

# Developing high-quality climate action plans

Session #3 of a five-step program  
“From awareness to action”

July 9, 2024



# A five-step program “From awareness to action” by McKinsey

## Session 1

**Solving the Net-Zero equation**

Explore the **requirements for achieving Net-Zero** emissions and understand the **implications for companies**

## Session 2

**Managing strategies in an uncertain world**

Learn how to develop **strategic options for a low-carbon future**, set **baselines**, and choose the right **strategic posture** for your company

## Session 3

**Developing high-quality climate action plans**

Discover how to create high-quality **climate action roadmaps** and drive change in value-focused boardrooms through **levers for decarbonization**

## Session 4

**Motivating leadership teams and organizations**

Uncover the **capabilities and motivation** organizations need to navigate technological advancements, policy shifts, and investor expectations

## Session 5

**Mapping the road ahead**

Understand the importance of **essential efforts and collaboration** between public and private sectors in achieving global economic transformation

# McKinsey Sustainability

Our aspiration – To be the largest private sector catalyst for decarbonization, helping clients in all industries and sectors make meaningful progress by 2030 and reach Net Zero by 2050 in line with the Paris Agreement.

## McKinsey on Climate, Decarbonization and ESG



10+ years of experience in helping clients innovate for Sustainability

Investing in capabilities and knowledge

Leading voice on climate

Convening power and Ecosystem access

Setting targets to reduce our greenhouse-gas emissions

In 2023

**1,720+**

sustainability-related client engagements

**>200**

Data scientists, analysts, researchers and knowledge consultants

**>100**

publications in 2020 with ~1.5 mil views on McKinsey.com site

**>20**

leading industry associations we are partnering with

**2030**

- target year we set to reach Net Zero

# Today's speaker: Pawel Torbus

Associate Partner at McKinsey & Company, Warsaw



## Experience

- Global Lead of Energy Solutions: Decarbonization Team
- Serves O&G, chemical, mining and industrial players around the globe on finding their optimal decarbonization pathways and understanding trade-offs
- Deep expertise in industrial operations, corporate and regulatory strategy, abatement cost analysis and market regulations

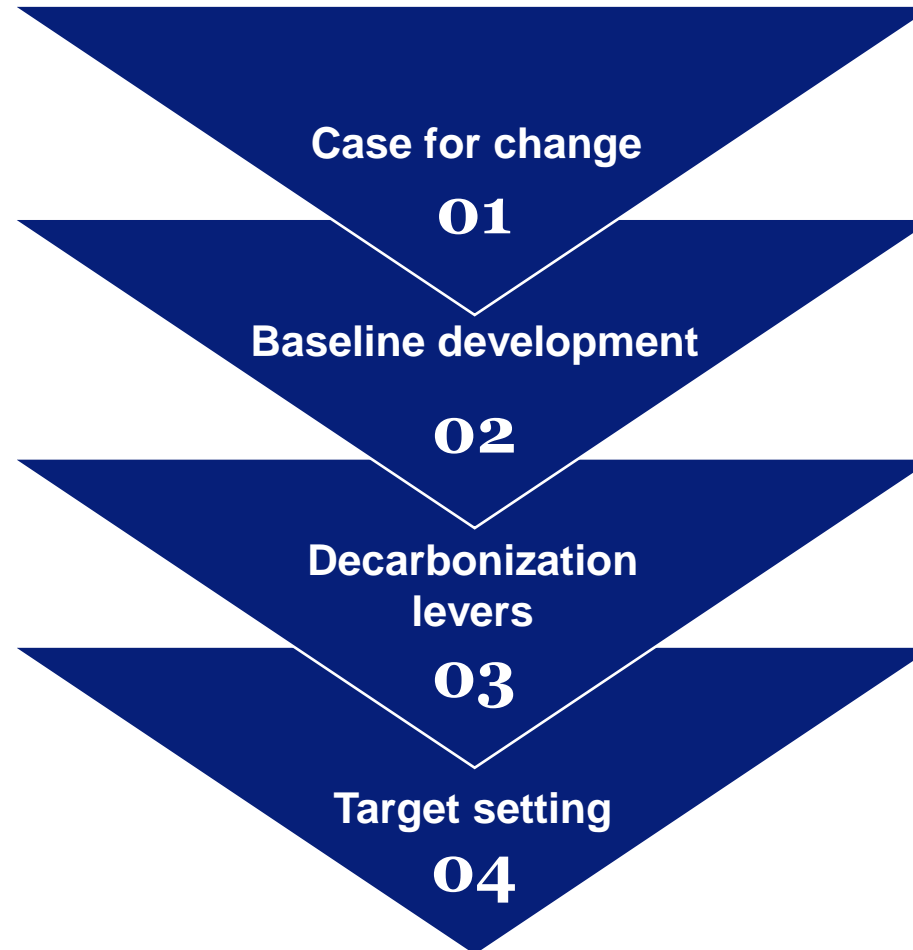
## Education

- Pawel holds two Master of Science degrees in Chemical Technology at University of Science in Krakow, Poland and in Energy Engineering and Management at Instituto Superior Tecnico Lisbon, Portugal
- Undertook a ~2 years research internship in Institute of Energy and Fuel Processing Technology in Zabrze, Poland

# Key components of decarbonization target-setting and pathway development

**01** Decarbonization trends including regulatory, financial and consumer behaviour changes

**03** Identify decarbonization levers and assess impact and costs, building Marginal Abatement Cost Curves (MACC) for prioritization for the mid term and the long term



**02** Set baseline boundaries, collect data, build GHG emissions baseline, and analyze the output

**04** Set the target based on SBTi-aligned best practices and define potential decarbonization pathways based on industry trends, 1.5oC and 2oC alignment and abatement potential of NPV positive and negative levers

# Key components of decarbonization target-setting and pathway development

■ Detailed next

**01** Decarbonization trends including regulatory, financial and consumer behaviour changes

Case for change

01

Baseline development

02

Decarbonization levers

03

Target setting

04

**02** Set baseline boundaries, collect data, build GHG emissions baseline, and analyze the output

**03** Identify decarbonization levers and assess impact and costs, building Marginal Abatement Cost Curves (MACC) for prioritization for the mid term and the long term

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# Baseline | 6 questions to be answered after baselining exercise

- 1 What are the most significant GHG emission sources?

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- 2 Which specific assets/processes generate the most emissions across operations?

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- 3 What drives them and how much control does the company have on drivers?

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- 4 What are alternative, less emitting ways to get to the same outcome?

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- 5 At a high level, what would be the trade-offs to reduce emissions from the most polluting sources?

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- 6 How would decarbonization create value for the company?

# Key components of decarbonization target-setting and pathway development

■ Detailed next

**01** Decarbonization trends including regulatory, financial and consumer behaviour changes

Case for change

01

**02** Set baseline boundaries, collect data, build GHG emissions baseline, and analyze the output

Baseline development

02

**03** Identify decarbonization levers and assess impact and costs, building Marginal Abatement Cost Curves (MACC) for prioritization for the mid term and the long term

Decarbonization levers

03

**04** Set the target based on SBTi-aligned best practices and define potential decarbonization pathways based on industry trends, 1.5oC and 2oC alignment and abatement potential of NPV positive and negative levers

Target setting

04



# Poll – Decarbonization levers

# Key steps to identify and prioritize decarbonization levers



Using the emission baseline from previous step, **levers could be identified first for focus areas to decarbonize**

- Levers could be identified through **workshops** with the operations and sustainability group and **expert peer discussions**, when possible
- Levers should be carefully **assessed** based on the company's specific context

For each lever, typical information should be collected to assess the **Marginal Abatement Cost (MAC)** including

- Lever lifetime
- Total cost of the lever
- Any expected savings to be delivered by the lever
- Volume of GHG emissions saved over the lever lifetime
- Potential governmental support such as tax rebates and subsidies

The **Marginal Abatement Cost** of a specific lever is **calculated based on the Net Present Value of the lever and the total GHG emissions abated** over the life of the lever

Then, to build the MACC, the **Marginal Abatement Cost and abatement per tCO<sub>2</sub> of each lever are collated** on a bar chart


Levers should be **prioritized** over different time horizons to reach desired emissions reduction and optimal associated costs


Such prioritization is **based on the company's level of ambition and capital availability** for negative NPV levers

































This will help build a potential **decarbonization pathway** based on prioritized levers and assess the gap to net zero pathway

# Step 1: Identify levers – After defining emission baseline, a long-list of levers is identified across all sources of emissions

Illustrative

 Levers prioritized for review based on initial economic assessment

 Levers feasible, but de-prioritized based on internal economics assessment

Emission source	Considerations to select the target lever	Groups of levers						
		 RES	 Efficiency	 CCUS	 Hydrogen	 Electrification	 Biofuels	 Innovation
Electricity generation (offsite)	Compare current to alternative electricity sources, e.g., grid supply, on-grid RES, own RES, on-site gas with CCUS. For example, grid power is more expensive, but has lower emissions intensity (0.45 tCO <sub>2</sub> /MWh) versus own gas generation (~0.6 tCO <sub>2</sub> /MWh)				<i>Possible storage for high-share RES</i>			
Electricity generation (onsite)					<i>Possible storage for high-share RES</i>			
Steam generation (onsite)	Compare current costs and efficiency of fossil-fuels driven steam generation from boilers via electrification or CCUS, with machine drives to be assessed with direct electrification	<i>Required for electrification</i>						 <i>Conc. solar power</i>
Process heating	Process heating is typically high temperature (>400C) and is limited to alternative fuels like electricity, biogas (limited availability), hydrogen (high costs, carbon footprint depending on production route) or post-combustion CCUS	<i>Required for electrification</i>						
Machine drive	Review costs of steam-powered turbines and engines versus electric motor	<i>Required for electrification</i>						
Process emissions	Difficult to abate emissions. Solutions include change of technology (e.g., hydrogen from SMR to ATR+CCUS) and CCUS on the emissions stream (e.g., CCUS on FCC coke)							

# Step 1: Identify levers – Levers could be identified and stress-tested through workshops with operations and the sustainability team



# Step 1: Identify levers – Decarbonization levers should be carefully assessed vs each specific company’s internal and external context



## Regulatory context

Each national, and sometimes regional, jurisdiction has its own policies and regulations on climate change, including subsidies for specific abatement technologies, carbon taxes or penalties, which may affect a lever’s profitability



## Company’s baseline

The company’s starting point is important to build a relevant list of abatement levers. In-flight initiatives with an impact on the baseline, or levers that had been previously implemented, should be identified early in the process



## Geographic location

Location-specific factors such as access to technology or implementation capabilities have an impact on a lever’s abatement efficiency



## Operating costs

The lever’s costs include operating costs which vary greatly from one company to another even if they belong to the same industry or are based in the same country

# Step 2: Analyze cost and abatement potential – Generating a MACC requires calculating each lever’s financial impact and abatement potential

Overview of type of information needed

## 1

### The lever lifetime

- The number of years for which the lever is expected to deliver GHG abatement

## 2

### The total cost of the lever

The total implementation cost and any ongoing operational costs required for the life of the lever, including

- Upfront capital costs
- Cost of finance
- Ongoing operational expenses
- Discount rate (to allow for the diminishing real value of money over time)
- Potential tax rebates and subsidies

## 3

### Any expected savings to be delivered by the lever

- Potential operational cost savings
- Lever revenue stream opportunities
- Asset salvage values

## 4

### The volume of GHG emissions saved over the lever lifetime

- A factor of multiplying anticipated reduction in consumption values by an emission factor (emission factors used for the baseline should be leveraged)

# Step 2: Analyze cost and abatement potential – The Marginal Abatement Cost of each lever is calculated using a specific formula



$$\text{Marginal Abatement Cost (\$/t CO2e)} = \frac{\text{- Net Present Value (\$)}}{\text{Total GHG emissions abated over the life of the lever}}$$

Where,

$$\text{Net Present Value} = \frac{\text{Total lever costs – Total lever savings}}{(1+\text{Discount rate})^{\text{lever lifetime}}}$$

The Net Present Value (NPV) represents the total value of the lever by summing all its costs and savings and adjusted for the time value of money

- Where costs exceed the savings, the NPV will be a negative value representing a net cost to the agency
- Conversely, where the savings exceed the costs, the NPV will be a positive number evidencing that the lever will pay for itself

To calculate the Marginal Abatement Cost, it is necessary to multiply the NPV by negative one (-1)

- This is to show that levers with negative Marginal Abatement Cost are in fact economically viable
- Conversely, a positive Marginal Abatement Cost has a true cost per tCO<sub>2</sub>e abated and is associated with a negative NPV

# Step 2: Detailed Marginal Abatement Cost calculation formula



## Abatement cost formula

Abatement cost is defined as potential carbon tax at which NPV of decarbonization initiative is equal 0:

$$\text{Abatement cost [USD/tCO}_2\text{e]} = \frac{\text{CAPEX difference [USD]} + \text{NPV ( OPEX difference during asset lifetime) [USD]}}{\text{NPV ( abated emissions during asset lifetime) [tCO}_2\text{e]}}$$

## Methodology



$$\text{CAPEX difference [USD]} = \text{Decarbonization CAPEX [USD]} - \text{Reference CAPEX [USD]}$$

- In case of brownfield decarbonization, reference CAPEX is 0, as source of emissions (e.g. gas turbine, Steam Methane Reforming unit) already exists in asset.
- Reference CAPEX should be considered in case of greenfield decarbonization due to potential choice between clean and emissive units



$$\text{OPEX difference [USD/year]} = \text{Decarbonization OPEX [USD/year]} - \text{Reference OPEX [USD/year]}$$

- In OPEX difference calculations include potential OPEX change due to fuel switch, increased unit efficiency etc.
- Negative OPEX difference represents potential yearly savings achieved together with emissions abatement



$$\text{Abated emissions [tCO}_2\text{e/year]} = \text{Decarbonization case emissions [tCO}_2\text{e/year]} - \text{Reference case emissions [tCO}_2\text{e/year]}$$

- Abated emissions represent difference in emissions between decarbonization and reference case
- Net-zero levers (e.g. full switch to renewables, green hydrogen, green electrification) assume abatement of all unit emissions, however part of levers assumes partial decarbonization (efficiency improvements for gas-fired units, uncaptured emissions by CCS)
- Abated emissions are discounted in abatement cost formula as they represent future cash flow assuming that each tonne of CO<sub>2</sub>e is related to potential carbon tax [USD/tCO<sub>2</sub>e]



# Step 2: Electric steam boilers will significantly reduce emissions from heat generation

Marginal Abatement Cost calculation example: steam boiler electrification

## Reference case calculations

CAPEX = 0

$$OPEX = \frac{\text{Natural gas price} \left[ \frac{\text{USD}}{\text{GJ}} \right] * 3.6 \left[ \frac{\text{GJ}}{\text{MWh}} \right]}{\text{Gas boiler efficiency} [\%]} = \frac{5 \frac{\text{USD}}{\text{GJ}} * 3.6 \frac{\text{GJ}}{\text{MWh}}}{95\%} = 19 \frac{\text{USD}}{\text{MWh}_{\text{output}} \text{ year}}$$

$$\text{Emissions} = \frac{\text{Natural gas EF} \left[ \frac{\text{kgCO}_2}{\text{GJ}} \right] * 3.6 \left[ \frac{\text{GJ}}{\text{MWh}} \right]}{1000 * \text{Gas boiler efficiency} [\%]} = \frac{56.4 \frac{\text{kgCO}_2}{\text{GJ}} * 3.6 \frac{\text{GJ}}{\text{MWh}}}{1000 * 95\%} = 0.21 \frac{\text{tCO}_2}{\text{MWh}_{\text{output}} \text{ year}}$$

## Decarbonization case calculations

$$CAPEX = \frac{\text{Solar price} \left[ \frac{\text{USD}}{\text{kW}} \right] * 1000 \left[ \frac{\text{kW}}{\text{MW}} \right]}{365 * 24h * \text{Cap factor} [\%]} + \frac{\text{El. boiler price} \left[ \frac{\text{USD}}{\text{kW}} \right] * 1000 \left[ \frac{\text{kW}}{\text{MW}} \right]}{365 * 24h * \text{Cap factor} [\%]} + \frac{\text{Molten salt price} \left[ \frac{\text{USD}}{\text{MWh capacity}} \right] * \frac{16 [hr]}{24 [hr]}}{365 [days]} = 346 \frac{\text{USD}}{\text{MWh}_{\text{output}}}$$

$$OPEX = \frac{\text{El. boiler fix. O\&M} \left[ \frac{\text{USD}}{\text{MW}} \right]}{365 * 24h} + \text{El. boiler var. O\&M} \left[ \frac{\text{USD}}{\text{MWh}} \right] + \frac{\text{Solar OPEX} \left[ \frac{\text{USD}}{\text{kW}} \right] * 1000 \left[ \frac{\text{kW}}{\text{MW}} \right]}{365 * 24h * \text{Cap factor} [\%]} = 6 \frac{\text{USD}}{\text{MWh}_{\text{output}} \text{ year}}$$

Emissions = 0

## Impact<sup>1</sup>

$$NPV = \text{CAPEX difference} + \text{NPV}(\text{OPEX difference}) = -346,000,000 \text{ USD} + \text{NPV} \left( 13,000,000 \frac{\text{USD}}{\text{year}} \right) = -227,998,480 \text{ USD}$$

$$\text{Abatement cost} = \frac{\text{Initiative NPV}}{\text{NPV}(\text{abated emissions})} = \frac{-227,998,480 \text{ USD}}{\text{NPV} \left( -210,000 \frac{\text{tCO}_2}{\text{year}} \right)} = 120 \frac{\text{USD}}{\text{tCO}_2}$$

1. OPEX and emissions NPV is calculated for 25 years assuming 10% WACC

## Description

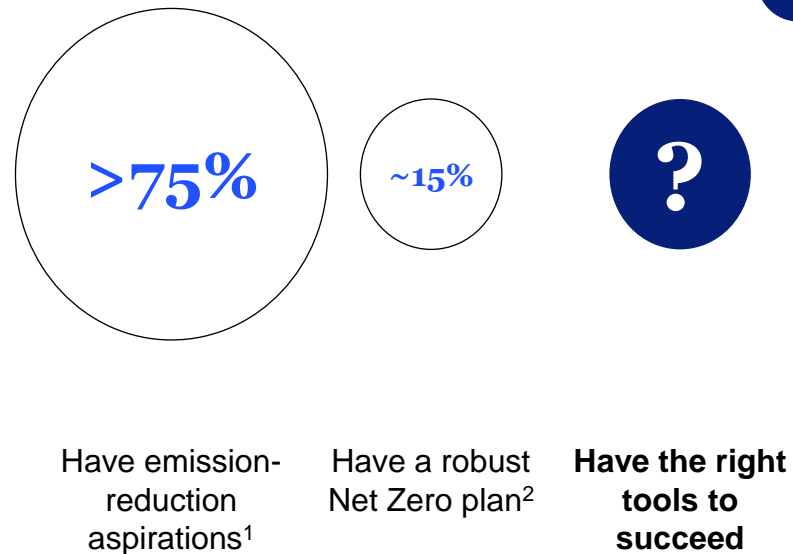
**Steam boiler electrification** lever assumes replacement of existing **gas-fired steam boiler** or auxiliary boiler with **electric** unit. Source of power energy potentially can be generated by own **renewables sources** (solar, wind) or **green electricity** (PPA provided by third party body). Thermal storage is possible with potential development of e.g. **molten salt heat storage**

## Key inputs (Australia, 2030)

- **Onshore solar CAPEX:** 511 USD/kW
- **Onshore solar OPEX:** 12 USD/kW
- **Onshore solar capacity factor:** 28%
- **Electric boiler cost:** 300 USD/kW
- **Molten salt CAPEX:** 30,000 USD/MWh capacity
- **Heat storage operating time:** 16 hours/day
- **Electric boiler efficiency:** 98%
- **Natural gas price:** 4.74 USD/mmBTU
- **Thermal energy demand:** 1,000,000 MWh/year
- **Lifetime:** 25 years
- **WACC:** 10%

# Step 2: We observe typical challenges companies face in an effort to evaluate impact of decarbonization levers

## Success rate of implementing sustainability aspirations



## Common pitfalls in evaluating impact of decarbonization levers

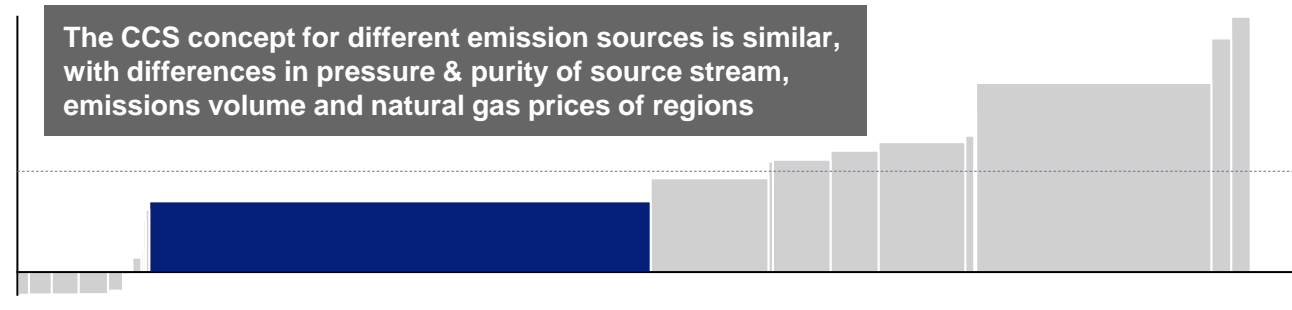
- **Underestimating total cost of decarbonization** incl. required infrastructure, not performing holistic energy and emissions balances
- **Using typical emission factors instead of actual ones** – difference for fuel gas or imported electricity can be massive
- **Wrong units** – people are not used to express analysis in tCO<sub>2</sub>e (have seen mistakes of t with kt and kt with Mt)
- Not applying **discount factor on emissions**
- Using **wrong WACC** (it should be segment specific WACC)

1. Cross industry trend - defined as setting at least one climate or energy commitment

2. Cross industry trend - defined as having a Science Based Target initiative (SBTi) Net Zero target

# Step 2: Analyze cost and abatement potential – Each lever represents a business case compared to a reference scenario

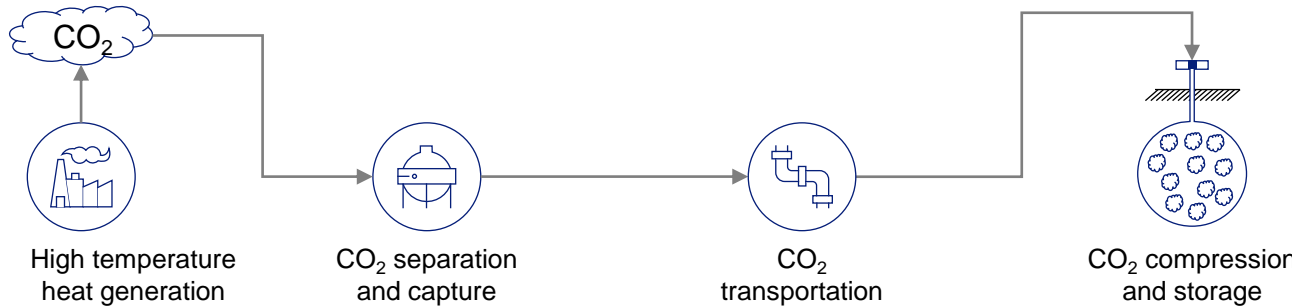
Example: Apply CCS on furnaces



**Example lever abatement cost** 160\$/tCO2 (2025)

**Lever description** Flue gasses from heat generation process are captured, transported via pipeline and injected in reservoir for storage

## Lever concept



Economic Assumptions	Unit	2025	2030	2040	2050
Carbon capture system capex for furnace <sup>1</sup>	\$/tCO2	564	507	450	375
Pipeline CAPEX <sup>2</sup>	\$/tCO2.y ear.km	1	1	1	1
Storage CAPEX <sup>3</sup>	\$/tCO2	2.9	2.8	2.5	2.5
Storage Opex	\$/tCO2	0.9	0.9	0.8	0.8
Compressor CAPEX <sup>3</sup>	Mn \$	14	14	14	14
Operational Assumptions					
CO2 capture rate	%	80	85	90	95
CO2 pipeline length	km	100	100	100	100

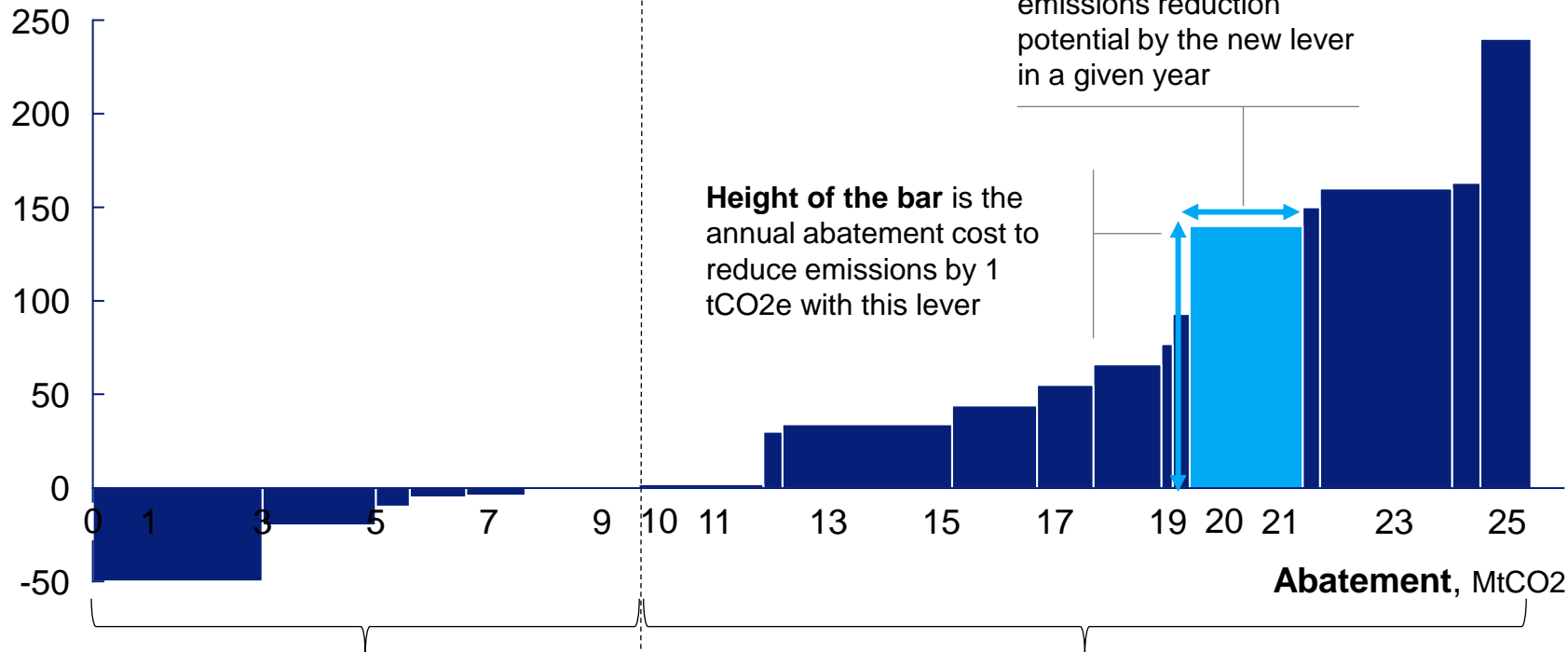
1.Capture cost was further adjusted for emissions size and type from different emission units; 2. These represent levelized cost over carbon abated; 3. Compressor CAPEX was further sized based on required power for different analogs and options

# Step 3: Marginal Abatement Cost Curves help visualize decarbonization levers' impact and costs

Example of MACC

Illustrative

Cost, \$/tCO<sub>2</sub>



**Negative Y-axis indicates levers that are NPV positive and create value:** they provide cost savings for the party implementing the measures (e.g., \$100 cost savings per every tonne of CO<sub>2</sub>e abated through this lever)

**Positive Y-axis indicates levers that are NPV negative:** these levers have additional costs for the party implementing the measures (e.g., \$80 additional cost incurred per every tonne of CO<sub>2</sub>e abated through this lever)



- **Each bar on the cost curve** represents a decarbonization lever
- Levers are **sorted by increasing abatement costs** for the reduction of emissions by tCO<sub>2</sub>e
- **Abatement cost** is calculated as the difference of average costs between new and replaced lever divided by the displaced emissions. It should include potential subsidies that would lower the cost of low carbon technologies

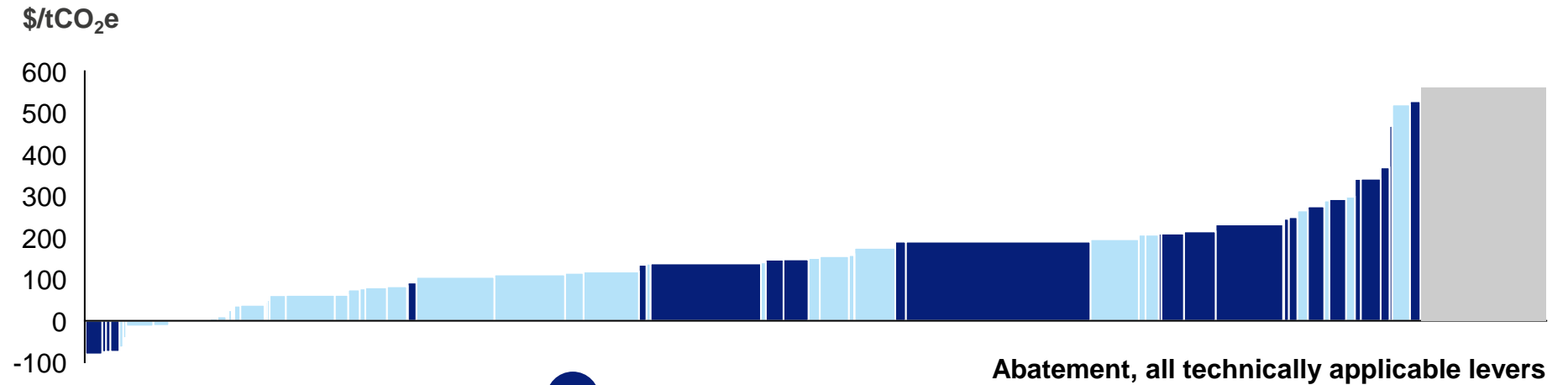
# Step 3: Analyze cost and abatement potential – The unconstrained MACC can guide lever prioritization process

Illustrative

Selected applicable levers    De-prioritized levers    Unabated emissions

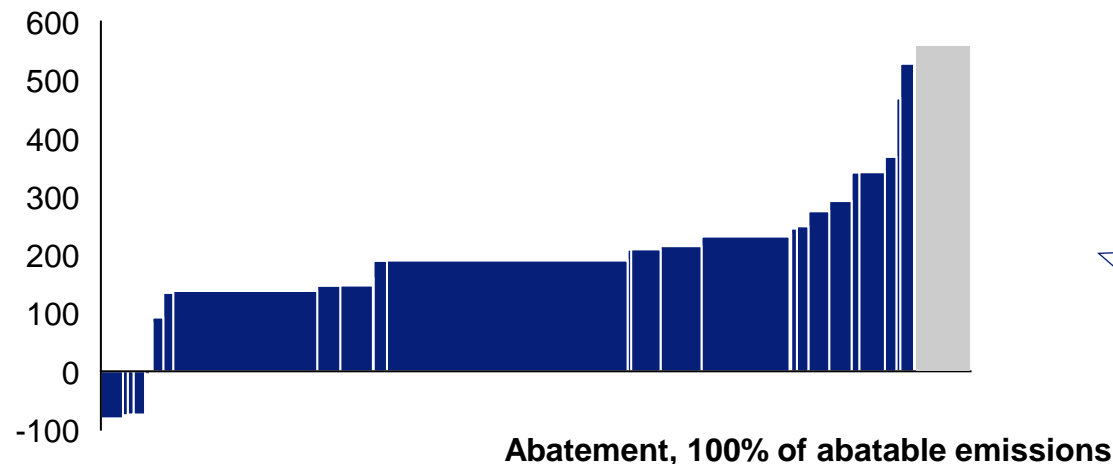
## 1 Unconstrained MACC

The unconstrained MACC contains multiple levers across same emission types, ordered by cost



## 2 Prioritized MACC

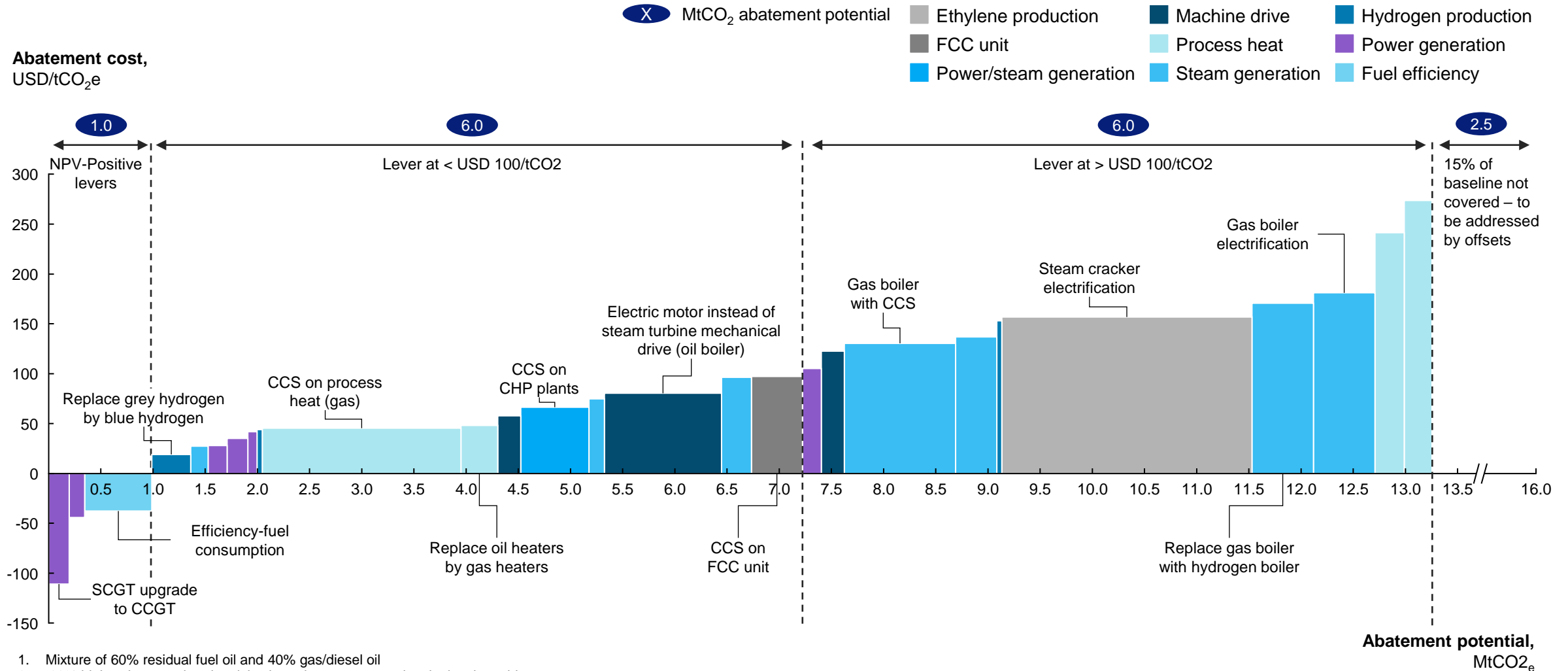
The constraint MACC contains a subset of complementary exhaustive levers covering 100% of the abatable emissions



Regional constraints and asset specific synergies allow to select an optimized list of applicable levers at the asset level

# Step 3: Prioritize levers – Levers could be prioritized and planned based on NPV and impact

MACC for a refinery



1. Mixture of 60% residual fuel oil and 40% gas/diesel oil
2. 23% higher than regular electricity; based on green premium by local provider
3. Varying from 500 USD/tCO<sub>2</sub> for clean sources, such as grey hydrogen production, to 1400 USD/tCO<sub>2</sub> in dirty sources such as FCC

# Step 3: Sensitivity analyses are usually conducted to examine resilience of chosen MACC compared to alternative scenarios

Illustrative

Sensitivities	Rationale	Examples	Illustration
<b>Pace of decarbonization transition</b>	Pace of overall transition, technology availability will impact pricing and availability of levers	<ul style="list-style-type: none"> <li>Target 2035</li> <li>Target 2050</li> </ul>	<p>Cost, USD/tCO<sub>2</sub></p> <p>Abatement, MtCO<sub>2</sub></p> <p>CCUS lever based on current projections on technology pricing</p>
<b>Market economy</b>	Market economy dynamics will impact commodity prices and abatement cost	<ul style="list-style-type: none"> <li>Sensitivity on gas, electricity prices</li> <li>Sensitivity on technology development and pricing</li> </ul>	<p>Cost, USD/tCO<sub>2</sub></p> <p>Abatement, MtCO<sub>2</sub></p> <p>CCUS lever if technology development is accelerated and price decreases</p>
<b>Regulatory landscape</b>	Incentives (i.e., carbon credits, green energy subsidies) and disincentives (i.e., carbon taxes) can change pathway prioritization	<ul style="list-style-type: none"> <li>Carbon tax of \$100/boe</li> <li>CAPEX subsidy for Hydrogen</li> <li>EOR monetization</li> </ul>	<p>Cost, USD/tCO<sub>2</sub></p> <p>Abatement, MtCO<sub>2</sub></p> <p>CCUS lever if monetized using EOR</p>

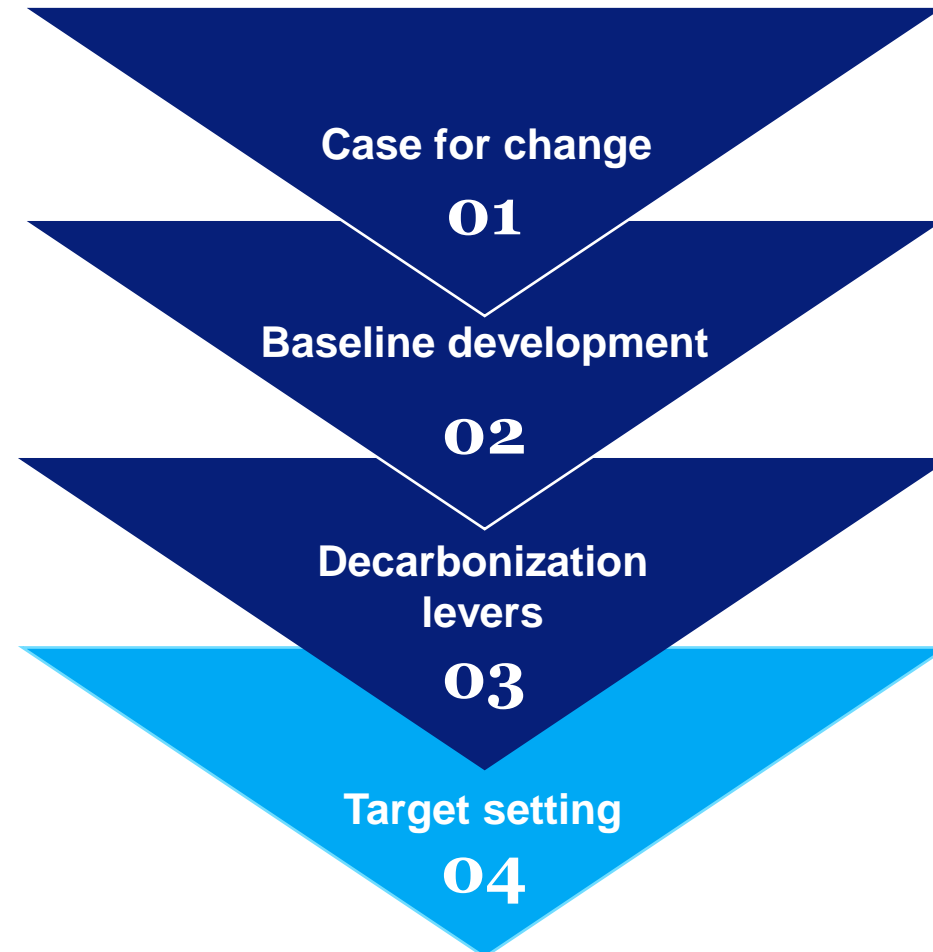
# Key components of decarbonization target-setting and pathway development

■ Detailed next

- 01** Decarbonization trends including regulatory, financial and consumer behaviour changes

*Discussed in previous section “Importance of Net Zero in Kazakhstan”*

- 03** Identify decarbonization levers and assess impact and costs, building Marginal Abatement Cost Curves (MACC) for prioritization for the mid term and the long term



- 02** Set baseline boundaries, collect data, build GHG emissions baseline, and analyze the output

- 04** Set the target based on SBTi-aligned best practices and define potential decarbonization pathways based on industry trends, 1.5oC and 2oC alignment and abatement potential of NPV positive and negative levers



# Step 4: Cost curves allow to outline possible options of emission reduction targets and associated costs

Example of 2030/2040/2050 view of progressive decarbonization options

ILLUSTRATIVE- TO BE FILLED BASED ON MACC DATA

Options	Max cost of abatement USD/t	Emissions reduction kt CO2	CAPEX, USD m	NPV USD	Cumulative savings at given CO2 price, USD M	Levers				
						1 Energy efficiency	2 Technology switches	3 Set-up changes	4 Heat and power	5-7 CCS / DAC / Offsetting
1 10% reduction	xx					✓		✓ BoB <sup>1</sup>		
2 30% reduction	xx					✓		✓ BoB	✓ RES	✓ Concentrated streams (x%)
3 50% reduction	xx					✓	✓ Green H2	✓ BoB	✓ RES	✓ Concentrated streams (yy%)
4 70% reduction	xx					✓	✓ Green H2	✓ BoB	✓ RES Bio-methane Biomass	✓ Concentrated streams (zz%) Other streams (ww%)

















1. BoB - bottom of the barrel

# Step 4: Trade-offs between different pathways are assessed to help making executive decisions

Example of decarbonization scenario comparison

ILLUSTRATIVE- TO BE FILLED BASED ON MACC DATA

■ Energy efficiency 
 ■ Imported heat and power 
 ■ Set-up changes 
 ■ On-site power and heat 
 ■ CCUS

Scenario	Decarbonisation pathway to target, % of overall target reduction (Mt CO2e)	Capex, \$mn	NPV, \$mn
 <b>Base case</b>			
 <b>Electrification scenario</b>			
 <b>CCS –based scenario</b>			
 <b>Alternative scenario</b>			

Each pathway has different Capex and NPV profile over time as well as underpinning mix of levers

Deterministic profile prioritizes NPV assuming unconstrained Capex

Depending on priorities decisions can be made to align on sub-optimal pathway in terms of NPV which allows meeting Capex constraints or portfolio priorities (e.g., not decarbonizing declining plants)

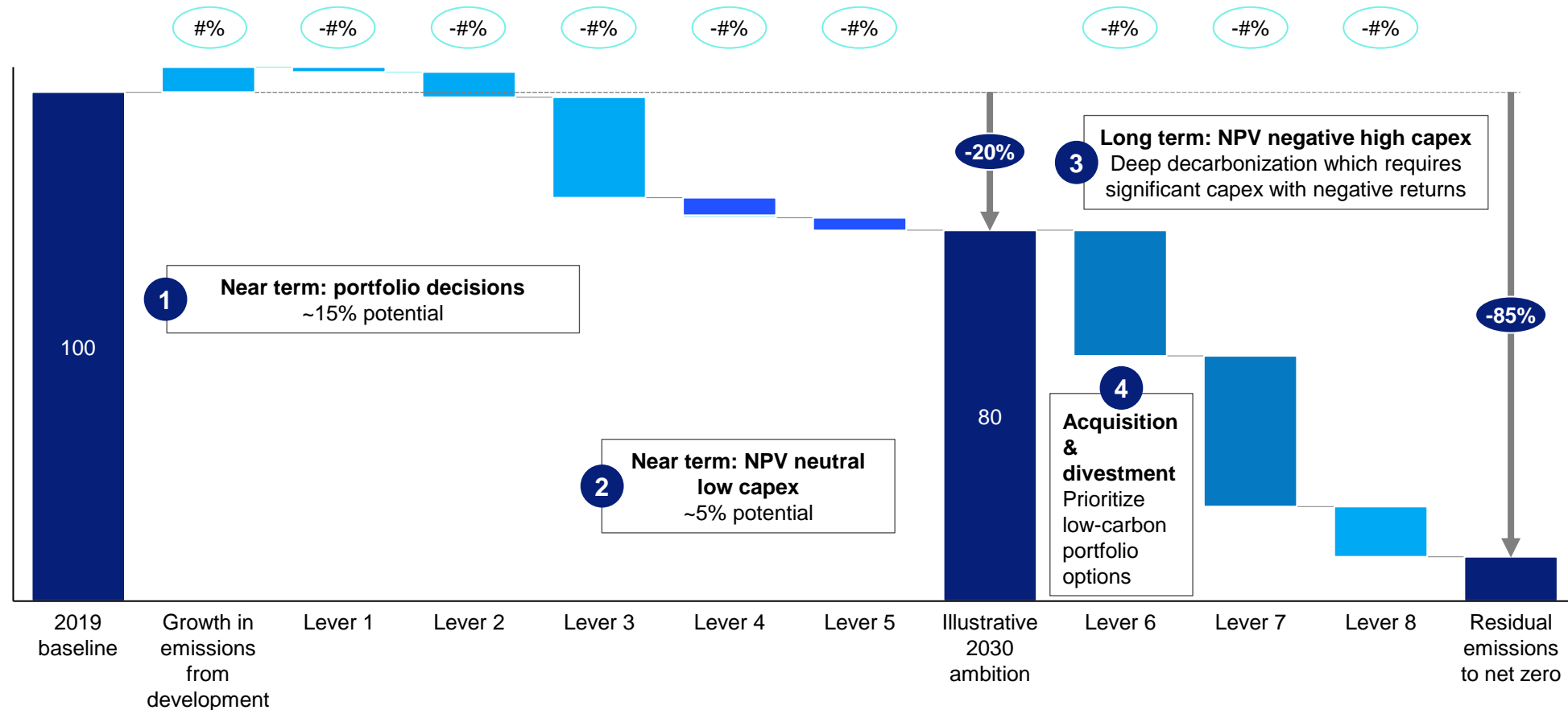
# Step 4: Prioritize levers and build decarbonization pathway – Planning levers until 2050 will inform a potential decarbonization pathway and indicate the gap to net zero

ILLUSTRATIVE

■ Baseline    ■ NPV neutral/positive    ○ x % of baseline  
 ■ Portfolio move    ■ NPV negative



## GHG emissions – Scope 1 & 2, MtCO<sub>2</sub>e



A potential decarbonization pathway could be built based on lever prioritization

The next section provides additional guidance on how to set the target based on potential pathways including:

- The pathway built on lever prioritization
- A pathway based on leading peer commitments
- Linear 1.5oC and 2oC decarbonization pathways and potential sector-specific pathways

# Step 4: High-level roadmap with interim targets will increase target credibility and allow for appropriate tracking



	2025 target	2030 target	2050 goal
<b>Illustrative commitments</b>	<ul style="list-style-type: none"> <li>• 20% absolute Scope 1 + 2 emissions reduction</li> <li>• Clear roadmap in place for suppliers engagement</li> </ul>	<ul style="list-style-type: none"> <li>• 40% absolute Scope 1 + 2 emissions reduction</li> <li>• 25% absolute emissions reduction for material Scope 3 categories</li> </ul>	<ul style="list-style-type: none"> <li>• Net zero on all absolute emissions</li> </ul>
<b>Benefits</b>	<ul style="list-style-type: none"> <li>• Set early target which can be met through <b>NPV neutral and regulatory required levers</b></li> </ul>	<ul style="list-style-type: none"> <li>• Aligned with <b>expectations on near-term targets</b> on absolute emissions</li> <li>• Responsive to external stakeholder pressure</li> </ul>	<ul style="list-style-type: none"> <li>• Aligns with <b>Paris Agreement 2050 goals</b></li> <li>• In line with targets set by <b>leading peers</b></li> <li>• Contingent on selecting and developing core technologies that are <b>economically viable and technically feasible</b></li> </ul>

Development of a tactical plan aims to clarify **interim targets up to 2050**, including setting up 2035 and 2040 targets in the future

# Step 4: High-level roadmap should include technology choices and cash flow needed for emissions reduction projects

Example of Net-Zero Pathway for Scope 1 & 2 emissions

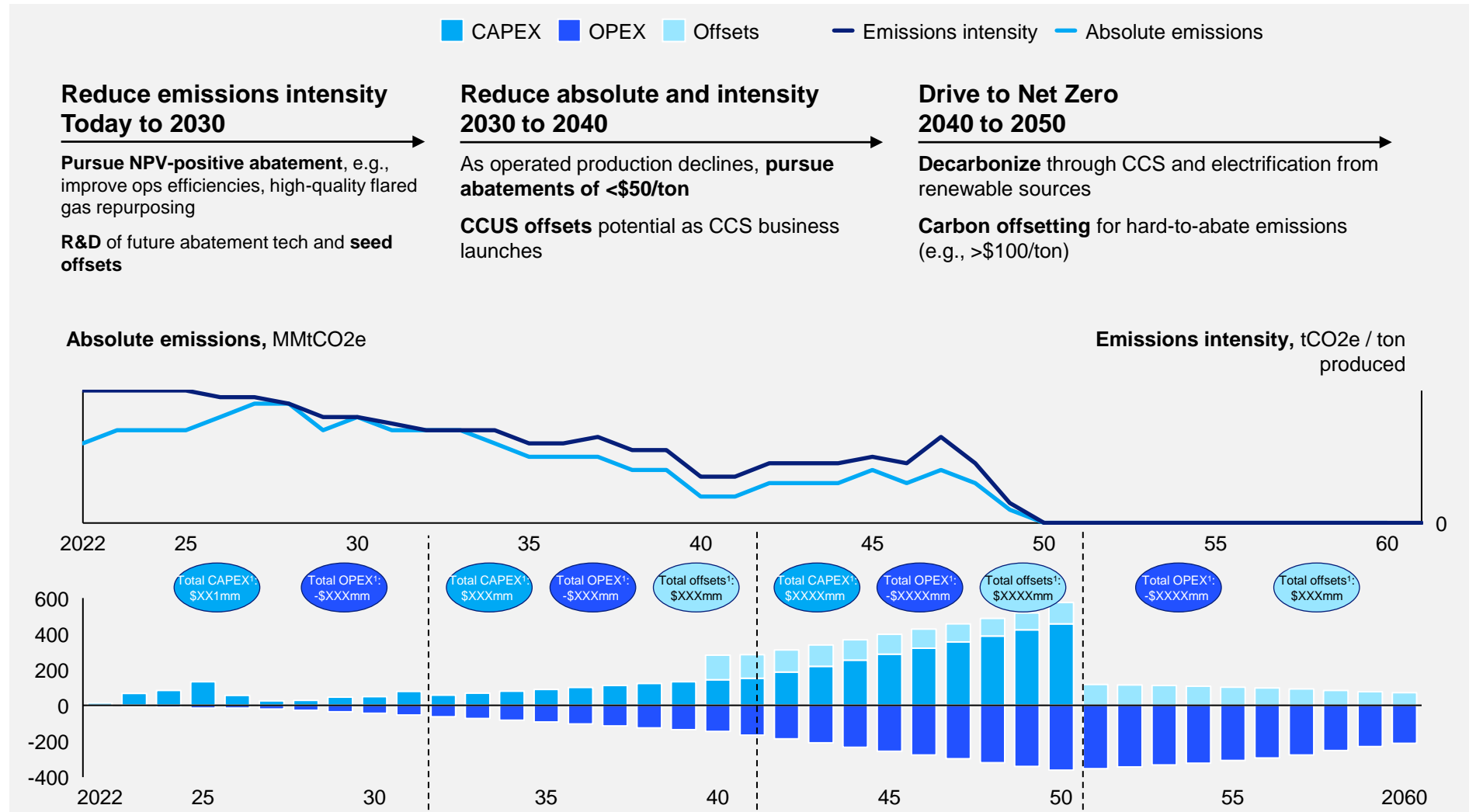
## Illustrative output

Typically, **3-5 scenarios** are created based on

- Investment size
- Key strategic decision
- Key assumptions

Roadmap will incorporate **strategic choices** in technology, implementation **timing** along with key decisions such as abatement cost cut-off

Each scenario will result in a **detailed cash flow** and **emission model** that will enable **stress testing** the scenarios against business and financial metrics



# Over time, the initial decarbonization strategy will need to be translated into specific projects with Capex requirements

## Depth of assessment and examples

Granularity of assessment	0	1	2	3	4
	<b>Emission baseline</b>	<b>Lever</b> Heat system optimization Increase flaring efficiency	<b>Initiative</b> Heat integration Increase flow of air into flairs	<b>Specific project</b> Improve heat recovery for furnaces Install flair control systems	<b>Detailed design</b> Recover heat from exhaust of Furnace A, to preheat product flow B and reduce exhaust temperature to 120 C
<b>Enterprise-level</b>	<b>Strategic planning</b> Typically leading to: <ul style="list-style-type: none"> <li>Strategic target-setting and update of the plan based on economic criteria (including cost, capex)</li> <li>Prioritization of assets and levers for further progression through implementation</li> </ul>				
<b>Business units</b> e.g., Upstream, Refining				<b>Decarbonization roadmap detailing-out</b> Typically leading to: <ul style="list-style-type: none"> <li>Update to asset-level long-term CAPEX plan</li> <li>Resourcing and launch of dedicated site-led project campaigns (e.g., pump / furnace reviews)</li> <li>Update of Group-wide R&amp;D priorities</li> </ul>	
<b>Assets</b> Asset 1, asset 2					
<b>Units</b> Distill. Column, FCC				<b>Implementation</b> Typically leading to: <ul style="list-style-type: none"> <li>Starting feasibility studies for large-scale CAPEX projects</li> <li>Starting detailed design and FEED for small CAPEX projects</li> <li>Changes to operating regimes Detailed requirements for R&amp;D roadmap</li> </ul>	
<b>Equipments / Systems</b> Pumps, compressors					

## Next Webinar - Operationalize Net Zero strategy



- **Implementation infrastructure** to ensure rigorous execution (**regular cadence** to track initiatives, **KPIs**, etc)



- **Required new competencies** to drive existing initiatives and/or generate new ideas



- **Communication efforts**, e.g. ESG townhall for employees, live dashboards, etc.