

| ESG Navigator Annual Membership Options | Free | Bronze | Silver | Gold |
|--|------|---------------------|---------------------|---------|
| START FOR FREE | | | | |
| PREVIEW HOW ESG NAVIGATOR CAN BEST SERVE YOUR COMPANY | ● | ● | ● | ● |
| - View full set of ESG Navigator (700+) analytics for ABC Company | ● | ● | ● | ● |
| - Complete <i>Quick Start</i> or full company assessment | ● | ● | ● | ● |
| - Benchmark your company with level one (L-1) analytics (~5-10 summary charts only) | ● | ● | ● | ● |
| LEARN HOW PEER COMPANIES USE ESG NAVIGATOR WITH C-SUITE AND BOARD | ● | ● | ● | ● |
| - Join monthly ESG Navigator webinars | ● | ● | ● | ● |
| BRONZE - Engage Your C-suite on ESG | | | | |
| ORGANIZE ESG FOR YOUR BOSS, C-SUITE, AND BOARD | X | ● | ● | ● |
| - Download <i>Executive Summary Benchmarking PPT Deck</i> - Few best slides for C-Suite | X | ● | ● | ● |
| - Download <i>ESG Navigator Handbook</i> - Maturity Model with proprietary stage 1-4 rating scheme | X | ● | ● | ● |
| - Access <i>ESG Prioritization Toolkit</i> - Survey tool; analysis report; example C-Suite slides | X | ● | ● | ● |
| BENCHMARK 100+ COMPANIES - INCLUDING INDUSTRY PEERS AND LEADERS | X | ● | ● | ● |
| - Drill down to level two (L-2) - 4 Sections: E + S + G + Strategy | X | ● | ● | ● |
| TAP INTO KNOWLEDGE HUB | X | ● | ● | ● |
| - Download final report: <i>Survey of ESG Reporting Frameworks and Ratings: 2021</i> | X | ● | ● | ● |
| - Download final report: <i>Leading ESG Indicators Study: 2022</i> [available late 2022] | X | ● | ● | ● |
| ESG NAVIGATOR SUPPORT – Technical support (~1 hour/year) | X | ● | ● | ● |
| SILVER - Deep Dive ESG Benchmarking | | | | |
| ALIGN ON ESG INTERNALLY - ACROSS FUNCTIONS AND TEAMS | X | X | ● | ● |
| - Use the <i>ESG Navigator Excel Toolkit</i> - Gather input from 2-30 colleagues internally | X | X | ● | ● |
| - Analyze <i>ESG Internal Alignment Report</i> - Assess how colleagues score your company on ESG | X | X | ● | ● |
| BENCHMARK YOUR INDUSTRY SECTOR AND SUB-SECTOR | X | X | ● | ● |
| - Drill down to level three (L-3) - Element level (17 Elements - e.g., Goals & Metrics) | X | X | ● | ● |
| - Drill down to level four (L-4) - KSI level (100 Key Sustainability Indicators) | X | X | ● | ● |
| BUILD FULL BENCHMARKING SLIDE DECK | X | X | ● | ● |
| - Download your company PPT deck with 10-12 key benchmarking analytics | X | X | ● | ● |
| - Add additional ESG Navigator analytics as desired | X | X | ● | ● |
| ESG NAVIGATOR SUPPORT – Technical support (~1 hour/year) | X | X | ● | ● |
| GOLD - Full ESG Navigator Benefits | | | | |
| STAY ON THE CUTTING EDGE | X | X | X | ● |
| - Access all new ESG Navigator features and tools developed during the year | X | X | X | ● |
| - Download <i>Best Practices Library</i> - Excel workbook with 750+ Stage 3+ or Stage 4 practices | X | X | X | ● |
| - Join 2x/year Gold Member ESG Forum | X | X | X | ● |
| - Discuss <i>Signposts</i> - implications of major ESG developments | X | X | X | ● |
| MAP PERFORMANCE ACROSS ESG REPORTING FRAMEWORKS & RATINGS | X | X | X | ● |
| - Understand Coverage of 15 ESG Ratings – Compare topics covered vs. ESG Navigator KSIs | X | X | X | ● |
| - Analyze your company vs. all 15 major ESG ratings – Access Full ESG Ratings Maps | X | X | X | ● |
| - Benchmark vs. ESG Ratings – View 4 Rainbow Charts x 15 Reporting Frameworks & Ratings | X | X | X | ● |
| - Benchmark vs. ESG Ratings – View 100 KSI Bar Charts x 15 Reporting Frameworks & Ratings | X | X | X | ● |
| BUILD STRATEGY SLIDE DECK – Download your company PPT deck (you help craft) | X | X | X | ● |
| ESG NAVIGATOR SUPPORT – Strategic and technical support (~1 hour/year) | X | X | X | ● |
| BASE ANNUAL SUBSCRIPTION FEE | Free | \$1,000 | \$4,000 | \$5,500 |
| Gold Plus Retainer Option | N/A | [Additional Option] | [Additional Option] | \$2,500 |
| TOTAL | Free | \$1,000 | \$4,000 | \$8,000 |

Gold+
Retainer Option

ADDITIONAL RETAINER OPTION –

Engage with ESG Navigator team for strategic insight during the year

GOLD PLUS: Est. 10-12 hours/year. Carry over if not fully used.

Here are ways member companies draw on our ESG Navigator team for advice and counsel during the year...

FULLY LEVERAGE ESG NAVIGATOR

We know there is huge value here – at a very reasonable cost; unfortunately, we miss many of the webinars; we are not fully realizing the value of ESG Navigator...

- **Establish an annual game plan** – Initial working session to review status; examine how other companies use ESG Navigator in the most powerful ways; explore options; and agree game plan for the coming 12 months.
- **Review and react to your ESG Navigator scores** – *“It would be interested to have an external (confidential) sounding board as we debate and decide our ESG Navigator scores.”* Join internal team call(s) to review the results of:
 - Your company self-assessment - Stage 1 → 4 ESG Navigator scores.
 - Your team’s selection of most important (“Highly Relevant”) topics/KSIs.
- **Scheduled quarterly calls with ESG team** – Take stock; share best insights; illustrate key features; show highlights of company reports from past webinars. Monthly or quarterly calls set in advance.
- **Join internal ESG Council meetings** – *“I presented some of ESG Navigator to our ESG Council at our quarterly meeting – but I was not as familiar with the platform as I would have liked. Even so, they liked what they saw and wanted to learn more.”* Participate in meeting(s); answer questions, show highlights, share peer practices.
- **Assist with your draft ESG presentation deck(s)** – *“Are we using the most compelling material and presenting it in the most compelling ways? I wonder how other companies have done this most successfully?”*
 - Review and react to draft internal (e.g., C-Suite) presentations and board reports.
 - Share/suggest additional graphics to use
- **Identify best practices** – *“Once we narrow down to our critical few most important ESG topics (KSIs), what companies are truly best-in-class on that specific topic?”* Offer insight on best practices as you zero in on the top priority focus areas – especially about governance and strategy topics.

MISCELLANEOUS

- **Train a new team member** – *“How can we most quickly bring new team members up the ESG learning curve?”* Spend time with a new team member to provide a summary view of ESG overall – and a demo of all the features and benefits available on the ESGN website and beyond.
- **Participate in (speak at) internal team meetings** – Have Gib join an internal team meeting and give a 30-45-60-minute talk about ESG.

SPECIAL REQUESTS

- **Materiality review sounding board** – *“We do an annual review of our material issues and periodically do a full materiality assessment. That helps us identify WHAT our key issues are. We could use help ‘pulling it all together’ after also updating our ESG Navigator scores.”* - Provide an external perspective/validation as you do your annual materiality review; align the results with your ESG Navigator assessment; and review how to present results internally.
- **MBA Team: FOCUSED Independent Assessment** – Work with one of our MBA partners (University of Michigan; Duke; MIT) to organize a team project
- **Provide a sounding board re next ESG Report** – Provide a sounding board as you craft the outline and game plan for your next public ESG/sustainability report.