



# **SYMBIOTIC'S IMPACT ON CORPORATE ESG PERFORMANCE**

**This document outlines the ESG opportunities Symbiotic can capture and  
recommendations for achieving them**

AGENDA

---

# SYMBIOTIC

---

- 1** Symbiotic's Broad ESG Value Proposition - Overview
- 2** Symbiotic's Impact on Industry Material Issues
- 3** Symbiotic's Impact on Climate Risk & Diversity, Equity, Inclusion (DEI)
- 4** Symbiotic's Impact on Ratings & Rankings
- 5** Critical Next Steps

# SYMBIOTIC'S BROAD ESG VALUE PROPOSITIONS

## 1) Address Industry Specific Material Issues and Progress Towards Net Zero and Net Positive Commitments

Symbiotic enables you to support NGO's addressing your material issues through each purchase - without any operational, organizational, or business model changes. There are co-benefits on both ESG commitments and standard procurement needs.

## 2) Address Industry Agnostic Material Issues like Climate Risk Management and DEI

Symbiotic enables you to embed net zero procurement options and contribute to your diversity, equity, and inclusion commitments through accessing Minority Business Enterprise (MBE) certified suppliers - Working with procurement trade associations to support their DEI / climate / impact pressures from members

## 3) Address Key Criteria for External ESG Ratings and Rankings

Symbiotic enables you to advance across external ratings and ranking systems on criteria specific to supply chain risk management and associated issues like scope 3 emissions and working with ESG-centric suppliers

# CONNECTING MATERIALITY, NGOS, AND UNSDGS

1) Material Issue / ESG Commitments

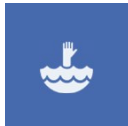
2) UNSDG you are contributing to

3) NGO's working on your behalf on the issue

4) Reportable impact data for company from NGO

## SYMBIOTIC ESG VALUE PROPOSITION #1

# 1) ADDRESS MATERIAL ISSUES AND PROGRESS TOWARDS NET ZERO AND NET POSITIVE COMMITMENTS



### NET ZERO & NET POSITIVE COMMITMENTS

Limitations exist for reducing, reusing, and recycling one's way to Net Zero or Net Positive.



### FOCUS ON YOUR SUPPLY CHAINS

80-90% of environmental and social adverse impacts occur across corporate supply chains



### PARTNER WITH SYMBIOTIC

Vetted NGO's working on natural resource scarcity and other industry-specific material issues

# 1) SYMBIOTIC & ENGAGEMENT OF MATERIAL ISSUES

## THE WHY AND HOW

### 1) Buyers Choose From Symbiotic's Roster of Vetted NGO's

NGO's must be vetted for credibility and measurable impact. Ensuring the NGO has a clear quantification of impact on the issue at hand will be critical to capturing this opportunity.

### 2) Buyers Choose NGO's That Work on the Buyer's Identified Material Issues

Whether it be wetland restoration for carbon sequestration or water stewardship projects to contribute to net positive water commitments, procurement becomes a vehicle for addressing material issues while meeting standard supply needs.

### 3) Address All or a Single Material Issue

This enables a buyer to use Symbiotic as the anchor of their ESG strategy, providing a clear pathway to addressing all or focusing on a single material issue through embedded philanthropy.

### 4) Sponsor NGO's Specific to Your Operational Footprint's Geography

Local NGO's close to the physical location where your material issues are most relevant addresses local opposition and license to operate in addition to more macro-level progress on material issues.

# 1) SYMBIOTIC & MATERIAL ISSUE MESSAGING

## #1 Procure with Purpose and Progress on Your ESG Goals

Your procurement program can address both standard supply needs and contribute to your long-term goals by sponsoring NGO's focused on your material issues.

## #2 Use Symbiotic as an Anchor For Your ESG Strategy

Implementing an ESG strategy takes time, energy, resources, and unique capabilities. Outsource your impact by partnering with Symbiotic to embed ESG issue engagement with all purchases.

## #3 Improve ESG Data Quality & Reporting

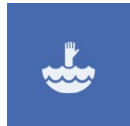
Symbiotic's blockchain purchasing system captures every data point across the value chain and participating NGO's provide performance data from efforts funded by the corporate buyer.

## #4 Improve Local Community & Stakeholder Relations

Support NGO's and sustainable / diverse suppliers that exist near your company's operations and Headquarters. This enhances local relationships, stakeholder confidence, and license to operate.

## SYMBIOTIC ESG VALUE PROPOSITION #2

# 2) ADDRESS CLIMATE RISK AND DEI - THE MOST IMPORTANT ISSUES ACROSS INDUSTRIES AND ASSET CLASSES



### CLIMATE RISK & DEI COMMITMENTS

A company's direct emissions and DEI workforce commitments are only half of the equation.



### FOCUS ON YOUR SUPPLY CHAINS

Scope 3 emissions comprise the majority of a company's carbon footprint. Supplier diversity and economic inclusion in procurement drives tangible progress on commitments



### PARTNER WITH SYMBIOTIC

Vetted, sustainable suppliers offer low-carbon procurement options and working with natural climate solution NGO's presents an opportunity to offer "Net Zero" sourcing. Vetted diverse suppliers offer a plug and play DEI procurement strategy.



## 2) SYMBIOTIC & CLIMATE RISK AND DEI

### THE WHY AND HOW

#### 1) Buyers Choose Climate Risk & Diverse Supplier Option

Suppliers are vetted for their carbon footprint, including contributions to climate change and what they are doing to reduce them. Suppliers are also vetted for MBE status (Minority-owned Business Enterprise) to support buyer supplier diversity commitments.

#### 2) Symbiotic Offers Net Zero & Economic Inclusion Procurement

Symbiotic partners with natural climate solution providers or third-party collaborators like Onora to offer net zero (no emission) procurement options. Symbiotic partners with National Minority Supplier Development Council and regional chapters to offer “economically inclusive” procurement options with MBE suppliers.

#### 3) This Addresses Two Leading and Industry Agnostic Material Issues

Symbiotic provides a plug-and-play pathway to reducing scope 3 emissions and increasing economic inclusion in supply chains by offering these two options as “ESG supply chain” opportunities.

#### 4) Symbiotic Provides the Supplier Management Narrative for Buyers

With increasing calls by investors for supplier collaboration and supply chain stewardship, working with Symbiotic provides a clear mechanism and ESG narrative to meeting these stakeholder expectations while addressing standard procurement needs.

## 2) SYMBIOTIC & CLIMATE RISK AND DEI MESSAGING

### #1 Address Expectations for Supplier Sustainability and Diversity

Drive progress on both of these investor priorities through your standard procurement function and save the associated time, energy, and resources of identifying these suppliers on your own.

### #2 Demonstrate Credibility on Net Zero and Economic Inclusion Commitments

The current buzzwords of Net Zero and Economic Inclusion are highly scrutinized by corporate critics, demonstrate strategic intent and tangible, data-driven outcomes to silence critics and inspire your stakeholders.

### #3 Use Symbiotic to Address “ESG Value Chain” Commitments

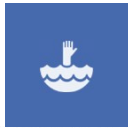
Even if your ESG strategy begins with the first contact with Symbiotic, you can leverage the collaboration to point to clear corporate actions on enhancing environmental, social, and governance performance across your value chain.

### #4 Use Symbiotic as Your Sustainable Supply Chain Steward

Supplier due diligence for environmental and social performance is complex and time-consuming. Symbiotic's vetted sustainable suppliers, diverse suppliers, and NGO network reduces your risk exposure in working with new partners.

## SYMBIOTIC ESG VALUE PROPOSITION #3

# 3) ADDRESS KEY CRITERIA FOR EXTERNAL ESG RATINGS AND RANKINGS



### VARIANCE AMONG EXTERNAL ESG RATINGS AND RANKINGS

Each system has its own criteria, issue descriptions, validation mechanisms, and data quality requirements. Companies get caught trying to point chase.



### FOCUS ON YOUR SUPPLY CHAINS

Supply chain management is a key issue across ratings and rankings, as well as climate risk, DEI, and engagement of industry specific material issues.



### PARTNER WITH SYMBIOTIC

Symbiotic's collective impacts on industry specific and agnostic material issues provides score advancement across all major ratings and ranking systems.

# 3) SYMBIOTIC & ADDRESSING KEY CRITERIA OF RATINGS AND RANKINGS

## THE WHY AND HOW

### 1) Point Systems and Industry Categorization Vary, but Underlying Issues Remain Consistent

Corporations point chase and often dig themselves a deeper hole than necessary. Symbiotic addresses the underlying issues and concepts consistent across ratings and rankings, making Symbiotic both an operational and reputational partner.

### 2) Symbiotic Provides Both The Data and Qualitative Info to Meet Rating Criteria

Across rating and ranking systems, you need to provide the following info regarding your material issues: your targets and performance data, and qualitative strategy explanations. Symbiotic provides both and are verifiable via block chain for any assurance need.

### 3) Symbiotic Has Pre-Vetted NGO's and Suppliers to Address Material Issues, Climate, DEI

Partnering with Symbiotic provides a plug-and-play partner and systematic approach to addressing the top 3 concepts that are critical in advancing across all ratings and ranking systems. Symbiotic should intentionally vet seller partners and NGO's preemptively to address this significant corporate pressure.

### 4) Symbiotic Provides Critical Supplier Info and Validation of Key Claims for Rater Validation

Accessing environmental and social info on suppliers can be a time consuming and haphazard exercise for corporations. It's also critical in validating the data needed to advance on rating systems. Symbiotic can get this info on the front-end and provide to buyers to reduce complexity, save time, and ensure rating advancement.

# 3) SYMBIOTIC AND ESG RATINGS & RANKINGS ADVANCEMENT

## #1 Symbiotic Addresses the Key Issues Across Ratings & Rankings

Supplier diversity and sustainability, engagement of industry-specific material issues, and corporate transparency are all addressed by simply procuring through Symbiotic.

## #2 Symbiotic Addresses the Data Validation Requirements

Symbiotic's block chain, ESG due diligence information for supplier and NGO members, and NGO impact performance data all ensure the validation elements of rating and ranking advancement are comprehensively addressed.

## #3 Symbiotic Addresses Both Investor and Consumer Specific Ratings

Symbiotic addresses the risk and value creation elements of investor focused rankings as well as the broader societal impact and stakeholder welfare elements of consumer focused rankings. A win for both B2C and B2B companies.

## #4 Symbiotic Expands Your Stakeholder Ecosystem

Symbiotic's network of participating sustainable suppliers, diverse suppliers, and high impact NGO's streamlines the process for identifying stakeholder collaboration partners across markets, issue areas, and industries.

# RECOMMENDATIONS ON CRITICAL NEXT STEPS

The Following Tactics Can Be Deployed to Accelerate Symbiotic's Partner Network and Business Model

## 1) Develop a Basic ESG Due Diligence Criteria for Suppliers and NGO's

This will reduce Symbiotic's risk exposure, ensure the right partners are selected, and increase the strategic value of working with Symbiotic to buyers.

## 2) Partner with Existing Sustainable Sourcing and Supplier Diversity Networks

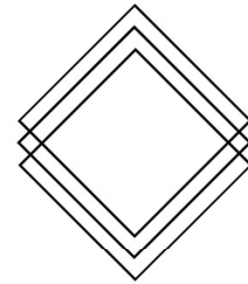
Coalitions like the National Minority Supplier Development Council (NMSDC) provide both national and regional membership bases to support supplier diversity challenges across the US. This provides both diverse and localized procurement options all ready to go.

## 3) Prioritize Name Brand NGO's as Embedded Philanthropy Partners

The more credible the participating NGO's, the more credible the value proposition in the ESG space. Prioritize partners working on big ticket ESG issues - Climate, natural resource stewardship, workforce development, etc - and that have brand name reputations in their mission area.

**THANK YOU.**

**QUESTIONS?**



CALIBRATE  
PARTNERS