

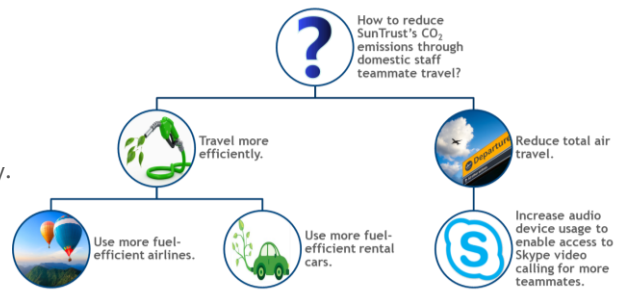
Carbon Footprint for Staff Travel

17M lbs. CO₂ per Year

- 20,000 Rental Cars
- 5.2M lbs. CO₂
- 28,000 domestic flights
- 11.8M lbs. CO₂

Goal

Reduce the carbon footprint of SunTrust's staff travel through flight reductions and improvements in travel efficiency.



Co-Benefits

- Increase individual teammate engagement in SunTrust's sustainability platform
- Increase productivity and work-life balance as a result of less travel
- Educate teammates on impact of their own decisions related to travel

Rental Car Efficiency

Analysis of 2016 SunTrust Rental Car data shows that 50% of workers select the default option when booking a car. Less than 1% rent an economy car, the most fuel efficient option with an average of 29.8 MPG. The current default car size is intermediate, which is 4.2% less efficient than an economy car with an average of 28.6 MPG. By switching the default car size from intermediate to economy, SunTrust will save 500,000 lbs¹. of CO₂ and \$200,000 in net savings² over the next 5 years.

- 1) 10,186 cars * 145 $\frac{\text{Miles}}{\text{Day}}$ * 2.55 $\frac{\text{Days}}{\text{Car}}$ * $\frac{1 \text{ Gallons}}{28.6 \text{ Mile}}$ * 19.6 $\frac{\text{lbs. CO}_2}{\text{Gallon}}$ \approx 2.58 M lbs CO₂ less from fewer intermediate
- 10,186 cars * 145 $\frac{\text{Miles}}{\text{Day}}$ * 2.55 $\frac{\text{Days}}{\text{Car}}$ * $\frac{1 \text{ Gallons}}{29.8 \text{ Mile}}$ * 19.6 $\frac{\text{lbs. CO}_2}{\text{Gallon}}$ \approx 2.48 M lbs CO₂ more from more economy
- 2.58 M - 2.48 M = 100K saved a year = 500K lbs. CO₂ over 5 years
- 2) 10,186 cars * \$4 Avg. Savings = \$40,000 per year = \$200,000 over the next 5 years

Flight Travel Reduction

Travel data from previous years shows that 4,300 SunTrust teammates travel for domestic internal staff and business meetings. Only 57 of the 4,3000 teammates who travel for staff purposes can use Skype video, enabled only after ordering additional "Skype for Business" approved devices, such as audio headsets and audio pucks. By equipping these 4,300 teammates with Skype for Business devices to enable Skype video, an \$860,000 investment¹, SunTrust can reduce domestic air travel by 2% YoY², saving 1.1M lbs.³ of CO₂ and \$525,000 in net savings⁴ over the next 5 years.

- 1) \$200 (Average Audio Device Price) * 4300 Teammates = \$860,000
- 3.57 (Avg. Flights Reduced)-1.77 (t-value) * 3.08 (Std. Dev) / $\sqrt{14}$ = 2 flights reduced (lower bound 95% confidence interval) = 2% per year reduction = 10% reduction over 5 years
- 28666 flights * 10% = 2866 flights reduced
- 2866 flights * 0.4 $\frac{\text{lbs. CO}_2}{\text{Mile}}$ * 962 $\frac{\text{Miles}}{\text{Flight}}$ = 1.1M lbs. CO₂ over 5 years
- 4) 14333 trips * \$1000 per trip - \$860,000 investment = \$525,000 net savings

Airline Efficiency

2016 SunTrust flight reservation data shows that 77% of all domestic staff travel flights are booked with Southwest Airlines or Delta Air Lines. Per the ICCT¹, Southwest flights are 14% more fuel-efficient than Delta due to a lack of first class, more seats per plane, a Boeing 737-only fleet, efficient taxi procedures, and more. By switching 5% of flights from Delta to Southwest, approximately 1,400 of 28,000 domestic flights, SunTrust will save 250,000 lbs.² of CO₂ and \$565,000 in net savings³ over the next 5 years.

- 1) International Council on Clean Transportation: U.S. Domestic Airline Fuel Efficiency Ranking
- 2) 905 flights * 964 $\frac{\text{Miles}}{\text{Flight}}$ * 0.4 $\frac{\text{lbs. CO}_2}{\text{Mile}}$ * 1.07 efficiency = 375K lbs. CO₂ less from fewer Delta flights
- 905 flights * 964 $\frac{\text{Miles}}{\text{Flight}}$ * 0.4 $\frac{\text{lbs. CO}_2}{\text{Mile}}$ * 0.93 efficiency = 325K lbs. CO₂ more from more Southwest flights
- 375K - 325K = 25K CO₂ saved per year = 250K CO₂ over 5 years
- 3) 905 flights * (\$388.16 Avg. Delta Price - \$263.23 Avg. SW Price) = \$113K savings per year = \$565K savings over 5 years

Financial Impact

1.85 M lbs. of CO₂ Reduced over 5 Years

- \$860,000 Total Investment
 - Skype audio devices for 4,300 teammates
 - Assuming \$200 cost per teammate to buy one headset and one puck
- 2. 1-Year Payback Period
 - Assuming investment made in year zero
 - \$410,031 in annual savings
- \$1.3M Net Savings
 - 5 Year Implementation
 - 60% ROI

5 Years

GAME OF THRONES

575 years worth of Game of Thrones marathons on a 42-inch LCD TV

- ## Current Status
- Presented findings to SunTrust Executive Leadership
 - Default Car size has been changed to Economy
 - Teammates who travel for internal business and do not have an audio device have been identified and encouraged to enable their video chat capabilities
 - Internal marketing materials are being developed to promote awareness that Southwest is more fuel efficient than Delta

