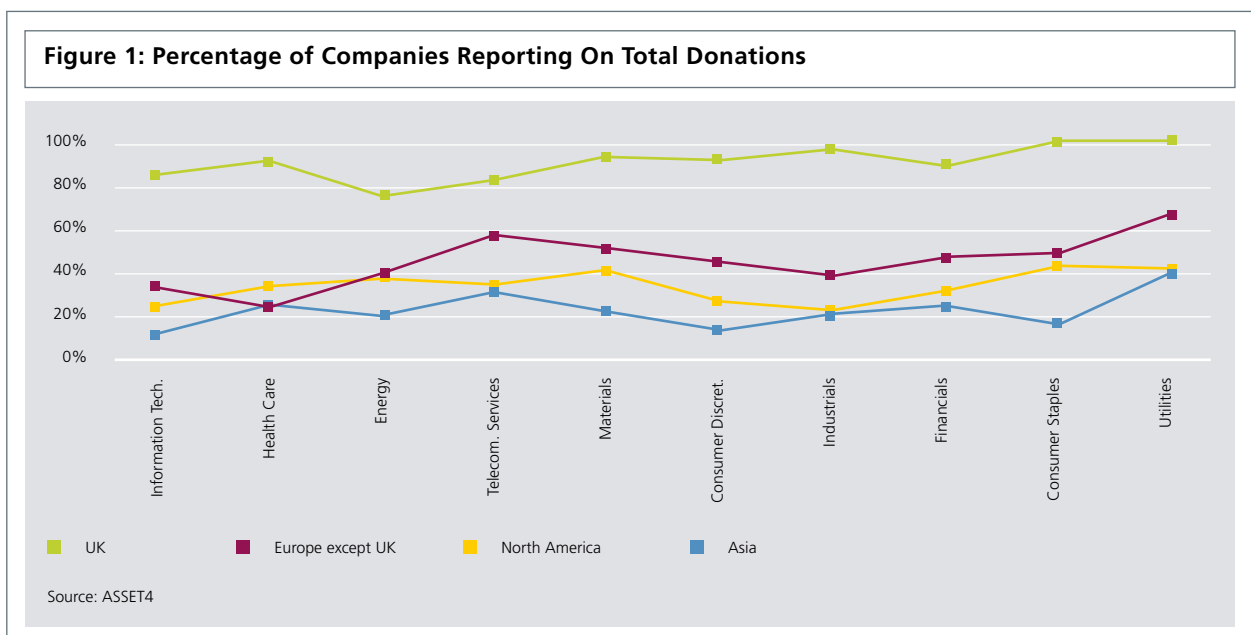


And the Leaders in Giving Are ... Health Care

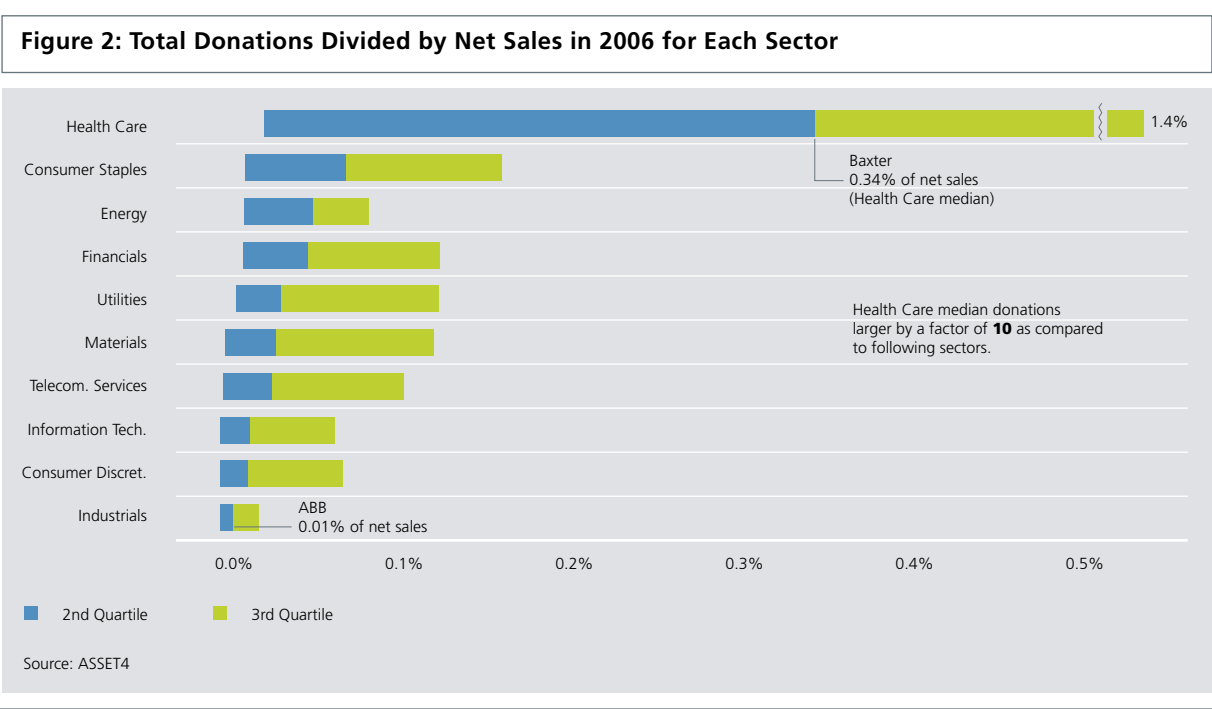
When examining any ESG issue, it is often useful to view it either for an entire sector or in comparison to other sectors and to visualise the information in a variety of ways. In the example below, we focused on total cash and in-kind donations, which is a single KPI (Key Performance Indicator) within the Social pillar of the ASSET4 solution and is already normalised as a percentage of total net returns. Using the *assetmasterProfessional™* Excel Add-In, we imported the donations data into Excel and created some interesting graphs identifying the donation leaders and laggards by sector.

These graphs are but one example of how you can use the ASSET4 data to ask questions of any or all of the 2,000 companies currently within the ASSET4 universe. Our Client Services department would be happy to work with you to identify essential KPIs within the ASSET4 system to enable you to begin to track and integrate ESG aspects of corporate performance into your mainstream investment processes.

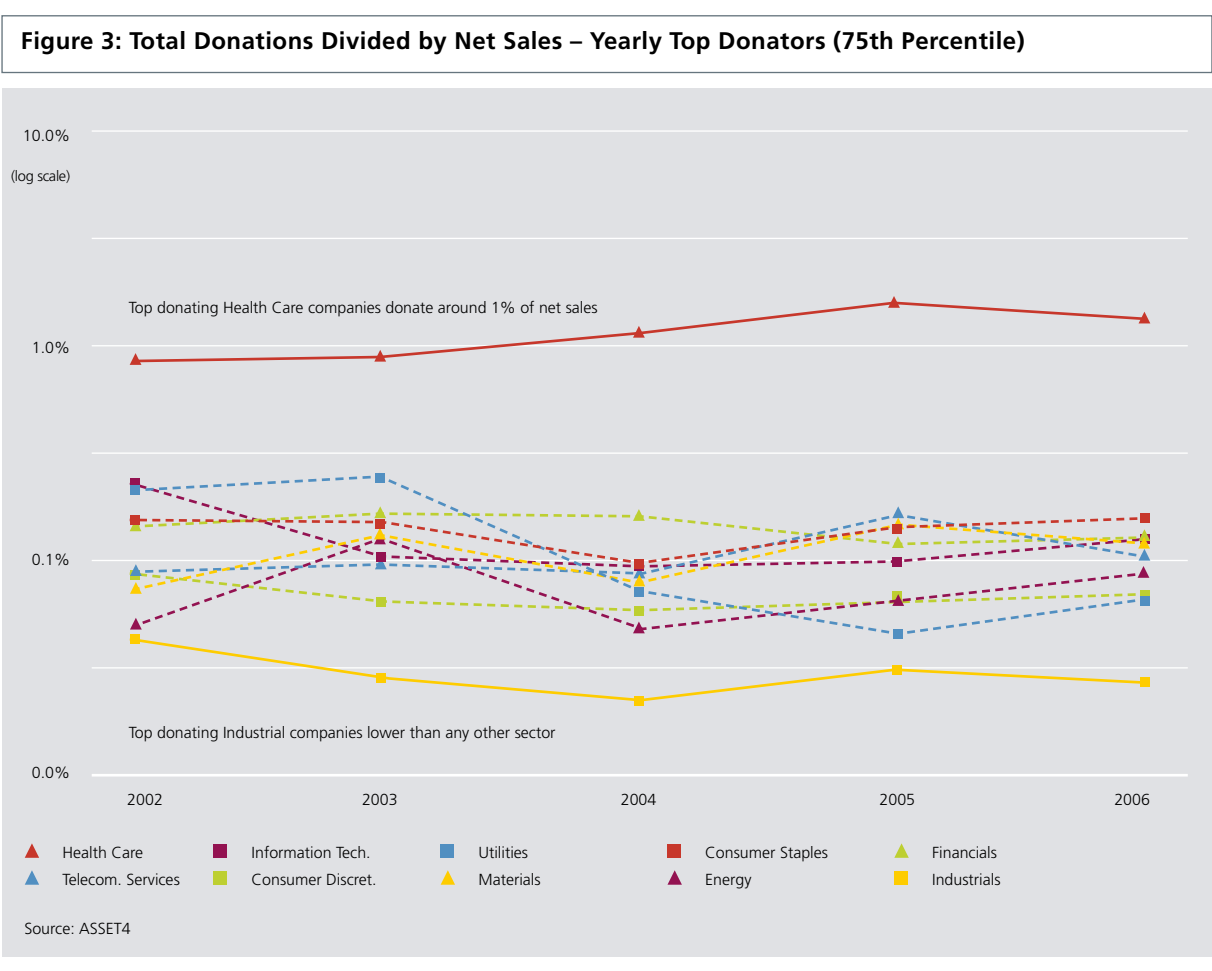
The first question we like to ask when looking at sectors globally is what level of reporting is there on that particular topic. As you can see from Figure 1, the United Kingdom was the clear leader, with above 70% of companies within all sectors reporting on total donations. The other regions were all grouped basically together, however with some significant differences between sectors.



Then we asked if there was any significant difference in the level of donations between the ten GICS sectors. In fact there was, eight of the sections were all grouped very tightly, while one, Health Care, was the clear leader and another, Industrials, was the clear laggard, as can be seen in Figure 2.



Finally, we wondered if this discrepancy was specific for a single year. However, when we looked at the previous four years as well, we saw the same pattern with Health Care leading and Industrials lagging behind, when we looked at top donators (the 75th percentile), as shown in Figure 3.



To talk to Client Services about these and other reporting possibilities, please contact your local ASSET4 representative.