

ESG NAVIGATOR

INTRODUCTION

January 2024

Welcome to ESG Navigator

The premier global platform to help companies capture value from ESG

Initially crafted in 1997 Fortune 250 board meetings...

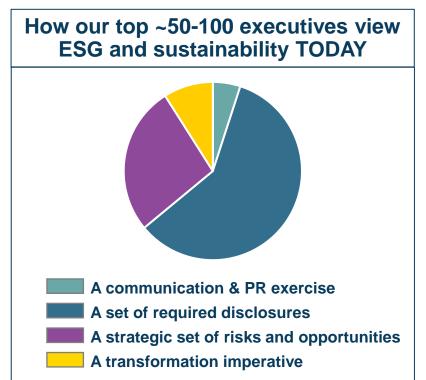
Can you develop a scorecard that helps us answer:

- How should we think about sustainability?
- How do we stack-up?
- What's the roadmap for capturing value?



Every company needs to transform... but how?

RESULTS OF POLLING ~80 FORTUNE 500 ESG EXECUTIVES - Q2-2023

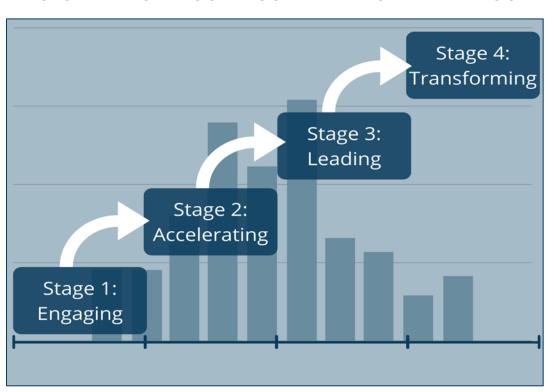






ESG Navigator is your roadmap

DESIGNED FOR BUSINESS LEADERS - BY INDUSTRY - FOR INDUSTRY



Four-stage roadmap (maturity path)

Tough rating scale

- No company is Stage 4
- Stage 4 = "what's expected of us"
- Many Stage 4 leading practices

100 KPIs:

- Cover E + S + G + Strategy
- 60% are Governance and Strategy
- Mapped across ESG reporting frameworks and ESG ratings

 Only -50% of ESG Info is available to ESG raters
 - ~50% of KPIs = disclosed
 - ~50% of KPIs = confidential

Disclosed
Confidential

Note: We refer to the 100 KPIs as Key Sustainability Indicators (KSIs)

Designed for business leaders "by industry – for industry"

ALL THE OTHERS ARE DESIGNED BY OUTSIDERS TELLING YOU WHAT TO DO



Capturing value from ESG...





Endorsed by The Conference Board

Respected author of "Leading Economic Indicators"

"The Conference Board's 1,000+ corporate members globally are benefiting from the power – and elegant simplicity – of ESG Navigator."

Paul Washington, Executive Director | ESG Center

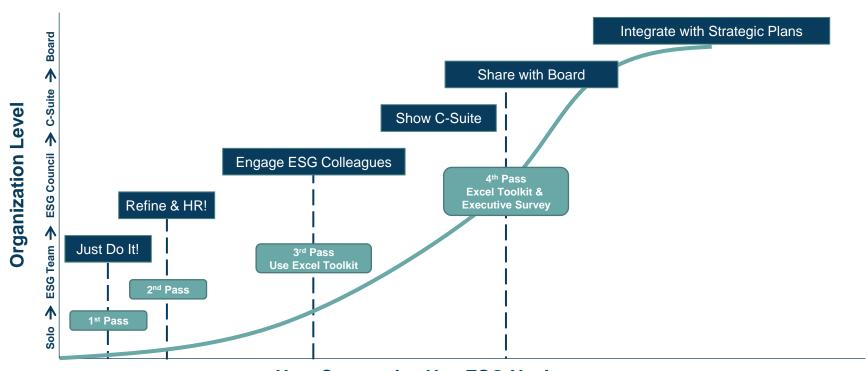


Participating Companies (selected)





How ~175 Major Companies Use ESG Navigator



How Companies Use ESG Navigator



ESG Navigator helps ESG Leaders Report to the C-Suite and Board



- 1 | Are we thinking about ESG strategically?
- 2 | Are we aligned internally on ESG?
- 3 | What is our current position vis-à-vis peer companies?
- 4 | How do we improve our ESG ratings' positioning?
- 5 | Where do we invest to create value?



1 | Are we thinking about ESG strategically?

ESG NAVIGATOR IS BUILT ON 100 KPIs - COVERING ALL OF ESG/SUSTAINABILITY





2 | Are we aligned internally on ESG?

THE 100 KPIS - ADDRESS EVERY CORPORATE FUNCTION

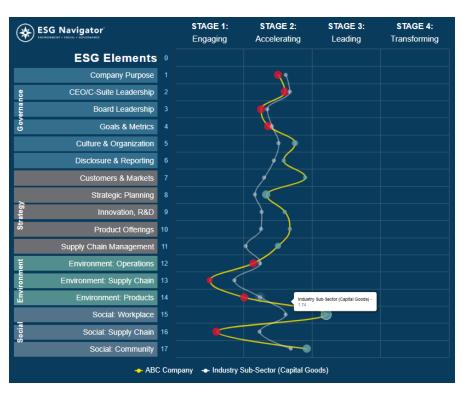


Companies use the ESG Navigator Excel Toolkit to "slice and dice" the 100 KPIs; each functional/and/or business team can score the ~15-25 most relevant to them.



3 | What is our current position vs. peer companies?

CONDUCT AN HONEST COMPANY SELF-ASSESSMENT (USE EXCEL TOOLKIT TO GATHER DATA)



Companies love the "Snake Chart"

The one chart to show your C-suite & board

- Speaks their language
- They want to see an honest picture of where we stand

"Snake Chart"

- Yellow line = our honest assessment today
- White line = different benchmark groups
 - vs. industry sector
 - vs. industry sub-sector [shown in graphic on left]
 - vs. custom (e.g., customers, suppliers, leaders)
- Color of dots = leading or lagging benchmark group
- Size of dots = your "importance" ratings



4 | How do we improve our ESG ratings?

THEN MAP YOUR COMPANY SCORES ACROSS ESG FRAMEWORKS AND RATINGS

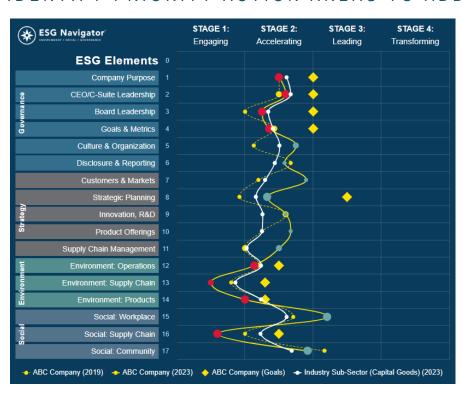
KSI	Section	KSI Name	Score	HR!	CDP	EU	GRI	SASB	TCFD	ISS-C	ISS-ES	ISS-G	MSCI	S&P	Susty	EcoV	ERC
1.1	GOV	Company Purpose (Vision, Mission)	2.5	Ţ.													8
1.2	GOV	Operationalizing ESG/S	1.5														42
1.5	GOV	ESG/S in Key Business Decisions	2.0														50
2.3	GOV	CEO/C- suite Interaction with Customers	2.0														8
2.4	GOV	CEO/C-Suite Messages to Employees	2.5														8
3.2	GOV	Board Committees, Charters, and Roles	2.0														63
3.4	GOV	Board Agendas Regarding ESG/S	1.5														21
4.1	GOV	ESG/S Goals and Roadmap: Near-Term	2.0	•													71
4.3	GOV	Materiality Assessment	2.5														63
4.6	GOV	Accounting for Material ESG/S Risks	1.5														50
5.1	GOV	Driving ESG/S Culture: Compensation & Goa	s 2.5	!													67
8.1	STR	Strategic Planning Process	2.0														63
8.2	STR	Use of Scenario Analysis	1.5	1													46
8.5	STR	Revenue Pipeline: ESG/S Products	2.0	!													57

! = Most important; Red boxes = areas we are vulnerable because (a) we score < Stage 2; and (b) that ESG reporting framework or rating covers that topic.



5 | Where do we invest to create value?

IDENTIFY PRIORITY ACTION AREAS TO ADDRESS WEAKNESSES



Additional "Snake Chart" features

- Yellow dotted line
 - prior year assessments
 - to track progress
- Yellow diamonds
 - Set company goals
 - Select which elements are top priorities

5 | Where do we invest to create value?

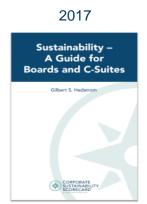
IDENTIFY PRIORITY ACTION AREAS TO ADDRESS WEAKNESSES

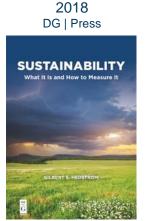
EX	AMPLE	5. Governan	rnance: Culture and Organization							
KSI#	Key Sustainability Indicators (KSIs)	Stage 1 "Engaging"	Stage 2 "Accelerating"	Stage 3 "Leading"	Stage 4 "Transforming"					
5.1	Driving ESG/S Culture: Compensation and Goals	CEO and C-suite KPIs¹ (tied to compensation) may include a few "traditional" ESG/S topics (e.g., compliance, safety, EHS). Annual employee ESG/S goals are largely limited to these ESG/S topics.	CEO and C-suite compensation (<15%) is tied to performance against material ESG/S issues in own operations. Several C-suite members have annual ESG/S performance goals.	CEO and C-suite compensation (about 15-20%) is based on performance on material ESG/S issues across value chain (including GHG). CEO/C-suite ESG/S annual goals cascade down the chain of command.	CEO and C-suite compensation (20% +) is based on performance against material ESG/S issues (full value chain). Cascade down to all staff and relevant contractors, reinforcing sustainability as a core value and the company's (North Star) core purpose.					
		OUD	COMPANY TODAY	OUD	GOAL					



Articles and books highlight the ESG Navigator platform









2019

Fall 2022 National Association of Corporate Directors



National Association of Corporate Directors

- Quarterly journal Directorship
- Cover story December 2022
- Mailed to 20,000 (board) members
- Based, in part, on ESG Navigator



Summary: Benefits



Proven

- Crafted in boardrooms in 1997
- Refreshed annually by ESG experts
- Tested & vetted:
 - Initially by 80+ companies –
 - Conference Board members
 - Honed by ~150 companies



Robust

- Proprietary ESG Maturity Model
- A tough 4-stage rating scale:
 - Stage 1-3 are <u>okay</u>, <u>good</u>, <u>better</u>
 - Stage 4 is <u>best</u> the <u>next frontier</u>
- 100 "Key Sustainability Indicators"
- Spans every ESG theme and every corporate function



Easy & Fast

- Get started for free
- Complete quickly:
 - Quick Start in 15 minutes
 - Full assessment in 60-90 minutes
- Immediately compare vs. peers



Annual membership/subscription service

Starter Benchmark

- ✓ Access via:
 - Esgnavigator.com
 - The Conference Board
- ✓ Rate your company:
 - 100% confidential
 - Update 24/7/365

Free

Bronze Engage your C-Suite

- ✓ Download:
 - Bronze PPT Report
 - ESG Navigator Handbook
- ✓ Benchmark:
 - Vs. ~175 companies
 - Analyze at Levels 1 & 2

\$1000/year

Silver Deep-dive benchmarking

✓ Download:

- Silver PPT Report
- Excel Toolkit
- Internal Alignment Report
- ✓ Benchmark:
 - Vs. industry sector
 - Vs. industry sub-sector
 - Analyze @ Levels 1, 2, 3, 4
- √ Align on ESG internally

\$4000/year

GoldFull ESG Navigator Benefits

✓ Map ESG Ratings:

- 15 frameworks & ratings
- Map your performance
- View "stoplight" positioning

✓ Download:

- Gold PPT Report
- Best Practices Library
- Signposts

✓ Benchmark:

- Vs. custom peer group
- Engage supply chain

\$5500/year

Gold Plus – \$8,500/year Special Requests

Membership Options

ESG Navigator Access via both ESG Navigator and The Conference Board

[Paid options are all-inclusive: no additional cost for multiple users in your company.]



Great Value for the Money

Several Gold Members say:

"We would pay about \$500K for what ESG

Navigator provides (for ~\$5K)"



ATTACHMENT

ESG NAVIGATOR KPIs

[KEY SUSATINABILITY INDICATORS (KSIs)]



Are we thinking about ESG strategically?

THE CONFERENCE BOARD ENDORSES ESG NAVIGATOR'S HOLISTIC APPROACH

Governance & Leadership

- Company Purpose
- CEO and C-Suite Leadership
- Board Leadership
- Goals and Metrics
- Culture and Organization
- · Disclosure and Reporting

Environmental Stewardship

- Environment: Operations
- Environment: Supply Chain
- Environment: Product



Strategy & Execution

- Customers and Markets
- Strategic Planning
- Innovation, R&D
- Product Offerings
- Supply Chain Management

Social Responsibility

- Social: Workplace
- Social: Supply Chain
- Social: Community



100 KPIs (KSIs) – 60% Governance & Strategy

THE CONFERENCE BOARD ENDORSES ESG NAVIGATOR'S HOLISTIC APPROACH





ESG NAVIGATOR KPIS (KSIS)

Governance and Leadership

COMPANY PURPOSE	CEO & C-SUITE LEADERSHIP	BOARD LEADERSHIP	GOALS & METRICS	CULTURE & ORGANIZATION	DISCLOSURE & REPORTING
Company Purpose (Vision, Mission)	CEO/C-Suite Public Posture re ESG/S	Full Board Oversight of ESG/S	ESG/S Goals and Roadmap: Near-Term	Driving ESG Culture: Compensation & Goals	Annual Reporting & Financial Disclosures
Operationalizing ESG/S	CEO/C-Suite Messages to Investors	Board Committees, Charters, and Roles	ESG/S Goals and Roadmap: Long-Term	ESG/S Organization	Disclosure of Material ESG/S Impacts
Commitments (by Board and/or C-Suite)	CEO/C-Suite Interaction with Customers	Board Independence & ESG/S Expertise	Materiality Assessment	ESG/S Leadership (Role, Position)	Assurance and Verification of ESG/S
Long-term Viability of Core Business(es)	CEO/C-Suite Messages to Employees	Board Agendas Regarding ESG/S	Tracking Reduction of ESG/S Footprint	ESG/S Reward and Recognition	Transparency
ESG/S in Key Business Decisions	Engagement by CEO/C- Suite with NGOs	Time Spent on ESG/S in Board Meetings	Revenue from ESG/S- Advantaged PSS		Public Policy Alignment (e.g., Lobbying)
		Board Diversity, Equity & Inclusion	Accounting for Material ESG/S Risks		Corporate Marketing & Advertising



ESG/S Ratings and Rankings

ESG NAVIGATOR KPIS (KSIS)

Strategy and Execution

CUSTOMERS AND
MARKETS

Customer ESG/.S Engagement

Market Strategy: Existing Products, Services & Solutions

Market Strategy: New Products, Services & Solutions

Product Portfolio Transformation

ESG/S Impacts on Brand

STRATEGIC PLANNING

Strategic Planning Process

Use of Scenario Planning

ESG.S Cost Reduction

Enterprise Risk Management

Revenue Pipeline from ESG/S Products (PSS)

Capital Allocation to Address ESG/S Impacts

INNOVATION, R&D

Linkage between ESG/S and Innovation

ESG/S in Materials and Labor Inputs

ESG/S in Product
Design and Development

R&D Partnerships - Driving ESG/S Benefits

Investment in ESG/S Products, Technology

PRODUCT OFFERINGS

Product (PSS)
Value Proposition

Product (PSS) Stewardship

Product (PSS) ESG/S Risk Assessment

Product (PSS)
ESG/S Labeling & Rating

Product (PSS)

Quality and Safety

Product (PSS)
Marketing and Advertising

SUPPLY CHAIN MANAGEMENT

Responsible Sourcing Approach

Engaging on Material Supply Chain ESG/S Impacts

Standards for Supply Chain ESG/S Impacts

Measuring Supply Chain ESG//S Impacts

Verifying Supply Chain ESG/S Impacts



ESG NAVIGATOR KPIs (KSIs)

Environmental Stewardship

ENVIRONMENT:
OPERATIONS

GHG Emissions: Owned or Controlled Sources (Scope 1)

GHG Emissions: Energy Purchased (Scope 2)

Non-Carbon Emissions

Buildings and Equipment

Water Management

Biodiversity and Land Management

Waste Management

ENVIRONMENT: SUPPLY CHAIN

Approach to Supply Chain Environmental Impacts

> Materials Sourced: Human Made

Materials Sourced: Biological-Based

Scope 3 GHG Emissions

Supply Chain Impact: Biodiversity

Supply Chain Impacts: Water

Supply Chain Impacts: Waste

ENVIRONMENT: PRODUCTS

Responsibility for ESG/S: Product (PSS) Use and End of Life

Traceability Related to Products (PSS)

Carbon (GHG) Impact of Products (PSS)

Durability of Products (PSS)

Biodegradability of Products (PSS)

Recyclability/Reusability of Products (PSS)

Water-Use Efficiency of Products (PSS)

Product Packaging



ESG NAVIGATOR KPIS (KSIS)

Social Responsibility

SOCIAL: WORKPLACE

Workplace Environment

Diversity, Equity, and Inclusion (DEI)

ESG/S in Recruitment/Retention

Safety Programs and Performance

Health, Wellness, and Sustainable Lifestyles

ESG/S Training and Staff Development

Employee Engagement with ESG/S

SOCIAL: SUPPLY CHAIN

Approach to Supply Chain Social Impacts

Human Rights

Labor Relations

Supply Chain Diversity, Equity & Inclusion

Supply Chain Capacity Building

SOCIAL: COMMUNITY

Philosophy Regarding "Community"

Engagement with Communities and NGOs

Social Investment

Community and Stakeholder Partnerships

Infrastructure Development

Community Job Creation



Get Started Now

https://esgnavigator.com/request-log-in-access

For more information...

Contact: gib@esgnavigator.com





THANK YOU!

Please visit us at https://esgnavigator.com
or email us: gib@esgnavigator.com