

Example C-Suite Presentation How do we stack up on ESG? August 2022

Purpose of this CEO Pitch Deck



- Imagine your boss (and/or C-Suite member) asks for an update on your company's ESG performance
- Imagine you have a deck like this...
 - On your company PPT templates
 - With your company (vs. ABC Co.) data
- Your team can create this quickly...
 - Log-in and create your company self-assessment on ESG Navigator
 - Sign up for Bronze Silver or Gold Membership
 - · Download any of the graphics you like and create a report like this



Contents

Quick Introduction

Knowing Our Position

- HIGH-LEVEL SUMMARY
- ESG RATINGS GAPS
- DRILL-DOWN: E+S+G+STRATEGY

Charting Our Course

- IDENTIFYING IMPROVEMENT PRIORITIES
- DRILL-DOWN: 12 IMPROVEMENT PRIORITIES

Navigating Changes Ahead

• ESG NAVIGATOR MEMBERSHIP OPTIONS





Is our company future-ready?

Welcome to ESG Navigator

"It's a simple tool using clear language to help you understand what <u>fair, good,</u> <u>better</u>, and <u>best</u> look like – and what's expected of you as you progress."

Scott Tew, VP Sustainability – Trane Technologies

About ESG Navigator

ESG Navigator is a well-established, easy-to-use, online ESG benchmarking platform – aimed at the C-Suite and shaped by 80+ companies over 20+ years.

ESG Navigator empowers C-Suite executives and your teams to create a future-ready strategy -

- Know where your company stands today (vs. peers and ESG ratings)
- Build robust governance systems and strategy to create long-term value tomorrow.

ESG Navigator has been licensed by **The Conference Board** (TCB) and is being rolled out to TCB's 1,000+ member companies worldwide. ESG Navigator is becoming the global standard for ESG self-assessment and planning.

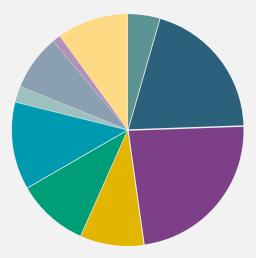
ESG Navigator is available to large companies globally (except for professional services firms), and can be accessed via <u>https://esgnavigator.com/</u> or via <u>https://www.conference-board.org/esg-navigator</u>. ESG Navigator is the wholly-owned property of Hedstrom Associates.

Additional information about **ESG Navigator** is available at: <u>https://esgnavigator.com/</u> or email Gib Hedstrom: <u>gib@esgnavigator.com</u>.



Broad Industry Participation [Data from 100+ major companies]

Industry Sector



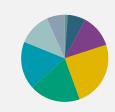
- Energy (4)
- Materials (18)
- Industrials (21)
- Consumer Discretionary (8)
- Consumer Staples (9)
- Health Care (11)
- Financials (2)
- Info Tech (7)
- Telecomm. Services (1)
- Utilities (9)

Revenue



Less than \$1 Billion (2)
\$1-10 Billion (28)
\$10-20 Billion (29)
\$20-50 Billion (18)
Greater than \$50 Billion (13)

Headcount



Less than 1,000 (1)
1,000 to 4,999 (6)
5,000 to 9,999 (11)
10,000 to 24,999 (22)
25,000 to 49,999 (17)
50,000 to 99,999 (16)
100,000 to 199,999 (11)
200,000 or more (6)



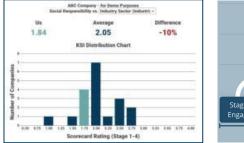


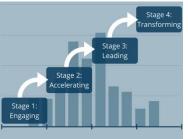


Knowing Our Position BENCHMARK VS. INDUSTRY PEERS

Knowing Our Position

Benchmark vs. Industry Peers







Confidential ESG Benchmarking

- Helps us align internally on our ESG strategy
- Easy to use; fast; powerful graphics

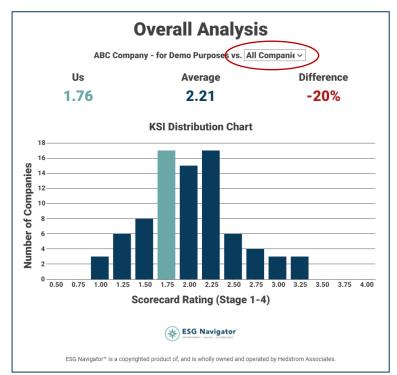


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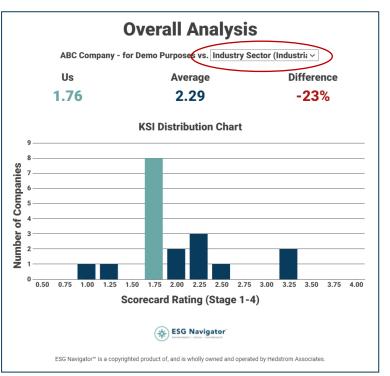
Confidential to ABC Company

Knowing Our Position | High-Level Summary

Our Company vs. All Companies



Our Company vs. Our Industry Sector

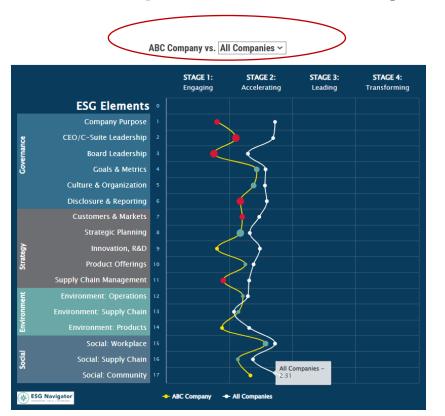




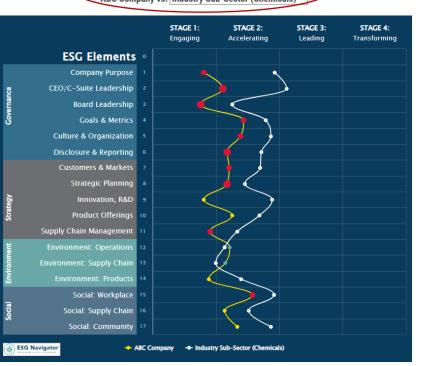
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Knowing Our Position | High-Level Summary



ABC Company vs. Industry Sub-Sector (Chemicals) >





Knowing Our Position BENCHMARK vs. ESG RATINGS

What's our position?

ESG Navigator is mapped to 14 major ESG frameworks and ratings:





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Knowing Our Position | ESG Ratings Gaps

KSI	Section	KSI Name	BB	CDP	G100	EcoV	FTSE	GRI	ISS	JUST	MSCI	Refin	SASB	S&P	Susty	TCFD	VE	ERC	+
1.1	Gov	Company Purpose	Ο	Ο	Ο	0	0		Ο	0	Ο		Ο	Ο	0	0	Ο	27	ERC =
1.2	Gov	ESG/S in Vision, Mission, Values, and Policies			0	0	0		Ο	0	0		0	Ο	0	0	0	53	ESG
1.3	Gov	ESG/S Commitments (by Board and/or C-Suite)				Ο		0	0	0	Ο	Ο	Ο	Ο	0	Ο	lacksquare	51	Ratings
1.4	Gov	Managing Long-Term Viability of Core Business(es)	0	Ο	Ο	Ο	Ο		0	0	0	0	Ο	Ο	Ο	0		40	Coverage
1.5	Gov	Key Business Decisions: ESG/S Risks & Opportunities			0	Ο			Ο	0	Ο		Ο		0	0	\bullet	56	Coverage
2.1	Gov	Company's Approach to ESG/S – by CEO and C-Suite	0	0	Ο	Ο	Ο		Ο	0	Ο		Ο	Ο	Ο	0	Ο	31	ERC
2.2	Gov	CEO/C-Suite Messages to Investors Regarding ESG/S	0	0	Ο	Ο	Ο		Ο	Ο	Ο	Ο	Ο	Ο	Ο	0	Ο	20	
2.3	Gov	CEO/C-Suite Interaction with Customers Regarding ESG/S	Ο	Ο	Ο	Ο	Ο		Ο	Ο	Ο	Ο	Ο	Ο	Ο	Ο	Ο	7	number
2.4	Gov	CEO/C-Suite Messages to Employees Regarding ESG/S	Ο	Ο	Ο	Ο	Ο		Ο	Ο	Ο	Ο	Ο	Ο	Ο	Ο	\bullet	13	represents
2.5	Gov	CEO's and C-Suite's Sources of ESG/S Learning	Ο	Ο	Ο	Ο			Ο	Ο	Ο	Ο	Ο	Ο	0	0	Ο	18	% of
2.6	Gov	Cross-functional ESG/S Leadership Group(s)	Ο	Ο	Ο	Ο	Ο		Ο	Ο	Ο	Ο	Ο	Ο	0		lacksquare	20	ratings that
3.1	Gov	Board Oversight of ESG/S			Ο	Ο					0	Ο	Ο	0			lacksquare	69	address
3.2	Gov	Board Roles, Committees and Charters			Ο	Ο				0	0	0	Ο	Ο		0	lacksquare	64	the KSI
3.3	Gov	Board Independence and Expertise in ESG/S		0	0	0	0		0	0	0	0	0			0		56	topic

ESG ratings fail the 80/20 rule: they only address ~20% of governance and strategy topics related to ESG.



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Knowing Our Position | ESG Ratings Heat Maps

Section	E#	Element Name	Avg. Score	KSIs	BB	CDP	G100	EcoV	FTSE	GRI	ISS	JUST	MSCI	Refin	SASB	S&P	Susty	TCFD	VE	ERC	
Gov	1	Company Purpose and Values	1.70	5																45	ESG Ratings Heat
Gov	2	CEO and C-Suite Leadership	1.83	6																18	Maps
Gov	3	Board of Directors Leadership	1.00	7																50	maps
Gov	4	Goals and Metrics	2.57	7																67	 "Stoplight"
Gov	5	Culture and Organization	1.40	5																38	approach
Gov	6	Stakeholder Engagement	2.17	6																48	
Gov	7	Disclosure and Reporting	1.25	6																75	Multiple levels of
Str	8	Strategic Planning	1.29	7																68	detail:
Str	9	Innovation, R&D	1.67	6																67	• By KSI (114)
Str	10	Customers and Markets	1.71	7																38	• By Element (17)
Str	11	Products, Services and Solutions	2.29	7																66	[shown here]
Env	12	Environment: Operations	2.56	8																92	 By Section (4)
Env	13	Environment: Supply Chain	1.00	7																88	
Env	14	Environment: Products	1.75	8																54	
Soc	15	Social: Workplace	2.57	7																63	
Soc	16	Social: Supply Chain	1.13	8																70	
Soc	17	Social: Community	1.93	7																49	
	Avg. Score = Our Company's ESG Navigator Self-Assessment Score																				

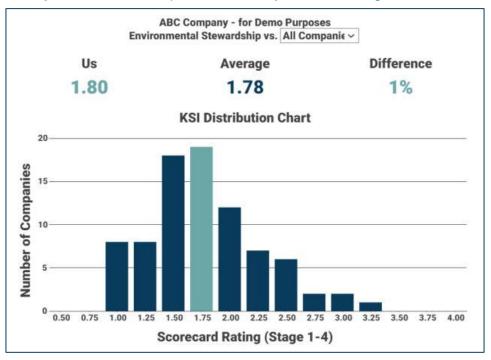
ESG Navigator ENVIRONMENT - SOCIAL - GOVERNANCE



Knowing Our Position DRILL-DOWN: E+S+G+STRATEGY

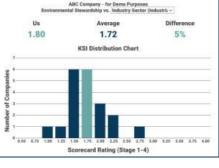
Knowing Our Position | Environmental Stewardship

Compared to: All companies currently in ESG Navigator database



Our industry sector peers

Compared to:

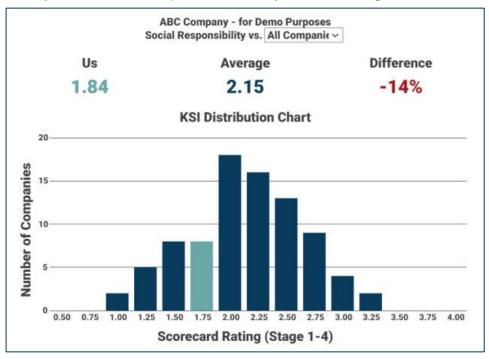


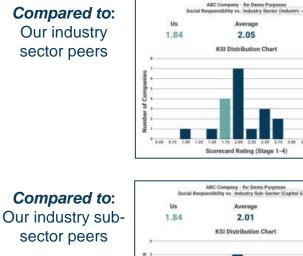


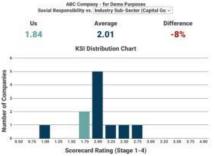


Knowing Our Position | Social Responsibility

Compared to: All companies currently in ESG Navigator database







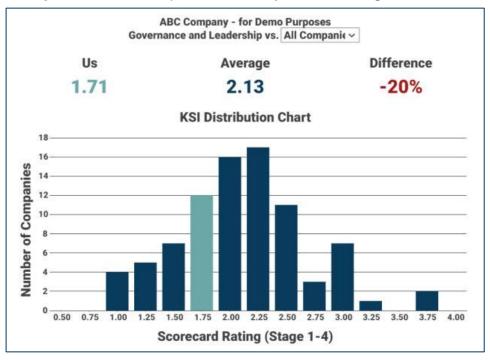
Difference

-10%

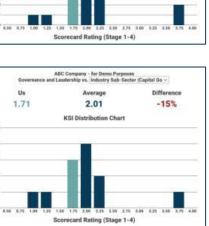


Knowing Our Position | Governance & Leadership

Compared to: All companies currently in ESG Navigator database







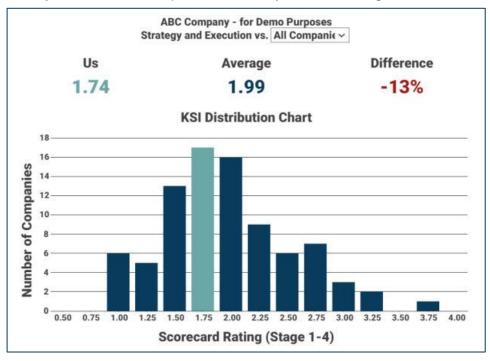
Difference

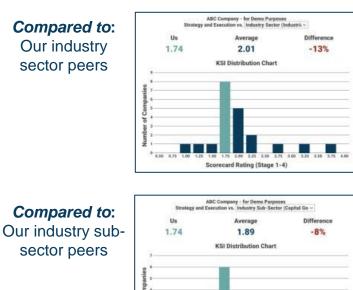
-18%



Knowing Our Position | Strategy & Execution

Compared to: All companies currently in ESG Navigator database







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3.50 3.75 4.00

Scorecard Rating (Stage 1-4)



Charting Our Course IDENTIFY IMPROVEMENT PRIORITIES

Where do we focus on improving – to drive value creation?

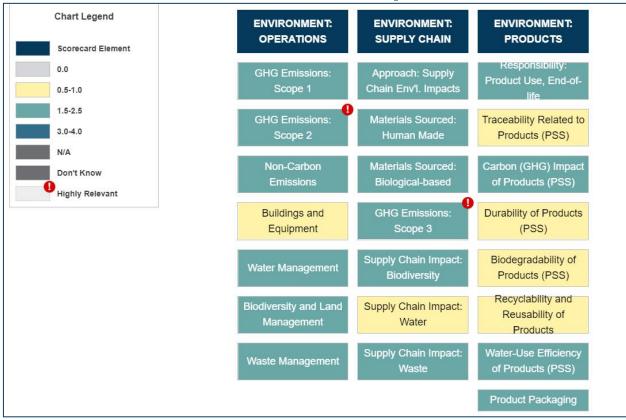
ESG Navigator – 100 Key Sustainability Indicators (KSIs)

We selected "top 12" as "*<u>Highly Relevant</u>*" to our company based on:

- <u>Governance</u>: Critical to how we run the company & integrate ESG/S into our business
- <u>Strategy</u>: Especially important to how we drive growth
- Environment and Social: Key material and top priority issues

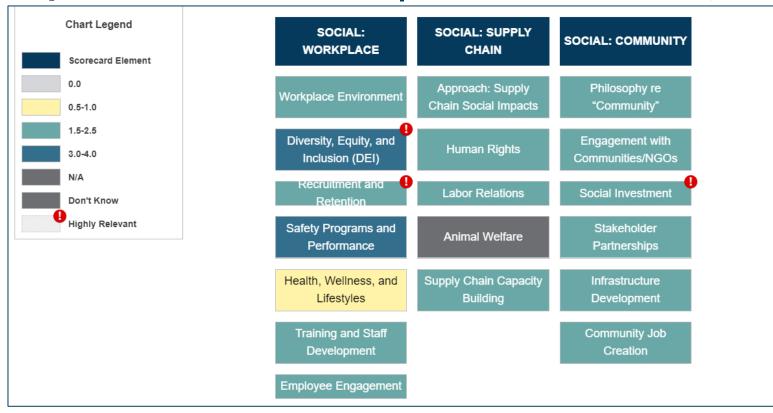


Improvement Priorities | Environmental Stewardship



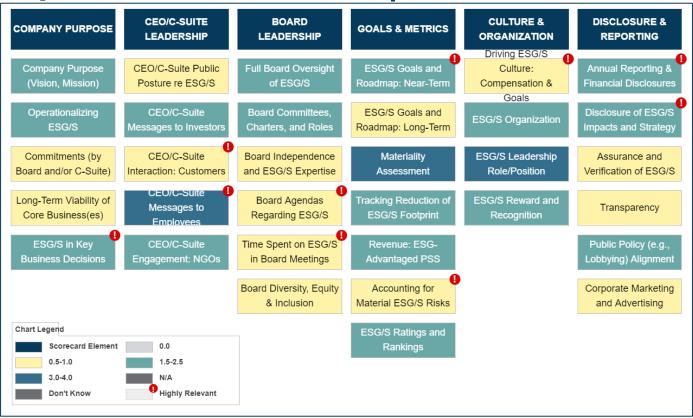


Improvement Priorities | Social Responsibility



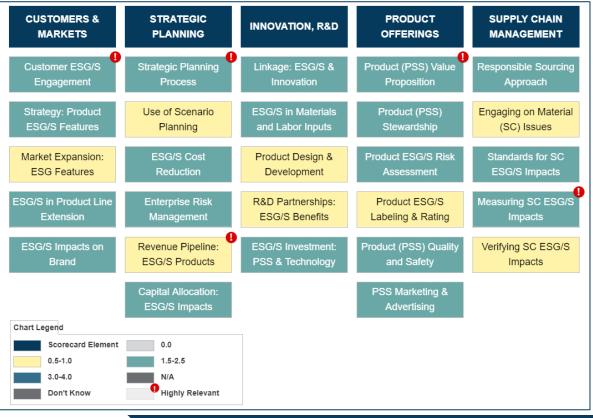


Improvement Priorities | Governance & Leadership





Improvement Priorities | Strategy and Execution







Charting Our Course DRILL-DOWN: 12 IMPROVEMENT PRIORITIES

Priority KSIs | 12 Marked as Highly Relevant

Areas we should find ways to better leverage

All KSIs you rated 2.5 or higher and "Highly relevant"

- Embedding ESG/S in Enterprise Risk Management
- Product (PSS) Value Proposition
- Energy Purchased
- ESG/S Benefits in Recruitment and Retention

Our key improvement priorities

All KSIs you rated 0.5 to 2.0 and "Highly relevant"

- Key Business Decisions: ESG/S Risks & Opportunities
- Company's Approach to ESG/S by CEO and C-Suite
- Board Agendas Regarding ESG/S
- Driving ESG/S Culture via Compensation and Goals
- Accounting for Material ESG/S Risks and Externalities
- Use of Scenario Planning
- Company's ESG/S Approach to Customers
- Approach to Supply Chain Environmental Footprint

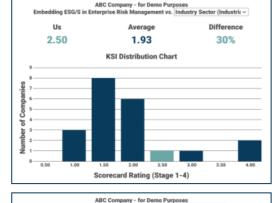


8 Key Improvement Priorities



Key Strengths to Leverage Compared vs. Industry Sector Peers

Enterprise Risk Management



Product (PSS) Value Proposition



Energy Purchased



Recruitment and Retention





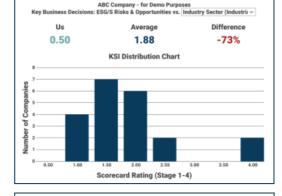
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Key Opportunities Compared vs. Industry Sector Peers

Difference

ESG in Key Business Decisions



ABC Company - for Demo Purposes

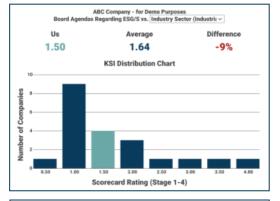
Company's Approach to ESG/S - by CEO and C-Suite vs. Industry Sector (Industri: ~

Average

Approach to ESG/S by CEO and C-Suite



Board Agendas



Driving Culture via Compensation and Goals





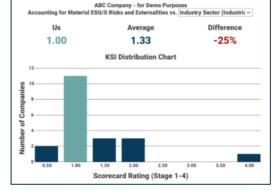
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Us

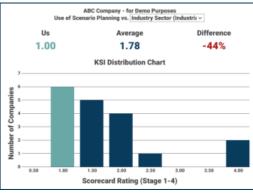
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Key Opportunities Compared vs. Industry Sector Peers

Accounting for Material ESG/S Risks and Externalities



Use of Scenario Planning



Company's ESG/S Approach to Customers



Approach to Supply Chain Environmental Footprint





KSI 1.5: Governance: Purpose and Values – Key Business Decisions tied to ESG/S



Take-away messages [Illustrative]

- Key Business Decisions (defined as ones made by CEO and Board) = vital to LT company success
- ESG raters try to measure but cannot
- Opportunity to fully align all company staff

ESG Navigator Maturity Map: Rating Criteria

Stage 1	Stage 2	Stage 3	Stage 4
"Engaging"	"Accelerating"	<i>"Leading"</i>	"Transforming"
ESG/S elements are typically not factors in key business decisions made by C-Suite and board .	ESG/S elements are openly discussed and debated – and are major factors in key business decisions. ESG/S factors (e.g., product safety) are prioritized when in question or during crises.	Formal ESG/S criteria or "screens" (e.g., internal carbon price) are applied to all key business decisions. ESG/S purpose and goals are clear enough that mid- managers are confident making trade-offs in daily decisions.	Material ESG/S issues guide strategic planning and capital allocation. Company demonstrates a track record of factoring material ESG/S risks into key business decisions.



KSI 2.1 Governance: CEO and C-Suite Leadership – Company's Approach to ESG/S by CEO and C-Suite



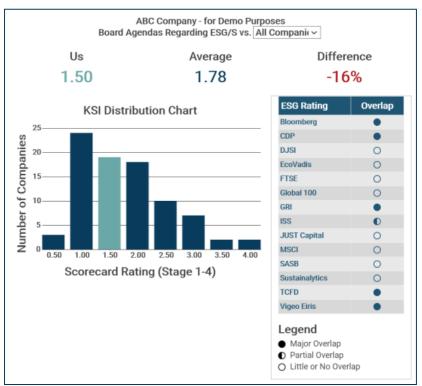
Take-away messages [Illustrative]

- C-Suite's visible leadership on ESG = key
- ESG raters cannot really measure this
- Opportunity to inspire, engage, and align our employees at little or no cost

Stage 1	Stage 2	Stage 3	Stage 4
"Engaging"	"Accelerating"	<i>"Leading"</i>	"Transforming"
CEO/C-Suite rarely mentions issues relating to ESG/S, or the material ¹ environmental or social impacts of the company practices or industry overall.	CEO/C-Suite mentions ESG/S when it pertains to reduction of ESG/S risks, but only where ESG/S is material to industry or sector.	CEO/C-Suite makes ESG/S goals and policy stance clear when it is material to company and its industry sector – and ensures ESG/S is integral to growth strategy.	CEO often communicates material ESG/S risks and opportunities and discusses role of company and industry in addressing global ESG/S challenges.



KSI 3.4 Governance: Board of Directors' Leadership – Board Agendas Regarding ESG/S



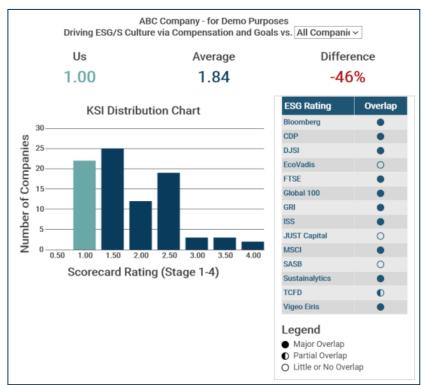
Take-away messages [Illustrative]

- Board agendas = powerful leverage point
- ESG raters cannot measure the degree of board engagement and ESG activity
- Opportunity to leapfrog competitors

Stage 1	Stage 2	Stage 3	Stage 4
"Engaging"	"Accelerating"	<i>"Leading"</i>	"Transforming"
Board agendas typically cover: EHS, philanthropy, peer company ESG/S actions, ESG/S trends, and emerging issues. CSO reports goals and metrics (own operations).	Board discusses material ESG/S issues, benchmark data, trends, and performance vs. goals. CSO reports ESG/S risks in own operations and value chain.	Board actively engages in ESG/S dialog between meetings. Board discusses full value chain ESG/S risks.	Board meetings incorporate planned ESG/S learning (e.g., site visit). Board discusses implications of full value chain ESG/S risks and opportunities.



KSI 5.1 Governance: Culture and Organization – Driving ESG/S Culture via Compensation and Goals



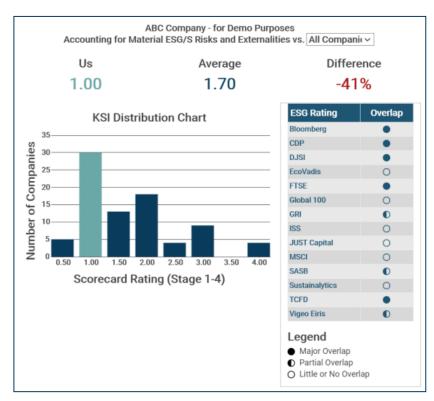
Take-away messages [Illustrative]

- Compensation = BlackRock priority
- Large, growing focus of ESG raters
- Opportunity to drive fast change

Stage 1	Stage 2	Stage 3	Stage 4
"Engaging"	<i>"Accelerating"</i>	<i>"Leading"</i>	"Transforming"
CEO and C-Suite compensation and KPIs¹ may include a few "traditional" ESG/S topics (e.g., safety; diversity, compliance). Annual ESG/S goals for individual employees are largely limited to ESG/S staff and teams.	CEO and C-Suite compensation and KPIs include measuring performance against key, material ESG/S metrics (including GHG for almost all sectors). Several C- Suite members have ESG/S goals as part of their personal annual performance goals.	CEO and C-Suite compensation (about 15- 20%) is based on performance on material ESG/S issues. CEO/S-Suite ESG/S annual goals cascade down the chain of command.	CEO and C-Suite compensation (about 20% ⁺) is based on performance on material ESG/S issues. CEO/S-Suite annual goals track performance against material ESG/S metrics. GHG target cascades to all relevant company staff and contractors.



KSI 4.6 Governance: Goals and Metrics – Accounting for Material ESG/S Risks and Externalities



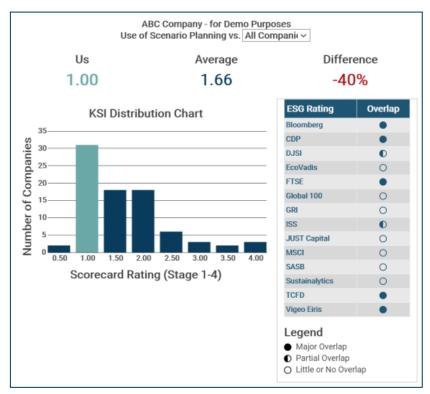
Take-away messages [Illustrative]

- Accounting for externalities = new "table stakes" (e.g., price on carbon)
- An area of growing interest by ESG raters
- Opportunity to deeply integrate with existing business practices

Stage 1	Stage 2	Stage 3	Stage 4
<i>"Engaging"</i>	"Accelerating"	"Leading"	"Transforming"
View accounting for material ESG/S risks and externalities as a compliance requirement. May assign carbon price.	Assess magnitude and scale of material ESG/S risks & liabilities across value chain and factor into key business decisions .	Account for externalities . Assign carbon price equal to or greater than industry average; fully aligned with TCFD .	Account for externalities across the value chain in a formal way, consistent with the company's financial controls.



KSI 8.6 Strategy: Strategic Planning – Use of Scenario Planning



Take-away messages [Illustrative]

- Scenario planning = core to TCFD
- Tough for ESG raters (little data)
- Opportunity to deeply focus on future linkage between ESG and strategy

Stage 1	Stage 2	Stage 3	Stage 4
<i>"Engaging"</i>	"Accelerating"	<i>"Leading"</i>	"Transforming"
Use informal processes to identify potential future ESG/S impacts on the business.	Use a formal scenario process, systematically identifying and assessing major ESG/S drivers in terms of impact and uncertainty.	Use best-in-class ESG/S scenario process, including a 1.5 °C scenario (perhaps also 2 °C scenario), to be reviewed with C-Suite (but not board).	Review robust scenarios with C-Suite and board to consistently shape business strategy and portfolio changes.



KSI 10.1 Strategy: Customers and Markets – Company's ESG/S Approach to Customers



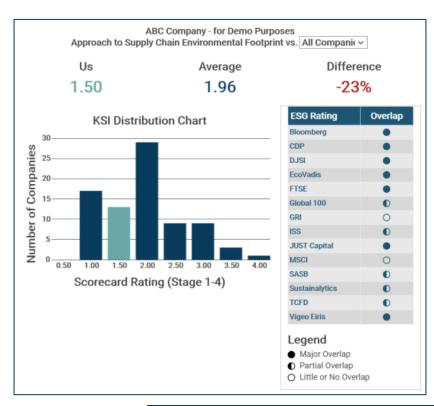
Take-away messages [Illustrative]

- Customers = key leverage point
- Not a major focus of most ESG raters
- Opportunity to build for the future

Stage 1	Stage 2	Stage 3	Stage 4
"Engaging"	"Accelerating"	<i>"Leading"</i>	"Transforming"
Respond to customer ESG/S requests. Focus is: "Do our customers like our products?"	Understand ESG/S goals of key customers. Educate customers about ESG/S attributes. Focus is: "Can we help our customers achieve their ESG/S goals?"	Work with customers to meet their ESG/S goals. Promote responsible ESG/S consumption. Focus is: "Do our products benefit our customers and society?"	Work with customers to jointly create demand for ESG/S solutions while greatly reducing existing ESG/S impacts. Focus is: "Do our products, services, and solutions address the world's toughest challenges?"



KSI 13.1 Environment: Supply Chain – Approach to Supply Chain Environmental Footprint



Take-away messages [Illustrative]

- Supply chain = major footprint
- Large, growing focus for ESG raters
- Opportunity to learn from leaders

Stage 1	Stage 2	Stage 3	Stage 4
"Engaging"	"Accelerating"	<i>"Leading"</i>	"Transforming"
Comply with industry standards regarding environmental footprint . ¹ Focus on quality, cost, and dependability (over environmental impacts).	Engage with key suppliers to assess and actively reduce environmental impacts. Provide ESG/S training and incentives to suppliers.	Engage upstream supply tiers to aggressively cut material environmental impacts. Set joint impact reduction goals. Incorporate ESG/S in buyer performance.	Partner with most suppliers to drive down full supply chain environmental footprint toward zero. Monitor performance against joint customer-supplier goals. Collaborate around growth opportunities.





Navigating Changes Ahead

Navigating Changes Ahead | Resources

Knowledge Hub ("Wiki")

- Investors
 - ABCs of ESG Frameworks and Ratings
 - "Who Bought Who"
 - "What Feeds What"
- ESG Ratings Survey Data 2021
 - Survey of 50+ global companies on ESG Ratings
 - Results on the benefits, importance, and ROI of each

Signposts & Best Practices Library

- Over 750+ best practice examples on ESG Navigator – each aligned to (and an example of) the 114 KSIs
 - Free online as a company creates its initial data entry – and for ongoing updates.
 - Downloadable Excel file (sortable) for Advanced Option subscribers
- Signposts: example 'highimpact' current news stories

Peer Network

- Monthly Webinars
 - Open to anyone who is a Registered User of ESG Navigator
 - Frequent company presentations followed by Q&A
 - Breakout groups, each with facilitator
 - Forum for asking peers relevant ESG questions

• + More



ESG Navigator Membership Options

"Gold Plus" Retainer Option

Bronze = \$1,000	Silver = \$3,800	<u>Gold = \$5,500</u>
Engage the C-Suite	Benchmarking Deep-Dive	Full ESG Navigator Benefits
• New	• Simplified Standard (Option B)	• Same as Premium (Option C)
• For Registered Users	• All benchmarking analytics	• All benchmarking analytics
• After complete data entry	• ESG Ratings Maps for Quick	• All ESG Ratings Maps
 Download new PPT report Registered Users – via ESGN 	Start (17 KSIs) only Starter • Registered Users – via TCB	First login access to data entry





To Learn More

Please visit https://esgnavigator.com/

or email gib@hedstromassociates.com.