

Energy Use (therms)

GMC Segment	FY '05	FY '06	FY '07
Scope 1 — direct energy	757,484	806,486	935,002
Scope 2 — purchased electricity	175,844	177,062	217,245
Scope 3 — indirect energy	353,496	419,108	611,950
Total therms	1,286,824	1,402,656	1,764,196
Net sales, including affiliates (in \$1,000)	\$161,536	\$207,582	\$241,958
Normalized energy metric (therms/\$1,000 sales)	7.97	6.76	7.29
Keurig Segment	FY '05	FY '06	FY '07
Scope 1 — direct energy	nm	nm	57,475
Scope 2 — purchased electricity	nm	nm	13,779
Scope 3 — indirect energy	nm	nm	273,372
Total therms	nm	nm	344,626
Net sales, including affiliates (in \$1,000)	nm	nm	\$134,771
Normalized energy metric (therms/\$1,000 sales)	nm	nm	2.56
GMCR, Inc.	FY '05	FY '06	FY '07
Scope 1 — direct energy	757,484	806,486	992,476
Scope 2 — purchased electricity	175,844	177,062	231,024
Scope 3 — indirect energy	353,496	419,108	885,322
Total therms	1,286,824	1,402,656	2,108,822
Net sales, excluding affiliates (in \$1,000)	\$161,536	\$207,582	\$341,651
Normalized energy metric (therms/\$1,000 sales)	7.97	6.76	6.17