Industry Scores & Trends
Conflict Mineral & Ethical Sourcing Workshop 2015
What Did We Analyze?

- Industry Averages
- Supplier Engagement Rating
- Supply Chain Scope
- Completion Percentage
- Smelter List Included
Compliance Average
<table>
<thead>
<tr>
<th>Industry</th>
<th>Compliance Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telecommunications Equipment</td>
<td>88</td>
</tr>
<tr>
<td>Retail</td>
<td>88</td>
</tr>
<tr>
<td>Computer Manufacturing</td>
<td>87</td>
</tr>
<tr>
<td>Semiconductor</td>
<td>87</td>
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<tr>
<td>All Filers</td>
<td>85</td>
</tr>
<tr>
<td>Major Pharmaceuticals</td>
<td>85</td>
</tr>
<tr>
<td>Commercial Printing</td>
<td>84</td>
</tr>
<tr>
<td>Radio &amp; TV Equipment</td>
<td>84</td>
</tr>
<tr>
<td>Medical/Dental Instruments</td>
<td>84</td>
</tr>
<tr>
<td>Automotive</td>
<td>83</td>
</tr>
<tr>
<td>Containers &amp; Packaging</td>
<td>83</td>
</tr>
<tr>
<td>Wholesale</td>
<td>82</td>
</tr>
<tr>
<td>Industrial Machinery</td>
<td>78</td>
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<tr>
<td>Aerospace</td>
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GPI Average
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<tr>
<th>Industry</th>
<th>GPI Average</th>
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<tbody>
<tr>
<td>TELECOMMUNICATIONS EQUIPMENT</td>
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<tr>
<td>COMMERCIAL PRINTING</td>
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<tr>
<td>COMPUTER MANUFACTURING</td>
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<td>AUTOMOTIVE</td>
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<tr>
<td>RADIO &amp; TV EQUIPMENT</td>
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<tr>
<td>INDUSTRIAL MACHINERY</td>
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<td>SEMICONDUCTOR</td>
<td>53</td>
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<tr>
<td>AEROSPACE</td>
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<tr>
<td>RETAIL</td>
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<tr>
<td>ALL FILERS</td>
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<tr>
<td>WHOLESALE</td>
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<tr>
<td>CONTAINERS &amp; PACKAGING</td>
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<tr>
<td>MAJOR PHARMACEUTICALS</td>
<td>39</td>
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<tr>
<td>MEDICAL/DENTAL INSTRUMENTS</td>
<td>38</td>
</tr>
</tbody>
</table>
Supplier Engagement Rating
Supplier Engagement Rating
(GPI Score #4)

>50%
Computer Manufacturing

50%
Aerospace
Industrial Machinery
Automotive
Radio & TV Equipment
Commercial Printing
Semiconductor
Retail
Telecommunications

<50%
Wholesale
Containers & Packaging
Medical/Dental
Major Pharmaceuticals
Completion Percentage

>85%
Medical/Dental
Semiconductor
Retail

75%
Computer Manufacturing
Radio & TV Equipment
Telecommunications
Commercial Printing
Wholesale

<75%
Containers & Packaging
Major Pharmaceuticals
Industrial Machinery
Medical/Dental
Automotive
Aerospace
Supply Chain Scope
Supply Chain Scope

>1000
Industrial Machinery
Aerospace

500-1000
Commercial Printing
Automotive
Wholesale

<500
Containers & Packaging
Computer Manufacturing
Radio & TV Equipment
Major Pharmaceuticals
Telecommunications
Medical/Dental
Semiconductor
Retail
Smelter Lists Included
Smelter Lists Included

- Telecommunications Equipment: 74%
- Computer Manufacturing: 70%
- Retail: 60%
- Semiconductor: 52%
- Commercial Printing: 50%
- Radio & TV Equipment: 50%
- All Filers: 41%
- Automotive: 30%
- Medical/Dental Instruments: 25%
- Wholesale: 23%
- Industrial Machinery: 21%
- Major Pharmaceuticals: 14%
- Containers & Packaging: 13%
- Aerospace: 10%
Conclusion & General Study Insights

- Over 1,000 Issuers downloaded the study!
  - More than 4 out of every 5 companies who submitted a CMR!

- Feedback has been overwhelmingly positive.

- More and more ethical sourcing regulations are moving to public disclosures which brings a focus on transparency. Being able to see where you sit relative to your peers is paramount to making sure you stay in pace with actors within your industry.

- Yes - there will be another study next year!
Thank You!