

The Salesforce logo, which consists of a blue cloud shape with the word "salesforce" in white lowercase letters inside it.

salesforce

A New Day for the Environment



A large circular image showing a landscape with several white wind turbines in a green field under a blue sky. The text "Your Speakers" is overlaid in white.

Your Speakers



Michael Grinker

Strategic Account Executive
Salesforce



Tal Michaely

Senior Solution Engineer
Salesforce





Thank
you



Sustainability Vision:

We're bringing the full power of *Salesforce* to create a sustainable future by accelerating the world to **net zero**, leading the **nature positive movement**, and energizing the **ecopreneur revolution**.



Net
Zero

100%
renewable
energy



salesforce

CORE VALUES

TRUST
CUSTOMER SUCCESS
INNOVATION
EQUALITY
SUSTAINABILITY



1t.org

Net Zero
Cloud



Doing Well & Doing Good



\$26.49B
FY22 Revenue

Leader in
Philanthropy



Leader in
Culture



Leader in
Innovation



\$21.25B
FY21

\$17.2B
FY20



\$13.2B
FY19

\$10.5B
FY18

\$8.4B
FY17

\$6.7B
FY16

\$5.4B
FY15

\$4.1B
FY14

\$3.1B
FY13

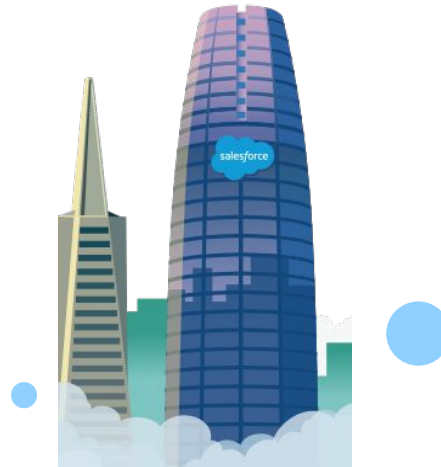
\$2.3B
FY12



Salesforce Net Zero Journey



Commit publicly to the shared, global goal of achieving a just and equitable transition to net zero emissions, in line with a 1.5°C future.



Reduce emissions and align full value chain to the global trajectory of ~50% emissions reductions by 2030, and +90% emission reductions by 2040.



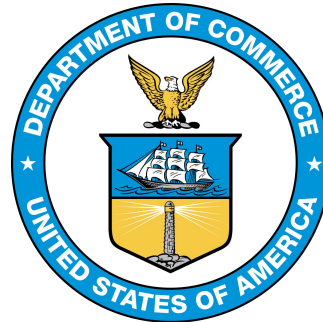
Compensate for any remaining emissions by purchasing **renewable energy and carbon credits** of high credibility, impact, and co-benefits.

Salesforce Commits to Investing \$100 Million to Scale and Commercialize Carbon Removal Technologies



First Movers
Coalition

The **FMC** is a coalition of companies using their purchasing power to create early markets for innovative clean technologies



Microsoft



Most Businesses Are Not Ready to Make This Shift

99%

CEOs say sustainability
is important to
their business

77%

say their business is
underprepared for
climate change

Governments Are Pushing Us to Do More

2022 SEC proposed changes that would require climate-related disclosures in financial reports



2022 Proposal requiring firms to identify and resolve labor abuses and environmental damage in supply chains



2022 Listed Chinese companies will have to disclose how they manage their environmental footprint



2022 SEBI mandates Top 1000 listed companies to furnish Business Responsibility and Sustainability Report



2021 Companies listed on the Singapore Exchange must include climate disclosures in their sustainability reports



2021 Brazilian Securities Commission establishes criteria and requirements for the ESG disclosure



2021 200 large financial institutions covered by the FMC Act to start making climate-related disclosures





How do you know if you're on track for your sustainability goals?



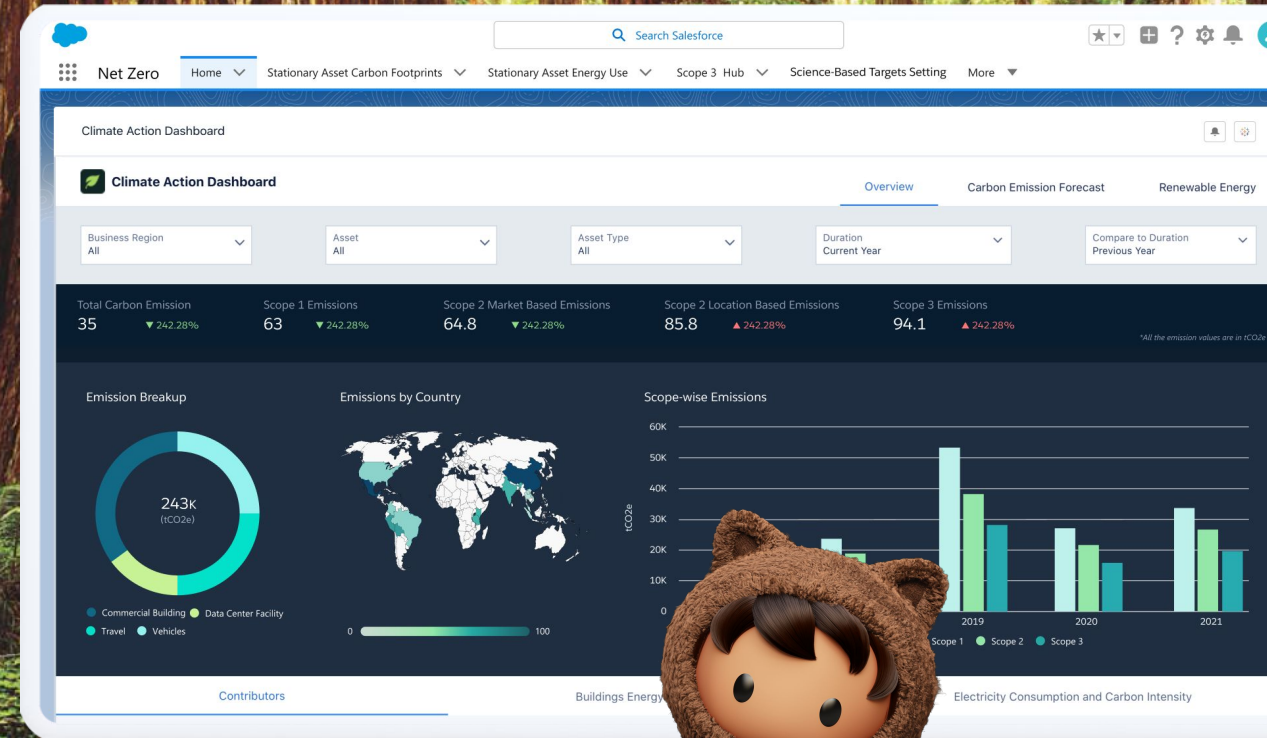
Net Zero Cloud

Efficiently manage sustainability data

Automate supplier emissions tracking

Forecast & reduce risk

jetBlue



Single source of truth

Disparate data across regions, sources and emissions type is brought together in one system built upon the GHG protocols. Accuracy and visualization of data in easy-to-digest charts allow Jill to share her reports with C-Suite with confidence.

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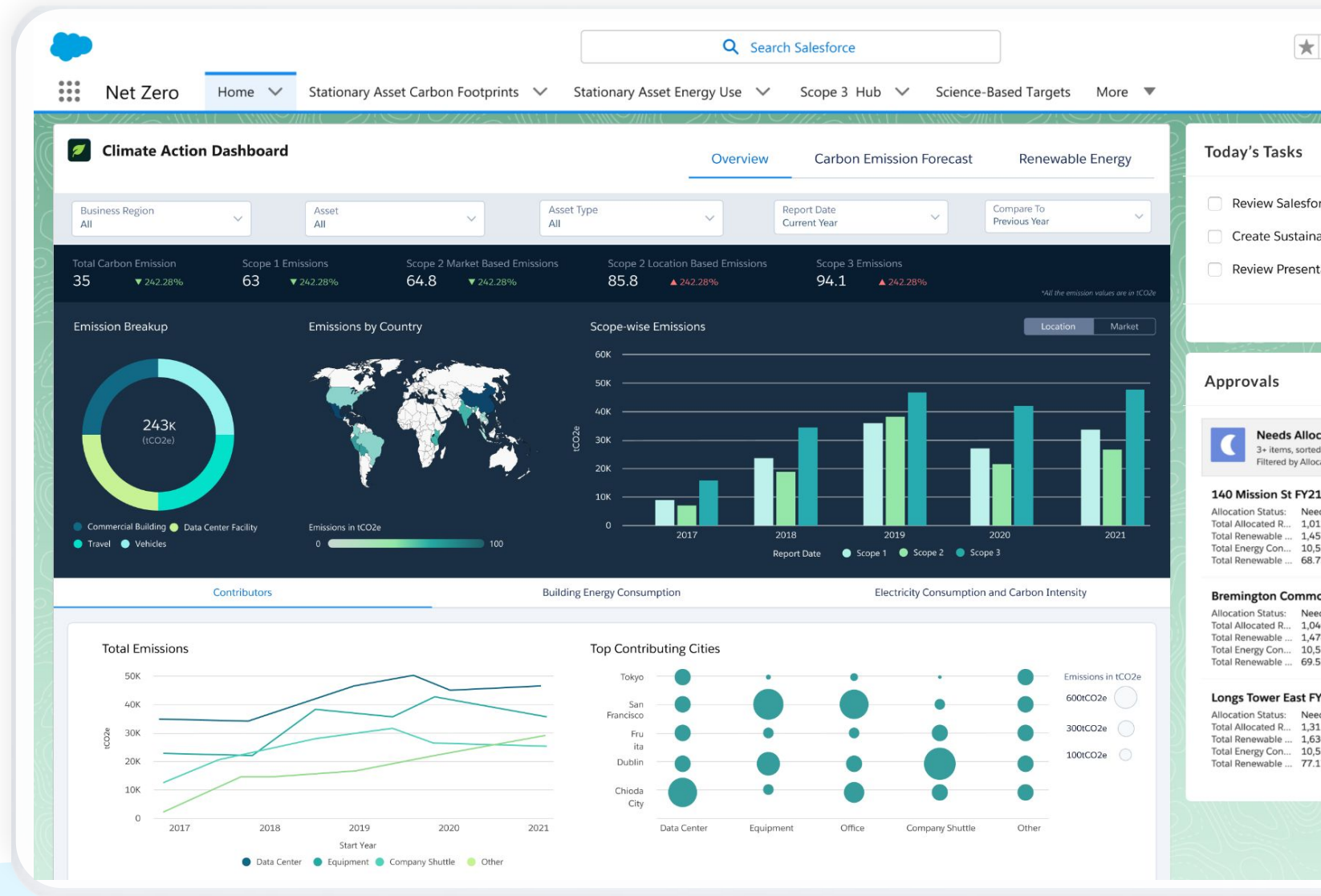


Scope 1 emissions: Direct emissions from the company's assets (e.g., buildings and equipment)

Scope 2 emissions: Indirect emissions from the company's purchased assets (e.g., heating)

Scope 3 emissions: All other indirect emissions across the entire company's value chain. [Learn more](#)

The Greenhouse Gas (GHG) protocols: The globally recognized accounting and reporting standard for emissions. [Learn more](#)



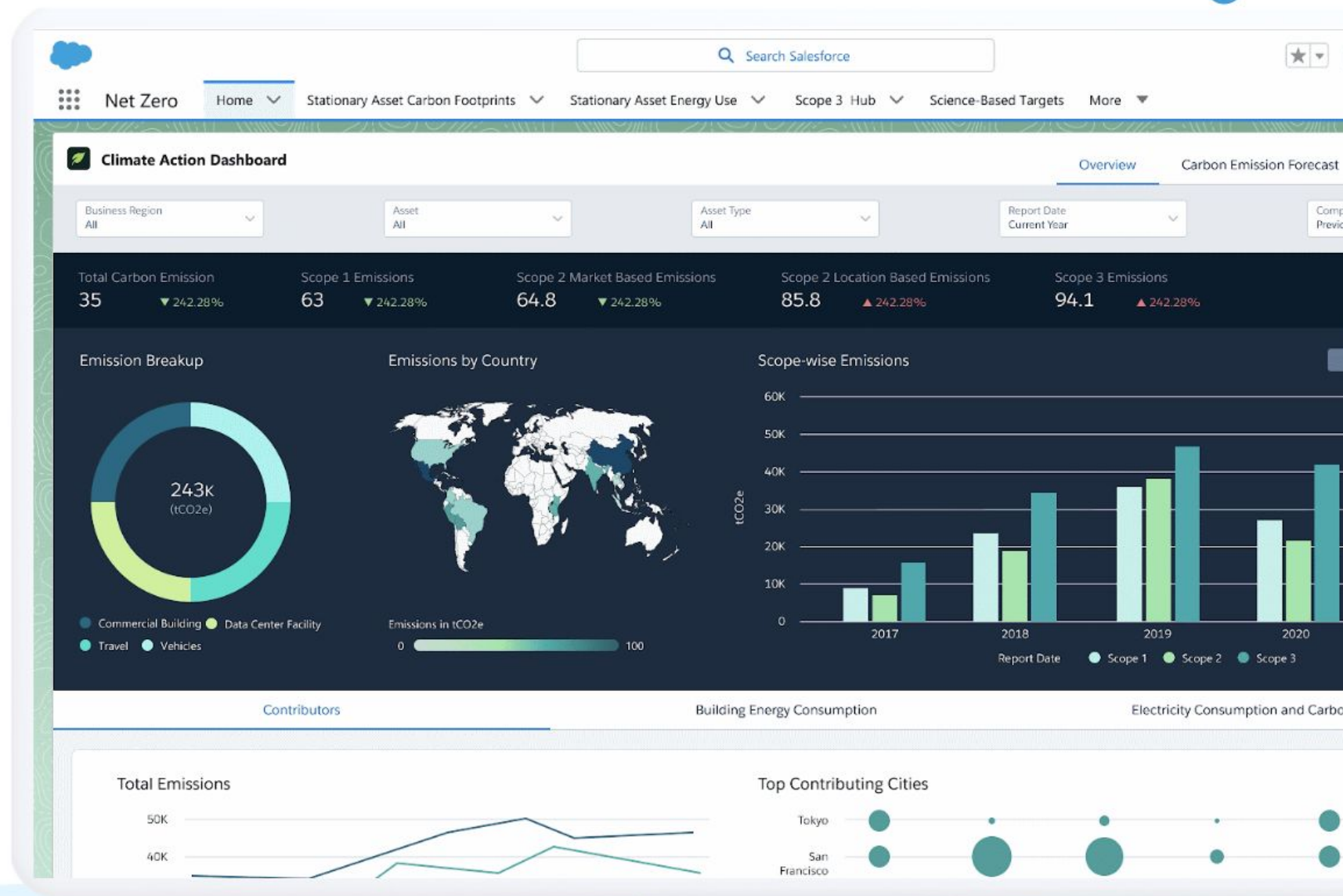
Actionable Insights

The dashboard reveals a **key insight** that the majority of the emissions come from its suppliers as Scope 3 emissions.

Powered by:



Scope 3 emissions: Indirect emissions across the entire company's value chain, typically makes up the majority of a company's emissions.

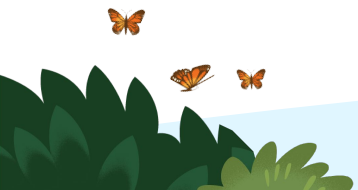
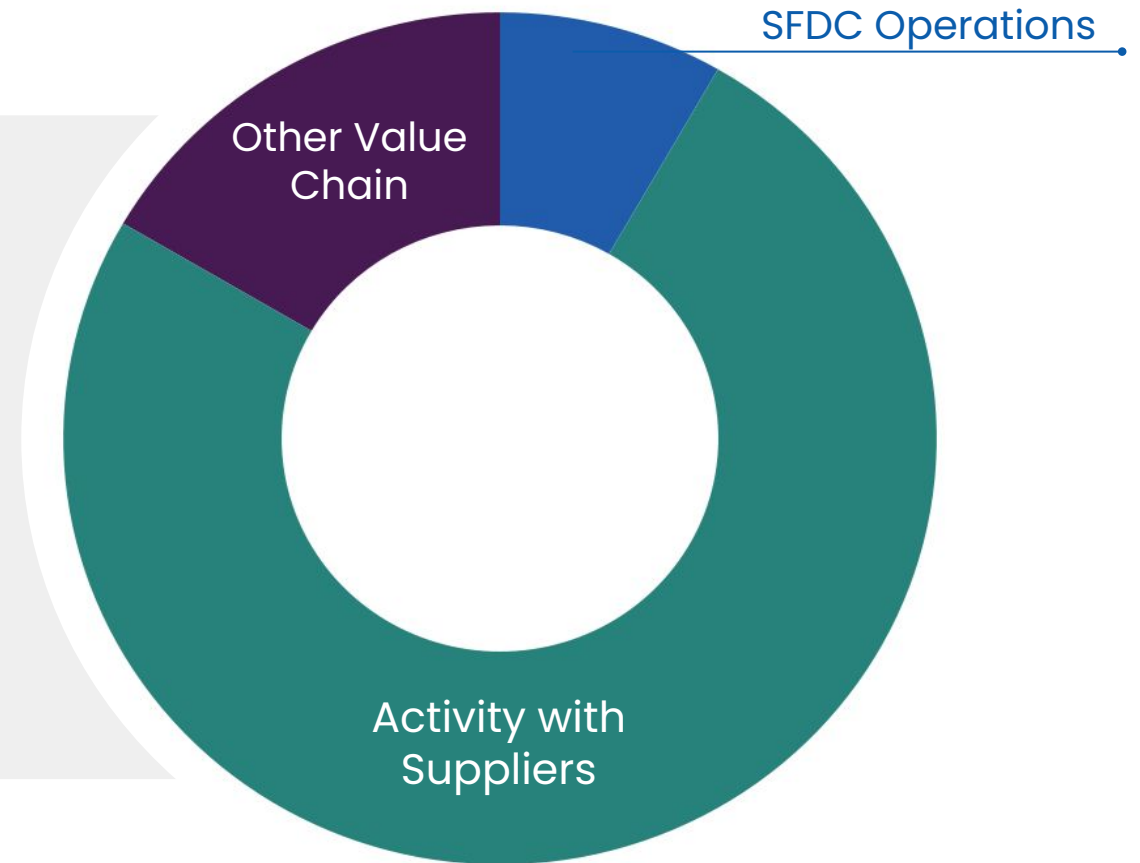


Suppliers Are Critical to Our Net Zero Success



By working with our suppliers, there is massive potential to reduce a large portion of our total emissions and reach our climate goals

75% of Salesforce's
total emissions footprint
in FY22 was from activity
with suppliers





Activating Our Procurement Team and Partners

Success and scalability rely on the team being able to implement sustainability independently and consistently

Create the Culture

Make sustainability a part of team goals, values, and strategy.

Train the Team

Educate the team on sustainability initiatives, process updates, and best practices.

Make It Self-Serve

Create guides and standardize processes to empower teams to drive success independently.



Supplier Portal

The portal contains a **data capture form**, as well as **helpful learning content** that helps suppliers understand what the company is trying to do.

Powered by:



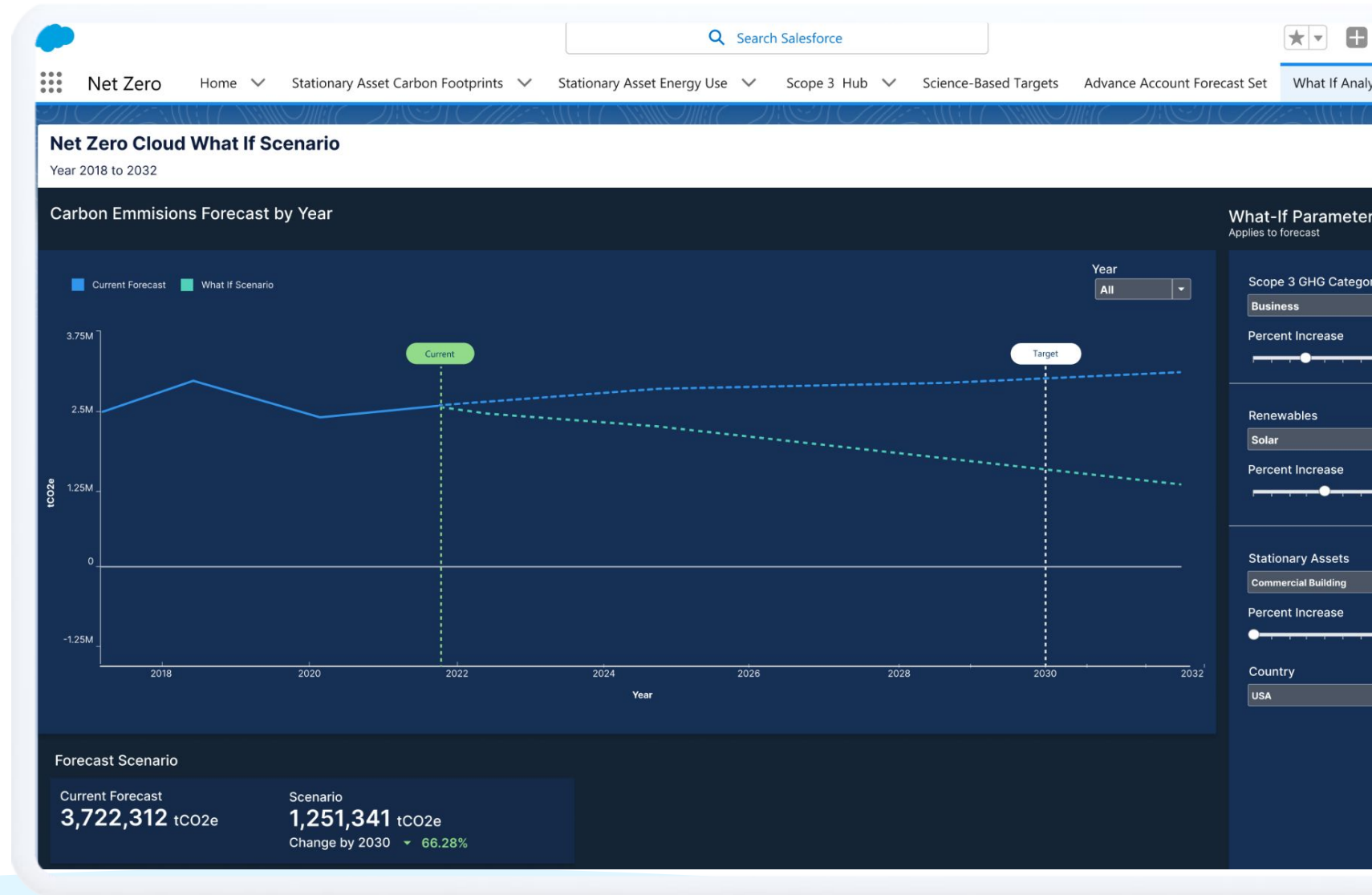
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The screenshot displays the Welo Supplier Portal. At the top, the Welo logo is on the left, and a search bar, notification bell, and user profile are on the right. The navigation menu includes 'Home', 'My Orders', 'My Sales Data', and 'Knowledge & Training'. The main header area greets the user 'Hello, Pablo!' and asks 'How can we help?' with a search bar below it. A cartoon character holding a plant is on the right. The main content area features a large illustration of a mountain landscape with a tree icon and the title 'Supplier Net Zero Questionnaire'. Below the title, it says: 'We would like to invite you share your sustainability efforts to help us gain intelligence on sustainable procurement practices in market.' To the right, there is a 'YouTube Player' section titled 'welo Commitment to Net Zero' showing a video of a man. Below this is a 'My Learning' section with tabs for 'Knowledge Articles', 'FAQ', and 'Recommended Training'.

Scenario Planning

What-If analysis to evaluate the different actions you can take and how it would impact their carbon emissions, helping her **plan for the future in real time.**

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The Path to Net Zero

1

Measure
Data Collection
& Visualization



2

Analyze
Insights-Driven
Plan



3

Act
Strategy for
Execution



The Salesforce logo, consisting of the word "salesforce" in white lowercase letters inside a blue cloud-like shape.A close-up of a man with a beard and a blue t-shirt using a power drill. The t-shirt has a circular graphic with various icons and the text "TWO MILLION COMPLETED TOGETHER" and "VOLUNTEER HOURS".

Take Action

We all play a role. Make zero happen.

netzero.salesforce.com



We're Sharing Our Playbook to Accelerate Climate Action

1. [Supplier Sustainability Landing Page](https://salesforce.com/company/sustainability/supplier-sustainability)
salesforce.com/company/sustainability/supplier-sustainability
2. [Sustainability for Salesforce Suppliers Trail](https://trailhead.salesforce.com/en/content/learn/modules/sustainability-for-salesforce-suppliers)
trailhead.salesforce.com/en/content/learn/modules/sustainability-for-salesforce-suppliers
3. [Climate Action Plan – Supplier Enablement](https://salesforce.com/content/dam/web/en_us/www/assets/pdf/reports/salesforce-climate-action-plan-2021.pdf)
salesforce.com/content/dam/web/en_us/www/assets/pdf/reports/salesforce-climate-action-plan-2021.pdf
4. [Our Supplier Sustainability Whitepaper](https://salesforce.com/content/dam/web/en_us/www/documents/white-papers/salesforce-emissions-supplier-enablement.pdf)
salesforce.com/content/dam/web/en_us/www/documents/white-papers/salesforce-emissions-supplier-enablement.pdf
5. [Stakeholder Impact Report – Supply Chain](https://stakeholderimpactreport.salesforce.com/governance/supply-chain-responsibility)
<https://stakeholderimpactreport.salesforce.com/governance/supply-chain-responsibility>
6. [Net Zero Cloud Trailmix](https://trailhead.salesforce.com/users/jstrahler/trailmixes/net-zero)
<https://trailhead.salesforce.com/users/jstrahler/trailmixes/net-zero>

