



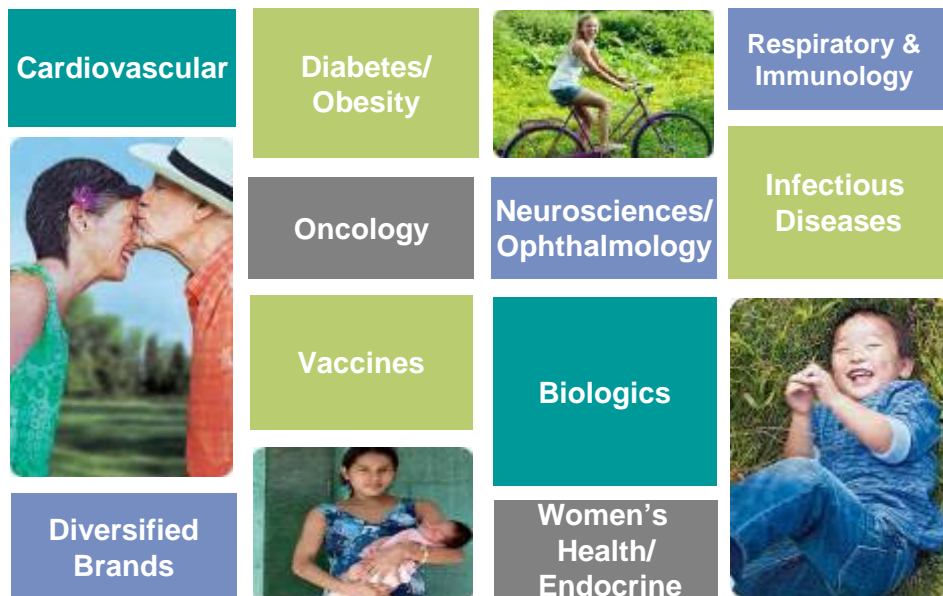
# Merck's Global Energy Program

Thomas A. Pagliuco  
ACEEE National Symposium on  
Market Transformation  
Washington, DC  
April 22, 2015



# Today's Merck

Merck is a global healthcare leader working to help the world be well



We provide innovative medicines, vaccines, biologic therapies and consumer and animal health products to help improve health and well-being

We have been operating since 1851

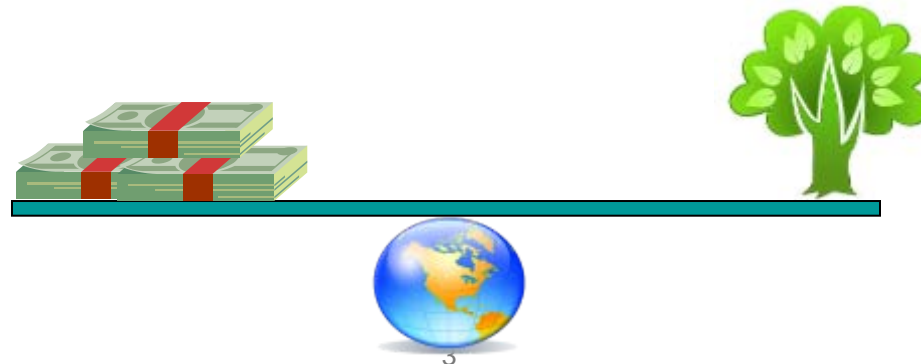
<b>TRADE NAME</b>	The Company is known as <b>Merck</b> in the USA and Canada. Everywhere else, we are known as <b>MSD</b> .
<b>EMPLOYEES</b>	Approximately 73,000 (as of 06/30/2014)
<b>HEADQUARTERS</b>	Whitehouse Station, New Jersey, U.S.A.
<b>BUSINESSES</b>	Pharmaceuticals, Vaccines, Biologics, Consumer Health Care and Animal Health
<b>2013 REVENUES</b>	\$44 billion; 59% from outside USA
<b>R&amp;D</b>	\$7.1 billion; 22 products in late stage development

We work with customers in 140 countries to deliver broad-based healthcare solutions

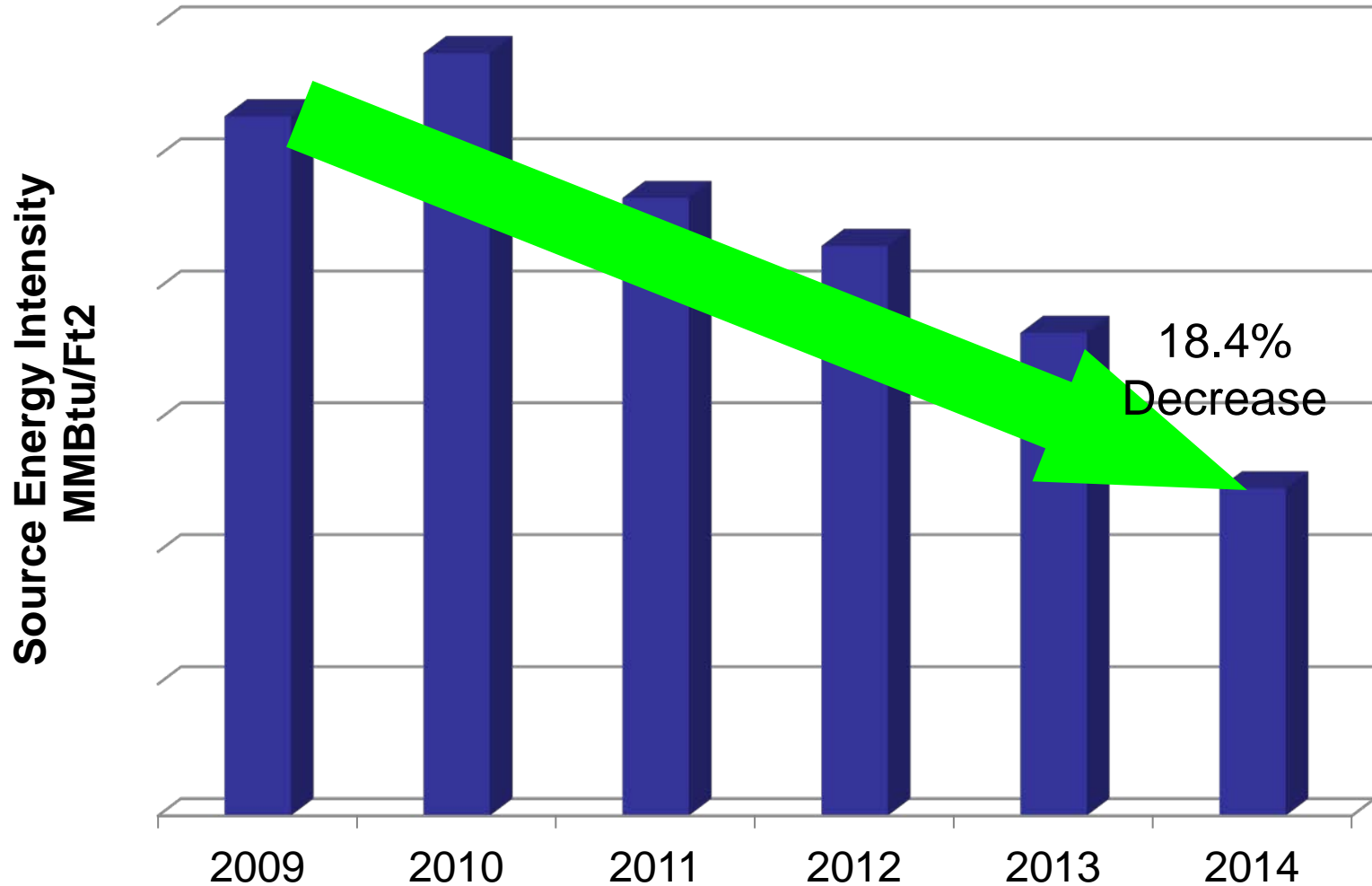


# What is motivating the Pharmaceutical industry to improve energy efficiency?

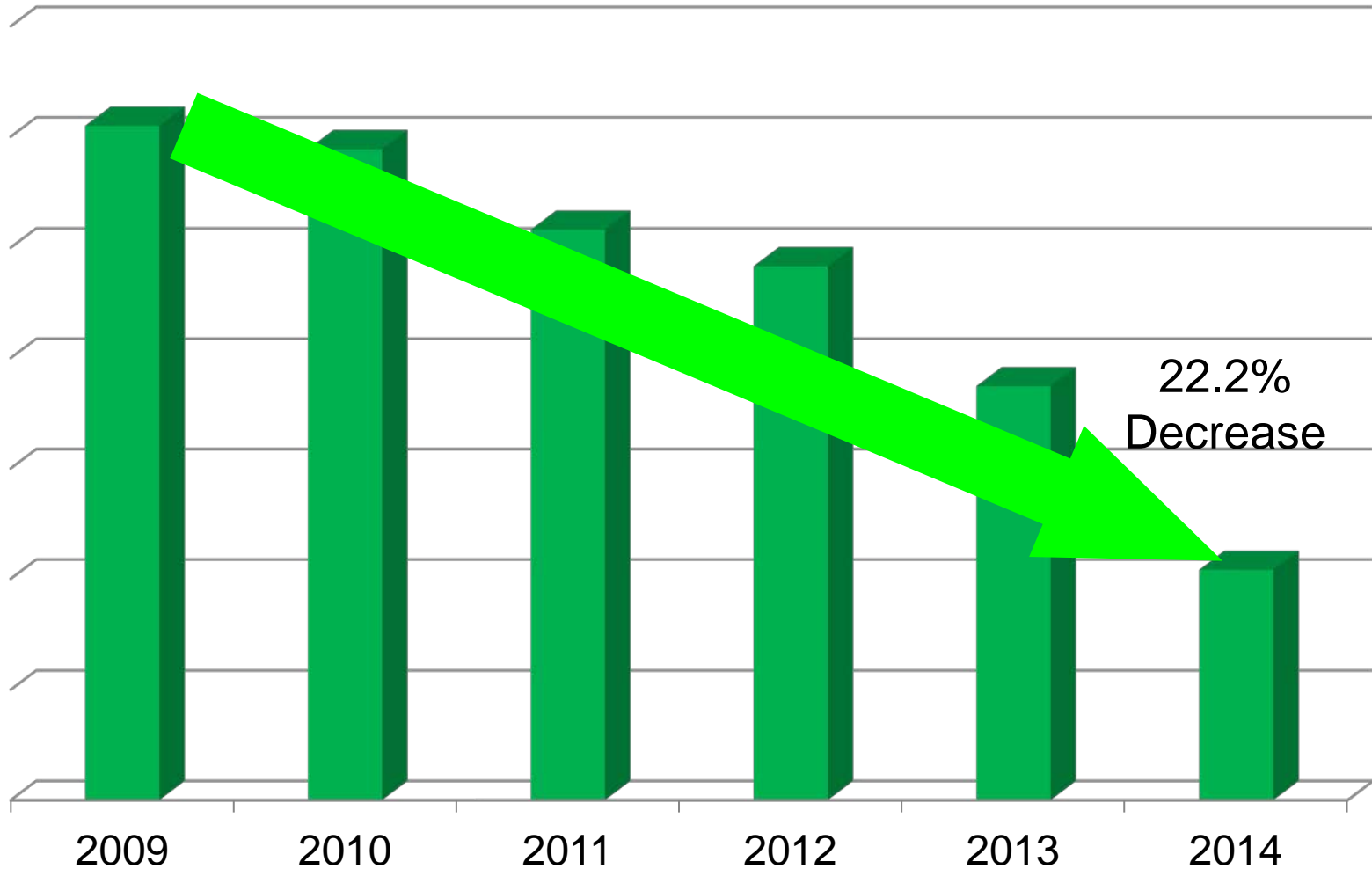
- Environmental responsibility and sustainability
- A focus on reducing Greenhouse Gas emissions
  - Merck global GHG emission reduction target is a **15% absolute reduction** of 2012 CO<sub>2</sub> emission levels by 2020
  - The majority of the GHG emission reductions will come from energy efficiency improvements
- Increasing cost & global volatility of energy supply



# Energy Intensity is Decreasing



# GHG Emissions are Decreasing





# 2015 ENERGY STAR Sustained Excellence

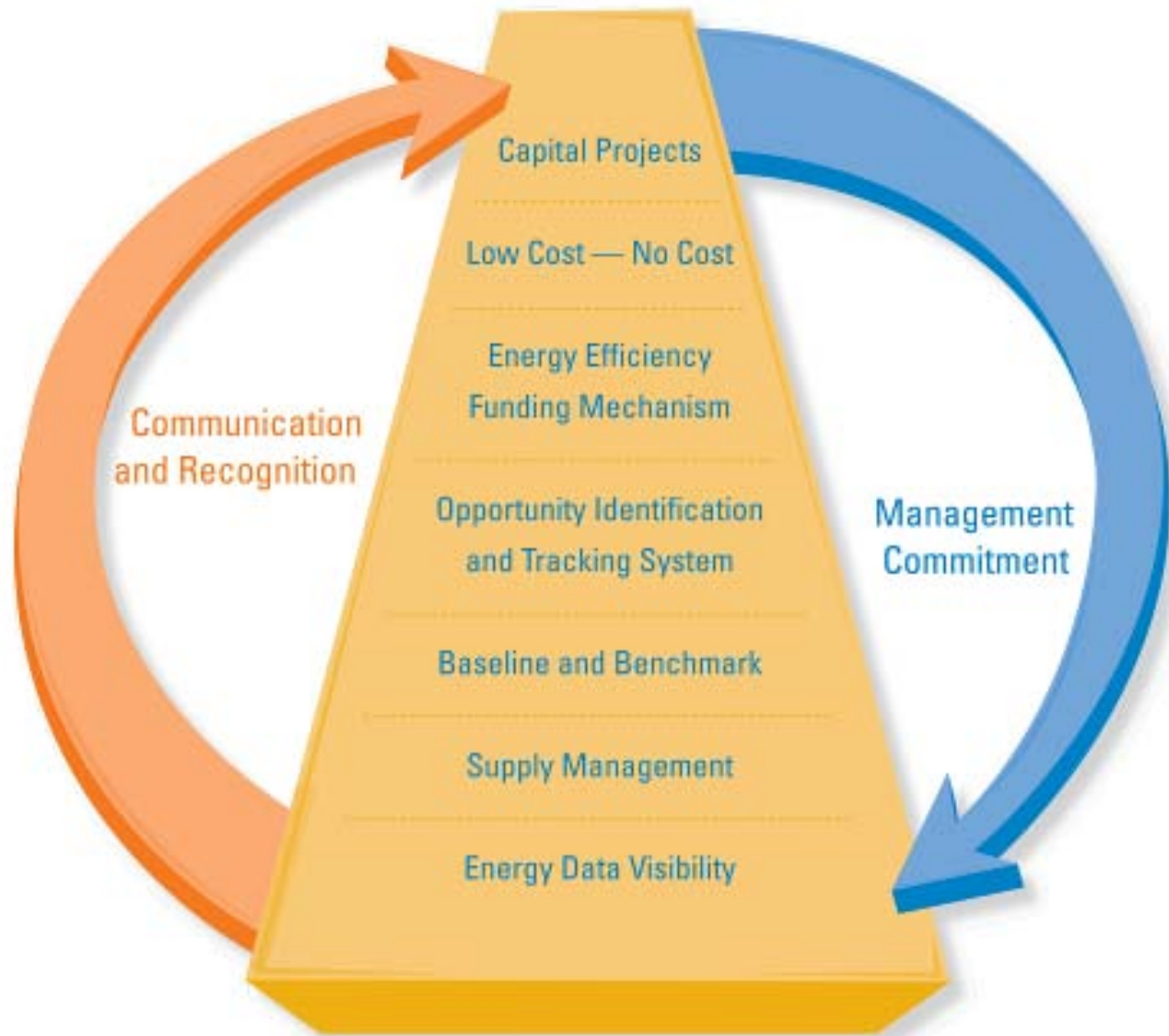
*The Tradition Continues – 10 Consecutive Years!*



**PARTNER OF THE YEAR**  
**Sustained Excellence**



# Strategic Energy Management Roadmap



# Investment Focus

*The cheapest and greenest kWh is the one you don't use!*

## Energy Efficiency Improvement

- Colleague Awareness
- No cost / low cost opportunities
- Capital projects

## Combined Heat and Power

## Demand Response and Load Shedding

## Renewables

- Power Purchase Agreements



# Energy Treasure Hunts

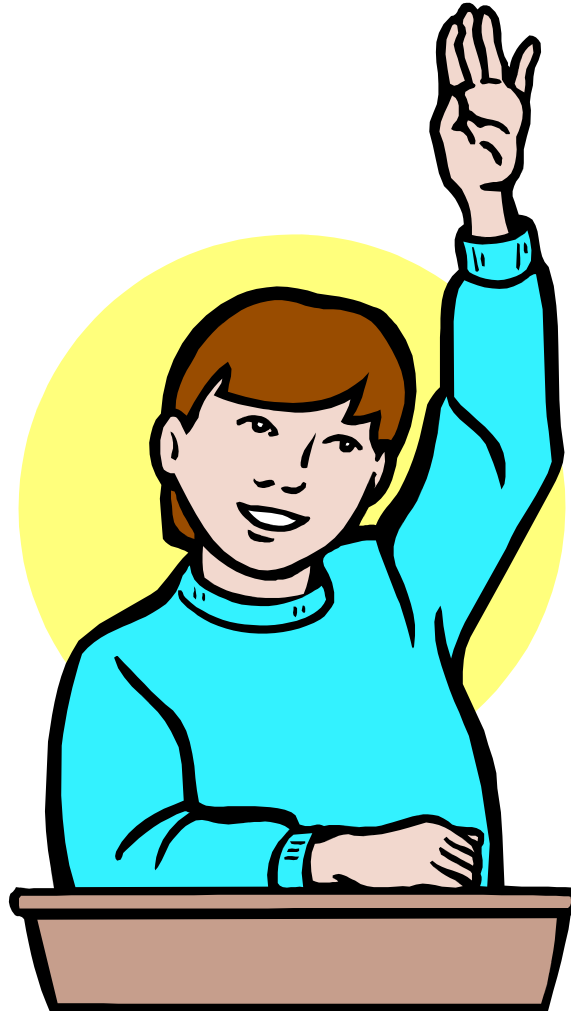
*Engaging Colleagues and Peers*



**MERCK**  
**TREASURE HUNT**  
Global Energy Team

A logo featuring a stylized map of the world in teal and grey. A magnifying glass with a black handle and a yellow lens is positioned over the map, focusing on a specific location. The map is framed by a grey border that looks like a rolled-up scroll.

# Questions ???



# Contact Information



Thomas A. Pagliuco

Director, Global Energy & Sustainability CoE  
Global Work

126 East Lincoln Ave

Rahway, NJ 07065

office: +1-732-594-5047

email: [thomas.pagliuco@merck.com](mailto:thomas.pagliuco@merck.com)