



The miracles of science™

Value through Sustainability: DuPont Perspective

Ann Gualtieri
Vice President
Investor Relations

Symposium on Sustainability
October 17, 2001

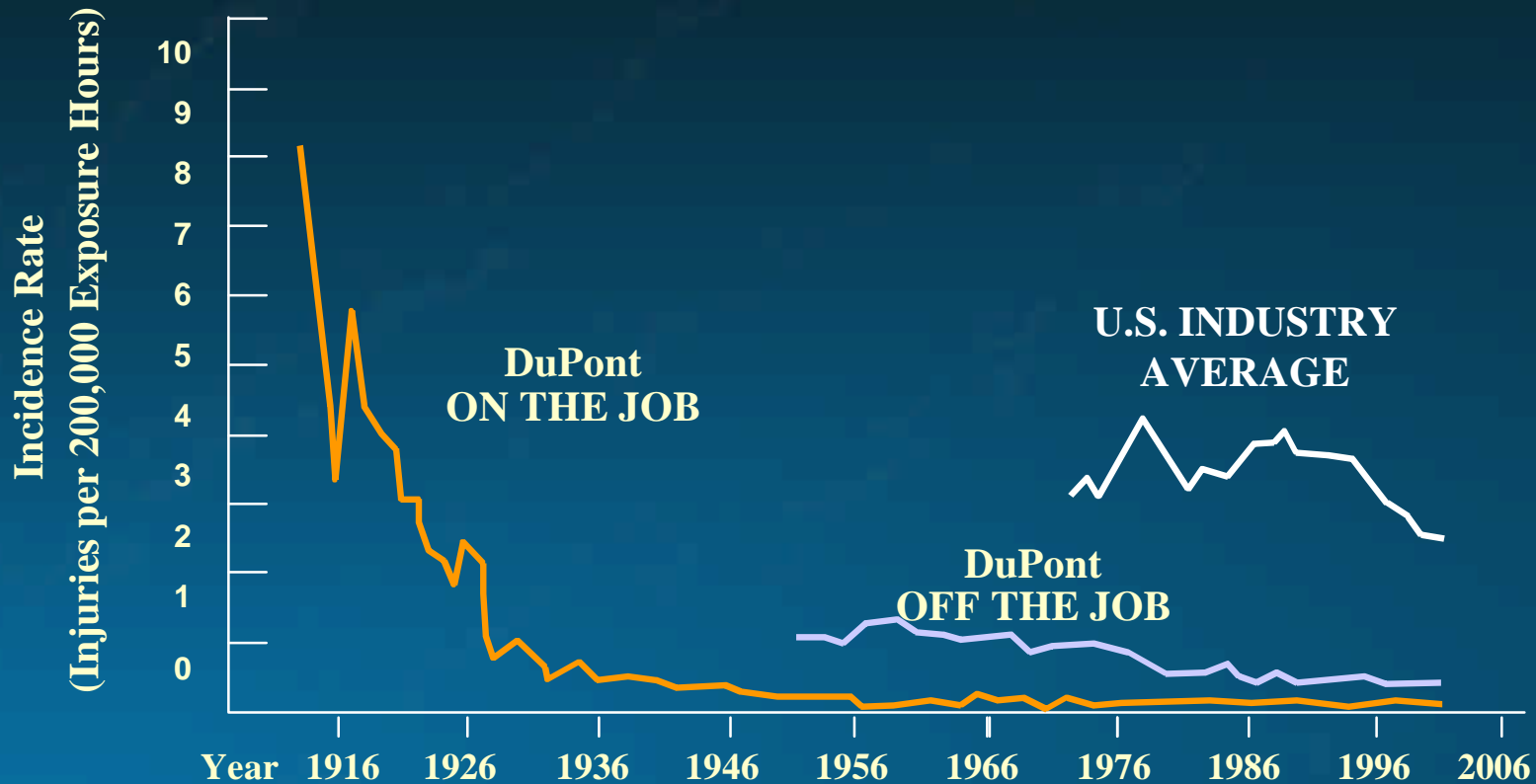
Sustainable Growth: Provide a strong return for DuPont shareholders, grow our business, and meet human needs around the world, while continually reducing the environmental footprint of our operations and products.

Sustainability Focus

- Workplace Sustainability
- Environmental Sustainability
- Corporate Social Responsibility

Workplace Sustainability

DuPont Safety Performance



Environmental Sustainability Progress

	<u>Last Decade</u>	<u>Yr-Over-Yr</u>
Air Toxics	(72%)	(2%)
Air Carcinogens	(85%)	+17%
GHG Emissions*	(50%)	(37%)
Haz. Waste (Dry)	(40%)	(14%)
U.S. TRI “releases”	(78%)	(9%)

* CO2-equivalent basis including CFC emissions from operations

Over the decade DuPont:

- ✓ increased production by 35%
- ✓ provided 14% average annual shareholder return

Most Recently:

- ✓ awarded Best Environmental Practice by Financial Times in its Global Energy awards - 2000

Environmental Sustainability: 2010 Goals

- Reduce greenhouse gas emissions by 65% (vs. 1990).
- Hold total energy use flat (from 1990 base).
- Source 10% of total global energy needs from renewable energy sources... *at cost competitive with fossil fuels.*
- Achieve 25% of revenues from non-depletable resources.
 - ✓ 15% from agricultural feedstocks
 - ✓ 10% from increased knowledge intensity

Corporate Social Responsibility Stakeholder Engagement

- Biotech Advisory Board
- Sustainable Growth Excellence award program
- Oval Table Dialogues
- Unparalleled SHE culture
- Ethics policy -- pervasive and global
- Community advisory panels -- every site, globally
- Individual Business sustainable development plans (e.g., Nylon, Advanced Fiber Systems)

✓ **Fortune US most socially responsible - 2000**

Benefits of being and being known as a “sustainability company” :

- Freedom to operate
- Trust... with customers, regulators, governments
- Productivity benefits (near and long term)
- Workforce benefits (conduct, morale, safety)
- Corporate and NGO partnership opportunities
- Direct business opportunities (e.g., DuPont Safety Resources)
- Expanded Business Models

How does Sustainability play in the trenches of day-to-day investor relations?

- Basic sustainability performance (e.g., freedom to operate, SHE, etc.) is a baseline assumption.
 - ☒ Downside in doing poorly
 - ☒ Little/no upside in doing well
- Sustainability efforts/capabilities garner modest interest IF they directly *and* discretely result in positive earnings impact within 1 - 2 years.
- Don't talk sustainability if your financial performance metrics aren't meeting investors' expectations.

The Bottom Line:

A sustainability focus is still far from mainstream on Wall Street.

But that does not detract from the business logic for pursuing *sustainable* growth, in the fullest sense of the term.