

# Engagement Services

## Introduction

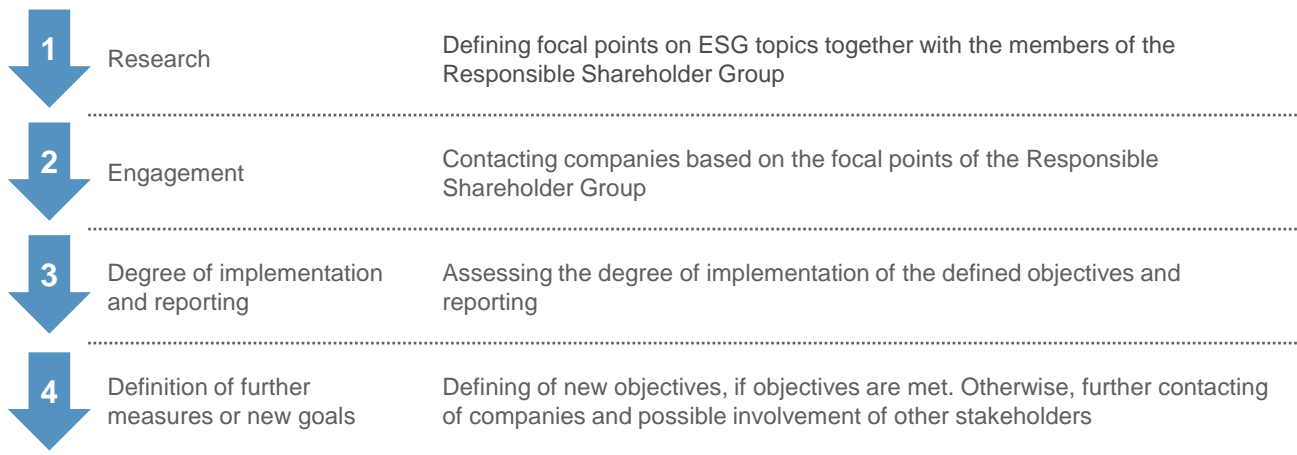
Inrate engages on Environmental, Social, and Governance (ESG) issues with listed companies in Switzerland on behalf of the dedicated clients (the “Responsible Shareholder Group”, RSG). The clients are long-term asset owners aiming to improve sustainability performance by setting important topics on a firm’s agenda. Our Engagement services provide the opportunity to bring investors together to examine and challenge the company actions and policies. Moreover, Engagement poses the possibility to align investment portfolios with the values and norms of the beneficiaries. We conduct face-to-face meetings with the largest companies in Switzerland on specific ESG-related issues. Our role is to stimulate the target company’s ability to cope with environmental, social, and governance risks. In addition, we enter into dialogues related to governance issues based on our own corporate governance rating (zRating) with approximately 170 companies.

Inrate has a long history of involvement in innovative sustainability research promoting sound business practices across industries and companies. Our Engagement services thereby optimally complement our services to portfolio construction and active voting.

### Key Benefits

- **Responsibility** – Promote sustainable business practices across Swiss companies and enhance long term value
- **Dialogue** – Efficient and comprehensive way to engage with investee companies on environmental, social and governance issues of concern
- **Agenda setting** – Asset owners can make own suggestions for new engagement topics within the Responsible Shareholder Group at the annual meeting
- **Reporting** – Activities of the Responsible Shareholder Group are comprehensively represented in a report
- **Reputation** – Due to our fact-based approach, a high level of acceptance in the Swiss market has been achieved
- **Coverage** – Around 170 listed companies headquartered in Switzerland are covered
- **Methods** – Meetings, telephone conferences and emails

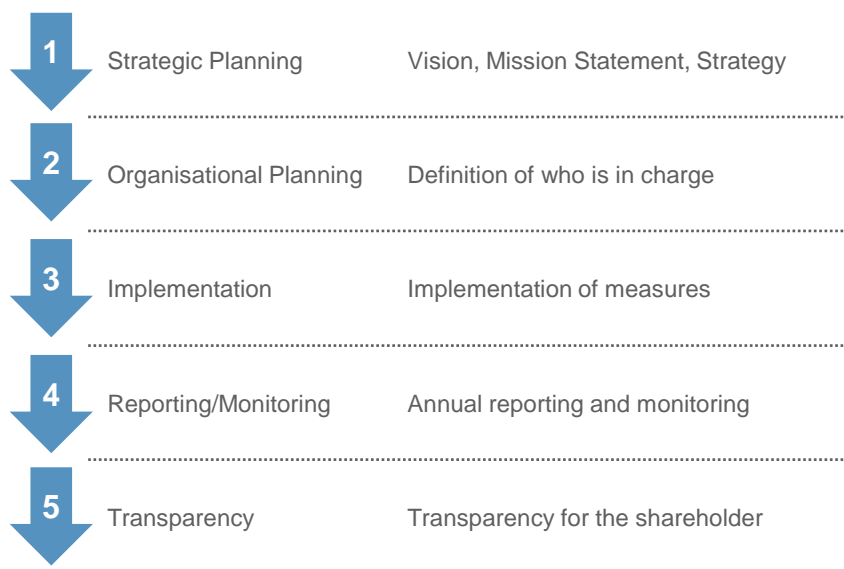
## Engagement Process



## Current Main Topics of Engagement Process (2019)

<b>Environmental</b>	Scope 3 – indirect CO <sub>2</sub> emissions and green products/services
<b>Social</b>	Management of psychosocial risks at work (“presenteeism”) and due diligence on human rights
<b>Governance</b>	Board competencies and ESG criteria in compensation systems

## Engagement Approach with the Companies



### 1. Company Selection: Sustainable portfolio construction

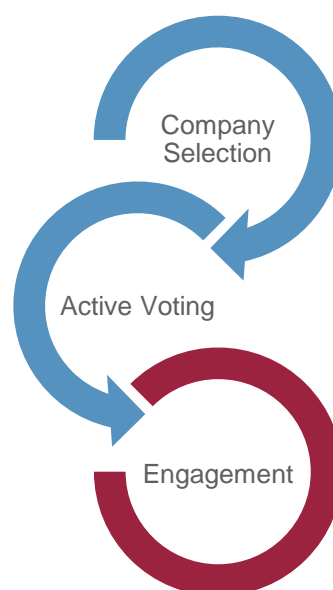
Inrate's *ESG-Impact-Ratings*, *ESG Investment Universes*, *ESG Portfolio Analyses*, *ESG Exclusion Criteria* provide the basis for sustainable investing.

### 2. Active Voting: Exercise of voting rights

*zRating Governance Services* support institutional investors in exercising shareholders' rights with transparent and understandable voting recommendations and detailed corporate governance research.

### 3. Engagement: Dialogue with companies

*Responsible Shareholder Group* is a group of long-term asset owners that participates in improving companies' sustainability through continual dialogue on ESG issues.



## About Inrate

Inrate is a leading independent sustainability ratings provider based in Switzerland. Since 1990, we link our in-depth sustainability analysis with innovative investment solutions for the financial markets. Our ratings are a measure of the impact companies have with their behavior and products on society and the environment as well as their willingness and ability to effectively tackle the corresponding challenges.

## Your contact

**Christophe Volonté**  
 Head of Corporate Governance  
 christophe.volonte@inrate.com  
 +41 58 344 00 42

This document has been elaborated by Inrate AG ("Inrate") and may only be used by the person or company to whom it has been handed out by Inrate. It may not be copied, used by, distributed or made available to any other person or company. The purpose of this document is to represent a view on the sustainability and impacts of companies and investments analyzed by Inrate. The analysis is elaborated on the basis of publicly disclosed information (such as company websites, sustainability reports, media reports etc.) and further research performed by Inrate. Although the data processed for the elaboration of the analysis has been gathered from sources which Inrate considered reliable, no representation or warranty, express or implied, is made as to the accuracy or completeness thereof. Inrate shall not be liable for any loss, whether direct or indirect, incurred as a result from the use, or action taken on the basis, of any of the evaluations or information provided through this document. This document does not constitute advice to offer or sell a financial instrument or proceed to an investment in a company.

**Zurich Office**  
 Inrate AG  
 Binzstrasse 23  
 CH-8045 Zürich  
 Tel. +41 58 344 00 00  
 info@inrate.com  
 www.inrate.com

**Geneva Office**  
 Inrate SA  
 Rue de Berne 10  
 CH-1201 Genève  
 Tel. +41 58 344 00 00  
 info@inrate.com  
 www.inrate.com

### Partner



DENKEN  
 ÜBER  
 MORGEN

### Memberships

