on the market value of products purchased

SM1.2

Please explain how you have identified the GHG sources listed above, including major limitations to this process and assumptions made

Eaton currently allocated scope 1 and 2 using the following process:

Business unit emission factor X customer sales = allocated customer emissions

The major limitation involves Eaton's boundary - we need to include scope 3 and water in our carbon map.

SM1.3

Where published information has been used in completing SM1.1, please provide a reference(s)

Quantification Methods:

Emissions quantification methods used for the inventory are largely based on the application of WRI/WBCS Greenhouse Gas Protocol and supporting documentation. Emission factors and activity (usage) data for applicable emission sources are gathered and used to quantify GHG emissions according to best practice methodologies.

General Quantification Formula:

Usage or “activity” data from emissions sources as identified is utilized for calculating emissions. The activity data is multiplied by the correlating emission factors as defined in the protocol or by engineering evaluations for the respective activity. A general formula for calculating emissions is:

Activity Data x Emission Factor = (CO₂, CH₄, N₂O) Emissions

Global Warming Potential:

All GHG emissions are calculated in metric tons per pollutant and converted to metric tons of carbon dioxide (CO₂) equivalents (or “CO₂-e”) using the global warming potentials (GWPs). GWPs allow policy makers to compare the impacts and reductions associated with various gases in our environment relative to a reference gas – CO₂ was chosen as this reference gas and has a GWP equivalent to 1. The GWPs are based on the Intergovernmental Panel on Climate Change (IPCC) Second Assessment Report (SAR) published in 1996. For pollutants other than CO₂, the 100-year GWP factors are used to scale emissions to CO₂-e.

Electric Power Emissions by Grid Sector (U.S. Only):

The Emissions and Generation Resource Integrated Database (eGrid) is the leading source of air emissions data for the electric power sector. eGrid's data is based upon data provided by all U.S. electricity generating plants that provide power to the electric grid and report data to the U.S. government. The U.S. is divided into several regions, which are represented by eGrid factors based upon the electrical generation fuel mixture (i.e., coal, natural gas, nuclear, etc.) for that region. Thus, each utility provider is assigned to a particular region, which results in a corresponding eGrid factor that is used to calculate the appropriate air emissions.

Quantification Method:

The following methods will be used to quantify GHG emissions from the sources identified at Eaton Corporation facilities:

- Direct emissions from stationary combustion of natural gas will be quantified by compiling natural gas invoices issued to each facility by utilities, recording the monthly usage (in MMBtu or MWh), and applying the appropriate emission factor for natural gas combustion.
- Indirect emissions from electricity consumption will be quantified by compiling electric power invoices issued to each facility by utilities, recording the monthly usage (in kWh), and applying the appropriate emission factor by region in which the electricity is generated.

Emission Factors:

Emission factors used for Eaton's inventory are based on guidance documents provided by WRI/WBCSD and the U.S. EPA (U.S. electric power sources only). For direct emissions, equivalent emission factors for CO₂, CH₄, and N₂O by fuel type or process application is used for all sites worldwide. For indirect emissions, emission factors for the specific electricity supplied to Eaton Corporation facilities are defined by the following methods in each relative geography where Eaton operates:

- United States: USEPA eGRID2007(year 2005) version 1.1 – released January 2009
- Outside the US: Though eGrid is consistent for the US with WRI guidance, the WRI GHG Protocol updated International Energy Agency (IEA) emission factors (2004 data) were used for all sites in Europe and rest-of-world.

Activity data is converted to appropriate units for calculating emissions with standard emission factors.

SM1.4a

What are the challenges in allocating emissions to different customers and what would help you to overcome these challenges

Allocation challenges	Please explain what would help you overcome challenges
Other: Sub metering	Challenge: Being unable to measure where and how energy is used. Generally we do not sub meter our factories. Therefore, it is generally difficult to determine a footprint of a single unit of production. Eaton produces close to one million products at more than 200 manufacturing facilities worldwide. We have no method of allocating products to a specific facility, then connecting them to one of our thousands of customers. Potential solution: Submetering of plants would overcome this challenge.
Other: Logistics	Challenge: Monitoring emission sources attributed directly to all product deliveries, e.g., the use of company delivery services. Potential solution: Developing a logistic process to measure energy would overcome this challenge.
Other: Packaging	Challenge: Measuring and recording emissions from the disposal of packaging from our products. Potential Solution: Developing a package disposal profile would overcome this challenge.

SM1.4b

Please describe whether and how you plan to develop your capabilities to allocate emissions to your customers in the future

In the future Eaton plans to add scope 3 emissions.

Additional enhancements would include:

- Continue to develop our Life Cycle Assessment (LCA) process to include more products and achieve a better understanding of a product's GHG impact, including allocation to customers. Establish a process to monitor finished products including transport and packaging waste disposal.
- Establish the carbon footprint of our supply chain. In 2012, we invited our top 200 suppliers to participate in the CDP supplier Information Request which will help identify opportunities for reducing carbon footprints, as well as allocating emissions to customers and suppliers.
- Continue to develop our portfolio of "Green Leaf" products, which represent Eaton's benchmark for environmental performance. The Green Leaf symbol is our promise that the product has been reviewed and documented as offering exceptional, industry-leading environmental benefits to customers, consumers and our communities. The process helps identify the product's carbon footprint.
- Increase employee awareness and understanding of emissions worldwide to provide support to our programs to reduce our carbon footprint.

Page: SM2. Supply Chain - Collaboration

SM2.1

Please use the table below to communicate any proposals you would like to make to specific Supply Chain members for the collaborative development of GHG emission reducing projects or products

Please do NOT include details of existing commercial offerings of which your customer will already be aware. Use this as an opportunity to think about how you can work with your customer to reduce the emissions associated with the goods and services you provide to your customer.

Please note that this table (for SM2.1) is designed so that only the customer that you select in column 1 ("Please select requesting member") will be able to see the data relevant to them. If you enter an answer without selecting a requesting member, your answer will not be viewable at all.

Please select requesting member	Type of proposal	Details of proposal
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SM2.2a

Have requests or initiatives by CDP Supply Chain members prompted your company to take organizational-level emission reduction initiatives
No

SM2.2b

Please select the requesting member(s) that have driven a reduction

Please select the requesting member(s) that have driven a reduction	Describe the reduction initiative	Give reduction for the reporting year in metric tonnes of CO2e
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Page: SM3. Supply Chain - Product level data

SM3.1

For how many goods/services do you wish to provide data?

5

SM3.1a

Please give the overall percentage of total emissions, for all scopes, that are covered by these products

1%

SM3.2

Please describe the goods/services for which you want to provide data using the following template and attach it to the response

SM3.2a

Product 1 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
PRC is a lighting power distribution control product which enables more efficient and intelligent lighting power distribution compared to traditional lighting control products.		175390	0	Thu 31 May 2012	N/A	ISO 14040 & 14044

SM3.2b

Product 1 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
Production (Manufacturing and Assembly)	129.84	Yes	Primary and secondary	1.Functional unit of the product: To maintain adequate illumination with supplemental lighting for Cherrington office facility consisting of 12,000 sq. ft. with various uses, such as open office and closed office, while operating 14 business hours a day, five days a week, excluding 10 days holidays, by distributing power to deliver a minimum of 45 lumens per sq. ft.area of occupied space to facilitate business operation over a 1 year time period. 2.System Boundary – Processes included – Production, Distribution, Use, and End of Life Process Exclusions & reasons for omissions: Transport of parts, Coating (Painting and galvanizing). Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
Packing and Delivery	5.89	Yes	Primary and secondary	1.Functional unit of the product: To maintain adequate illumination with supplemental lighting for Cherrington office facility consisting of 12,000 sq. ft. with various uses, such as open office and closed office, while operating 14 business hours a day, five days a week, excluding 10 days holidays, by distributing power to deliver a minimum of 45 lumens per sq. ft.area of occupied space to facilitate business operation over a 1 year time period. 2.System Boundary – Processes included – Production, Distribution, Use, and End of Life Process Exclusions & reasons for omissions: Transport of parts, Coating (Painting and galvanizing). Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
Use	175247	No	Primary and secondary	1.Functional unit of the product: To maintain adequate illumination with supplemental lighting for Cherrington office facility consisting of 12,000 sq. ft. with various uses, such as open office and closed office, while operating 14 business hours a day, five days a week, excluding 10 days holidays, by distributing power to deliver a minimum of 45 lumens per sq. ft.area of occupied space to facilitate business operation over a 1 year time period. 2.System Boundary – Processes included – Production, Distribution, Use, and End of Life Process Exclusions & reasons for omissions: Transport of parts, Coating (Painting and galvanizing). Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
End of Life	6.52	No	Primary and secondary	1.Functional unit of the product: To maintain adequate illumination with supplemental lighting for Cherrington office facility consisting of 12,000 sq. ft. with various uses, such as open office and closed office, while operating 14 business hours a day, five days a week, excluding 10 days holidays, by distributing power to deliver a minimum of 45 lumens per sq. ft.area of occupied space to facilitate business operation over a 1 year time period.

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
				2.System Boundary – Processes included – Production, Distribution, Use, and End of Life Process Exclusions & reasons for omissions: Transport of parts, Coating (Painting and galvanizing). Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator

SM3.2c

Product 1 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit

SM3.2d

Product 1 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 1 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name

SM3.2a

Product 2 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
Power Xpert MCC is a Low voltage Motor Control Center used in commercial, institutional, governmental, food and beverage, pharmaceutical and other Lower specification process industries.		15881	0	Thu 31 May 2012	N/A	

SM3.2b

Product 2 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
Production (manufacturing & assembly)	172	Yes	Primary and secondary	1. Functional unit of the product: To control and distribute energy up to 1 kV, using 3200A main busbar and 1000A vertical busbar rating, to all types of motors intended for Midrange industries while operating 24 hours a day, 7 days a week over one year time period." 2. System Boundary – Processes included – MCC production, packaging, distribution, use, EOL. Process Exclusions & reasons for omissions – Scrapping and losses at plant level and Maintenance. Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
Packaging & Delivery	16	Yes	Primary and secondary	1. Functional unit of the product: To control and distribute energy up to 1 kV, using 3200A main busbar and 1000A vertical busbar rating, to all types of motors intended for Midrange industries while operating 24 hours a day, 7 days a week over one year time period." 2. System Boundary – Processes included – MCC production, packaging, distribution, use, EOL. Process Exclusions & reasons for omissions – Scrapping and losses at plant level and Maintenance. Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
Use	15676	No	Primary and secondary	1. Functional unit of the product: To control and distribute energy up to 1 kV, using 3200A main busbar and 1000A vertical busbar rating, to all types of motors intended for Midrange

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
				industries while operating 24 hours a day, 7 days a week over one year time period.” 2. System Boundary – Processes included – MCC production, packaging, distribution, use, EOL. Process Exclusions & reasons for omissions – Scrapping and losses at plant level and Maintenance. Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
End of Life	13	No	Primary and secondary	1. Functional unit of the product: To control and distribute energy up to 1 kV, using 3200A main busbar and 1000A vertical busbar rating, to all types of motors intended for Midrange industries while operating 24 hours a day, 7 days a week over one year time period.” 2. System Boundary – Processes included – MCC production, packaging, distribution, use, EOL. Process Exclusions & reasons for omissions – Scrapping and losses at plant level and Maintenance. Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator

SM3.2c

Product 2 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 2 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 2 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 3 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
Pow-R-Way III Busway is a 600 volt, totally enclosed, non-ventilated, sandwich bus design systems. Pow-R-Way III is available in outdoor feeder, indoor feeder, indoor plug in and indoor sprinkler-proof configurations. Electrical power can be supplied to any area of a building by connecting standard lengths of busway.		35376	0	Thu 31 May 2012		

SM3.2b

Product 3 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
Production (manufacturing and assembly)	320	Yes	Primary and secondary	1. Functional unit of the product: To distribute 2500A electricity for an industrial setup, operating 24 hours a day, 7 days a week over one year time period. 2. System Boundary – Processes included – Production, Distribution, Use, and End of Life Process Exclusions & reasons for omissions – Assembly and testing, scrap and losses at plant coating of small metal parts, Packaging and maintenance. Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM,

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
				plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
Packing & Delivery	27	Yes	Primary and secondary	1. Functional unit of the product: To distribute 2500A electricity for an industrial setup, operating 24 hours a day, 7 days a week over one year time period. 2. System Boundary – Processes included – Production, Distribution, Use, and End of Life Process Exclusions & reasons for omissions – Assembly and testing, scrap and losses at plant coating of small metal parts, Packaging and maintenance. Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
Use	35023	No	Primary and secondary	1. Functional unit of the product: To distribute 2500A electricity for an industrial setup, operating 24 hours a day, 7 days a week over one year time period. 2. System Boundary – Processes included – Production, Distribution, Use, and End of Life Process Exclusions & reasons for omissions – Assembly and testing, scrap and losses at plant coating of small metal parts, Packaging and maintenance. Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator
End of Life	5	No	Primary and secondary	Production1. Functional unit of the product: To distribute 2500A electricity for an industrial setup, operating 24 hours a day, 7 days a week over one year time period. 2. System Boundary – Processes included – Production, Distribution, Use, and End of Life Process Exclusions & reasons for omissions – Assembly and testing, scrap and losses at plant coating of small metal parts, Packaging and maintenance. Contribution of these processes is less than 1%, over whole life cycle of system. Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator

SM3.2c

Product 3 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 3 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 3 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 4 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
Capitole 40 is a Low voltage motor control center mainly used in petrochemical industries and data centers.		15901	0	Thu 31 May 2012	N/A	

SM3.2b

Product 4 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
Production (manufacturing &	206	Yes	Primary and secondary	1. Functional unit of the product: To control and distribute energy up to 1 k, using 3200A main busbar and 1000A vertical busbar rating to all types of motors intended for customers

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
assembly				mainly in petrochemical industries and data centers while operating 24 hours a day, 7 days a week over one year time period. 2. System Boundary – Processes included – Includes Capitole 40 production, packaging, distribution, use (operation for 30 years), EOL Exclusions & reasons for omissions - Maintenance (assuming no maintenance over lifetime) Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator.
Packing & Delivery	14	Yes	Primary and secondary	1. Functional unit of the product: To control and distribute energy up to 1 k, using 3200A main busbar and 1000A vertical busbar rating to all types of motors intended for customers mainly in petrochemical industries and data centers while operating 24 hours a day, 7 days a week over one year time period. 2. System Boundary – Processes included – Includes Capitole 40 production, packaging, distribution, use (operation for 30 years), EOL Exclusions & reasons for omissions - Maintenance (assuming no maintenance over lifetime) Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator.
Use	15676	No	Primary and secondary	1. Functional unit of the product: To control and distribute energy up to 1 k, using 3200A main busbar and 1000A vertical busbar rating to all types of motors intended for customers mainly in petrochemical industries and data centers while operating 24 hours a day, 7 days a week over one year time period. 2. System Boundary – Processes included – Includes Capitole 40 production, packaging, distribution, use (operation for 30 years), EOL Exclusions & reasons for omissions - Maintenance (assuming no maintenance over lifetime) Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator.
End of Life	4	No	Primary and secondary	1. Functional unit of the product: To control and distribute energy up to 1 k, using 3200A main busbar and 1000A vertical busbar rating to all types of motors intended for customers mainly in petrochemical industries and data centers while operating 24 hours a day, 7 days a week over one year time period. 2. System Boundary – Processes included – Includes Capitole 40 production, packaging, distribution, use (operation for 30 years), EOL Exclusions & reasons for omissions - Maintenance (assuming no maintenance over lifetime) Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator.

Product 4 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 4 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 4 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 5 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
Powerware 9395 UPS is smaller, lighter and more efficient than its predecessor, the Powerware 9315 UPS. 9395 UPS has technology that enables it to adapt its operation to the needs of the load while maintaining the highest efficiency. "Multi-mode" operation, where the UPS not only operates in traditional "double conversion" and "battery" modes but also in an adaptive "Energy Saver Mode" (subsequently ESM), is enabled by the use of superior digital signal processing and smart algorithms designed to quickly match the critical load with electrical power at the highest available efficiency and quality.		2600000	0	Thu 31 May 2012	N/A	

SM3.2b

Product 5 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
Production (manufacturing & assembly)	10400	Yes	Primary and secondary	1. Functional unit of the product: Ensure continuous and reliable power, following the defined typical load up profile, for critical applications over 15 years, ensuring redundancy 2. System Boundary – Processes included – Includes UPS production, packaging, distribution, use (15 years), EOL Exclusions & reasons for omissions: a.) Water use and treatment of used water for washing the 9395 system’s air filters (contributing less than 1% of total impacts), b.) Transport of power harness lugs (weight < 0.001% of total system weight) Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator.
Packing & Delivery	0	Yes	Primary and secondary	1. Functional unit of the product: Ensure continuous and reliable power, following the defined typical load up profile, for critical applications over 15 years, ensuring redundancy 2. System Boundary – Processes included – Includes UPS production, packaging, distribution, use (15 years), EOL Exclusions & reasons for omissions: a.) Water use and treatment of used water for washing the 9395 system’s air filters (contributing less than 1% of total impacts), b.) Transport of power harness lugs (weight < 0.001% of total system weight) Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator.
Use	2589600	No	Primary and secondary	1. Functional unit of the product: Ensure continuous and reliable power, following the defined typical load up profile, for critical applications over 15 years, ensuring redundancy 2. System Boundary – Processes included – Includes UPS production, packaging, distribution, use (15 years), EOL Exclusions & reasons for omissions: a.) Water use and treatment of used water for washing the 9395 system’s air filters (contributing less than 1% of total impacts), b.) Transport of power harness lugs (weight < 0.001% of total system weight) Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator.
End of Life	0	No	Primary and secondary	1. Functional unit of the product: Ensure continuous and reliable power, following the defined typical load up profile, for critical applications over 15 years, ensuring redundancy 2. System Boundary – Processes included – Includes UPS production, packaging, distribution, use (15 years), EOL Exclusions & reasons for omissions: a.) Water use and

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
				treatment of used water for washing the 9395 system's air filters (contributing less than 1% of total impacts), b.) Transport of power harness lugs (weight < 0.001% of total system weight) Source of data: Primary data – Product BOM, plant data; Secondary data – Ecoinvent 2.0, web-based distance calculator.

SM3.2c

Product 5 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 5 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 5 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 6 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 6 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 6 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 6 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 6 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 7 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 7 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 7 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 7 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 7 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 8 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 8 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 8 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 8 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 8 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 9 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 9 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 9 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 9 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 9 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 10 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 10 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 10 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 10 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 10 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 11 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 11 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 11 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 11 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 11 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 12 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 12 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 12 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 12 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 12 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 13 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 13 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 13 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 13 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 13 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 14 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 14 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 14 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 14 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 14 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 15 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 15 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 15 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 15 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 15 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 16 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 16 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 16 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 16 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 16 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 17 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 17 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 17 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 17 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 17 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 18 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 18 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 18 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 18 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 18 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 19 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 19 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 19 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 19 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 19 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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SM3.2a

Product 20 - Please describe the goods/services for which you want to provide data

Description of good/service	SKU (Stock Keeping Unit)	Total emissions in kg CO2e per unit	+/- % change from previous figure supplied	Date of previous figure supplied	Explanation of change	Methods used to estimate lifecycle emissions
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SM3.2b

Product 20 - Data for lifecycle stages

Please enter lifecycle stage	Emissions (kg CO2e) per unit at the lifecycle stage	Is this stage under your ownership or control?	Type of data used	Data quality
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SM3.2c

Product 20 - Please detail emission reduction initiatives completed or planned for this product

Initiative number or name	Description of initiative	Completed or planned	Emission reductions in kg CO2e per unit
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SM3.2d

Product 20 - Have any of the initiatives described in SM3.2c been driven by requesting members?

SM3.2e

Product 20 - Please explain which initiatives have been driven by requesting members

Requesting member(s)	Initiative number or name
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Module: Sign Off [Supply Chain]

Page: Sign Off [Supply Chain]

Please enter the name of the individual that has signed off (approved) the response and their job title

CDP