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Initial Analysis

4/7/2015

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- ✓ HRW data is **UNIQUE**
- ✓ The findings have **PROFOUND IMPLICATIONS**
- ✓ **SUSTAINABLE FIRMS** are **BETTER PERFORMING FIRMS**

82% of companies with D&B Pre-Screen credit ranking are at low risk of failure

The higher the assurance of sustainability, the less likely the firm is to fail

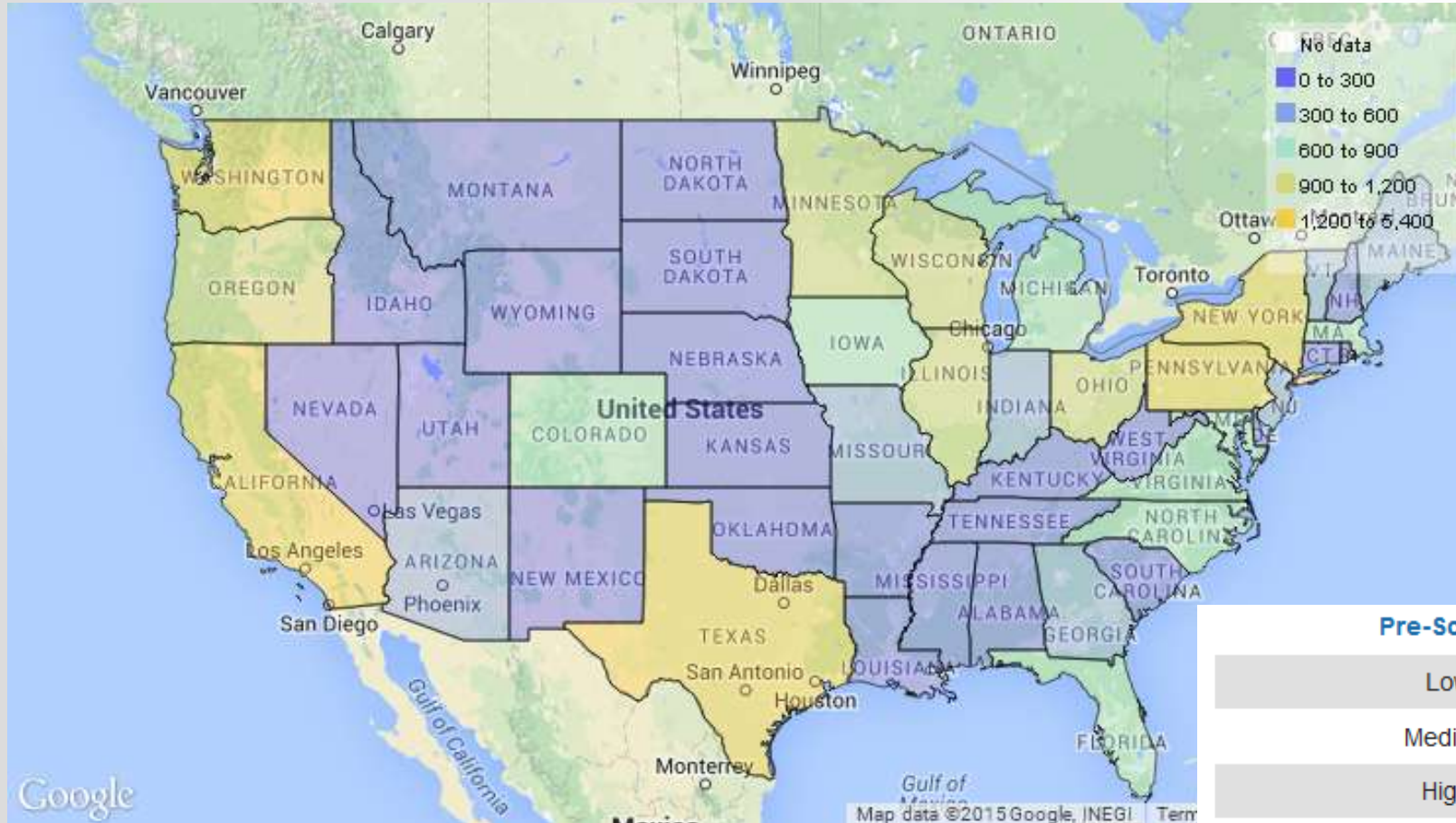
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# All firms with a Pre-Screen score: California most firms / North Virginia least



Pre-Screen	Value
Low	30,484
Medium	2,902
High	3,804

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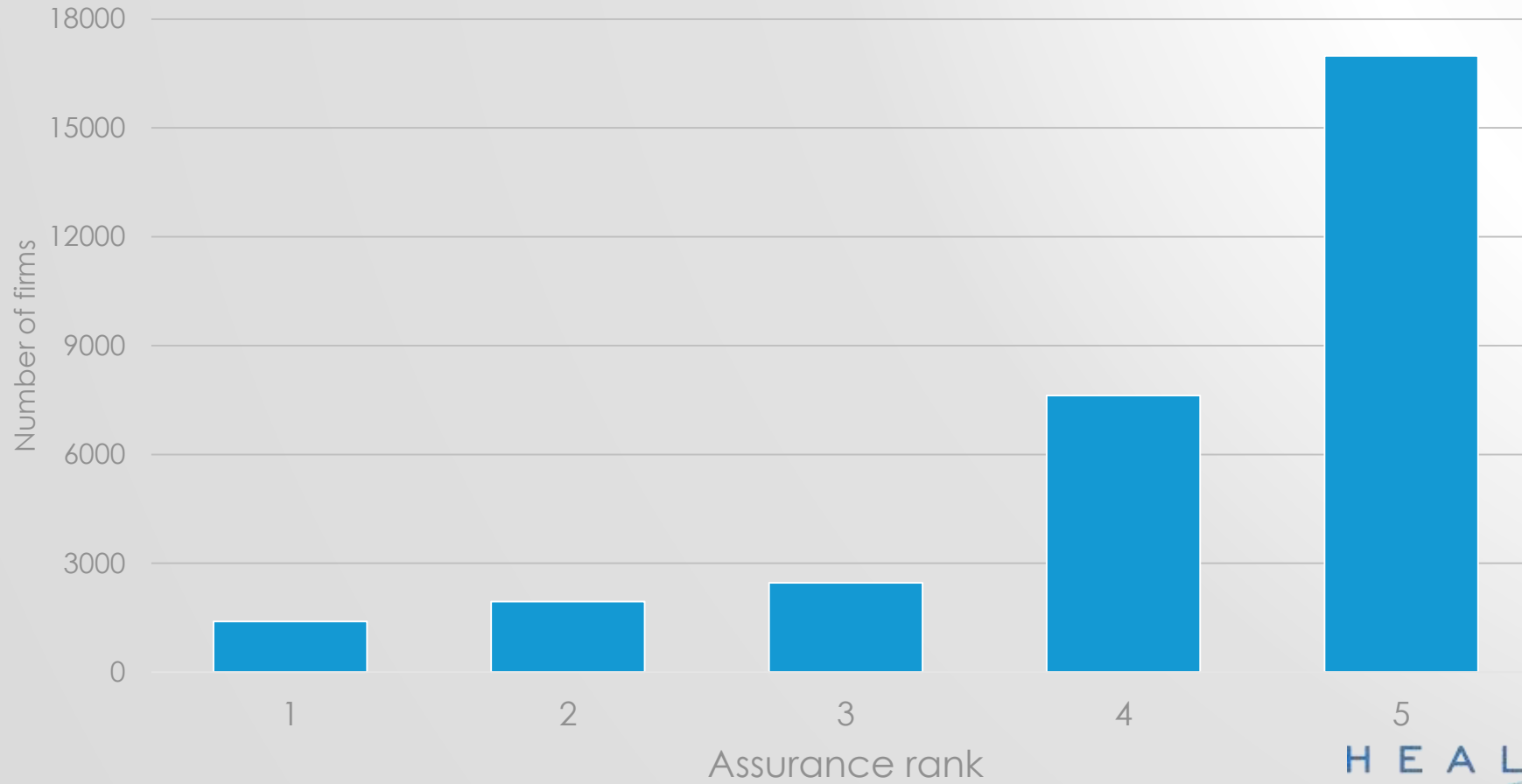


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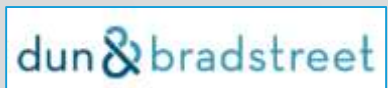


# Generally, where firms are Assured – they are well Assured.

Number of firms by Assurance Rank (5 = Strongest Level of Assurance—i.e. Audited by a Certifier for Some Aspect of Sustainability)



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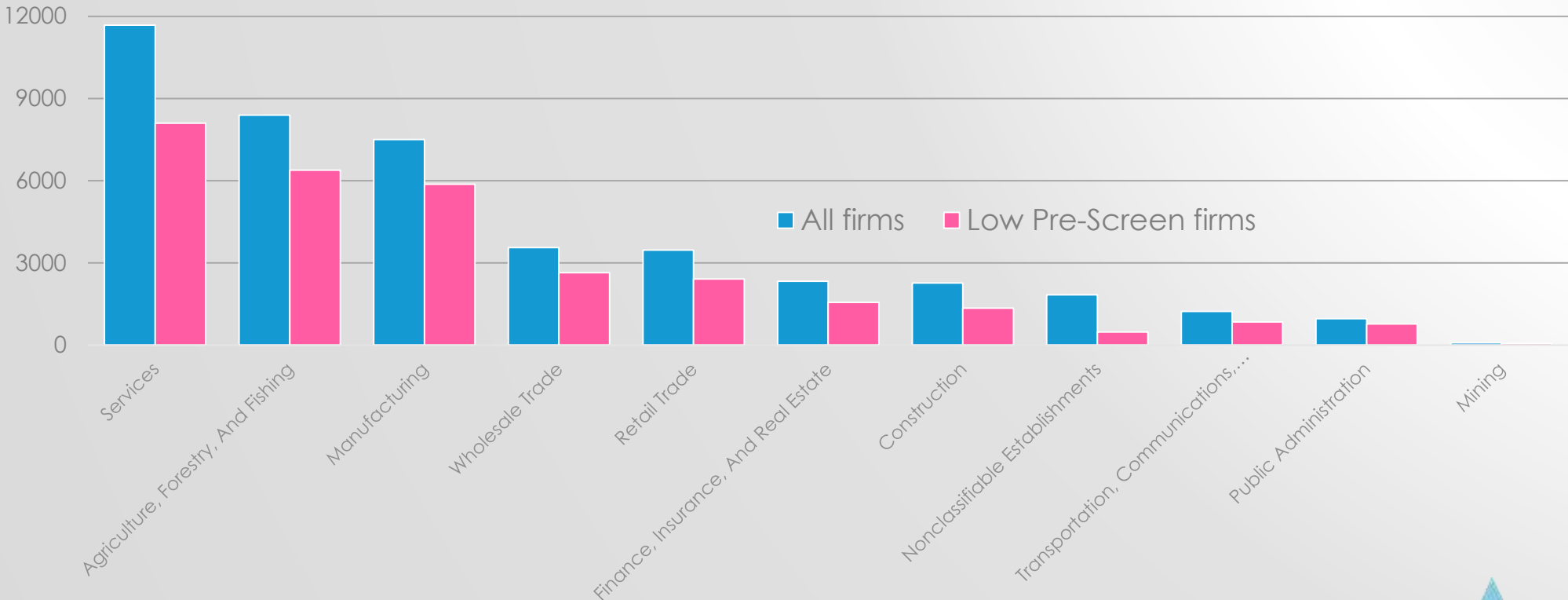


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# The basic relationship between sustainability and 'risk'

When firms are sustainable, they are more likely to enjoy a 'low' pre-screen rating



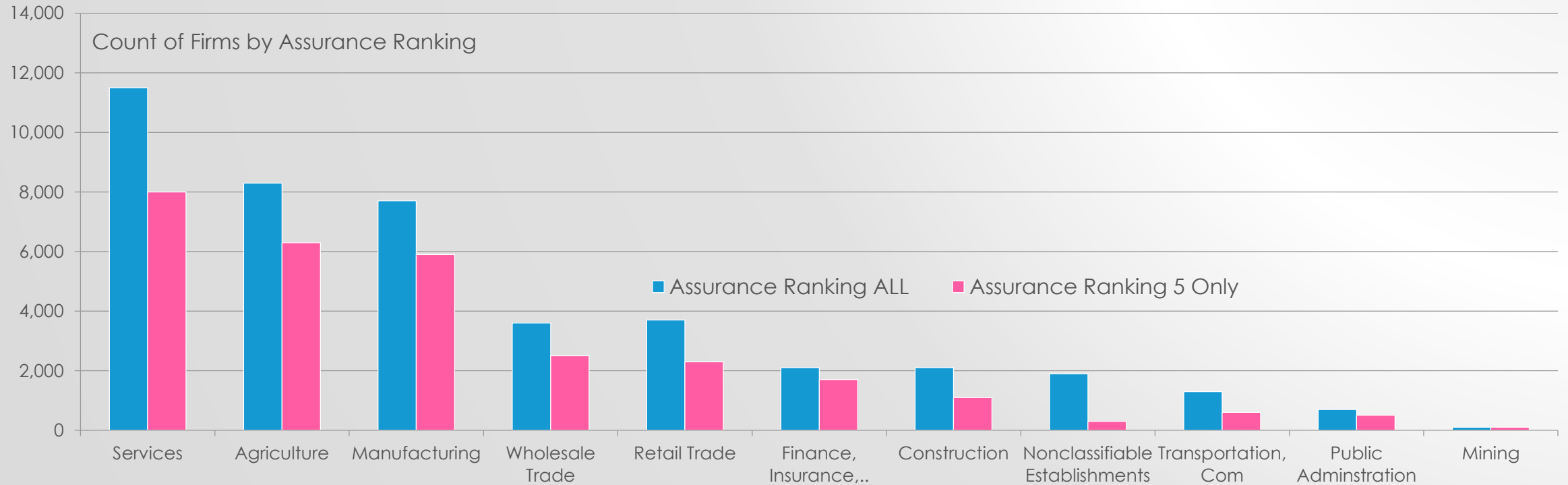
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These are the LOW Pre-Screens by Industry.  
 The BETTER assured a business is the more likely it is to enjoy a LOW Pre-Screen rating.



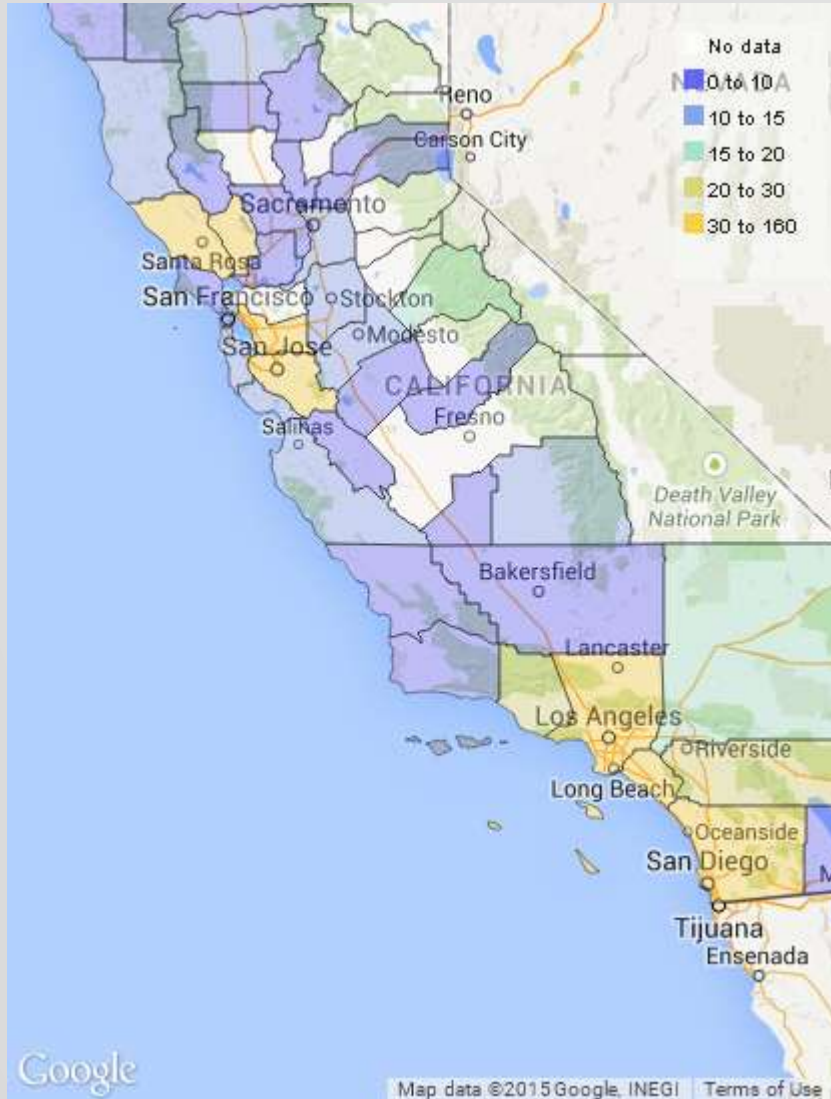
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# Manufacturing firms with Assurance Ranking 5 AND Low Pre-Screen



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And from around the world

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dun & bradstreet

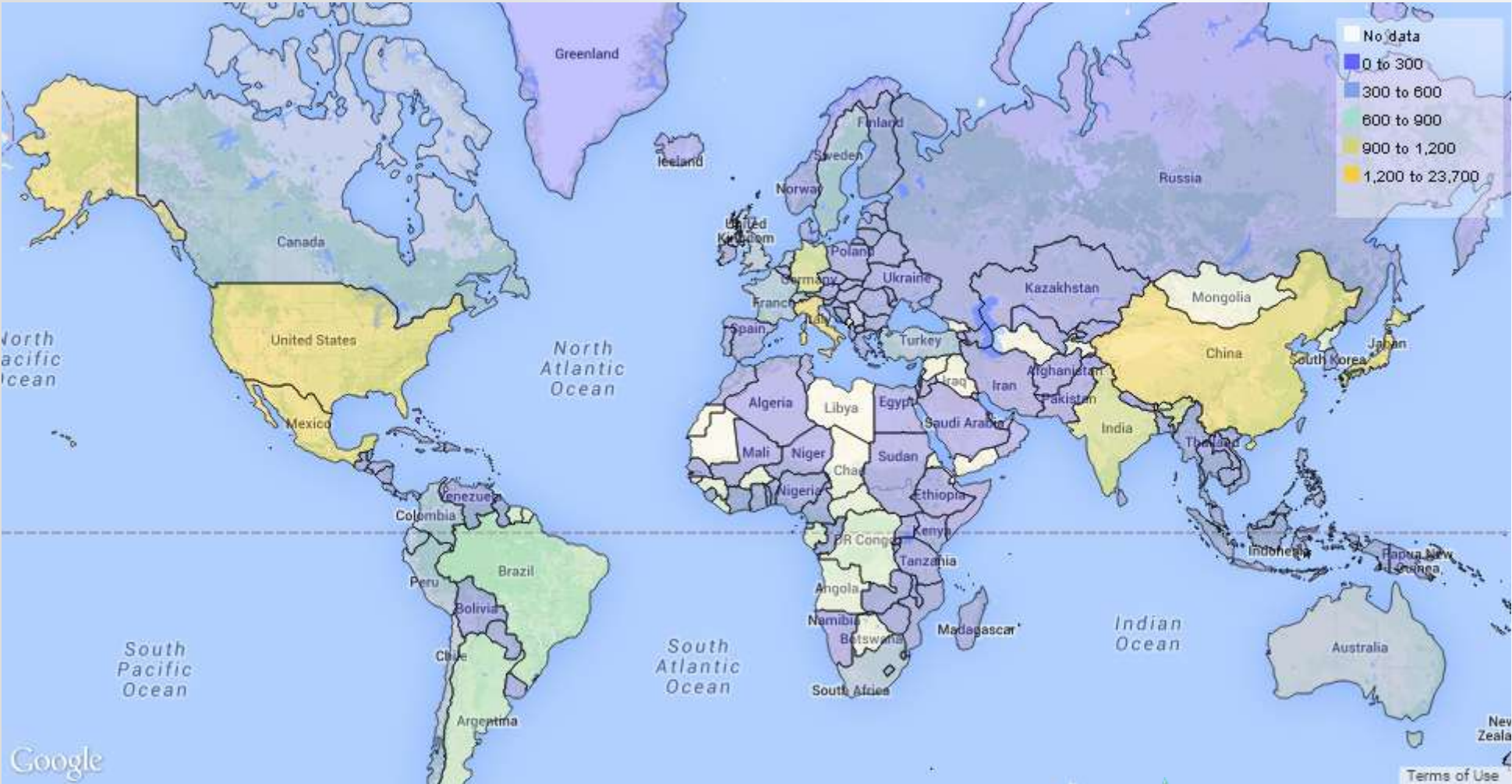
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Gavurin | exciting data



# GLOBAL DISTRIBUTION OF ASSURANCE RANKING 5. COUNT OF FIRMS



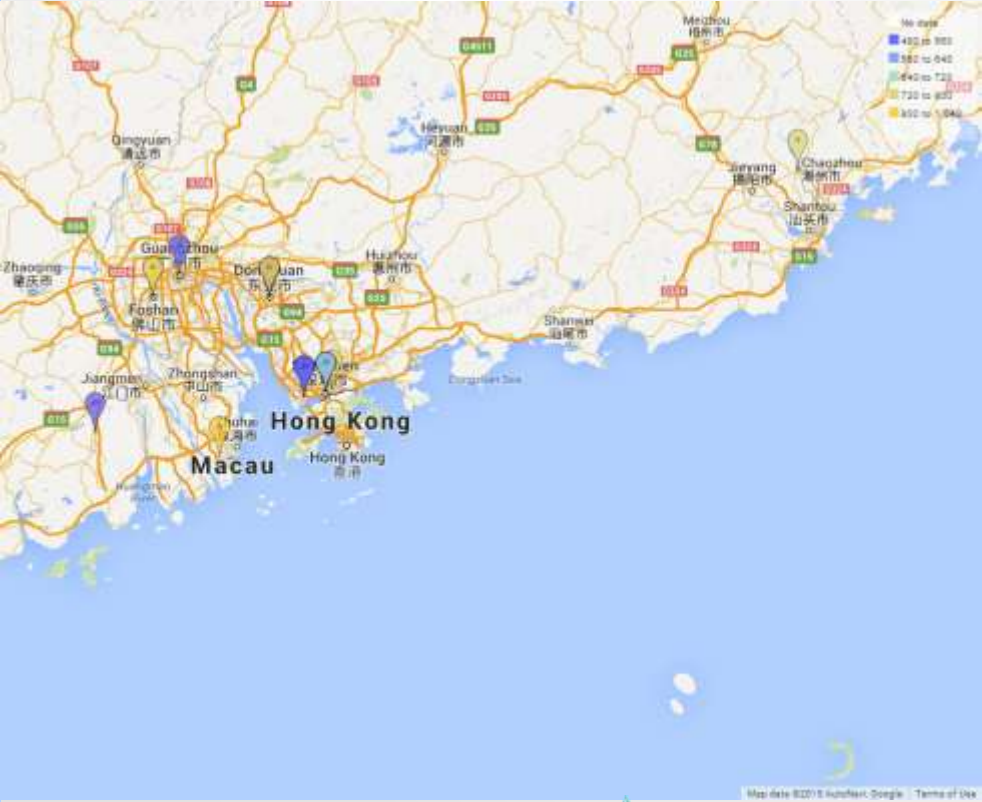
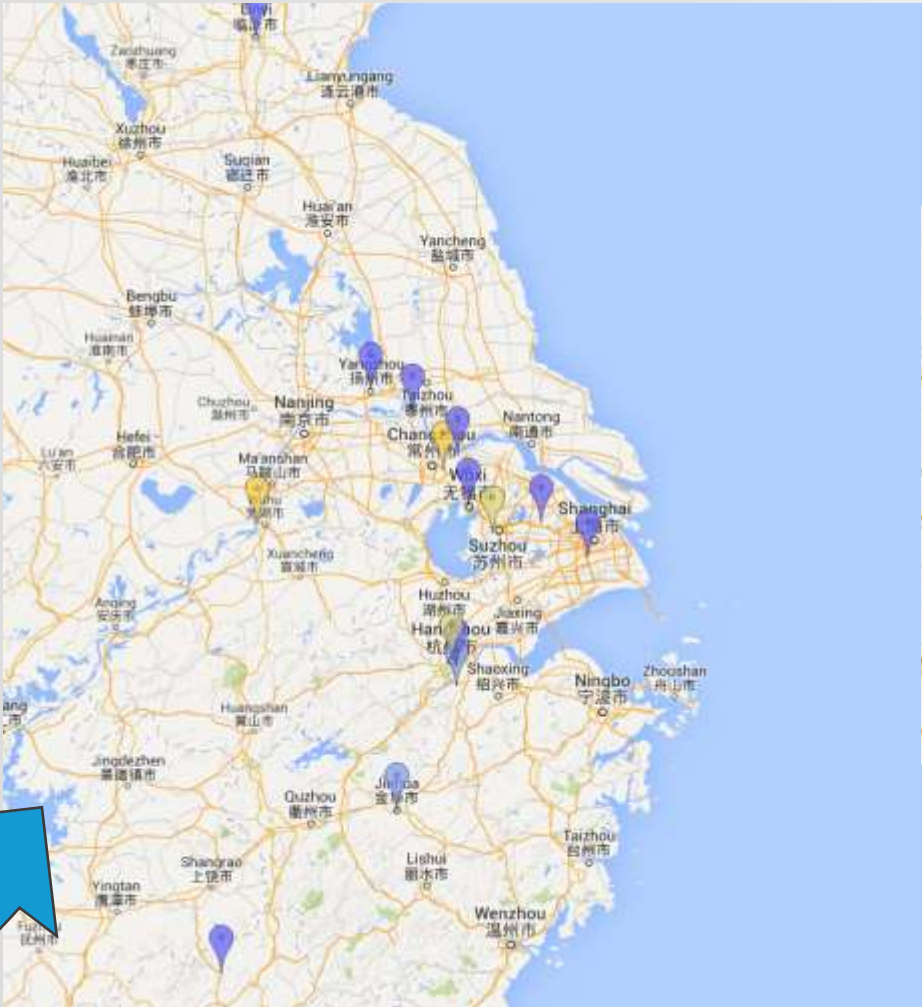
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# CHINA DISTRIBUTION OF ASSURANCE RANKING 5. COUNT OF FIRMS



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# GERMANY DISTRIBUTION OF ASSURANCE RANKING 5. COUNT OF FIRMS



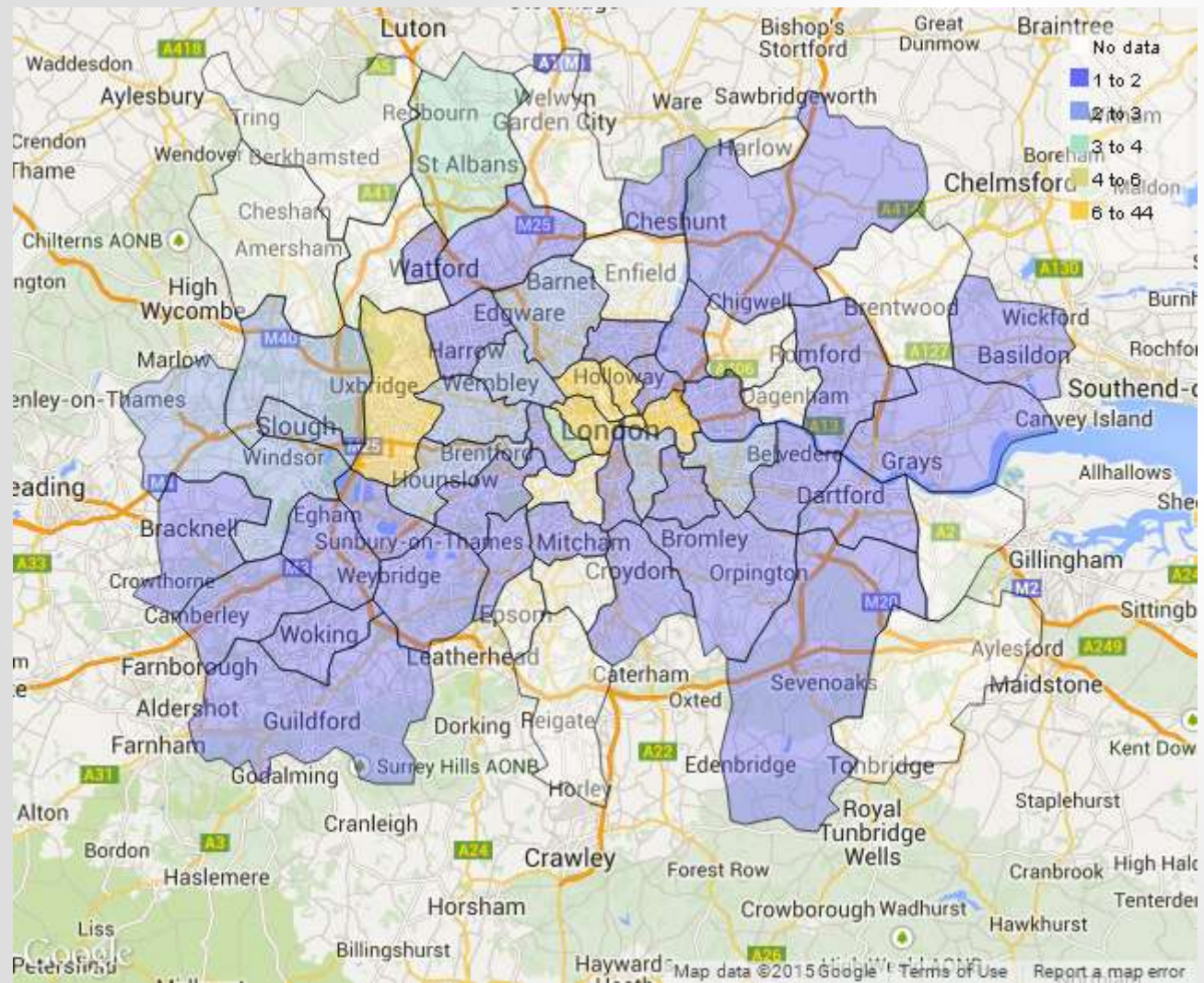
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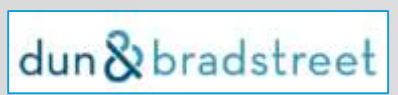
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AROUND LONDON.  
DISTRIBUTION OF  
ASSURANCE RANKING 5.  
COUNT OF  
FIRMS



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