Company Criteria
Climate Solutions Framework

Criteria for qualifying climate solution companies

Version 2.0 | September 2026

Authors

Claire Wigg, Johan Falk – Exponential Roadmap Initiative
Kaya Axelsson, Matilda Becker – Oxford Net Zero

Contributing authors

Katarina Wangler Björk – Exponential Roadmap Initiative
Mats Risberg – Exponential Roadmap Initiative

Reviewers

Emily Faint – British Standards Institution
Louise Rehbinder, Michelle Silva Vásquez, Stanislav Demyanenko – Exponential Roadmap Initiative
Alice Roche-Naude, Andrew Wanliss-Orlebar – Futerra
Eva Normell – Alder
Jesica Andrews – Net Zero Asset Owners Alliance
Holger Hoffmann-Riem – Go For Impact
Tessa Vincent – formerly Race to Zero

Acknowledgements

The authors thank the many individuals who contributed feedback and expertise during the development and consultation of the framework. This includes companies that have applied and tested the framework in practice, whose experiences and feedback have informed its further development. The authors also thank Blaze Horn and Hsu-Kai Weng for design and graphics.

Citation

Falk, J., Wigg, C., Axelsson, K. & Becker, M. (2026). Climate Solutions Framework: Criteria for qualifying climate solution companies. Exponential Roadmap Initiative.

The Climate Solutions Framework was developed by the Exponential Roadmap Initiative in collaboration with Oxford Net Zero and experts from business, NGOs and finance. First published in November 2024, the framework was updated in September 2026 and is now structured around two complementary sets of criteria: the Product Criteria, for qualifying products as climate solutions, and the Company Criteria, for qualifying climate solution companies.

Contents

1. Introduction

Climate solutions that replace high-emitting activities with low- or zero-emission alternatives are essential for decarbonising the global economy. Many already exist, but need to scale rapidly to phase out fossil fuels and other high-emitting activities at the pace required.

Scaling these solutions requires capital, market demand and supportive policy. Yet investors, customers and policymakers lack credible signals for directing finance, procurement and other incentives towards their growth. Existing taxonomies identify categories of climate solutions, but do not qualify specific products or companies.

Companies scaling these solutions can also face barriers rather than incentives, as existing climate frameworks largely focus on reducing company emissions rather than recognising wider system impact.

The **Climate Solutions Framework (CSF v2.0)** addresses these gaps by establishing criteria based on science for qualifying climate solution products and companies. It aims to increase their recognition, supporting investment, procurement and wider corporate transformation. The framework consists of two complementary sets of criteria:

- **Product Criteria** for qualifying specific products as climate solutions.
- **Company Criteria** for qualifying climate solution companies.

Together, they provide a consistent and credible basis for identifying products and companies that can contribute significantly to the transition to a net-zero economy. They are designed to enable credible recognition and avoid greenwashing, while remaining practical across sectors and solution types.

2. Purpose of the Company Criteria

The Company Criteria aim to provide a consistent and credible basis for identifying and qualifying companies whose businesses are predominantly based on climate solutions, and that demonstrate company-level climate action and contribute to wider sector transformation.

By distinguishing these companies, the criteria provide a basis for determining where business growth and corresponding intensity-based climate targets are appropriate for scaling climate solutions, while ensuring alignment with the transition to a net-zero economy.

3. Definition of a climate solution company

For the purpose of these criteria, a climate solution company is a company that derives ≥90% of its revenue from climate solutions, demonstrated company-level climate action aligned with the global 1.5°C ambition[1], and contributes to wider sector transformation.

Climate solutions are products that qualify under the Product Criteria. The ≥90% revenue threshold is therefore determined based on the share of company revenue derived from products that qualify as climate solutions.

4. Criteria for qualifying as a climate solution company

To qualify as a climate solution company under the Company Criteria, a company shall meet all three criteria set out below and the associated requirements for each criterion:

- ☑ **90% of the company's revenue is derived from climate solutions.**
- ☑ **The company has public near-term and net-zero climate targets covering Scopes 1, 2 and 3, a climate transition plan, and reports progress annually.**
- ☑ **The company works more broadly to transform its sector.**

[1] Exponential Business Playbook 5.1: 2026, p. 5. The "1.5°C ambition" is defined as keeping warming as close to 1.5°C as possible, limiting any overshoot, and returning to the safe operating space for humanity.

4.1 Climate solution revenue

Criterion: ≥ 90% of the company's revenue is derived from climate solutions.

Requirements:

Qualification of climate solutions - Products contributing to the 90% threshold shall be qualified as climate solutions under the Product Criteria.

Revenue calculation - The company shall provide evidence of total company revenue and the revenue derived from qualifying climate solutions.

4.2 Climate targets and transition

Criterion: The company has public near-term and net-zero climate targets covering Scopes 1, 2 and 3, a climate transition plan, and reports progress annually.

Requirements:

GHG emissions inventory - The company shall maintain and publicly disclose an annual enterprise-wide GHG emissions inventory covering all Scope 1, 2 and 3 emissions. Scope 2 emissions shall be reported using both location-based and market-based accounting methods. The inventory shall be compiled in accordance with the latest applicable GHG Protocol standards or equivalent recognised standards.

Near-term targets - The company shall have publicly disclosed near-term GHG emissions reduction targets that:

- cover Scopes 1, 2 and 3;
- are aligned with the global 1.5°C ambition; and
- are set in accordance with recognised science-based target-setting standards or guidance.

Net-zero target - The company shall have a publicly disclosed enterprise-wide net-zero target that:

- is no later than 2050;
- covers Scopes 1, 2 and 3;
- is aligned with the global 1.5°C ambition;
- includes a target level for emissions; and
- is set in accordance with recognised science-based target-setting standards or guidance.

Climate transition plan - The company shall have a publicly disclosed climate transition plan setting out the key actions for achieving its near-term and net-zero climate targets.

Progress reporting - The company shall report publicly on progress against its climate targets annually.

4.3 Sector transformation

Criterion: The company works more broadly to transform its sector.

Requirements:

Sector transformation actions - The company shall demonstrate a range of regular and consistent actions that contribute to wider sector transformation, including through changes to supply, processes and/or demand.

5. Qualification validity

Qualification is time-limited to ensure that claims remain valid over time.

Qualification period:

- Initial qualifications shall be valid for up to 24 months from the date of approval, expiring on 31 December of the following calendar year.
- Requalifications shall be valid for two years.
- The applicable validity period shall be stated in the qualification statement.

Validity of supporting evidence:

Supporting evidence used for qualification shall be the latest available and sufficiently recent and relevant for its intended purpose.

Companies shall notify the assessor of any material changes that could significantly affect the evidence or basis for qualification.

Requalification:

Continued qualification shall be subject to review of all relevant data and confirmation that all applicable criteria remain fulfilled.

Requalification shall not require a complete reassessment unless warranted by material changes affecting the basis for qualification.

EXPONENTIAL ROADMAP INITIATIVE

NET ZERO

UNIVERSITY OF OXFORD

Company Criteria

Climate Solutions Framework

Version 2.0 | September 2026