

# RESPONSIBLE RESEARCH

## 2011 OFFERING



**Responsible Research is the leading provider of quality independent Environmental, Social and Governance (ESG) research in Asia for global institutional asset owners and asset managers.**

Our research offering is designed to assist our partners in understanding and incorporating ESG factors into investment decision-making. High-quality investment-grade information on sustainable business practices is difficult to obtain in Asia. Responsible Research fills that gap by providing services in three main sectors: **Research, Consultancy and Tools.**

## RESEARCH

### **Sector Reports**

Responsible Research reports identify environmental, social and governance (ESG) issues in high-impact sectors in Asia, including Oil & Gas, Automotive, Metals & Mining and Cement. These reports address investment opportunities and evaluate company- and country-specific risks.

### **Thematic Reports**

Responsible Research produces several thematic reports annually focusing on new or evolving areas in Asia, such as Microfinance in India and A Nuclear Asia.

### **Company Briefing**

Responsible Research produces two-page individual company profiles that highlight major ESG risks and performance, sector benchmarking, peer comparison and areas for potential investor focus. Briefings are an ideal tool for engaging with a company's management on ESG issues or for a snapshot view of disclosure and performance on material sustainability factors.

### **Company Report**

Responsible Research also performs deeper analytical reviews of a single company's ESG risks and performance. The research process includes more in-depth coverage of the sector, regulatory impacts, policy landscape, peer grouping and potential for fiscal incentives. Analysts perform a more rigorous study of the main areas of potential risk, the company's reaction to historic reputational risk issues, and plans for improvement on sustainability management. Most company reports are produced on a bespoke basis according to client demand.

### **IPO Watch**

Responsible Research offers subscribers independent reviews of upcoming IPOs highlighting the potentially material ESG risks to investors. These reviews include a peer comparison and a review of the company's past litigation and controversies.

### **Asia Uncovered – ESG Newsletter**

Our newsletter provides reactions, insights and analysis to news and other developments as they pertain to sustainable investment in Asia. Offered to subscribers only. (From April 2011)



## CONSULTANCY

### **Engagement Advisory Services**

Institutional investors rely on our ESG research and analytic tools to inform investment decisions and identify ESG opportunities which will drive long term performance. Responsible Research also recognises the increasing requirement for clients to exercise active ownership or stewardship to safeguard their investments against ESG risks. Responsible Research offers engagement advisory services using professionals with regional expertise and experience to collaborate with Asian companies on ESG issues. Proactive stewardship on ESG issues is a necessary component to successful long term investment in emerging markets. Engagement advisory includes a combination of custom fit services identified below.

- Identify material ESG issues within portfolios
- Prioritise target issues for which engagement may lead to successful outcomes
- Articulate investor communication to companies, outlining benefits to company and investor
- Mediate with companies through meetings and site visits
- Provide periodic reports on company progress against material ESG issues
- Assist, where appropriate, in bringing together investors with common interests to form collaborative engagement initiatives.

### **Commissioned Reports**

As part of their PRI commitment to collaborative ESG outreach, clients may commission a sector, company or thematic report, either for internal information, positioning or distribution to our database of around 1,000 global investors interested in SRI issues.

### **Exclusions Screening**

Our Exclusions Screening is an analysis of reported company activities in areas such as munitions, cluster bombs, nuclear, gaming, gambling, tobacco, alcohol, adult content, child labour, and bonded labour.

### **Bespoke IPO Watch**

Clients can request a bespoke IPO Watch Review, a timely and independent analysis of potentially material ESG risks to investors in the crucial pre-IPO phase. These reviews include a peer comparison and a review of the company's past litigation and controversies.

### **Portfolio Screening, Benchmarking, Index Creation**

Our specialist team applies the ESG criteria benchmarking in our ASR™ tool to current client portfolios or proxy funds to evaluate aggregate ESG performance and identify laggards and leaders within the portfolio. This Portfolio Review enables investors to re-focus an existing fund to account for ESG risks over an agreed timeline. For each product, clients are provided with summary or detailed reports per company or sector as required. We also recommend the use of RepRisk®, a web-based tool which provides insights on environmental and social issues that present financial and reputational risks to the client's company or investment portfolio.

### **Roadshow package**

Responsible Research prepares a Roadshow 'report' with company briefings bundled with company sustainability reports for corporate engagement.



## TOOLS



### Asian Sustainability Rating™

**The Asian Sustainability Rating (ASR™) is an Environment, Social and Governance (ESG) benchmarking tool developed by Responsible Research.**

ASR™ is used by responsible investors for benchmarking portfolios and to add a sustainability dimension to investment decision-making and engagement practices.

We aim to work with responsible investors looking to create Asian sustainable and responsible fund products based on our findings or who wish to integrate the scores into their own valuation methodology and screens for stock selection.

Companies and their stakeholders also use the tool to monitor their progress on sustainability and to review ESG management within business partners and competitors.

Launched in 2009, the ASR™, our ranking and portfolio screening tool, now covers the top 750 companies in the MSCI Asia ex Japan based on free-float weighted market cap.

Coverage can be extended to small and mid-caps or by sector on request. We benchmark in local language as well as English, awarding half points for local language disclosure.

All companies within the universe are included in the benchmarking so the final ASR™ rankings provide insight into sector and country comparisons across Asia, and the results add insight on how ownership structures, size and affiliation of company affect sustainability.

Going forward we hope to extend the ASR™ methodology to cover Global Emerging Markets. We also plan to have a function for companies to upload their sustainability disclosure and comment on their rating and potential for improvement.

### RepRisk®



**A unique a web-based tool providing insights on environmental and social issues that present financial and reputational risks to companies and investment portfolios.** RepRisk® covers all major business languages (including Chinese and Korean).

Responsible Research is the exclusive partner in Asia to deliver RepRisk®. The tool enables commercial and investment bankers, asset managers, and supply chain managers to manage the corresponding risks and to implement effective screening procedures.

RepRisk's® assessment of the environmental and social performance of a company is based on the company's activities in the field as observed by independent third parties, and is not derived from information provided by the company itself. The tool monitors global media sources, more than 700 NGO websites, newsletters, news websites, blogs and other online sources daily. Its database currently includes over 15,700 companies and 3,300 projects, and is updated and growing daily.



## SUBSCRIBERS

### SUBSCRIBER PACKAGE 2011

- Subscribers receive 25% discount on other Research, Consultancy and ASR™ services
- Exclusive access to sector and thematic reports
- Privileged access to our expert analysts
- IPO Watch service: independent, timely analysis of ESG issues in the key pre-IPO period
- Exclusive access to briefings on new topics in responsible investment
- Special invitations to Responsible Research Quarterly roundtables and lunches
- Special invitations to other industry events
- 'Asia Uncovered' ESG newsletter: Insight on industry trends and evolutions in responsible investment (From April 2011)
- All new subscribers in 2011 will receive all sector and thematic reports released in 2010

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**Annual Subscription Fee**

**US\$20,000**

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Subscription can begin at any point in the year and runs for 12 months. Payments can be made directly or via a CSA. If you would like a quote for a service or combination not seen here, please contact us at [info@responsibleresearch.com](mailto:info@responsibleresearch.com).



## PRICES FOR 2011

**Annual Subscription Fee**

**US\$20,000**

	PRICE	PRICE FOR SUBSCRIBERS
<b>RESEARCH</b>		
Sector Report	US\$ 2,000	<b>FREE FOR SUBSCRIBERS</b>
Thematic Report	US\$ 2,000	<b>FREE FOR SUBSCRIBERS</b>
Asia Uncovered- ESG Newsletter	Available only to subscribers	<b>FREE FOR SUBSCRIBERS</b>
IPO Watch	From US\$ 1,000	<b>FREE FOR SUBSCRIBERS</b>
Company Briefing	US\$ 300	<b>25% DISCOUNT</b>
Company Reports	From US\$ 500	<b>25% DISCOUNT</b>
<b>CONSULTANCY</b>		
Engagement Advisory Services	From US\$ 350	From US\$ 350
Commissioned Reports*	Price on application	Price on application
Exclusions Screening	Bespoke packages available	Bespoke packages available
IPO Watch (Bespoke)	From US\$ 1,000	<b>25% DISCOUNT</b>
Portfolio Screening & Benchmarking	From US\$ 200 per company	<b>25% DISCOUNT</b>
Index Creation	Price on application	Price on application
Roadshow Package	US\$ 300 per company	<b>25% DISCOUNT</b>
<b>TOOLS</b>		
ASR™	Bespoke packages available	Bespoke packages available
RepRisk®	US\$ 9,690 single user license	US\$ 9,690 single user license

*Note: Billing is in SGD. Prices are in USD for reference only.*

*\* Includes marketing and publications in soft copy. Printing additional charge.*