

**Sector Study on
Sustainability
Materiality
of the
SDG Targets
& GRI Indicators**

—
**what matters
to *your* sector?**

— **All Sector Overview**



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Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators

— what matters to your sector?

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www.ga-institute.com/SDGsWhatMatters2018

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**Sector Study on
Sustainability Materiality of the SDG Targets & GRI Indicators**
— what matters to *your* sector?

OVERVIEW

OVERVIEW

Governance & Accountability Institute is pleased to present the highlights of its comprehensive "Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators" research project. Our team examined the Global Reporting Initiative's GRI G4 roster of corporate sustainability reports that were published from March 2016 through March 2017. (This was the last wave of G4 reports; the GRI Standards are now used by reporters.)

This research project encompasses a total of 1,387 organizations that utilized the GRI's G4 Framework to guide their sustainability, ESG, et al reporting, and examines the level of disclosure on all 91 GRI G4 Specific Standard Disclosures.

This research project was designed to provide capability to examine 1,387 GRI reporters' materiality disclosure decisions through the lens of the GRI Indicators / Disclosures and the relevant SDG Targets and Goals.

Linking GRI G4 Indicators' materiality results with the related 169 SDG targets mapped in the SDG Compass (produced by the collaborators GRI, UN Global Compact and WBCSD) allowed us to analyze the activities of these sustainability reporters related to the SDG targets.

In addition, utilizing the linkage tables between the GRI G4 Indicators, and the GRI Standards Disclosures provided by GRI, allows us to also see the results of this research project through the lens of the GRI Standards Disclosures that are now required for reporting "in accordance with" GRI.

We present for you the results of our research in separate sub-reports for the "Top GRI Indicators / Disclosures Results" and "Top SDG Target Results" for each of 40 ICB* Sectors which can be downloaded on our website here: <http://www.ga-institute.com/SDGsWhatMatters2018>

The objective of this report is to serve as a starting point for discussion and planning around analyzing and determining sector-specific materiality of the SDG Targets and GRI Indicators / Disclosure Topics — as seen through the lens of these 1,387 reporting organizations as well as the perspectives of their respective stakeholders.



OVERVIEW

Important to Keep in Mind

Organizations in this study published their reports used the GRI G4 for their sustainability, ESG and structured reporting. Determinations of what is included in an organization's GRI report are informed by the GRI Principles of "Materiality" and "Stakeholder Inclusiveness" -- therefore the results of our research and scores are informed by the enormous collective materiality assessments, stakeholder engagements, and decisions of these 1,387 reporting organizations.

We believe the combined materiality decisions of these 1,387 reporting organizations from around the world, across 40 ICB sectors, is a powerful "Big Data" set for us to explore in the results of this research report with you. We plan to continue to add to and mine this Big Data set. We will share the results in various ways. We welcome your feedback and ideas on how to utilize the underlying Big Data set that this report is built upon which this report begins to explore. We welcome your feedback on the results.

** ICB = Industry Classification Benchmark*

The Private Sector & The SDGs

The 2030 Agenda for Sustainable Development widely acknowledges that the private sector will be one of the most significant sources of resources, action and technical capacity relied upon by the global society to achieve the Sustainable Development Goals.

At the same time, asset owners, fiduciaries, investment advisory firms and the global corporate social responsibility community is busily re-orienting traditional categories and metrics of social/societal impact to align with and account for the new SDG framework, relevant terminology and the adopted national and global development indicators of progress.

These developments create a tremendous demand -- and risk as well as opportunity -- for the business sector to begin documenting the ways in which existing core business strategies, partnerships, operations, philanthropic activities, and determining how future business models can be made more responsive to meet stakeholder expectations.

OVERVIEW

Is it important to keep in mind that the business sector (individual firms and collectively as an important part of society) can make significant contributions towards achieving the SDGs and reporting on their contributions (and receive appropriate recognitions for their efforts).

With literally dozens of existing corporate reporting frameworks in place and a whole new language now evolved - - SDG's 17 Goals, 169 Targets -- and hundreds of key performance indicators to master, business leaders, and other stakeholders are justifiably challenged as how to interact with these new global ambitions, and how then to report on their progress.

Enter the 2018 Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators

We intend for this research to catalyze business engagement in the SDGs through sector specific results that can enable the identification of important trends on corporate GRI G4 (and linked GRI Standards) disclosures that are linked to the SDG targets and goals.

This research should be immensely helpful to a wide range of stakeholders -- including companies, investors, public sector policymakers and civil society leadership, and a range of key key stakeholders -- all of whom are interested in understanding which industries and business models have the greatest synergies with specific SDG targets as well as in gaining a global, national and industry-specific view of company activity related to the SDGs.

The following are some examples of how we see the results could be used by various stakeholders.

OVERVIEW

Example of Outcomes

Uses for Sustainable Companies

- For those who are struggling to identify and better understand the most critical/material SDGs for their strategic planning, this research will help to identify which out of the 169 SDG targets are the underlying topics most reported on -- and therefore considered most **material** in their sector or industry or among their peers. For companies aiming to communicate about their involvement externally, this can help them find their way. This research is designed to feature and provide capability to explore thousands of GRI reporters' materiality decisions, to help senior managements and boards better align [the enterprise's] corporate strategies, processes, business models, actions, and relevant practices with the GRI Disclosure topics and the SDG Targets.

Underlying Big Data Set Consideration

Companies could also work with us to mine the underlying data from this research to consider their geographic footprint (countries/global footprint of operations). For one example, we could mine the underlying data to ask: "out of the 169 SDG targets which are agriculture companies operating in India and Asia most focused on?" The underlying data would provide boards and management a better sense of which goals/targets are most considered material to each sector and geography (or combinations thereof).

Uses for Sustainable Investors - Fiduciaries & Managers

- This research will enable investors to better understand trends such as how companies in various sectors and geographies contribute (or not) towards advancing particular SDGs and their underlying targets. This information can be helpful for many reasons to investors (asset owners, their managers & financial analysts) including identifying and enabling impact investment focused approaches aligned with the SDGs; understanding the private sector contributions towards meeting the SDGs; and also enabling better engagement strategies through the identification around gaps in reporting around critical / material SDG issues. For example, an impact investor focused on the issue of Gender Equality would be able to use our platform to ask: "What sectors are focused most on SDG 5 - Gender Equality's underlying targets?"

OVERVIEW

Underlying Big Data Set Consideration

Investors could add to the question above when querying the data set to ask:
"which countries are companies least and most addressing issue X in?"

Uses for the Public Sector / Governments Worldwide

- As governments and public sector managers worldwide begin to examine the way that the private sector helps to contribute towards the realization of the 2030 Global Goals (SDGs), this research will enable them to learn from current practices, and strategically plan/allocate resources for the years to come. Government leaders will be able to examine the way that individual business sectors are contributing towards each of the 169 underlying SDG targets. Public Policy managers will also be able to examine where there are gaps in corporate reporting on critical issues, and this information can be fed into policy planning intelligence -- empowering the public sector to better strategically leverage the public / private partnerships that are needed to meet the obligations of the 2030 Sustainable Development Agenda.

Underlying Big Data Set Consideration

For example, a public sector organization could work with us to query the larger underlying Big Data set on a particular geographic area - such as: "In South America, which of the sectors examined are contributing (ordered most to least) to SDG 6 Water, and specifically on each of the underlying SDG 6 targets (6.1 thru 6.6 and 6.a - 6.b)?"

OVERVIEW

Building Upon The 2014 "Sustainability - What Matters?" Research

This research builds upon the methodologies and systems developed during the earlier (2014) research published by G&A Institute's titled: "Sustainability - What Matters?" In that effort we analyzed 1,246 GRI sustainability reports to determine the level of disclosure across 84 GRI indicators, each representing various Environmental, Social, and Corporate Governance (ESG) issues. The results of this research for 35 sectors and more details are available at: <https://www.ga-institute.com/research-reports/sustainability-what-matters-materiality-study-in-1246-gri-reports.html>

Please reference the "Sustainability - What Matters" reports for more background on the methodology and results demonstrated which were built upon in this research.



Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators

— what matters to your sector?

METHODOLOGY

METHODOLOGY

Our team of analysts and researchers utilized the GRI global database's (available at: database.globalreporting.org) data set for reports published from March 2016 through March 2017 for the baseline data of this analysis. This was the most complete dataset at the time this research was started in 2017 and was made up of 1,387 corporate organizations globally from 40 ICB sectors that were utilizing the GRI G4 framework for reporting.



METHODOLOGY

Scoring

Each report was examined for their level of disclosure to all 91 GRI G4 Specific Standard Disclosures. The options and weightings for each individual disclosure were as follows:

- 1. Full Disclosure** — 1 point
The reporting organization specifically states that they have disclosed the full detail required for this indicator.
- 2. Included Disclosure** — 3/4 point
The reporting organization states that they have disclosed this indicator implying but not specifically stating that it is a full disclosure.
- 3. Partial Disclosure** — 1/2 point
The reporting organization specifically states that they have disclosed only partial detail required for this indicator.
- 4. Not Disclosed** — 0 points
The reporting organization chose not to disclose anything on this indicator and therefore implies it is not material.
- 5. Not Material** — Deduct 1/2 point
The reporting organization specifically states that this indicator was found to be not material for their company

METHODOLOGY

Sectors

After completing the initial research for all 1,387 organizations disclosure levels on each of the 91 GRI G4 Specific Standard Disclosures we then organized the reporters into 40 ICB sectors.

GRI SECTORS UTILIZED IN OUR DATA SAMPLE

1. Aerospace & Defense
2. Alternative Energy
3. Automobiles & Parts
4. Banks
5. Beverages
6. Chemicals
7. Construction & Materials
8. Electricity
9. Electronic & Electrical Equipment
10. Financial Services
11. Fixed Line Telecommunications
12. Food & Drug Retailers
13. Food Producers
14. Forestry & Paper
15. Gas, Water & Multi-utilities
16. General Industrials
17. General Retailers
18. Health Care Equipment & Services
19. Household Goods & Home Construction
20. Industrial Engineering
21. Industrial Metals & Mining
22. Industrial Transportation
23. Leisure Goods
24. Life Insurance
25. Media
26. Mining
27. Mobile Telecommunications
28. Nonequity Investment Instruments
29. Nonlife Insurance
30. Oil & Gas Producers
31. Oil Equipment, Services & Distribution
32. Personal Goods
33. Pharmaceuticals & Biotechnology
34. Real Estate Investment & Services
35. Real Estate Investment Trusts
36. Software & Computer Services
37. Support Services
38. Technology Hardware & Equipment
39. Tobacco
40. Travel & Leisure

METHODOLOGY

Sector Scoring

In each sector we calculated a disclosure score for *all* 91 GRI G4 Specific Standard Disclosures by adding the individual organization's disclosure scores [for each indicator] and then dividing each indicator's score by the number of organizations that were in that sector's data set.

This exercise resulted in a score from -.5 to 1 for each of the indicators, which was then multiplied by 100 to arrive at a score from "-.50" to "100." These scores were then used to order the indicators from 1-to-91 in the order of *most reported to least reported* in each of the 41 ICB sectors.

Sector Difference Average Scores

When this was done we found that there were certain indicators that were appearing in the top, no matter what sector the organizations were in (as we had found in our previous Sustainability - What Matters? research). This seems to occur because there are certain indicators that require information which is more readily available -- and therefore easy for the company to disclose and include in their report.

These were common indicators such as:

- **G4-EC1 (Economic)**
Direct economic value generated and distributed
- **G4-EN3 (Environmental)**
Energy consumption within the organization

While these are certainly important indicators for any organization, we really wanted to be able to see what was *particularly material* to an organization within its sector (and, to eliminate "noise"). We devised a method to reduce the noise caused in the data by these commonly-used indicators.

METHODOLOGY

To focus in more on a sector and reduce this noise, we decided to develop and utilize a *difference score* for ranking the 91 GRI G4 Specific Standard Disclosures.

The difference score was calculated by taking the score for each disclosure for all 1,387 reports analyzed and then subtracting the same disclosure score from a the particular sector be analyzed.

Then, the average of the difference score and the sector score was used to order the 91 GRI G4 Specific Standard Disclosures which presented the results with a much clearer focus on what was determined to be material in each particular sector.

By looking at which indicators were fully reported more often in a sector compared to all reporters as a whole we get results with less noise and more focus on the sector (And therefore, we believe, of more value in evaluating the materiality of the disclosure.)

Linkage Documents For SDGs & GRI Standards

About The SDG Compass

The SDG Compass's "Inventory of Business Indicators" was utilized in this research to link our GRI G4 disclosures materiality results with the related 169 SDG targets. The SDG Compass was produced by the collaborators GRI, UN Global Compact and WBCSD and allowed us to analyze the sustainability reporting data on the 1,387 organizations included in our report related to the SDG targets.

It is described on their website like this: "This inventory maps existing business indicators against the Sustainable Development Goals (SDGs). It allows you to explore commonly used indicators and other relevant indicators that may be useful when measuring and reporting your organization's contribution to the SDGs."

More information on the SDG Compass "Inventory of Business Indicators" can be found at:

<https://sdgcompass.org/business-indicators/>

METHODOLOGY

The Mapping G4 to the GRI Standards

The "Mapping G4 to the GRI Standards" series of documents provided by GRI was utilized to allowed us to also present the results of this research project through the lens of the linked "GRI Standards" Disclosures. The GRI Standards are now required for reporting in accordance with GRI, and therefore GRI G4 reports will no longer be compliant.

The "Mapping G4 to the GRI Standards" documents can be found at:

<https://www.globalreporting.org/standards/resource-download-center/mapping-document-complete-excel/>

AND NOW THE RESULTS

Top SDG Targets & Top GRI Indicators

— what matters to your sector?

We present for you the results of our research in the form of separate sub-reports for the "Top GRI Indicators / Disclosures Results" and "Top SDG Target Results" for each of 40 ICB* Sectors which can be downloaded on our website. We hope that you receive value from our findings and that it enables you to focus more on... *what matters* to your sector...or industry...or peer group?

You can download the results for your sector from our research page here:

<http://www.ga-institute.com/SDGsWhatMatters2018>

We value feedback from you regarding this analysis and your thoughts after reviewing the results.

Please email us at info@ga-institute.com.



Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators

— what matters to your sector?

ABOUT THE
COLOR CODED
HEATMAPS

ABOUT THE COLOR CODED HEATMAPS

We present to you the color coded heatmaps with three different colorization approaches to help users analyze the overall results of this data in three different ways. Each of the heatmaps contain the same scores in each cell but the colorization is applied in different ways to allow for different lenses of interpreting the data. More detail is explained below for each approach.

○ SDG-by-SDG Heat Mapping Colorization

-- applied to the lowest (red) and highest (green) score down each of the SDGs columns

The heat mapping is applied on this representation of the chart in order to identify which of the sectors are reporting on issues related to particular SDGs so that the highest score looking down one SDG column (example SDG 1) is the greenest, and the lowest score is the reddest. In some cases, particular SDGs relevant content were reported on less overall across all sectors than others SDGs, so this application of the heatmap allows for better visual examination on an SDG-by-SDG basis. Looking down a column, you can easily see through the colors which sector reports on topics related to an SDG most to least.

Note: *The scores across each of the versions of the heat mapping colorizations stay the same, only the coloring changes to allow for quick examination of particular angles of study.*

○ Sector-by-Sector Heat Mapping Colorization

-- applied to the lowest (red) and highest (green) score across each of the sector rows

The heat mapping is applied on this representation of the chart in order to identify for each sector which topics related to each SDG are reported on most, so that the highest score looking across one sector row is the greenest, and the lowest score for that sector is the reddest. In some cases, certain sectors reported less overall on SDGs, or had closer scores across each SDG, so this application of the heatmap allows for better visual examination on a sector-by-sector basis. Looking down a column, you can easily see through the colors which sector reports on topics related to an SDG most to least.

Note: *The scores across each of the versions of the heat mapping colorizations stay the same, only the coloring changes to allow for quick examination of particular angles of study.*



ABOUT THE COLOR CODED HEATMAPS

○ Overall Heat Mapping Colorization

-- applied to the lowest (red) and highest (green) scores across the full table

The heat mapping is applied on this representation across the scores on the entire table, so that the highest score across the entire table is the greenest, and the lowest score across the entire table is the reddest. This allows for a better visualization examination of the entire data set. Because of some outliers, this approach tends to have less variance in color from one cell to the next, but can provide interesting information on the overall approach taken by companies in each sector and across each SDG.

Note: *The scores across each of the versions of the heat mapping colorizations stay the same, only the coloring changes to allow for quick examination of particular angles of study.*

KEYS

Color Coded Heatmap Key

Our heatmapping colorization is represented by highest scores shaded as greenest, and the lowest score shaded in reddest.



ABOUT THE COLOR CODED HEATMAPS

Sustainable Development Goals Key

	GOAL 1: No Poverty	<i>End poverty in all its forms everywhere</i>
	GOAL 2: Zero Hunger	<i>End hunger, achieve food security and improved nutrition and promote sustainable agriculture</i>
	GOAL 3: Good Health and Well-being	<i>Ensure healthy lives and promote well-being for all at all ages</i>
	GOAL 4: Quality Education	<i>Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all</i>
	GOAL 5: Gender Equality	<i>Achieve gender equality and empower all women and girls</i>
	GOAL 6: Clean Water and Sanitation	<i>Ensure availability and sustainable management of water and sanitation for all</i>
	GOAL 7: Affordable and Clean Energy	<i>Ensure access to affordable, reliable, sustainable and modern energy for all</i>
	GOAL 8: Decent Work and Economic Growth	<i>Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all</i>
	GOAL 9: Industry, Innovation and Infrastructure	<i>Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation</i>
	GOAL 10: Reduced Inequality	<i>Reduce inequality within and among countries</i>
	GOAL 11: Sustainable Cities and Communities	<i>Make cities and human settlements inclusive, safe, resilient and sustainable</i>
	GOAL 12: Responsible Consumption and Production	<i>Ensure sustainable consumption and production patterns</i>

ABOUT THE COLOR CODED HEATMAPS

Sustainable Development Goals Key continued...

	GOAL 13: Climate Action	<i>Take urgent action to combat climate change and its impacts</i>
	GOAL 14: Life Below Water	<i>Conserve and sustainably use the oceans, seas and marine resources for sustainable development</i>
	GOAL 15: Life on Land	<i>Protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss</i>
	GOAL 16: Peace and Justice Strong Institutions	<i>Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels</i>
	GOAL 17: Partnerships to Achieve the Goal	<i>Strengthen the means of implementation and revitalize the global partnership for sustainable development</i>

When looking at the heat mapping charts, the number after each sector in parenthesis contains the number of reports examined in that sector.

If you'd like to know which companies were included in a particular sector, it is included in our sector specific research reports available for download on our research web page at www.ga-institute.com/SDGsWhatMatters2018.



Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators

— **what matters** to *your* sector?

— **All Sector Overview**

SDG-by-SDG Heat Mapping Colorization



Developed & Published By

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Introduction

The heat mapping is applied on this representation of the chart in order to identify which of the sectors are reporting on issues related to particular SDGs so that the highest score looking down one SDG column (example SDG 1) is the greenest, and the lowest score is the reddest. In some cases, particular SDGs relevant content were reported on less overall across all sectors than others SDGs, so this application of the heatmap allows for better visual examination on an SDG-by-SDG basis. Looking down a column, you can easily see through the colors which sector reports on topics related to an SDG most to least.

Note: The scores across each of the versions of the heat mapping colorizations stay the same, only the coloring changes to allow for quick examination of particular angles of study.

SECTOR	SDGS																
	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS
ALL SECTORS (1387)	20.16	24.3	27.04	33.37	27.48	19.74	29.4	26.98	32.28	23.76	21.1	23.59	27.46	21.9	17.66	22.44	22.25
Aerospace & Defense (6)	24.28	22.37	37.54	49.96	35.02	25.82	37.26	33.28	38.09	37.35	20.56	32.16	39.2	30.18	20.74	21.83	19.42
Alternative Energy (9)	21.51	26.82	48.65	49.96	41.97	41	37.26	46.67	30.68	31.79	15.01	40.78	36.61	30.18	20.26	32.95	13.86
Automobiles & Parts (29)	39.32	37.08	48.39	45.07	42.46	40.84	44.3	46.1	44.73	36.58	35.79	45.2	44.72	41.57	34.44	39.26	43.27
Banks (133)	30.34	29.54	8.48	42.47	30.44	-6.58	28.43	23.73	36.93	41.28	25.32	10.61	20.63	4.41	0.07	23.77	25.87
Beverages (23)	20.42	22.66	29.48	34.02	30.95	25.77	31.28	31.77	30.04	28.41	39.77	35.78	31.96	23.34	17.97	21.52	21.23
Chemicals (99)	18.82	26.01	42.85	36.94	31.76	38.87	32.5	33.95	33.76	19.1	23.79	38.66	36.96	37.28	29.23	29.52	28.26
Construction & Materials (76)	18.22	26.63	34.84	32.42	26.47	29.3	31.62	29.72	32.48	21.19	28.9	31.04	33.15	31.06	29.05	24.13	20.84
Electricity (53)	31.88	33.63	41.65	40.92	34.55	34.6	32.86	31.37	41.62	32.21	25.12	27.81	32.54	39.18	40.71	26.38	35.77
Electronic & Electrical Equipment (48)	21.68	23.2	34.61	43.19	33.4	26.3	34.14	34.99	39.71	25.54	24.73	33.34	35.52	27.25	18.43	28.67	34



Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators
— what matters to your sector?

SDG BY SDG HEAT MAPPING COLORIZATION

-- applied to the lowest (red) and highest (green) score down each of the SDGs columns

SDGS	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS
SECTOR																	
Financial Services (36)	15.49	17.93	4.64	34.33	25.82	-1.68	18.05	18.43	25.43	30.87	4.59	5.15	12.07	2.75	-0.45	23.4	18.72
Fixed Line Telecommunications (18)	26.13	25.7	28.69	36.07	27.9	4.71	32.17	27.94	31.61	29.94	33.06	23.92	28.46	14.38	9.39	29.99	20.81
Food & Drug Retailers (10)	14.84	14.7	21.39	15.38	21.59	6.26	26.01	25.2	18.83	26.24	18.9	21.07	29.54	16.85	14.95	14.91	12.75
Food Producers (64)	11.48	16.8	24.23	22.88	20.33	21.89	22.22	22.44	26.31	11.92	9.76	22.26	19.62	19.62	15.45	16.56	18.38
Forestry & Paper (19)	10.54	24.65	34.14	8.73	15.78	37.1	29.59	23.36	26.49	7.82	19.69	32.4	30.61	36.65	36.23	16.46	13.28
Gas, Water & Multiutilities (27)	27.99	29.78	32.45	38.85	25.3	33.96	24.3	23.59	30.27	28.09	21.49	22	23.65	28.44	28.64	17.73	24.05
General Industrials (26)	6.76	19.55	22.6	26.24	18.56	15.65	28.13	21.64	26.48	9.57	19.28	23.56	27.02	19.68	18.21	13.62	9.48
General Retailers (33)	15.19	22.67	24	33.67	28.96	17.53	30.57	27.99	26.98	16.64	30.41	25.37	32.64	20.05	14.35	29.79	13.36
Health Care Equipment & Services (11)	16.2	25.7	26.93	34.81	22.24	14.5	23.63	21.27	30.34	21.69	28.9	19.98	21.63	17.02	14.95	22.88	18.66
Household Goods & Home Construction (18)	-3.03	9.04	25.73	29.13	23.56	21.37	23.84	25.3	30.68	5.87	26.12	28.42	25.87	19.24	11.08	21.31	8.31
Industrial Engineering (42)	8.21	12.85	29.21	17.82	21.41	22.01	23.67	25.89	22.74	7.98	12.23	25.96	26.66	21.33	15.67	14.77	10.49
Industrial Metals & Mining (48)	38.87	43.83	43.14	29.39	33.92	42.76	40.04	35.09	48.27	36.31	34.63	34.03	31.5	36.17	32.43	22.94	39.21
Industrial Transportation (32)	21.77	25.08	30.57	36.94	27.7	17.66	32.32	27.23	35.77	21.03	24.21	20.05	27.85	22.63	19.02	22.19	21.5
Leisure Goods (8)	21.51	33.2	48.74	44.75	31.51	47.76	38.3	42.09	35.77	26.24	47.65	49.69	49.2	46.07	40.49	38.5	34
Life Insurance (17)	16.11	16.29	3.29	32.8	23.81	-9.54	24.03	16.76	31.12	27.22	14.19	4.61	15.67	0.71	-3.21	15.25	17.46
Media (22)	9.01	19.8	17.13	33.1	20.53	1.62	30.07	21.33	29.33	21.69	27.76	16.14	22.69	8.78	6.94	14.99	10.71
Mining (44)	31.16	41.34	36.95	24.76	23.28	41.55	33.15	25.41	42.36	26.24	30.03	22.18	22	31.22	32.29	18.08	28.89

-- applied to the lowest (red) and highest (green) score down each of the SDGs columns

SDGS	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS
SECTOR																	
Mobile Telecommunications (28)	32.81	31.42	13.8	38.95	33.68	-4.14	33.54	27.33	35.18	38.14	22.65	13.91	24.44	8.23	3.3	27.9	25.07
Nonequity Investment Instruments (2)	38.17	25.7	32.33	54.13	53.77	-9.74	16.43	29.43	28.83	42.91	28.9	10.89	22.54	12.47	6.25	33.81	2.75
Nonlife Insurance (18)	16.88	19.04	8.37	39.54	27.56	-1.96	28.47	23.66	34.69	27.16	21.95	13.86	26.42	12.3	9.88	21.4	29.14
Oil & Gas Producers (40)	37.55	39.7	49.05	31.31	32.76	46.93	39.97	34.82	45.49	41.24	33.9	35.42	38.62	45.44	44.3	25.64	45.88
Oil Equipment, Services & Distribution (13)	9.33	13.4	20.79	24.32	16.27	11.8	13.87	11.88	10.02	10.85	1.97	7.31	10.74	12.47	8.59	12.9	8.52
Personal Goods (22)	11.66	11.16	19.83	33.1	22.38	22.38	20.03	25.47	23.52	9.57	11.85	27.04	26.78	22.56	17.12	18.54	15.25
Pharmaceuticals & Biotechnology (24)	12.48	7.79	24.91	17.67	17.05	19.71	17.3	18.59	14.48	16.52	5.98	20.02	20.97	16.12	7.7	12.26	13.17
Real Estate Investment & Services (28)	10.45	18.1	13.78	31.57	23.07	8.59	29.11	19.62	28.95	14.64	8.79	13.97	22.75	11.73	8.76	16.38	13.08
Software & Computer Services (30)	7.89	9.7	18.79	35.38	21.17	5.48	27.82	20.03	19.94	15.13	10.56	16.07	27.76	14.14	7.41	16.05	11.92
Support Services (34)	17.09	22.47	16.89	32.07	23.72	1.54	19.49	21.06	26.05	22.32	8.31	8.87	16.16	7.88	5.55	19.57	13.04
Technology Hardware & Equipment (78)	14.35	19.29	31.49	32.49	30.3	25.18	32.14	32.28	32.96	15.98	15.43	30.96	34.46	25.21	16.2	27.5	20.38
Tobacco (3)	63.17	29.04	27.12	-8.37	45.44	18.04	17.82	41.4	34.38	76.24	12.23	20.09	21.42	23.93	20.02	29.65	27.75
Travel & Leisure (52)	10.29	13.78	14.66	30.33	21.68	8.08	22.04	17.62	27.12	8.93	4.38	10.6	16.32	10.19	7.63	15.45	10.92



Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators

— **what matters** to *your* sector?

— **All Sector Overview**

Sector-by-Sector Heat Mapping Colorization



Developed & Published By

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Introduction

The heat mapping is applied on this representation of the chart in order to identify for each sector which topics related to each SDG are reported on most, so that the highest score looking across one sector row is the greenest, and the lowest score for that sector is the reddest. In some cases, certain sectors reported less overall on SDGs, or had closer scores across each SDG, so this application of the heatmap allows for better visual examination on a sector-by-sector basis. Looking down a column, you can easily see through the colors which sector reports on topics related to an SDG most to least.

Note: The scores across each of the versions of the heat mapping colorizations stay the same, only the coloring changes to allow for quick examination of particular angles of study.

SDGS SECTOR (# companies)	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIP FOR THE GOALS
	ALL SECTORS (1387)	20.16	24.3	27.04	33.37	27.48	19.74	29.4	26.98	32.28	23.76	21.1	23.59	27.46	21.9	17.66	22.44
Aerospace & Defense (6)	24.28	22.37	37.54	49.96	35.02	25.82	37.26	33.28	38.09	37.35	20.56	32.16	39.2	30.18	20.74	21.83	19.42
Alternative Energy (9)	21.51	26.82	48.65	49.96	41.97	41	37.26	46.67	30.68	31.79	15.01	40.78	36.61	30.18	20.26	32.95	13.86
Automobiles & Parts (29)	39.32	37.08	48.39	45.07	42.46	40.84	44.3	46.1	44.73	36.58	35.79	45.2	44.72	41.57	34.44	39.26	43.27
Banks (133)	30.34	29.54	8.48	42.47	30.44	-6.58	28.43	23.73	36.93	41.28	25.32	10.61	20.63	4.41	0.07	23.77	25.87
Beverages (23)	20.42	22.66	29.48	34.02	30.95	25.77	31.28	31.77	30.04	28.41	39.77	35.78	31.96	23.34	17.97	21.52	21.23
Chemicals (99)	18.82	26.01	42.85	36.94	31.76	38.87	32.5	33.95	33.76	19.1	23.79	38.66	36.96	37.28	29.23	29.52	28.26
Construction & Materials (76)	18.22	26.63	34.84	32.42	26.47	29.3	31.62	29.72	32.48	21.19	28.9	31.04	33.15	31.06	29.05	24.13	20.84
Electricity (53)	31.88	33.63	41.65	40.92	34.55	34.6	32.86	31.37	41.62	32.21	25.12	27.81	32.54	39.18	40.71	26.38	35.77
Electronic & Electrical Equipment (48)	21.68	23.2	34.61	43.19	33.4	26.3	34.14	34.99	39.71	25.54	24.73	33.34	35.52	27.25	18.43	28.67	34



Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators
— what matters to your sector?

SECTOR-BY-SECTOR HEAT MAPPING COLORIZATION

-- applied to the lowest (red) and highest (green) score across each of the sector rows

SDGS	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIP FOR THE GOALS	
SECTOR (# companies)																		
Financial Services (36)	15.49	17.93	4.64	34.33	25.82	-1.68	18.05	18.43	25.43	30.87	4.59	5.15	12.07	2.75	-0.45	23.4	18.72	
Fixed Line Telecommunications (18)	26.13	25.7	28.69	36.07	27.9	4.71	32.17	27.94	31.61	29.94	33.06	23.92	28.46	14.38	9.39	29.99	20.81	
Food & Drug Retailers (10)	14.84	14.7	21.39	15.38	21.59	6.26	26.01	25.2	18.83	26.24	18.9	21.07	29.54	16.85	14.95	14.91	12.75	
Food Producers (64)	11.48	16.8	24.23	22.88	20.33	21.89	22.22	22.44	26.31	11.92	9.76	22.26	19.62	19.62	15.45	16.56	18.38	
Forestry & Paper (19)	10.54	24.65	34.14	8.73	15.78	37.1	29.59	23.36	26.49	7.82	19.69	32.4	30.61	36.65	36.23	16.46	13.28	
Gas, Water & Multiutilities (27)	27.99	29.78	32.45	38.85	25.3	33.96	24.3	23.59	30.27	28.09	21.49	22	23.65	28.44	28.64	17.73	24.05	
General Industrials (26)	6.76	19.55	22.6	26.24	18.56	15.65	28.13	21.64	26.48	9.57	19.28	23.56	27.02	19.68	18.21	13.62	9.48	
General Retailers (33)	15.19	22.67	24	33.67	28.96	17.53	30.57	27.99	26.98	16.64	30.41	25.37	32.64	20.05	14.35	29.79	13.36	
Health Care Equipment & Services (11)	16.2	25.7	26.93	34.81	22.24	14.5	23.63	21.27	30.34	21.69	28.9	19.98	21.63	17.02	14.95	22.88	18.66	
Household Goods & Home Construction (18)	-3.03	9.04	25.73	29.13	23.56	21.37	23.84	25.3	30.68	5.87	26.12	28.42	25.87	19.24	11.08	21.31	8.31	
Industrial Engineering (42)	8.21	12.85	29.21	17.82	21.41	22.01	23.67	25.89	22.74	7.98	12.23	25.96	26.66	21.33	15.67	14.77	10.49	
Industrial Metals & Mining (48)	38.87	43.83	43.14	29.39	33.92	42.76	40.04	35.09	48.27	36.31	34.63	34.03	31.5	36.17	32.43	22.94	39.21	
Industrial Transportation (32)	21.77	25.08	30.57	36.94	27.7	17.66	32.32	27.23	35.77	21.03	24.21	20.05	27.85	22.63	19.02	22.19	21.5	
Leisure Goods (8)	21.51	33.2	48.74	44.75	31.51	47.76	38.3	42.09	35.77	26.24	47.65	49.69	49.2	46.07	40.49	38.5	34	
Life Insurance (17)	16.11	16.29	3.29	32.8	23.81	-9.54	24.03	16.76	31.12	27.22	14.19	4.61	15.67	0.71	-3.21	15.25	17.46	
Media (22)	9.01	19.8	17.13	33.1	20.53	1.62	30.07	21.33	29.33	21.69	27.76	16.14	22.69	8.78	6.94	14.99	10.71	
Mining (44)	31.16	41.34	36.95	24.76	23.28	41.55	33.15	25.41	42.36	26.24	30.03	22.18	22	31.22	32.29	18.08	28.89	



Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators
— what matters to your sector?

SECTOR-BY-SECTOR HEAT MAPPING COLORIZATION

-- applied to the lowest (red) and highest (green) score across each of the sector rows

SDGS	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIP FOR THE GOALS
SECTOR (# companies)																	
Mobile Telecommunications (28)	32.81	31.42	13.8	38.95	33.68	-4.14	33.54	27.33	35.18	38.14	22.65	13.91	24.44	8.23	3.3	27.9	25.07
Nonequity Investment Instruments (2)	38.17	25.7	32.33	54.13	53.77	-9.74	16.43	29.43	28.83	42.91	28.9	10.89	22.54	12.47	6.25	33.81	2.75
Nonlife Insurance (18)	16.88	19.04	8.37	39.54	27.56	-1.96	28.47	23.66	34.69	27.16	21.95	13.86	26.42	12.3	9.88	21.4	29.14
Oil & Gas Producers (40)	37.55	39.7	49.05	31.31	32.76	46.93	39.97	34.82	45.49	41.24	33.9	35.42	38.62	45.44	44.3	25.64	45.88
Oil Equipment, Services & Distribution (13)	9.33	13.4	20.79	24.32	16.27	11.8	13.87	11.88	10.02	10.85	1.97	7.31	10.74	12.47	8.59	12.9	8.52
Personal Goods (22)	11.66	11.16	19.83	33.1	22.38	22.38	20.03	25.47	23.52	9.57	11.85	27.04	26.78	22.56	17.12	18.54	15.25
Pharmaceuticals & Biotechnology (24)	12.48	7.79	24.91	17.67	17.05	19.71	17.3	18.59	14.48	16.52	5.98	20.02	20.97	16.12	7.7	12.26	13.17
Real Estate Investment & Services (28)	10.45	18.1	13.78	31.57	23.07	8.59	29.11	19.62	28.95	14.64	8.79	13.97	22.75	11.73	8.76	16.38	13.08
Software & Computer Services (30)	7.89	9.7	18.79	35.38	21.17	5.48	27.82	20.03	19.94	15.13	10.56	16.07	27.76	14.14	7.41	16.05	11.92
Support Services (34)	17.09	22.47	16.89	32.07	23.72	1.54	19.49	21.06	26.05	22.32	8.31	8.87	16.16	7.88	5.55	19.57	13.04
Technology Hardware & Equipment (78)	14.35	19.29	31.49	32.49	30.3	25.18	32.14	32.28	32.96	15.98	15.43	30.96	34.46	25.21	16.2	27.5	20.38
Tobacco (3)	63.17	29.04	27.12	-8.37	45.44	18.04	17.82	41.4	34.38	76.24	12.23	20.09	21.42	23.93	20.02	29.65	27.75
Travel & Leisure (52)	10.29	13.78	14.66	30.33	21.68	8.08	22.04	17.62	27.12	8.93	4.38	10.6	16.32	10.19	7.63	15.45	10.92



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— **what matters** to *your* sector?

— **All Sector Overview**

Overall Heat Mapping Colorization



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Introduction

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	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS
SECTOR																	
ALL SECTORS (1387)	20.16	24.3	27.04	33.37	27.48	19.74	29.4	26.98	32.28	23.76	21.1	23.59	27.46	21.9	17.66	22.44	22.25
Aerospace & Defense (6)	24.28	22.37	37.54	49.96	35.02	25.82	37.26	33.28	38.09	37.35	20.56	32.16	39.2	30.18	20.74	21.83	19.42
Alternative Energy (9)	21.51	26.82	48.65	49.96	41.97	41	37.26	46.67	30.68	31.79	15.01	40.78	36.61	30.18	20.26	32.95	13.86
Automobiles & Parts (29)	39.32	37.08	48.39	45.07	42.46	40.84	44.3	46.1	44.73	36.58	35.79	45.2	44.72	41.57	34.44	39.26	43.27
Banks (133)	30.34	29.54	8.48	42.47	30.44	-6.58	28.43	23.73	36.93	41.28	25.32	10.61	20.63	4.41	0.07	23.77	25.87
Beverages (23)	20.42	22.66	29.48	34.02	30.95	25.77	31.28	31.77	30.04	28.41	39.77	35.78	31.96	23.34	17.97	21.52	21.23
Chemicals (99)	18.82	26.01	42.85	36.94	31.76	38.87	32.5	33.95	33.76	19.1	23.79	38.66	36.96	37.28	29.23	29.52	28.26
Construction & Materials (76)	18.22	26.63	34.84	32.42	26.47	29.3	31.62	29.72	32.48	21.19	28.9	31.04	33.15	31.06	29.05	24.13	20.84
Electricity (53)	31.88	33.63	41.65	40.92	34.55	34.6	32.86	31.37	41.62	32.21	25.12	27.81	32.54	39.18	40.71	26.38	35.77

-- applied to the lowest (red) and highest (green) scores across the full table

SDGS	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS
Electronic & Electrical Equipment (48)	21.68	23.2	34.61	43.19	33.4	26.3	34.14	34.99	39.71	25.54	24.73	33.34	35.52	27.25	18.43	28.67	34
Financial Services (36)	15.49	17.93	4.64	34.33	25.82	-1.68	18.05	18.43	25.43	30.87	4.59	5.15	12.07	2.75	-0.45	23.4	18.72
Fixed Line Telecommunications (18)	26.13	25.7	28.69	36.07	27.9	4.71	32.17	27.94	31.61	29.94	33.06	23.92	28.46	14.38	9.39	29.99	20.81
Food & Drug Retailers (10)	14.84	14.7	21.39	15.38	21.59	6.26	26.01	25.2	18.83	26.24	18.9	21.07	29.54	16.85	14.95	14.91	12.75
Food Producers (64)	11.48	16.8	24.23	22.88	20.33	21.89	22.22	22.44	26.31	11.92	9.76	22.26	19.62	19.62	15.45	16.56	18.38
Forestry & Paper (19)	10.54	24.65	34.14	8.73	15.78	37.1	29.59	23.36	26.49	7.82	19.69	32.4	30.61	36.65	36.23	16.46	13.28
Gas, Water & Multiutilities (27)	27.99	29.78	32.45	38.85	25.3	33.96	24.3	23.59	30.27	28.09	21.49	22	23.65	28.44	28.64	17.73	24.05
General Industrials (26)	6.76	19.55	22.6	26.24	18.56	15.65	28.13	21.64	26.48	9.57	19.28	23.56	27.02	19.68	18.21	13.62	9.48
General Retailers (33)	15.19	22.67	24	33.67	28.96	17.53	30.57	27.99	26.98	16.64	30.41	25.37	32.64	20.05	14.35	29.79	13.36
Health Care Equipment & Services (11)	16.2	25.7	26.93	34.81	22.24	14.5	23.63	21.27	30.34	21.69	28.9	19.98	21.63	17.02	14.95	22.88	18.66
Household Goods & Home Construction (18)	-3.03	9.04	25.73	29.13	23.56	21.37	23.84	25.3	30.68	5.87	26.12	28.42	25.87	19.24	11.08	21.31	8.31
Industrial Engineering (42)	8.21	12.85	29.21	17.82	21.41	22.01	23.67	25.89	22.74	7.98	12.23	25.96	26.66	21.33	15.67	14.77	10.49
Industrial Metals & Mining (48)	38.87	43.83	43.14	29.39	33.92	42.76	40.04	35.09	48.27	36.31	34.63	34.03	31.5	36.17	32.43	22.94	39.21
Industrial Transportation (32)	21.77	25.08	30.57	36.94	27.7	17.66	32.32	27.23	35.77	21.03	24.21	20.05	27.85	22.63	19.02	22.19	21.5
Leisure Goods (8)	21.51	33.2	48.74	44.75	31.51	47.76	38.3	42.09	35.77	26.24	47.65	49.69	49.2	46.07	40.49	38.5	34
Life Insurance (17)	16.11	16.29	3.29	32.8	23.81	-9.54	24.03	16.76	31.12	27.22	14.19	4.61	15.67	0.71	-3.21	15.25	17.46

-- applied to the lowest (red) and highest (green) scores across the full table

SDGS	1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS
SECTOR																	
Media (22)	9.01	19.8	17.13	33.1	20.53	1.62	30.07	21.33	29.33	21.69	27.76	16.14	22.69	8.78	6.94	14.99	10.71
Mining (44)	31.16	41.34	36.95	24.76	23.28	41.55	33.15	25.41	42.36	26.24	30.03	22.18	22	31.22	32.29	18.08	28.89
Mobile Telecommunications (28)	32.81	31.42	13.8	38.95	33.68	-4.14	33.54	27.33	35.18	38.14	22.65	13.91	24.44	8.23	3.3	27.9	25.07
Nonequity Investment Instruments (2)	38.17	25.7	32.33	54.13	53.77	-9.74	16.43	29.43	28.83	42.91	28.9	10.89	22.54	12.47	6.25	33.81	2.75
Nonlife Insurance (18)	16.88	19.04	8.37	39.54	27.56	-1.96	28.47	23.66	34.69	27.16	21.95	13.86	26.42	12.3	9.88	21.4	29.14
Oil & Gas Producers (40)	37.55	39.7	49.05	31.31	32.76	46.93	39.97	34.82	45.49	41.24	33.9	35.42	38.62	45.44	44.3	25.64	45.88
Oil Equipment, Services & Distribution (13)	9.33	13.4	20.79	24.32	16.27	11.8	13.87	11.88	10.02	10.85	1.97	7.31	10.74	12.47	8.59	12.9	8.52
Personal Goods (22)	11.66	11.16	19.83	33.1	22.38	22.38	20.03	25.47	23.52	9.57	11.85	27.04	26.78	22.56	17.12	18.54	15.25
Pharmaceuticals & Biotechnology (24)	12.48	7.79	24.91	17.67	17.05	19.71	17.3	18.59	14.48	16.52	5.98	20.02	20.97	16.12	7.7	12.26	13.17
Real Estate Investment & Services (28)	10.45	18.1	13.78	31.57	23.07	8.59	29.11	19.62	28.95	14.64	8.79	13.97	22.75	11.73	8.76	16.38	13.08
Software & Computer Services (30)	7.89	9.7	18.79	35.38	21.17	5.48	27.82	20.03	19.94	15.13	10.56	16.07	27.76	14.14	7.41	16.05	11.92
Support Services (34)	17.09	22.47	16.89	32.07	23.72	1.54	19.49	21.06	26.05	22.32	8.31	8.87	16.16	7.88	5.55	19.57	13.04
Technology Hardware & Equipment (78)	14.35	19.29	31.49	32.49	30.3	25.18	32.14	32.28	32.96	15.98	15.43	30.96	34.46	25.21	16.2	27.5	20.38
Tobacco (3)	63.17	29.04	27.12	-8.37	45.44	18.04	17.82	41.4	34.38	76.24	12.23	20.09	21.42	23.93	20.02	29.65	27.75
Travel & Leisure (52)	10.29	13.78	14.66	30.33	21.68	8.08	22.04	17.62	27.12	8.93	4.38	10.6	16.32	10.19	7.63	15.45	10.92



Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators

— what matters to your sector?

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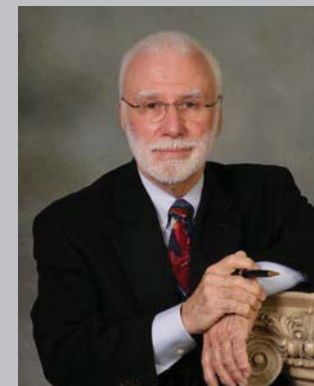
Chairman, Chief Strategist & Co-Founder
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Hank leads the Institute team's client engagements dealing with client engagement in the areas of corporate sustainability, corporate responsibility, corporate governance, issue management, crisis management, disclosure and reporting, and strategic corporate communications.

During his career he has been a business & financial journalist, corporate manager, corporate strategist, issue management consultant, and senior level strategy advisor. For 30 years he has provided corporate and investment community clients with issues management strategies, advice and programs.

Hank was a managing partner in the Rowan & Blewitt management consulting organization for two decades before co-founding the Institute. (The Rowan & Blewitt issue and crisis management practice served *Fortune 100* clients, and was acquired by Interpublic Group of Companies – NYSE:IPG.)

Hank is active in key professional organizations, including: the US Forum for Sustainable & Responsible Investing ([US|SIF](#)); the National Association of Corporate Directors ([NACD](#)); New York Society of Securities Analysts - [CFA Society NY](#) (he was chair of the Sustainable Investing Committee); and, the National Investor Relations Institute ([NIRI](#)). He was recognized by the NACD in the prestigious *Directorship 100* ranking, in 2011 and 2012 as one of "people to watch in corporate governance affairs." He serves on the Global Advisory Council of [Cornerstone Capital Group](#), a New York-based financial services firm that applies sustainable finance across the capital markets (investment consulting, investment banking).



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Louis D. Coppola

Executive Vice President & Co-Founder

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Louis focuses particularly on providing advice to corporate and investor clients related to environmental, social, and governance (ESG) sustainability strategy, disclosure/reporting, investment and performance. Lou directs the Institute's relationship with GRI including the activities around the Data Partner relationship, "Organizational Stakeholder" (OS) relationship, and several joint research publications.

Lou is the Chair of the Social Investment Forum's (SIF) - Company Calls Committee (CCC) which serves as a resource to companies by providing a point of contact into the sustainable investment analyst community. He is also an active New York Society of Securities Analyst (CFA Society of NY - NYSSA), Sustainable Investing Committee steering member.

Lou is frequently called on by the [media](#), academics and industry to contribute to articles, speak on panels, and [present his ideas](#) on ESG and Sustainability related topics. He also coordinates the Institute's various public [research projects](#) such as [Sustainability - What Matters?](#), the annual S&P 500 reporting trends studies, and studies of sustainability reporting [external assurance practices](#) in collaboration with GRI, Bloomberg, and the big four accounting firms.

Louis serves on the Board of Directors for [The Global Sourcing Council](#), a global non-profit focused on educating and inspiring sustainability in sourcing and supply chains. He also serves on the Skytop Strategies Board of Advisors and collaborates with the organization in developing conferences in such areas as ESG, CSR and sustainability investment management. Louis is also an adjunct professor at [The Bard MBA in Sustainability](#) NYC where he teaches courses on [business pragmatics](#) of sustainability focusing on disclosure standards and analysis of sustainability reports.

Lou is proud recipient of the "Top Thought Leaders in Trustworthy Business" recognition from the Trust Across America /Trust Around the World organization.



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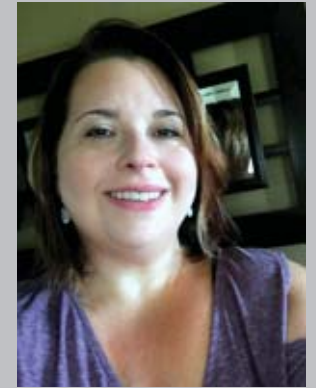
Amy Gallagher is Vice President of Client Services and the Creative Director at Governance & Accountability Institute. She has been associated with the G&A team for over 25 years, beginning her career with G&A as a college intern. She serves as project manager for all client-related activities.

As Creative Director, Amy is expert in desktop publishing, graphics and design and oversees all design elements related to client projects, Institute research reports and marketing. She is responsible as well for the conference coordination activities of G&A Institute. As Vice President of Client Services, Amy's project management skills keep client projects and programs moving on scheduled timelines to meet established deadlines. Amy is experienced in oversight of full service research, issue monitoring and interactive communication programs.

In-depth projects elements include research reports, issue monitoring, design, development and security of marketing and Internet communications programs; design and development of custom public Web sites and private password protected secure Intranet sites; as well as training for Web site maintenance and updating on Typo3 programming platforms. Amy's portfolio of skills is utilized to design, create and manage communication and marketing outreach programs for clients. Amy has designed grassroots, media, third party, stakeholder, activist, and government agency databases for client communication programs.

Previously, Amy was an Account Executive for Rowan & Blewitt Incorporated, a global crisis management and issues management consulting firm that was under the corporate umbrella of [Interpublic Group](#) (NYSE:IPG). The firm's clients were *Fortune 100* and multinational companies.

Amy graduated from Dowling College with a B.S. in Computer Science. She holds advanced training certificates in HTML Scripting and Web Page Design and is expert in software applications, desktop publishing, data structures, file processing, security, statistics, operations research and Typo3 Web platform management. Amy has also completed the Dale Carnegie Training course.



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The team at G&A Institute would like to thank the following individuals for their assistance in preparing this analysis. Their contributions helped to make the analysis more insightful, accurate and meaningful to users.

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- Alan Stautz
- Alvis Yuen

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- Laura Malo
- Matthew Novak
- Yangshengjing “UB” Qiu
- Sara Rosner
- Shraddha Sawant
- Qier “Cher” Xue

AUTHORS & RESEARCHERS

TEAM RESEARCH LEADERS

Elizabeth Peterson, ISSP-SA, is a M.A. candidate in Sustainability at Hofstra University, on track to graduate in May 2018 upon completion and approval of her master's thesis on ESG Reporting. Her research explores sustainability reporting methods and frameworks to eliminate greenwashing and strengthen the comprehensive and comparable analysis of reports between multi-national corporations.

In 2015, she graduated from Pennsylvania State University with a B.S. in Community, Environment, and Economic Development with a specialization in Sustainability and a minor in International Agriculture. Elizabeth has been dedicated to the transition to greater corporate sustainability for many years, beginning in her undergraduate academics through the present.

Elizabeth holds her International Society of Sustainability Professional – Sustainability Associate (ISSP - SA) Certification; exhibiting her extensive knowledge of sustainability concepts and trends, climate change, systems thinking, regulatory policies, and reporting frameworks.

Elizabeth's interests include: Corporate Sustainability Reporting, ESG Investing Data, Organizational Behavior Change, and overall better quality of life.

Past employment includes; Economic Development Advocacy and Lobbying, Urban Agriculture and Community Development, University Campus Sustainability, and Non-Profit Coordination.

Elizabeth is a Sustainability Report Analyst for the Governance & Accountability Institute. She has analyzed hundreds of corporate and institutional sustainability reports for inclusion in GRI's Reporting Database. She has researched and collaborated on sustainability reporting trends of S&P 500 Index companies in 2017 and again in 2018.

Elizabeth was promoted to a G&A Team Leader in 2017 for management, data input, and collaboration on the extensive accumulation of GRI-based research behind the comprehensive e-report, "The SDG Corporate Reporting Materiality Index."



AUTHORS & RESEARCHERS

Juliet Russell is currently pursuing an MSc in Environmental Technology, focusing on Business and the Environment at Imperial College London. Since graduating from University College London in 2016 with a BSc in Geography, Juliet has interned for the Governance & Accountability Institute, Inc. as a GRI Data Partner and sustainability reporting analyst.

She has also assisted Sopra Steria as a Sustainability Analyst working on ISO 14064 and competitor research and strategy.

Juliet is passionate about de-linking economic growth with environmental degradation and dealing with climate change issues, including reducing global meat consumption and encouraging cradle-to-cradle solutions. Juliet aims to enter a career in CSR or Sustainability for a corporate, where she believes that there is opportunity for her to have a significant impact that will benefit society.



Alan Stautz is an undergraduate senior at the University of Michigan majoring in Environmental Science and Political Science. The focus of his coursework is on the development of successful environmental protection policies, a path he hopes to continue in Law School. Following the completion of his legal education, Alan plans to pursue the implementation of sustainability solutions, specifically renewable energy development.



AUTHORS & RESEARCHERS

Alvis Yuen is a recent graduate of the City College of New York, earning his Master's degree for Sustainability in the Urban Environment. His interest in the interaction of the environment and business interest began during his undergraduate studies at NYU where Alvis pursued dual majors in biochemistry and economics. This background allows him to understand the more technical aspects of sustainability problems as well as their economic implications.

His immersion in diverse academic disciplines enabled Alvis to balance the perspectives of many stakeholders when addressing the issues of sustainability.

At the G&A Institute, Alvis has been analyzing hundreds of corporate sustainability reports for submission into the global GRI database. His work has been incorporated into research on corporate governance and sustainability reporting trends of S&P 500 Index companies. Alvis has also contributed to Wikirate, a global open-source database for corporate sustainability performance.

Alvis' specific interests includes: green buildings, renewable energy, transportation, and urban development. As an intern at the CUNY Building Performance Lab, Alvis worked to improve energy efficiency in New York City's municipal buildings and performed whole building energy modeling. In recognition of his accomplishments, Alvis has been awarded the inaugural REBNY Sustainability Fellowship.

He currently works for SL Green Realty as part of the sustainability team to make a positive impact on New York City as its largest commercial landlord – and the company is recognized as one of the nation's most sustainably-responsible real estate management firms.



RESEARCHERS

Amanda Hoster is a recent graduate of the Nicholas School of the Environment at Duke University, where she completed her Master of Environmental Management, focusing on Business and Sustainability. During her time at the Nicholas School, Amanda worked on projects covering a wide variety of sustainability issues, but her primary research addressed the use of sustainable materials within the apparel industry.

Amanda became interested in the intersection of economics and environmental sustainability during her undergraduate studies at Kenyon College. She developed a specific interest in corporate social responsibility and public-private partnerships during her two years of service with the Peace Corps in Nicaragua, where she witnessed the impacts (both positive and negative) of global supply chains on local communities in the Central American country.

Amanda is currently a sustainability consultant at ERM (Environmental Resources Management), where she helps clients develop sustainability strategies, materiality assessments, and sustainability and climate change reports for their companies.



AUTHORS & RESEARCHERS

Laura Malo is currently a candidate in the Full-Time Master of Science in Sustainability Management at Columbia University in collaboration with the acclaimed Earth Institute. She was graduated in Industrial Technical Engineering - Industrial Electronics, in Spain, and has more than seven years of professional experience working as Product and Project Manager.

In 2016, Laura moved to New York City, to take advantage of the U.S. offer related to Sustainability and CSR training, experience and knowledge.

She has recently finished an Advanced Diploma at the New York University (NYU) in Monitoring and Evaluation (Project Management for the United Nations, Government and Non-profits). Recent coursework includes Corporate Responsibility Strategy, Human Rights, GHG emissions inventories and mitigation, Consumerism and Impact Investment.

Laura collaborated as a volunteer in the work of the NGO Ingeniería Sin Fronteras (“Engineering Without Borders”) in Spain and has held the presidency for the last three years. She has been participating in sustainability and development projects focused on environmental problems, climate change and taking responsibility of our planet’s health, trying to do things better.

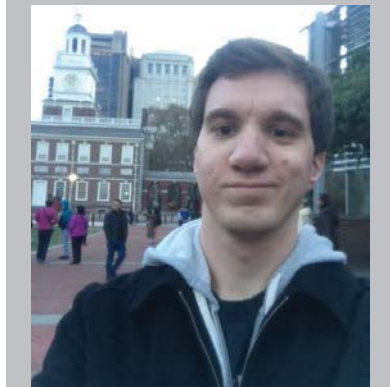
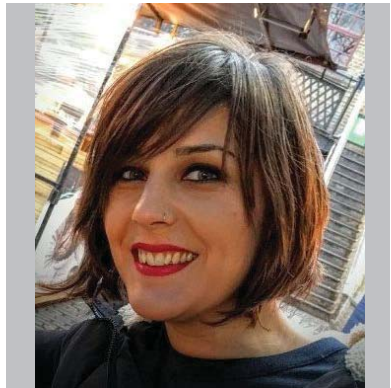
Laura is now focused on redirecting her professional career towards opportunities in Corporate Responsibility, Sustainability Strategies, and Climate change.

Matthew Novak is a native of the Greater Detroit area and is a graduate of Louisiana State University (LSU) with a degree in Coastal Environmental Science. His background involves work experience in in corporate sustainability, environmental education, city government, and coastal and environmental science.

His undergraduate research focused on the restoration of Louisiana coastal wetlands using dredged material, and is part of a larger on-going dissertation.

Since graduating, Matthew has worked for a local nature center and a citywide sustainability program, before moving to Washington, DC. In the nation’s capital, he worked with G&A Institute, Inc. as a sustainability report analyst.

He is currently serving as an ESG Research Analyst for Institutional Shareholder Services, Inc. (ISS) in Rockville, Maryland. His interests lie at the intersection of science, environmental justice, corporate sustainability, and community engagement.



AUTHORS & RESEARCHERS

Yangshengjing “UB” Qiu is an aspiring and analytical sustainability professional with a passion for scaling the impact of purpose-driven organizations and helping businesses achieve triple bottom line benefits with integrative strategies. She has diverse, international consulting and research experiences in corporate sustainability and environmental policy. She currently serves as a Consultant at E&Y with its Climate Change and Sustainability Services team in Shanghai, China.

After graduating from the College of William and Mary where she earned her B.S. in Psychology and Environmental Policy. She interned at the World Resources Institute, an international environmental think tank in DC, with the Better Buying Lab project at the Food Program. She assisted with research on consumer and business incentives around food consumption as well as cutting-edge strategies to enable consumers to choose more sustainable foods. Prior to WRI, UB worked at the Center for American Progress as an Energy and Environment Intern with a focus on international climate policy. She also interned at the International Fund for China's Environment, researching and raising awareness of environmental issues in China.

She had the honor to work as an analyst intern for the Governance & Accountability Institute. She analyzed hundreds of corporate and institutional sustainability reports to be included in the GRI's Sustainability Reporting database, and collaborated on multiple research publications.



AUTHORS & RESEARCHERS

Sara Rosner is particularly focused on working with investors to understand and leverage environmental, social and governance (ESG) impacts in order to create value and ensure long-term growth.

Sara's strengths include delivering innovative results surrounding strategic investor and stakeholder engagement, ESG research and data analysis, corporate sustainability and project management.

Sara's interest in sustainable investing and ESG issues stems from several years of experience covering project finance and capital markets in the Americas for *Euromoney Institutional Investor*.

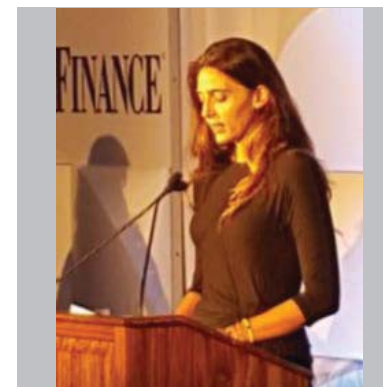
She led global teams to produce compelling content and data on multi-billion dollar firms and transactions. She also managed awards and rankings, recognizing excellence in fiscal and monetary policy, asset management, investment and commercial banking and corporate finance.

In the course of her professional duties, Sara often observed the challenges faced by investors in addressing ESG risk with their clients and activities and this inspired her to enroll in Columbia University's Master degree program in Sustainability Management. Her coursework has included Sustainable Investing & Economic Growth, ESG & Responsible Investing Practices, Economics of Sustainability and Decision Models & Management.

In addition to her studies, Sara works with the Governance & Accountability Institute to perform data analysis on CSR trends and to conduct research related to the Global Reporting Initiative and the United Nation's Sustainable Development Goals.

Sara also interns with the Columbia Center on Sustainable Investment, where she is working with a European development banking client to identify solutions for increasing renewable energy development and financing in the extractive industry.

Sara holds a B.S. in International Studies, *magna cum laude*, from Pepperdine University and is an avid surfer.



AUTHORS & RESEARCHERS

Shraddha Sawant is a passionate environmentalist from Pune, India. She moved to the U.S. in 2015 to pursue her Master's in Environmental Sustainability from University of Pennsylvania. She is currently working as an Environmental, Health and Safety Specialist with an electronic waste recycling company based in Philadelphia.

Shraddha's journey in the field of environmental science and sustainability began at a very young age of nine -- when she embarked on her trekking adventures in the Himalayas. The beauty of these unique ecosystems inspired her to pursue a career in protecting and conserving these habitats.

She completed her undergraduate studies from University of Pune, India with majors in Environmental Sciences. Alongside, she continued to pursue her hobby of trekking and travelled to diverse ecosystems across India to study the ecology and conduct socio-economic surveys in the nearby communities. For these studies, she was awarded a diploma in Sustainable Management of Natural Resources & Nature Conservation by the Ecological Society of Pune.

Shraddha began her sustainability studies at the University of Pennsylvania to gain a management perspective on the environmental issues. At Penn, she combined her love for food and her background of environmental sciences to better understand the impacts of industrial food systems. Her master's thesis focused on the triple bottom line impacts of industrial food supply chains and provided assessment tools to build a closed- loop food value chain.

Shraddha plans to continue her journey in this field and aims to drive sustainability initiatives in businesses and the society to build climate-resilient communities.



AUTHORS & RESEARCHERS

Qier Cher Xue recently earned her Master's degree in Environmental Management from Duke University, Nicholas School of the Environment. She was graduated from University of Minnesota, Twin Cities with a B.S. in Environmental Sciences. Her background is in energy technologies, environmental science, sustainability strategy and system analysis.

Throughout her academic career, Cher focused on energy and sustainability issues. Her master's project was to analyze the economic potential of offshore wind development in South Carolina by modeling a hypothetical wind farm. And she worked with Lenovo to conduct internal and external benchmarking analysis on sustainability performance, and to develop tools and methods to enhance Lenovo's transparency and communication of the company's sustainability efforts.

Cher currently works for Kohler Co. in Sheboygan, Wisconsin as a Product Sustainability Engineer. As a member of sustainability group within Kitchen and Bath New Product Development, she conducts life cycle assessment (LCA) analysis on Kohler manufacturing plants to determine environmental impacts which will aid in cost and improvement projects, and assists project teams to incorporate design for environment (DfE) concepts into design process.





Sector Study on Sustainability Materiality of the SDG Targets & GRI Indicators

— what matters to your sector?

ABOUT
GOVERNANCE &
ACCOUNTABILITY
INSTITUTE

ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

Governance & Accountability Institute, Inc. is a consulting, strategy advisory, strategic communications and ESG research services firm focused on the key issues of corporate sustainability and responsibility. We are experts in corporate ESG performance — the firm's environmental performance, management of social issues and effective corporate governance. We serve the leaders and boards of organizations in the corporate sector and in the investment community.

We help our clients protect reputations and brands; attract the attention of investors (asset owners/managers); build more resilient supply chains; increase operational efficiency; develop new business opportunities; address and mitigate risk; attract, retain and motivate prized talent; build a bigger moat — and tell a *more complete and compelling story* about the company and its culture and values.

We help clients differentiate their organizations through world class sustainability, responsibility and citizenship strategies, tactics and program implementation -- with our guidance and close support.

We work closely with our clients to effectively navigate the sustainability journey.

The Institute team provides a portfolio of integrated services and value-added resources to help executives, boards and business unit and function managers detect, identify, understand, monitor, quantify, analyze, address, and communicate their performance in meeting sustainability challenges to stakeholders in a standardized and decision-useful way.

We help clients to better understand the importance of key ESG performance factors that increasingly affect and shape corporate reputation, access to and cost of capital, capital market valuation and public & industry perception. G&A Institute assists corporations in creating and executing winning strategies that maximize return on investment at every step of their *Sustainability Journey*.



ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

The Institute's resources are designed to support such organizational functions and specialty areas as: Sustainability / Responsibility / Citizenship; Enterprise Risk Management (ERM); Issues Management; Environmental Health & Safety (EHS); Corporate Social Responsibility (CSR); Stakeholder Engagement; External & Public Affairs; Marketing; Board Stewardship; Legal / Corporate Secretary; Human Resources; Investor Relations (IR); Corporate Communications ...and more.

GRI's Data Partner In The USA, UK & Ireland

G&A Institute is the GRI Data Partner in the United States of America, the United Kingdom and the Republic of Ireland. Our responsibility is to monitor, collect and analyze every sustainability, corporate responsibility, or corporate citizenship report issued by US (domestic companies and non-US entities issuing reports for their US operations), UK and Ireland entities and add it to the GRI's global database. This includes comprehensive analysis of GRI-compliant, GRI-Referenced, and Non-GRI reports, in various formats – print, digital or hybrids. Citing the quality of our work, GRI references our systems and methods as a model for our fellow data partners around the world.



Big Data & Analytics

For a decade, we have closely analyzed more than 5,000 Sustainability reports for over 100 important data points from a wide range of industries and sectors, and geographies. No other consulting organization has the depth and breadth of knowledge related to corporate sustainability and responsibility disclosure and reporting. The intelligence gained from this ongoing analysis and resulting large data set — Sustainability **Big Data** — helps us to keep our finger on the pulse of corporate sustainability. We provide GRI with trend analysis and often conduct research with GRI and other partnering organizations.



ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

Services & Resources Highlights

G&A Institute is a for-profit consulting and research organization with customized resources and services structured to support corporate and investment community clients in every phase of their sustainability journey. Highlights of our suite of services, resources and tools are presented here:

Sustainability & ESG Consulting

- **Counseling & Strategy:** support for sustainability strategy, positioning and decision making.
- **Sustainability Reporting:** following *GRI, SASB, IIRC, UNGC, CDP* frameworks and standards,
- **GRI Standards Gap Analysis:** the G&A Institute team conducts GRI Standards Gap Analysis as a critical first step for a client working to move to a GRI Standards-compliant report.
- **GRI Standards & GRI G4 Reporting:** project management, review / editing of content, gap analysis, competitive assessment, assistance with GRI content index, independent report 'in accordance' examination letter, alignment with other frameworks, external assurance, and more.
- **Assistance with GRI Services:** *materiality matters* check and content index service, etc..
- **Gap Analysis:** identification of gaps and mapping of existing client mix of information (sustainability reports, annual report, proxy, website) to commonly-used disclosure standards such as GRI Standards, GRI G4, CDP, RobecoSAM "CSA" (DJSI), SASB, to provide a map towards future disclosure.
- **Materiality Assessments:** to help determine the most strategic and important sustainability aspects for maximum return on sustainability programs, investments, initiatives and reporting.
- **Stakeholder Engagement:** we provide intelligence, advice, customized research, facilitation of engagement, tools and templates for organizing the process (this also aids in materiality process).
- **Stakeholder Review:** facilitating stakeholder engagement and review of published disclosure and report(s) to engage and receive important feedback to guide future strategy.
- **Peer Benchmarking:** competitive analysis of peers and competitors disclosure and strategy.
- **Critical ESG Issues Management:** the G&A team has years of hard-won experience in IM.
- **Coaching / Training:** coaching, training and workshops in corporate ESG & sustainability, sustainable investing, reporting standards, important stakeholders & third parties, and customized settings.



ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

Communications & Recognition

- **ReportAlert Announcement Services:** through our partners @ 3BLMedia we offer the most comprehensive distribution service to get the report into the hands of 250,000+ important stakeholders.
- **Sustainability Recognitions / Awards:** identifying and positioning the organization, its leadership and preparing "qualifying" submissions or reports to win third party awards and recognitions.
- **Public Relations Programs:** external support services to generate broader ongoing visibility.
- **Communications & Marketing**
- **Positioning and Messaging**
- **Arranging, Support Event / Speaking Opportunities**
- **Writing & Editing Assistance:** from advice to writing and hands-on assistance with editing.
- **3BL / CSRwire Programs:** assistance with maximizing ROI on 3BLMedia / CSRwire service programs.



Investor Relations / Capital Markets

- **Third Party Investor Data Providers Assistance:** for RobecoSAM (DJSI - CSA), CDP, Bloomberg, Sustainalytics, Asset4, IW Financial, RepRisk, others) — identifying, profiling, and engagement with important sustainability data providers (over 200); helping to ensure sustainability data at third party providers are accurate, complete, and in the company is positioned in the best light possible.
- **ESG Investor Engagement:** crafting compelling sustainability messages for investors, identifying potential new sources of capital focused on sustainability. Assistance with engaging these important audiences and communicating the companies key sustainability messages.
- **Shareholder List Profiling:** identifying sustainable investors in the existing shareholder base and guidance for potential engagement opportunities to cultivate a long term shareholder base.
- **Investor Roadshows:** organizing meetings with prominent SRI and mainstream investor community members to engage this important group on the company's sustainability investor case.
- **Investor Perception Surveys:** analysis & engagement of existing investors to explore ESG practices.

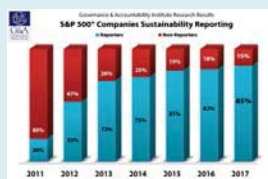


ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

G&A Institute Research & Analysis – Reports

Governance & Accountability Institute conducts extensive research, frequently partnering with sustainability thought leaders and organizations, with a focus on corporate sustainability disclosure and reporting trends. These research efforts are broadly shared as part of our education mission. Recent research reports are available for download at: www.ga-institute.com/research-reports

Highlights of G&A Institute’s Research Reports



Flash Report – 85% of S&P 500 Index® Companies Publish Sustainability Reports in 2017*

	GRI	Non-GRI
THE COMPLETE SCORING	n = 481	n = 91
Human Rights	45.0%	15.0%
Env. Stakeholder Engagement	35.3%	12.2%
Labour Relations	55.0%	26.7%
Codes of Conduct	47.5%	28.7%
Supply Chain	46.6%	28.2%
Integrity Assurance	31.0%	13.3%
Anti-Corruption	29.4%	10.4%
Environment	64.0%	51.0%
Chair's Message	54.2%	44.0%
Governance	28.4%	19.2%
Philanthropy	67.5%	63.2%
OVERALL	46.7%	29.6%

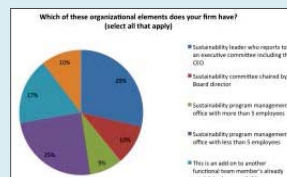
Joint Research from G&A Institute & Baruch College: Using the GRI Sustainability Reporting Framework Improves The Quality of ESG Disclosures



Trends Converging! A Look Ahead of the Curve
What's ahead affecting CSR managers; sustainable/ESG investment professionals?

TAA TRUST SCORE	NON REPORTERS	REPORTERS
Below 40	19.44%	2.51%
40's	29.17%	17.34%
50's	40.28%	46.98%
60's	11.11%	23.62%
70+	0.00%	5.28%

G&A Institute & Trust Across America Partner to Examine Trustworthiness for S&P 500® Companies Not Reporting on Sustainability



2015 Research: Sustainability Managers Market Survey
G&A Research in collaboration with ISOS Group.



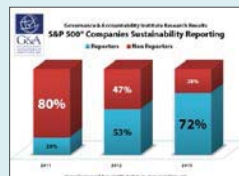
Sustainability– What Matters?
2014 analysis of 1,246 GRI sustainability reports published in 2012 by global organizations in 35 sectors for their disclosure levels to 84 indicators

Highlights of G&A Institute’s Research Reports

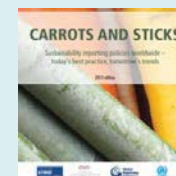


GRI Trends in External Assurance of Sustainability Reports 2014

G&A Institute Contributes: In-depth look at the growing US trend towards external assurance, the different approaches & standards.

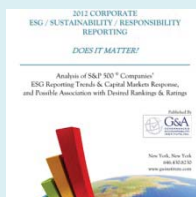


Flash Report – 72% of S&P 500® Index Published Corporate Sustainability Reports in 2013*



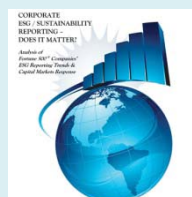
Carrots & Sticks III (2013)

G&A Institute Contributes: Sustainability reporting policies worldwide — today's best practice, tomorrows trends



Corporate ESG / Sustainability Reporting – Does It Matter?

2012 analysis of S&P 500® companies' ESG reporting trends and capital markets response



Corporate ESG / Sustainability Reporting — Does it Matter?

2011 analysis of Fortune 500® companies' ESG reporting trends and capital markets response



GRI Focal Point US Assurance Trends Study

G&A Institute & Bloomberg LP Contributes: Analysis & survey of US companies and their assurance practices of sustainability data

* G&A has issued a Flash Report on Sustainability Reporting Trends since 2014, see previous additional reports not included above:

- [Flash Report – 82% of S&P 500® Index Published Corporate Sustainability Reports in 2016](#)
- [Flash Report – 81% of S&P 500® Index Published Corporate Sustainability Reports in 2015](#)
- [Flash Report – 75% of S&P 500® Index Published Corporate Sustainability Reports in 2014](#)

ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

Communications Background

We are known for our work by many traditional and new and social media organizations; and individual journalists, editors, broadcasters and platform publishers. They are regularly in touch with the G&A team and think of us as reliable sources with our fingers on the pulse of corporate and investor sustainability.

Key media journalists know that we have the most complete data, information and intelligence on trends, stories, and innovations in the corporate sustainability field. Because we have been doing this for more than a decade and have built many strong relationships with media -- G&A is known as the definitive, "go to" source for this information.

Among these journalists we have dealt with are sustainability editors at publications like *The Wall Street Journal*, *Bloomberg*, *CR Magazine*, *Responsible Investor*, *Ethical Corporation*, *CFO Magazine*, *Corporate Finance*, *Forbes*, *Fortune* and many others, including *Industry Week* and many trade publications.

Since 2007, when founders Hank Boerner and Louis Coppola launched G&A Institute, we have been developing effective communications platforms for sharing of information and intelligence – web sites, newsletters, social media platforms, and other channels. These channels command attention in the sustainability space and the Institute has developed a loyal and dedicated following that relies on us for sustainability, corporate responsibility, socially responsible investing (SRI) and ESG-related information.

In our own channels and platforms we feature and highlight stories, articles, companies and people that we feel would be interesting to our connections in the corporate, investing, NGO, media, government, and other sectors. These web platforms include:

On The Web

G&A's Sustainability Update™ Blog — www.ga-institute.com/Sustainability-Update

G&A's Sustainability Highlights™ Newsletter — www.ga-institute.com/newsletter.html

G&A's To the Point! Timely Insights, Perspectives & Strategic Briefs — ga-institute.com/to-the-point

Accountability Central — www.accountability-central.com

SustainabilityHQ™ — www.sustainabilityhq.com

Plus social media on Facebook, LinkedIn and Twitter...

ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

G&A's Sustainability Highlights Newsletter

Our weekly newsletter has a loyal readership of more than 12,000 registered subscribers expressing interest in learning more about sustainability topics. Our valued connections are in numerous sectors, industries, geographies and professional and managerial backgrounds – including media, corporate CSR leaders, SRI and mainstream investors, NGOs, Academic Institutions, Government agencies, and other important stakeholders focused on ESG issues.

At G&A, we partner with publishing, news, financial and business information providers in promoting their events to our audiences. These include Skytop Strategies, *CR Magazine*, *Ethical Corp*, *Financial Times*, Bloomberg, *Responsible Investor*, Sustainable Brands, TBLI, *Financial Times*, the BBB-New York, CFA Societies of Securities Analysts, US SIF, and others. They rely on us to help build awareness and attendance to these events and in return we have unique relationships which we leverage for our clients.

Our communications team is focused on Sustainability / CSR / SRI, and our systems and resources, tools, relationships, data, knowledge, and experience base are unparalleled when it comes to this area of focus. We provide more value for our clients in this area than any other communications firm — and we consistently deliver results that are above and beyond the expectations of our client.

ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

G&A's Investor Network Background & Services

G&A Institute team members maintain important affiliations that are resources for the types of services highlighted above. We are members of the sustainable investment trade association, the Forum for Sustainable & Responsible Investment (US SIF). We collaborate closely with Bloomberg, Thomson Reuters, MSCI, CDP, ISS, GMI Ratings, RobecoSAM, Sustainalytics, RepRisk, and other independent third party service providers (some also manage assets for their clients). Louis Coppola is a co-chair of the SIRAN SECE corporate engagement committee, and Hank Boerner is co-chair emeritus of the New York Society of Securities Analysts' Sustainable Investment Committee ("NYSSA" - now known as CFA Society-New York). Hank also was contributing editor and governance commentator for *Corporate Finance Review* from 2002 to 2016. Earlier in his career has a board-elected officer and, communications director and corporate citizenship officer for the New York Stock Exchange (NYSE).

Investor Services Support & Objectives

Our IR service support objectives include:

- **Messaging:** crafting compelling messages for the mainstream and SRI communities to assist in positioning the company's sustainability journey story among key connections and thought leaders.
- **Road Shows / Investor Engagement:** building greater investment community awareness of and appreciation for our clients' sustainability efforts, and disclosure practices; this includes organization road shows and one-on-one meetings.
- **Data Providers:** ensuring that third party ESG / sustainable investment data providers have more complete and accurate information on the company, to encourage the service providers in their customary deliverables to present our clients in the best possible light (these independent firms welcome such assistance; more accurate and complete information on companies, benefits all parties and encourages distribution of decision-useful intelligence).
- **Attracting New Capital:** helping our clients access new sources of capital, within the existing shareholder base, and in identifying and engaging with sustainable investors focused on long-term appreciation for sources of new capital.
- **Investor Perception Studies, Communications Platforms, Shareholder List Profiling and more...**

ABOUT GOVERNANCE & ACCOUNTABILITY INSTITUTE, INC.

No matter where your organization may be in its **sustainability journey** – just beginning, expanding the initial start, or maturing and far along and the process – the G&A Institute team can assist your team. Our resources and tools are continuously expanded to help clients maximize return on investment in sustainability, stay ahead of the peers and demonstrate clear leadership in the sustainability, corporate responsibility, and corporate governance fields. Ask us “how”!

For More Information

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