

1. Top line messages

- At BP we have adopted a new purpose, **to reimagine energy for people and our planet.**
- To turn this purpose into reality we have set ourselves the ambition **to become a net zero company by 2050 or sooner and to help the world get to net zero.**
- Trade associations are groupings of companies who come together for a shared purpose. For example, to develop standards, develop and share good practice or support professional development. They can be general or multi-sectoral; sector-specific; or issue-specific.
- Some trade associations provide policy input, advocacy and lobbying.
- We understand the anxiety about our sector's climate advocacy - both by us and trade associations. We get it.
- We used a rigorous process to assess **30 key associations - those involved in climate and salient to stakeholders** - a of how key trade associations' climate-related activities and positions align with our own.
- These associations are concentrated in **North America, Europe and Australia.**
- We found **22 associations to be aligned, five partially aligned and three not aligned.**
- In planning subsequent action, we considered a variety of factors including value to BP and our ability to influence.
- As a result of this review, we are **leaving three associations.**
- This is just the start - we look to communicate constructively and use dialogue to keep enhancing the positive impact we can achieve by working together. We expect our associations to:
 - Support the goals of the Paris Agreement;
 - Support the need for us and others to become net zero businesses or organisations;
 - Support transparency - especially on lobbying and advocacy.
- This ambition is underpinned by 10 aims: five to help BP get to net zero and five to help the world get to net zero.
- Of our ten aims, three are particularly relevant to trade associations:
 - Aim 6 is to more actively advocate for policies that support net zero, including carbon pricing.
 - Aim 8 is to set new expectations for our relationships with trade associations. This report is the first step along that road.
 - Aim 9 is to be recognized as an industry leader for the transparency of our reporting.

2. Which trade associations are you leaving and why?

Key messages

- We are leaving three associations - the American Fuel and Petrochemical Manufacturers association (AFPM), the Western States Petroleum Association (WSPA), and the Western Energy Alliance (WEA).
 - We are resigning our membership of AFPM as our views on carbon pricing are at odds.
 - We are resigning our membership WSPA as a result of material policy differences in the area of carbon pricing.
 - We are not renewing our membership of the Western Energy Alliance as they do not support direct federal regulation of methane in the US.
 - We do not take these decisions lightly. We seek to work to influence our trade associations, but in both cases have concluded that progress is best served by parting company.
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Additional talking points

- Our decision to leave WEA is also a product of our divestment of assets in the states covered by the association.
 - WEA is an upstream association active in Washington, Oregon, Nevada, Idaho, Montana, Wyoming, Utah, Arizona, Nebraska, North Dakota, South Dakota.

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2. AFPM is a downstream association representing the refining and petrochemical segments of the oil and gas industry. BP and AFPM's views on carbon pricing are significantly at odds and BP has decided to resign its membership.

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3. Why are you still a member of API?

Key messages

- API came out as partially aligned - largely due to differences on the federal regulation of methane in the US.
- API has a unique role as the major standard-setting organization for the industry in the US in areas such as fuels, emissions, and most importantly, safety. These benefits have to be carefully balanced against our differences in terms of climate policy.

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Additional talking points

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4. What associations were only partially aligned? What action will you take?

Key messages

- We found five associations to be partially aligned:
 - American Petroleum Institute (API)
 - Australian Institute of Petroleum (AIP)
 - Canadian Association of Petroleum Producers (CAPP)
 - National Association of Manufacturers (NAM)
 - US Chamber of Commerce.
- We have already formally communicated our expectations to association leadership for all associations that are partially aligned or aligned.
- For those memberships that are partially aligned and of higher value, we will seek to engage actively to persuade and influence activity and positioning to better align with our own.
- We will monitor and assess the situation at all those trade associations that are only partially aligned. When we have a difference of opinion, we may share our perspective publicly.
- If there are further misalignments that we will be prepared to leave in the future. This is an ongoing process.

Additional talking points

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- To clarify our views Bernard Looney has written to all our major trade association partners to outline our approach and ask that they:
 - Support the goals of the Paris Agreement;
 - Support us and others in achieving net zero ambitions;
 - And to be transparent about their work - especially in the area of lobbying and advocacy.

5. What happens next?

Key messages

- On an ongoing basis, we will actively monitor our memberships, participation and alignment. We will make the case for our views on climate change within the associations of which we are members to encourage alignment and will be more transparent about differences where they arise.
- If our views cannot be reconciled, we will be prepared to share our views publicly or part company where progress is best served by doing so.
- We are looking to further strengthen our systems and governance around trade associations memberships and participation.
- We plan to provide periodic updates internally, to our board of directors and to stakeholders as appropriate.
- We plan to undertake a similar review to this in two-years' time.

Additional talking points

- This is part of our efforts towards Aim 6 of the ten aims that support our ambition, to more actively advocate for policies that support net zero, including carbon pricing.