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# D&B ESG Intelligence

Help manage risk, increase supply chain  
resiliency, and drive business performance  
with intelligent ESG Rankings

COMMERCIAL IN CONFIDENCE

Commercial in Confidence



# Agenda

- 
- Intro
  - How D&B can help
  - Our ESG offering
  - Our data
  - Delivery Channels
-



In a complex world, how do you gain insights on your business relationships ?

Having the right data & intelligence on your customers, prospects, suppliers and partners is both **critical and difficult** in a world of change & disruption





# DATA CLOUD



## GOVERNANCE & QUALITY

- Client-Centric Data Quality Framework
- Continual Updates based on Market Changes
- Patented Identity Resolution & Matching

## INNOVATION & INSIGHTS

- Alternative Data Sets
  - Corporate Hierarchies/Linkages
  - AI-driven Intelligence
  - Predictive Analytics & Data Science
- Commercial in Confidence

## CONNECTIVITY & INTEGRATION

- Real-time API delivery
- CRM, ERP, MAP connectors (and more)



# Live Business IDENTITY

The most comprehensive & continuously updated view of each of your business relationships

## Enabling Timely Answers

- Earlier identification of growth opportunities
- Better intelligence about potential risk, fraud & compliance issues
- Deeper customer, supplier & partner engagement

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## DUN & BRADSTREET D-U-N-S® NUMBER


Plus:


- Identity Resolution
- Hierarchy & Linkage
- Analytically Derived Attributes
- Continuous Business Activity Monitoring





# RANGE OF SOLUTIONS


## Powered by AI-driven Intelligence

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**Finance Solutions**  
 Improve cash flow, increase operational efficiencies, reduce cost, and provide a better customer experience.
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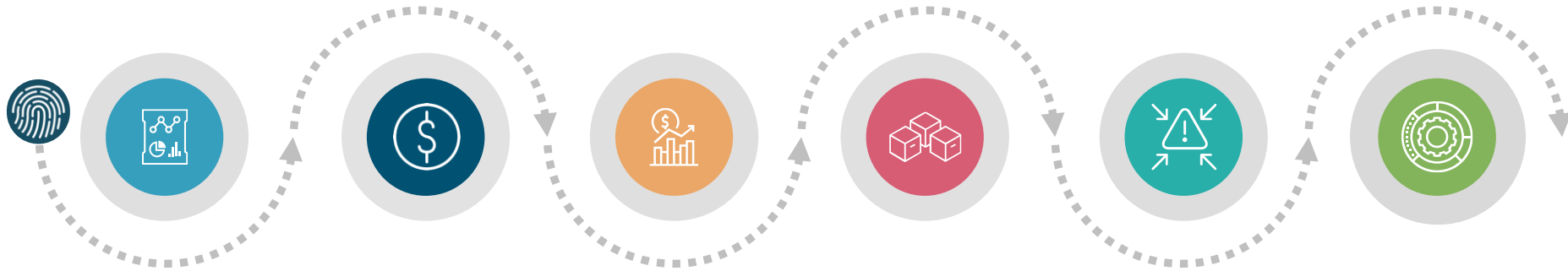
**Sales & Marketing Solutions**  
 Reach and engage buyers with relevance. Prospect and sell smarter. Unify trusted customer & prospect data.
- 

**Third-Party Risk & Compliance Solutions**  
 Manage and monitor supplier risk. Meet compliance goals and sustainability initiatives.
- 

**Public Sector Solutions**  
 Verify businesses and procure wisely. Investigate threats and protect supply chains. Mobilize relief & foster recovery.
- 

**Small Business Solutions**  
 Plan, launch, manage and grow your business with credit, sales and marketing and partner solutions.

# Integrating Data & Insights ACROSS YOUR BUSINESS



## MARKETING

Digital device identifiers; buying intent signals; growth trajectory and spend analytics ; B2B and B2C audiences

## SALES

Company insights, news & activity triggers; Contacts and contact data - including 45M+ emails; Real-time Buyer Intent

## FINANCE

Proprietary behavioral and predictive analytics, core and customized scoring models, leading provider of public filings

## PROCUREMENT

2,000+ high risk alerts with coverage in 220 countries

## COMPLIANCE

Ultimate Beneficial Ownership with 320M Directors and 250M Shareholders

## TECHNOLOGY

Consolidate insights about your business relationships for use across the business

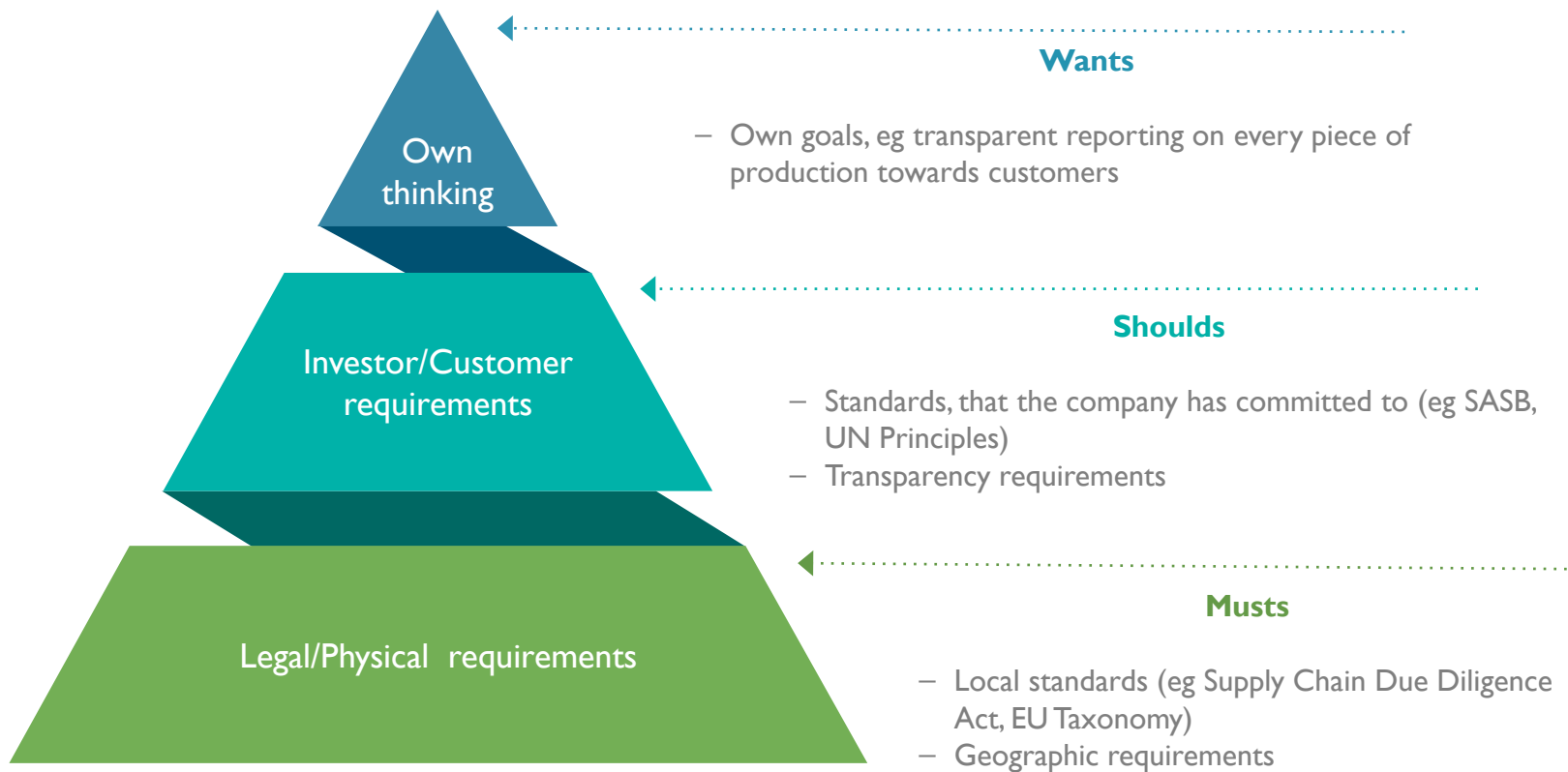
Above are representative data elements/insights from the 2500+ possible attributes available for a given Data Cloud entry and current as of Q321

- 455M+ Businesses in the Dun & Bradstreet Data Cloud
- Corporate Hierarchies and Linkages
- 1.4B match points





# Why Do Businesses Engage In ESG?



# ESG related regulations are increasing globally





# How Dun & Bradstreet can help

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# Clients Choose Dun & Bradstreet When They Need To Improve Business Performance

**455M+**  
BUSINESS RECORDS



COMPREHENSIVE  
BUSINESS DATA &  
INSIGHTS

**WORLD'S LARGEST  
COMMERCIAL TRADE  
PAYMENT NETWORK**



200M+ Unique Global  
Payment Experiences

50+ Global Trade  
Programs

**1.4  
BILLION**  
MATCH POINTS



**EXPANSIVE SMALL BUSINESS DATA**

~80% companies in the Data Cloud globally  
have fewer than 11 employees

**90%**

OF THE FORTUNE 500,  
and companies of all  
sizes around the world,  
rely on Dun & Bradstreet  
to help grow and  
protect their business

**2 BILLION**



YEARLY UPDATES  
To our Global Trade  
Data




**A LEADING SOURCE OF  
HIERARCHY & LINKAGE**



**GLOBAL-LEADING  
ESG DATA  
COVERAGE**



# D&B ESG Rankings dataset architecture

 ENVIRONMENTAL	
Natural Resources	<ul style="list-style-type: none"><li>• Energy Management</li><li>• Water Management</li><li>• Materials Sourcing and Management</li><li>• Waste and Hazards Management</li><li>• Land Use and Biodiversity</li><li>• Pollution Prevention and Management</li></ul>
GHG Emissions & Climate	<ul style="list-style-type: none"><li>• GHG Emissions</li><li>• Climate Risk</li></ul>
Environmental Risk	<ul style="list-style-type: none"><li>• Environmental Compliance</li></ul>
Environmental Opportunities	<ul style="list-style-type: none"><li>• Environmental Opportunities</li><li>• Environmental Certifications</li></ul>

 SOCIAL	
Human Capital	<ul style="list-style-type: none"><li>• Labor Relations</li><li>• Health &amp; Safety</li><li>• Training &amp; Education</li><li>• Diversity &amp; Inclusion</li><li>• Human Rights Abuses</li></ul>
Product & Service	<ul style="list-style-type: none"><li>• Cyber Risk</li><li>• Product Quality Management</li></ul>
Customer Engagement	<ul style="list-style-type: none"><li>• Products &amp; Services</li><li>• Data Privacy</li></ul>
Community Engagement	<ul style="list-style-type: none"><li>• Corporate Philanthropy</li><li>• Community Engagement</li></ul>
Supplier Engagement	<ul style="list-style-type: none"><li>• Supplier Engagement</li></ul>
Certifications	<ul style="list-style-type: none"><li>• Social-Related Certifications</li></ul>

 GOVERNANCE	
Corporate Governance	<ul style="list-style-type: none"><li>• Business Ethics</li><li>• Board Accountability</li><li>• Shareholder Rights</li><li>• Business Transparency</li></ul>
Corporate Behaviors	<ul style="list-style-type: none"><li>• Corporate Compliance Behaviors</li><li>• Government Related Certifications</li><li>• Management of Legal &amp; Regulatory Requirements</li></ul>
Business Stability	<ul style="list-style-type: none"><li>• Business Stability &amp; Resilience</li></ul>



# D&B ESG Intelligence

Intelligent third-party sustainability analytics to help companies manage risk, increase supply chain resiliency, and drive entity performance.

## D&B ESG Intelligence provides:

- Deep data coverage of over 40 million public and private companies
- ESG data updated monthly helps support regular reviews
- Scoring built around trusted sustainability frameworks
- ESG data synthesized into meaningful metrics for supplier risk prioritization and informed decision making
- Data depth scores identifying areas where you may want to engage with your suppliers for more insight

## ONE SOURCE OF TRUSTED ESG DATA

### ESG RATINGS BUILT FROM TOP STANDARDS

CDP  
GRI  
SASB  
TCFD  
UN PRI  
UN SDGS



### DATA GATHERED FROM MILLIONS OF SOURCES

Financial Filings  
Sanctions & Blacklists  
Dun & Bradstreet Data  
News Media  
Regulatory Agencies  
Excluded Parties Lists  
Financials Enforcement Agencies  
NGO Databases  
Certifications



### GRANULAR ESG RANKINGS

**31** ESG Topic Rankings

**13** ESG Topics

### DEEP DATA COVERAGE



**40+ Million**

Public & Private Businesses Across the Globe



# Growing coverage of ESG insights





# D&B ESG INTELLIGENCE KEY DIFFERENTIATORS

## DEEP COVERAGE

- 40 million entity coverage of public and private companies
- Current expansion into Europe, Asia, Middle East and Latin America
- Recognized by analyst firm, Chartis, as leader in ESG private company data coverage

## NEAR REAL-TIME

- Data is updated weekly and distributed monthly in order to provide the most up-to-date snapshot on companies

## CONTINUOUS EVOLUTION

- Dun & Bradstreet is committed to providing full end-to-end ESG capabilities for a variety of ESG data use cases, from supplier identification to insurance underwriting

## BUILT FROM TOP STANDARDS

- Majority of data is from The Dun & Bradstreet Data Cloud of checked and verified company data
- Other data sources go through Dun & Bradstreet's rigorous quality assurance process

## COMPANY ENGAGEMENT

- To complement the ESG data universe, the ESG Self-Assessment serves as an additional data aggregator and opportunity for companies to learn more about ESG

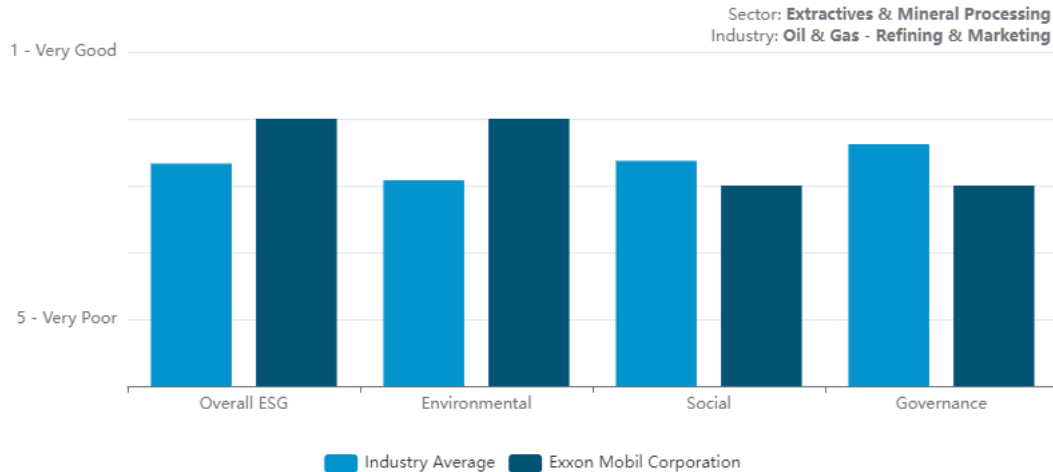
## STRATEGIC METRICS

- Provides insight on companies, including a consistent outperformance for companies with good ESG Rankings
- No judgement-based indicators used, only analytical

Total ESG Rankings Count



ESG rankings compared to companies in similar industry according to the Sustainable Industry Classification System® (SICS®)



Environmental  Social  Governance

All Environmental (43186)

● Very Poor (404)

● Poor (653)

● Medium (11051)

● Good (6505)

● Very Good (8158)

The background is a vibrant, high-angle photograph of a dense tropical forest. The trees are various shades of green, from deep forest green to bright lime green. A thin, light-colored grid is overlaid on the entire image. Scattered across the grid are numerous semi-transparent squares in various shades of green, blue, and grey, some of which are larger than others, creating a digital or data-like aesthetic.

Thank You

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