50 EXAMPLES OF MATERIALITY MATRICES FROM 5 KEY INDUSTRY SECTORS

FINANCIAL ENERGY FOOD & BEVERAGE MINING TELECOMMUNICATIONS



A PUBLICATION BY
WIZNESS & Iavola

SUMMARY

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WHAT YOU'LL FIND IN THIS REPORT

This BENCHMARK REPORT of 50 materiality matrices among 5 key industrial sectors will help you identify your material aspects, benchmark your materiality matrix with your industry peers or competitors and get inspiration for the design of your Sustainability report.

WHAT WILL YOU LEARN?

- ✓ The key material aspects for 5 major industries: Financial Services, Energy, Food & Beverages, Mining & Telecommunications
- ✓ How your industry peers are assessing their materiality (processes and sources).
- ✓ Diverse design examples of materiality matrices to get inspiration for your own report

WHAT ARE MATERIAL ASPECTS?

Organizations are faced with a wide range of topics on which they could write about in their Sustainability or CSR reports. Relevant topics are those that may reasonably be considered important for reflecting the organization's economic, environmental and social impacts, or influencing the decisions of stakeholders, and, therefore, potentially merit inclusion in the report.

HOW TO KNOW WHAT IS MATERIAL?

Companies determine materiality for themselves through stakeholder engagement in order to evaluate the importance of economic, environmental, and social impacts.

This process is used to build a materiality matrix.

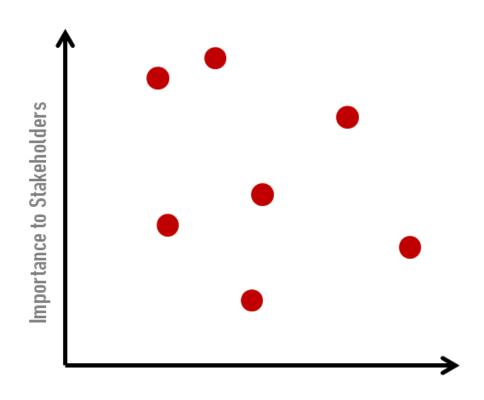
A CSR MATERIALITY MATRIX...

If you do a Materiality

Matrix well, then CSR gets a whole lot easier, saleable, profitable and maybe even creative.

Dwayne Baraka

...plots a variety of issues along two main axes: importance to stakeholders and importance to the business. By triangulating those two main elements, a business can give priority to issues in a way that will mean it meets stakeholder expectations and its own business needs.



Importance to Business

TO HELP YOU WORK ON YOUR NEXT SUSTAINABILITY REPORT, WE'VE COMPILED THE MOST COMMON MATERIAL ASPECTS AND BEST MATERIALITY MATRICES FOR THE 5 FOLLOWING SECTORS:



Energy &

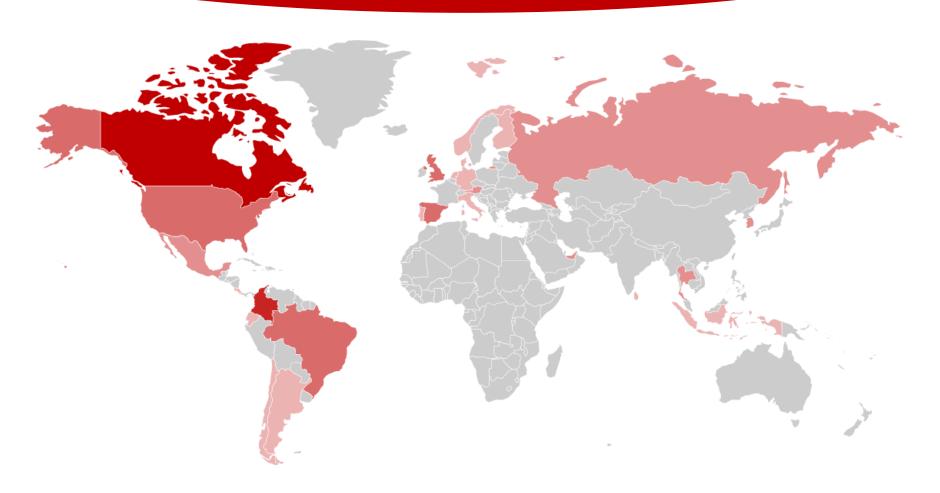






Energy Utilities

THE STUDY INCLUDES REPORTS FROM THE FOLLOWING COUNTRIES:



All the reports presented are GRI-G4 from GRI database (31/08/2014) and includes a materiality matrix.

WHO IS THIS STUDY USEFUL FOR?



CORPORATE REPORTERS

Discover the material aspects, matrices & processes of your competitors & industry peers.



CSR CONSULTANTS

Learn more about materiality best practices in 5 key industry sectors.



SUSTAINABILITY DESIGNERS

Find design inspiration for the Sustainability reports & materiality matrices of your clients.

Total reports published in GRI Database:

2,065

G4 reports published in GRI Database:

10



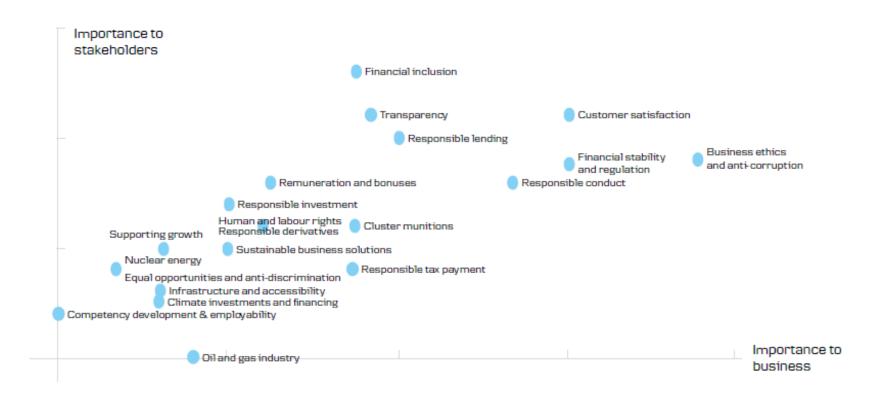
FINANCIAL SERVICES

DANSKE BANK GROUP Denmark

Corporate Responsibility 2013 (GRI-G4, In accordance – Core). References: UNGC, CDP.

Materiality Sources

Issues addressed by public media, industry and sector benchmarks, matters raised by stakeholders in public debate, internal documents and workshops with key employees.





<u>Integrated Report – 2013</u> (GRI-G4, In accordance – Comprehensive, Integrated, GRI Materiality Matters Check). Reference: UNGC.

Materiality Sources

Relevant public information, comparative study of the sector, opinion of primary experts in the field and internal dialogues with various areas.

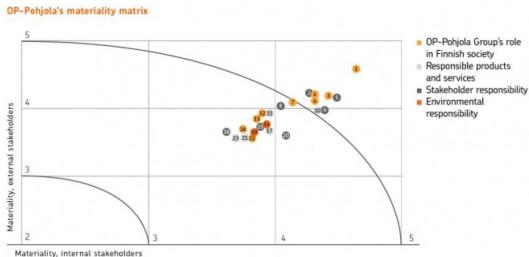




Responsibility 2013 (GRI - G4, In accordance - Comprehensive, GRI Materiality Matters Check). Reference: UNGC.

Materiality Sources:

Results of materiality analysis 2011, stakeholders online survey (representatives of private and corporate customers, administration, personnel, investors, subcontractors and other external stakeholders).



- Materiality, internal stakeholders
- Customer data confidentiality and privacy protection
- Transparency and clarity of communications
- 3. Extensive online banking and insurance services
- 4. OP-Pohjola Group's capital adequacy
- Employee skill development
- Competent risk management
- Good corporate governance practice
 Consideration of corporate social responsibility in selecting partners and suppliers
- 9. Fair remuneration policy
- Continuous improvement of electronic banking and insurance services.

- 11. Assessing responsibility of all investment vehicles
- Active prevention of corporate/white-collar crime and misconduct
- 13. Reliability of financial infrastructure
- 14. OP-Pohjola's carbon footprint/climate impact
- 14. UP-Ponjola's carbon rootprint/
- Responsible marketing
 Consideration of corporate social responsibility
- risks in risk management
- Product innovations for customers' various stages of life
- 18. Profit sharing with customers and shareholders
- 19. Eco-friendly products and services

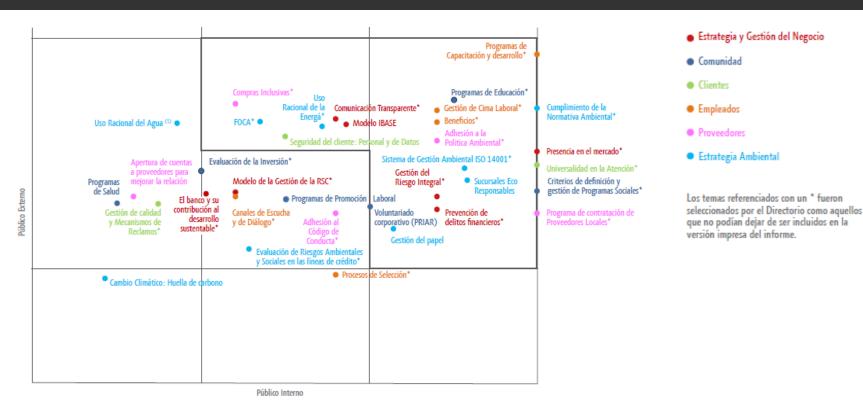
- 20. Promotion of equality
- Specific responsibility-oriented investment products
- 22. Accident/loss prevention by Non-life Insurance
- Acceptations prevention by Non-the Insular
 Assessing environmental risks and impacts in financing and insurance decisions



Informe de Sustentabilidad 2013 (GRI - G4, Comprehensive, GRI Materiality Matters Check. References: UNGC, CDP, ISO 26000.

Materiality Sources

Analysis of strategic issues carried out by the Operational Group, survey conducted of stakeholders' referents (social organizations, specialized journalists, corporate customers, employees and suppliers), Community of Leaders, Bank's strategy, Bank's Principles, Corporate Social Responsibility Management Model and standards and certifications applied to business management.

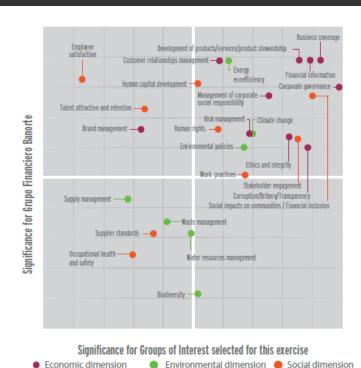


GRUPO FINANCIERO BANORTE Mexico

2013 Annual Report (GRI - G4, In accordance - Comprehensive, Integrated, GRI Materiality Matters Check). Reference: UNGC.

Materiality Sources

Public information of financial institutions, leaders or consultants of society or of the sector, press about sustainability topics in our organization, perception analysis by 8 civil society organizations, analysis of priority topics for investors, information obtained through a series of interviews with senior leadership of strategic areas of our institution.



DINERS CLUB DEL ECUADOR Ecuador

VII Informe de sustentabilidad 2013 (GRI - G4, Comprehensive, Integrated, Materiality Matters Check). Reference: UNGC.

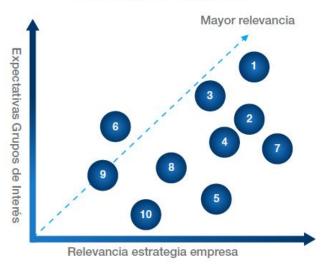
Materiality Sources

Internal workshops with groups of different levels of employees, surveys to suppliers, partners, commercial establishment and key leaders of society and environmental programs of the bank.

Matríz de priorización aspectos materiales

		Fuente de Consulta					
	ASUNTOS MATERIALES GRUPOS DE INTERÉS	Diálogos	Benchmark	Consulta Interna	Pacto Global	Suma	Priorización
1	Fortalecer prácticas anticorrupción	1	1	1	1	4	1
2	Cuidar el no sobre endeudamiento	1	1	1	1	4	1
3	Confidencialidad de la información de clientes y socios	1	1	1		3	0.75
4	Monitoreo permanente de calidad y atención de reclamos	1	1	1		3	0.75
5	Aporte financiero a causas sociales como educación, cultura y turismo	1		1	1	3	0.75
6	Reducción huella ambiental	1	1	1	1	3	0.75
7	Desarrollo profesional y personal de nuestros colaboradores	1		1	1	3	0.75
8	Productos y servicios innovadores con responsabilidad social	1		1	1	3	0.75
9	Educación financiera (Comunidad, empleados, socios, etc)	1	1	1		3	0.75
10	Extensión de la sustentabilidad en la cadena de valor	1		1		2	0.5

Los resultados de la materialidad se sintetizan en el siguiente cuadro a nivel interno y externo.

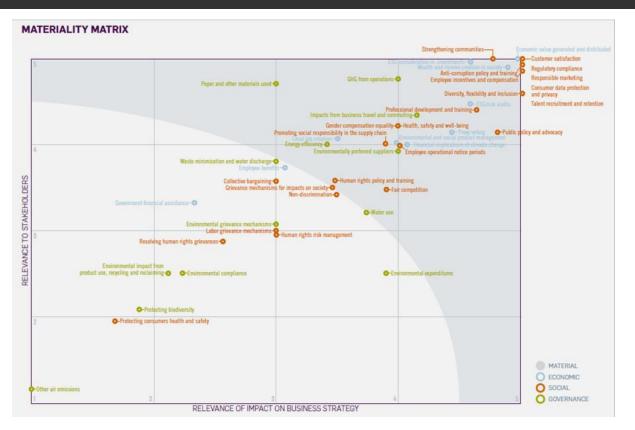


STATE STREET CORPORATION USA

Corporate Responsibility Report 2013 (GRI – G4, In accordance – Core, GRI Materiality Matters Check). Reference: CDP.

Materiality Sources:

Materiality assessment workshop with the following participants: employees from different areas of operation, representatives from key internal functions, external stakeholders (socially responsible firm, global client, charitable organization...), benchmarking results of peers and competitors.

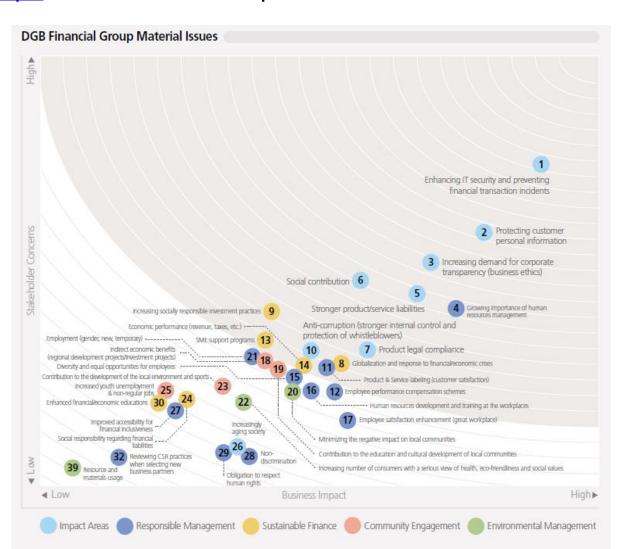


DGB (THE DAEGU BANK LTD) South Korea

DGB Financial Group 2013-14 Sustainability Report (GRI - G4, In accordance - Comprehensive). References: UNGC, CDP, ISO 26000.

Materiality Sources:

Benchmarking of sustainability reports published by domestic and international financial companies, media analysis, assessment of ISO 2600 Compliance, stakeholder interviews with representatives selected from key stakeholder groups—customers (consumer financing and corporate banking), business partners, local communities, knowledge workers and NGOs—for in-depth interviews), online surveys on group stakeholders, TFT workshop of DGB Financial Group's Sustainability Management Working Council.



HK EXCHANGES & CLEARING LTD

Hong Kong

2013 Corporate Social Responsibility Report (GRI - G4, In accordance - Comprehensive, GRI Materiality Matters Check). No reference.

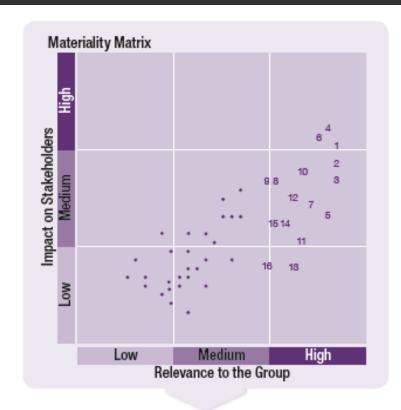
Materiality Sources

Stakeholders' concerns review, market consultation, assess the materiality of each aspect by division heads in terms of the aspect's relevance to the Group.

A Shareholders / institutional investors

E. Exchange / Clearing Participants / Members, Information Vendors and market participants

B Market regulators



Material Aspects according to their level of impact on the Group and its stakeholders G4-19		Hong Kong and UK									
		Stakeholder Groups									
		Within HKEx G4-20				Outside HKEx G4-21					
		Α	D	Е	ı	В	С	F	G	Н	J
Ma	rketplace										
1	Compliance with laws and regulations concerning the provision and use of products and services	4	~	•	•	~	4	4	*	*	*
2	Product and service responsibility	~	•	✓	~	•	~	•	~	~	~
3	Marketing communication	4	4	~	4	~	~	4	4	~	*
4	Anti-corruption	~	~	✓	~	~	~	~	~	~	*
5	Customer privacy	~	~	~	4	*	~	~	✓	4	*
6	Economic performance	4	~	✓	~	~	4	~	*	~	*
7	Public policy	~	4	~	~	4	~	4	*	4	~
В	Anti-competitive behaviour	~	~	✓	~	~	~	~	~	~	~
9	Compliance with laws and regulations	4	4	~	~	4	~	4	4	4	*
No	rkplace										
10	Diversity and equal opportunity	~	~	~	4	~	~		4	~	~
11	Workforce-management relations	~	~		~	~				~	~
12	Equal remuneration for women and men	4	4	~	1	4	4		1	*	~
13	Training and Education	4	~	~	~	~				~	
14	Employment	~	4	~	1	4	4		~	~	~
15	Non-discrimination	•	✓	✓	~	•	~		~	*	*
16	Occupational health and safety	~	~	~	1	1	~		~	~	~

Mainland exchanges, market regulators and authorities and overseas exchange

NGOs, industry associations, professional bodies and market users

G Investing public, media and analysts

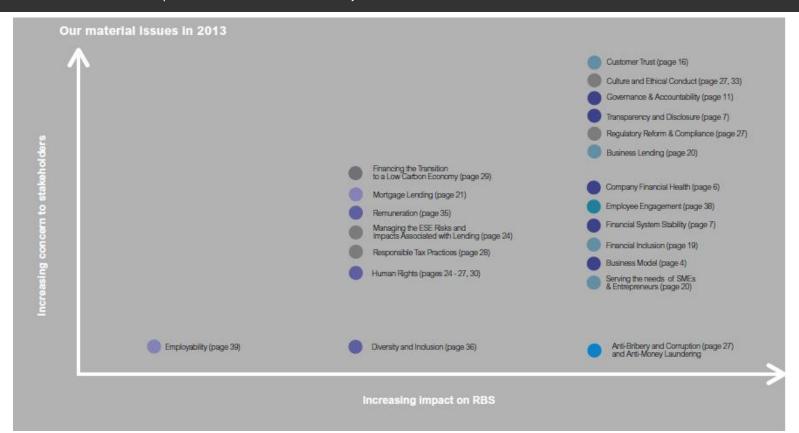
Suppliers / business partners

ROYAL BANK OF SCOTLAND GROUP United Kingdom

RBS Sustainability Review 2013 (GRI - G4, In accordance - Core). References: UNGC, OECD Guidelines.

Materiality Sources

Interviews with key stakeholder groups, surveys to colleagues (including the Sustainability Committee), media review and an analysis provided by external affairs teams who deal with specific stakeholders on a daily basis.



Total reports published in GRI Database:

1,431 (Energy)
1,093 (Energy Utilities)

G4 reports published in GRI Database:

30 (Energy)

18 (Energy Utilities



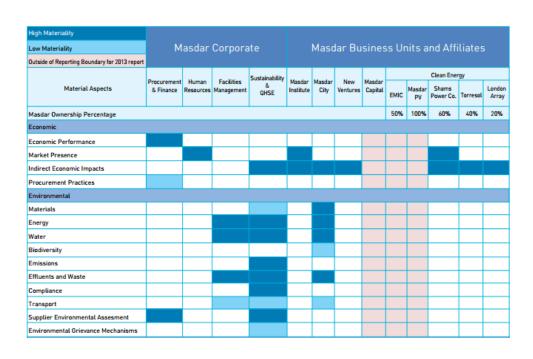
ENERGY & ENERGY UTILITIES

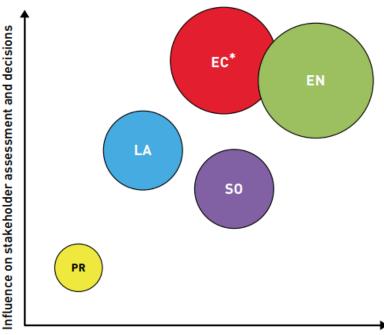


Sustainability Report 2013 (GRI-G4, In accordance – Core, GRI Materiality Matters Check). No reference.

Materiality Sources

Sustainability Report Engagement Workshop during the World Future Energy Summit, different public forums and events to discuss with stakeholders, Employee Engagement Day, online portal for stakeholders to discuss business engagements.





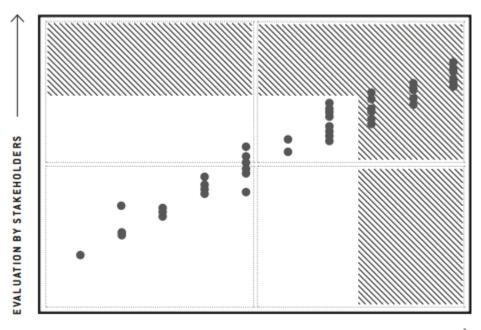
Significance of Economic, Environmental and Socail Impacts

SG FARWORLD Germany

<u>Annual Group Report 2013</u> (GRI-G4, In accordance – Comprehensive). References: CDP, UNGC.

Materiality Sources

Internal & external assessment of stakeholders through continuous contact, surveys of the Management Board and Sustainability expert panel, results from previous years, Interviews with selected experts.



Aspects/Themes	Total Stakeholder	Total SolarWorld
Economic Performance	8.7	10
Market Presence	6.2	8
Indirect Economic Impacts	4.5	2
Procurement	6.3	9
Materials	5.4	10
Energy	5.1	8
Water	4.0	8
Biodiversity	4.1	3
Emissions	4.4	5
Effluents and Waste	4.5	7
Products and Services	5.6	4
Environmental Compliance	5.7	5
Transport	4.7	7
Overall	3.8	4

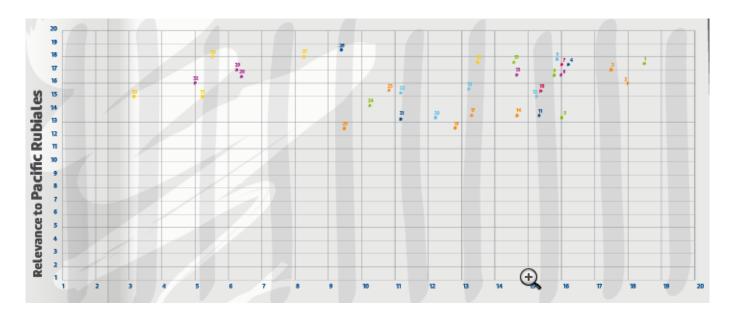
EVALUATION BY SOLARWORLD GROUP

EUNDACION PACIFIC RUBIALES Colombia

Annual & Sustainability Report 2013 (GRI-G4, In accordance – Comprehensive, GRI Materiality Matters Check). Reference: UNGC.

Materiality Sources

Continuous dialogue with internal & external stakeholders, global survey in 2013 on the perceived importance & management of the issues in Sustainability model.



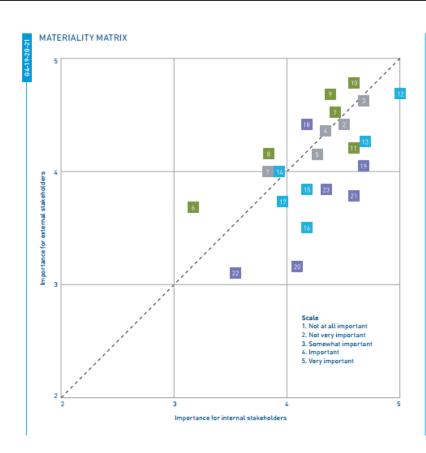
- 1 Comprehensive water management.
- 2 Anti-corruption.
- Business Ethics and Compliance.
- 4 Competitiveness.
- 5 Energy and emissions.
- 6 Selection and retention of human talent.
- 7 Management and development of suppliers and contractors.
- 8 Gender equality.
- 9 Biodiversity.
- 10 Purchase of local goods and services.
- 11 Education.
- 12 Right of association.



2013 Sustainability Report (GRI-G4, In accordance – Core, GRI Materiality Matters Check). No reference.

Materiality Sources:

Evaluation of key issues by 12 members of the Sustainable Development Committee, suggestions by external stakeholders.



Legend¹⁴



GOVERNANCE ISSUES

- Socially responsible procurement
- Collaborating and consulting with stakeholders
- Legal compliance
 Social acceptability of
 the product
- Communication and reporting

(A)

ENVIRONMENTAL ISSUES

- Internal energy consumption
- 7. Management of impact of the gas network 8. Internal waste management
- GHG management
 Leaks and spills
- 11. Energy efficiency



SOCIAL

- Safety of the gas network
- 13. Employee health and safety
- 14. Training and skills development
- 15. Work environment 16. Succession management
- 17. Community involvement



ECONOMIC ISSUES

- 18. Research and development
- 19. Gas procurement
- 20. Growth and development
- 21. Customer satisfaction
- Price of natural gas
 Regulatory and legislative constraints

The issues in bold in the materiality matrix graph are those that received a score over 4 (important), both internally and externally.

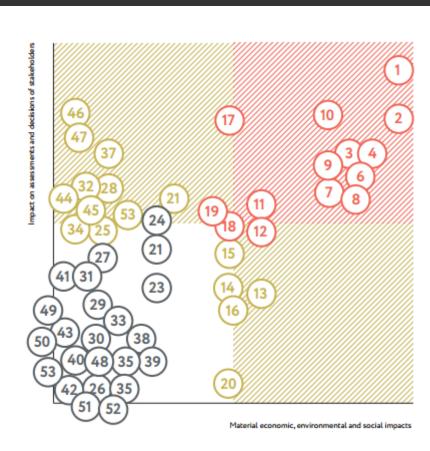
ROSENERGOATOM Russia

2013 Annual Report (GRI-G4, Integrated, In accordance – Core). References: AA1000, IIRC, Russian Local Reporting Regulation.

Materiality Sources

Survey among representatives of stakeholders and top management.

- NPP safe operation^o
- 2. Economic performance
- 3. Occupational diseases and safety
- Personnel training and coaching
- Safety approach
- Reliability of electricity supplies to consumers[‡]
- Emissions
- Compliance with requirements (environment)
- 9. Anti-corruption
- Public acceptance^o
- Market presence
- Power
- 13. Industrial waste and sewage
- Procurement practices
- Employment
- 16. Manager-employee relationship
- 17. Public policy
- Compliance with requirements (society)
- 19. Consumer health and safety
- Compliance with requirements (products)









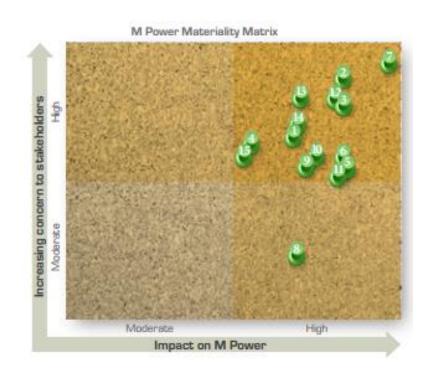
2013 Sustainability Report (GRI-G4, In accordance – Core, GRI Materiality Matters Check). References: QNV, IPIEGA.

Materiality Sources

Review and update of material aspects identified in previous reports, analysis of Qatar's energy and industry sectors' key challenges, use of the national plan QNV 2013, NDS 2011-2016 and the SDIR program.

- 1 Climate change mitigation
- Efficient Power
- 3 Reliable power
- 4 Resource optimisation
- Waste management
- 6 Employees and contractors health and safety
- Plant safety
- Workforce diversity and equal opportunity

- Training and development
- 10 Employee retention
- 11 Human rights
- 12 Strong and stable financial performance
- 13 Good Goverance
- 14 Support national strategies
- 15 Stakeholders engagement

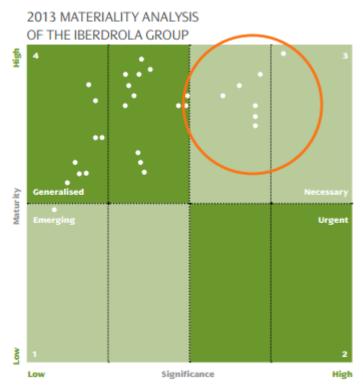




Sustainability Report 2013 (GRI-G4, In accordance – Core). References: CDP, OECD, UNGC.

Materiality Sources

Review and update of material aspects identified in previous reports, use of GRI, CDP & Dow Jones Sustainability Index's methodologies, analysis conducted by an external independent firm.



Most significant material issues

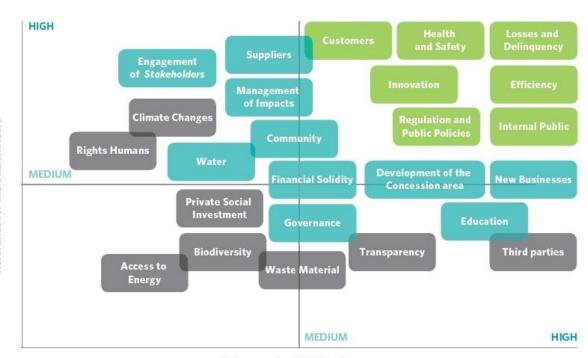
- Electricity generation
- Renewable energy development
- Price risk management
- Climate change strategy
- Business opportunities
- Government relations/public policy/lobbying
- Customer relations management
- Local community impacts and benefits
- Transmission and distribution



Relatorio de Sustentabilidade 2013 (GRI-G4, In accordance – Comprehensive, GRI Materiality Matters Check). References: CDP, UNGC.

Materiality Sources

Dynamic workshops with stakeholders: academy, associations and class entities, customers, community, financial, suppliers, press, public authorities and regulatory organizations.



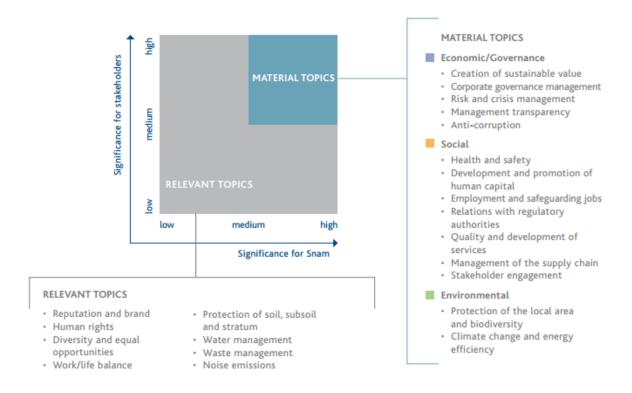
Relevance for the Stakeholders



2013 Sustainability Report (GRI-G4, In accordance – Core, GRI Materiality Matters Check). Reference: UNGC.

Materiality Sources:

Review of material aspects identified in previous reports and by the GRI & ISO 26000, analysis of the public opinion & pressures on the company and the perception of key topics by external stakeholders, interviews of managers of various internal departments.

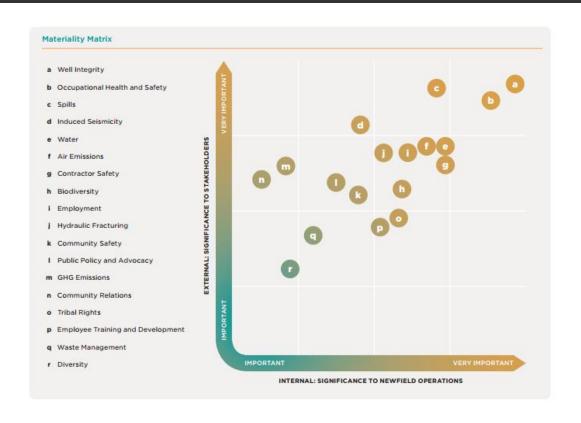


NEWFIE BEXPLORATION USA

2013 Corporate Responsibility Report (GRI-G4, In accordance – Core). Reference: CDP.

Materiality Sources:

External Advisory Group comprised of key stakeholder groups with regular phone and in-person meetings, survey of Newfield Management, external advisors, peers & leading voluntary reporting standards., validation by internal CRSC and External Advisory Group.



Total reports published in GRI Database:

1,141

G4 reports published in GRI Database:

17



FOOD & BEVERAGE

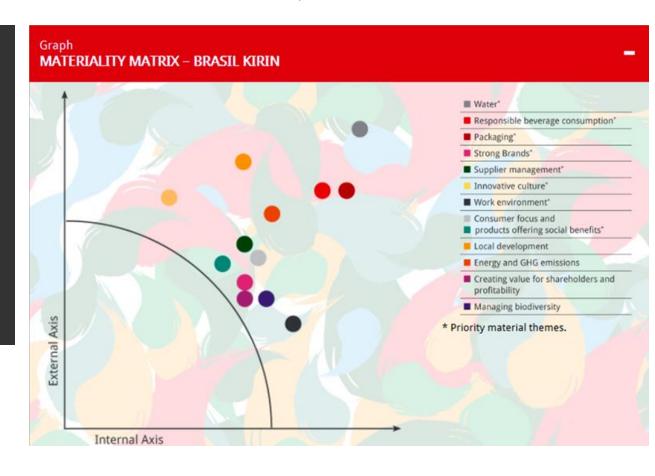
BRASIL KIRIN

Brazil

2013 Sustainability Report (GRI - G4, In accordance - Core, GRI Materiality Matters Check). Reference: CDP.

Materiality Sources:

Two panels (suppliers and sustainability professionals), online questionnaire with stakeholder groups (customers, suppliers, opinion formers, NGOs, academics, consumers, Devassa franchisees, Brasil Kirin senior managers and employees), and analysis of secondary sources (internal documents, policies and strategic directives, impact studies and industry assessments, among others).





Sustainability Report 2013 (GRI - G4, In accordance - Comprehensive, GRI Materiality Matters Check). No reference.

Materiality Sources:

Review of internal processes and experts' dialogue, 40 internal interviews, 24 interviews with stakeholders and best practices' analysis.

Pillar **Action Area Materiality** Focus Topic Culture Culture and Values Developed by work groups: and Values Based on: Multi-area Topics maturity Safety and health in the workplace ii. Training and Business Profile Multi-Business Unit Compensation Development OUR PEOPLE · Degree of influence Training and development Comprehensive (+)Comprehensive development Development Water Water management Energy usage Energy Transportation and logistics environmental impact Importance for stakeholders Packaging and recycling Waste and Recycling Waste Healthy Nutrition and physical activity Lifestyles Marketing and responsible communication Sustainable products / services offering Community Local environmental impact Development Environmental safety Social well-being in communities Supplier development Sustainable Suppliers' environmental impact Sourcing Suppliers' labor rights and working conditions (-)Importance for FEMSA's businesses success (+)

HERSHEY'S USA

2013 Corporate Social Responsibility Report (GRI - G4, In accordance - Core). Reference: OECD Guidelines.

Materiality Sources:

Reevaluation of the priority issues presented in 2011 CSR report, insights from direct stakeholder engagement, analysis of a variety of sources (investor and customer inquiries, questionnaires from ratings and rankings organizations, industry/trade association white papers, peer reports and analyses, policies and regulatory guidance, and employee comments and surveys) and internal interviews with managers and executives



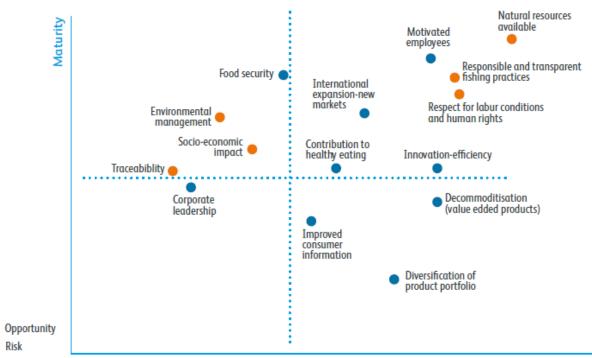
Priority Issue

GRUPO CALVO **Spain**

Grupo Calvo Corporate Report 2012-13 (GRI - G4, In accordance - Core, GRI Materiality Matters Check). No reference.

Risk

Questionnaire of area managers, dialogues with important stakeholders for the Company (scientific, industry-specific, social, environmental, and consumer organisations), risk map drawn up by an independent consultancy and public opinion's validation of benchmark opinion leaders.

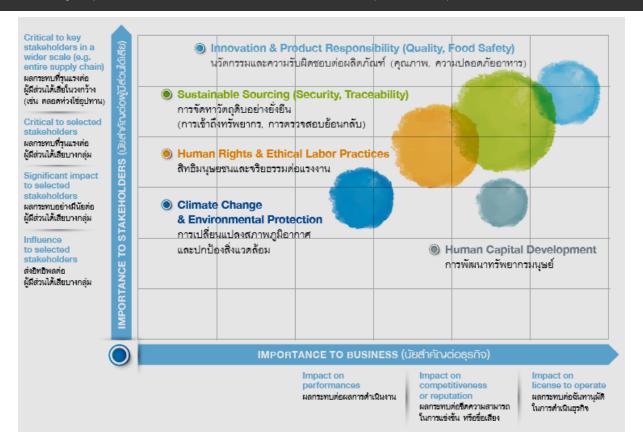


THAI UNION FROZEN Thailand

Sustainability Report 2013 (GRI - G4, In accordance - Comprehensive). Reference: UNGC.

Materiality Sources

Consultation with the management team with rich experiences in seafood and related businesses, wide range of expertise/professionalism, and accumulative exposures to diverse groups of stakeholders across the world and corporate risk profile.

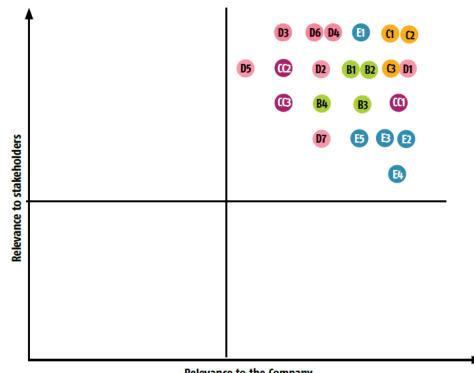


COLOMBINA CORPORATE GROUP

Colombia

Sustainability Report 2013 (GRI - G4, In accordance - Core). Reference: UNGC.

Evaluation of RobecoSAM, external diagnosis, 5 dialogues with stakeholders, consumers and providers, organizational climate survey applied to employees, meetings with wholesale customers, feedback from stakeholders on ethical management and environmental practices and working groups with the leaders in the sustainability committees.



ECOLOGIC BALANCE

B1 Efficient water usage

B2 Climate change management

B3 Energy efficiency

B4 Management and waste reduction

SOCIAL DEVELOPMENT AND **PROMOTION OF** COMPETITIVENESS

D1 Development of early childhood D2 Generation of life choices for

youth in the communities where

we operate

D3 Support of social welfare

institutions

D4 Development of competitiveness - Big Brother

D5 Certification of suppliers

D6 Contractors hiring process

D7 Logistics and transport

OUR EMPLOYEES

consumers.

C1 Organizational development

C2 Labor welfare and work conditions

C3 Health and safety of the employees

CLIENT AND CONSUMER SATISFACTION

CC1 Quality, transparency and nutrition CC2 training to customers and

CC3 respect the rights of consumers

ECONOMIC EFFICIENCY AND CONTINUED GROWTH

E1 create long-term value for shareholders

E2 Corporate government

E3 Ethical commitment

E4 Business risk evaluations -

Contingency Plan

E5 Transparency on the satisfaction of obligations with the State

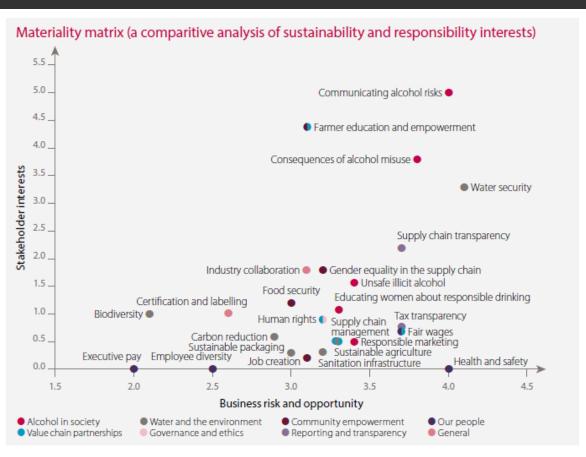
Relevance to the Company



Sustainability & Responsibility Performance Addendum to the Annual Report 2014 (GRI - G4, GRI - G4 Undeclared) References: UNGC, CDP.

Materiality Sources:

Stakeholder consultation and internal analysis.



FLORIDA ICE & FARM

Costa Rica

Reporte de Sostenibilidad 2013 (GRI - G4, In accordance - Core, GRI Materiality Matters Check). No reference.

Strategic Plan, public consultation, consultation process involving different areas and relevant business units, interviews with directors, middle managers and other key leaders.



e impacto dentro de la operación de FIFCO.

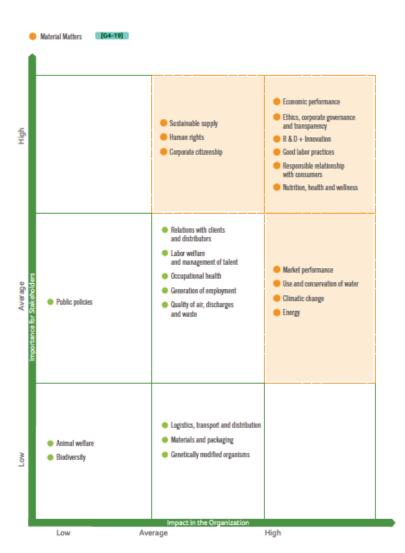
GRUPO NUTRESA

Colombia

2013 Sustainability Report (GRI - G4, In accordance - Core, GRI Materiality Matters Check). Reference: UNGC.

Materiality Sources:

Analysis of food-sector trends, Organization's strategy, opinion of stakeholders, sustainability reports of industry peers, DJSI questionnaire, GRI G4, RobecoSAM Yearbook and NGO campaigns, direct consultations.

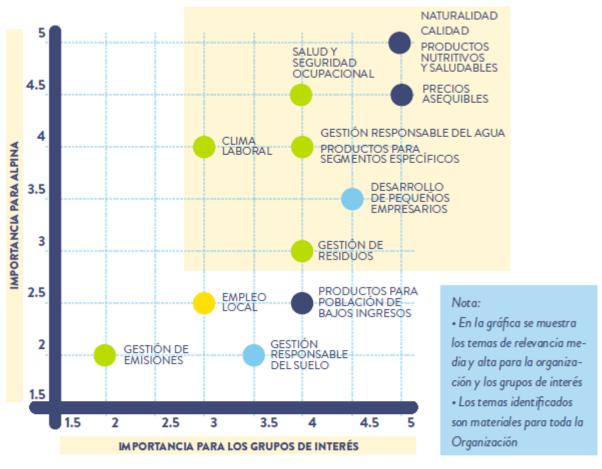


ALPINA Colombia

<u>Informe Anual de Sostenibilidad Alpina 2013</u> (GRI - G4, In accordance - Core). Reference: UNGC.

Materiality Sources

Existing channels of dialogue and specific channels to present the sustainability strategy (dialogue with 667 representatives of stakeholders groups in Colombia, Ecuador and Venezuela, including customers, community, ranchers, industrial suppliers, distributors, shopkeepers and farmers)



De los 14 asuntos identificados en dicha matriz, se priorizaron 10 Asuntos, los cuales se ven reflejados en el contenido de este informe bajo los Asuntos Relevantes del Tablero de Mando de Alpina. Total reports published in GRI Database:

925

G4 reports published in GRI Database:

21



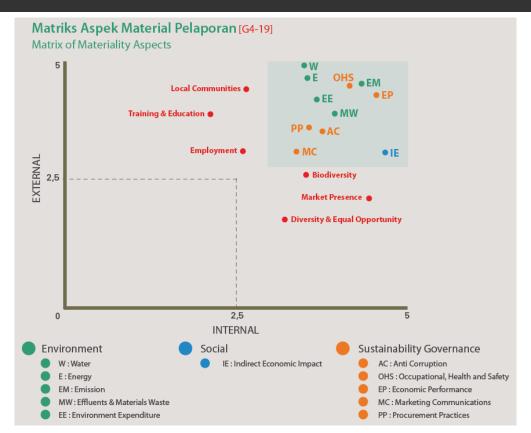
MINING



2013 Sustainability Report (GRI - G4, In accordance - Core). Reference: ISO 26000.

Materiality Sources

Focus group discussion involving the Company's internal (managers of each functions within the Company) and external (academics, media and CSR observers) parties.



MZ URANIUM HOLDING CO

Russian Federation

Integrated Annual Report 2013 (GRI - G4 In accordance - Core Integrated). No reference.

Evaluation by JSC Atomredmetzoloto representatives and internal and external stakeholders' representatives.

Figure 45. Matrix of Company's Activities and Sustainable Development Data Significance 2.5 0 0 Social impact in regions of operation Global uranium markets. Key risk and opportunity management. Public policy Training and education (including availability of Environmental impact management Performance management Business diversification and development of qualified workforce and talent development) promising segments General investment in environmental protection Business stability Key production performance Economic performance Employment Occupational health and safety Health and safety at work (including industrial safety and compliance of labour conditions with Safety approaches Market presence international occupational and industrial safety standards] Outlook for the future Raw material base development and uranium Investment programme Innovative activities and technological development programme Development strategy

DUNDEE PRECIOUS METALS

Canada

Sustainability Report 2013 (GRI - G4, In accordance - Core). Reference: IFC.

Materiality Sources:

Stakeholders engagement activities and initiatives, formal and informal meetings between site management and corporate senior management that address material stakeholder issues and concern.

IDENTIFIED MATERIAL ASPECTS - PRIORITIZATION ■ Economic ■ Environmental ■ Labour Practices & Decent Work ■ Human Rights ■ Society ■ Product Responsibility

ENDEAVOUR SILVER CORP.

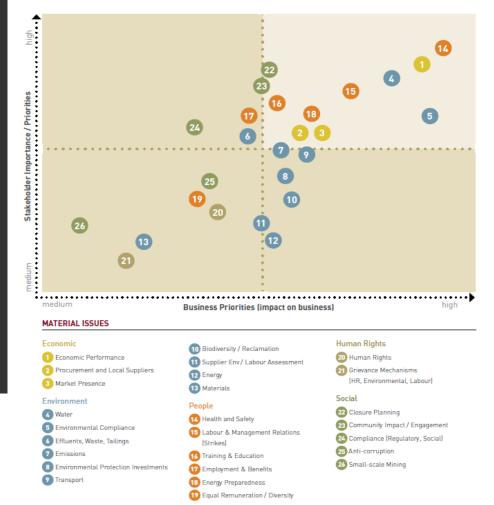
Canada

2013 Annual Review and Sustainability Report (GRI – G4, In accordance – Core). No reference.

Materiality Sources:

Interviews and workshops with external stakeholders (community members, government authorities, union leaders, land owners, contractors, suppliers, small-scale miners, lenders, financial analysts and shareholders), internal leadership and operational management workshops combined with interviews and ranking exercises formed the basis to guide, internal corporate standards and governance documentation, industry peer reports, international best practices frameworks and policy developments, and media.

MATERIAL ISSUES MATRIX



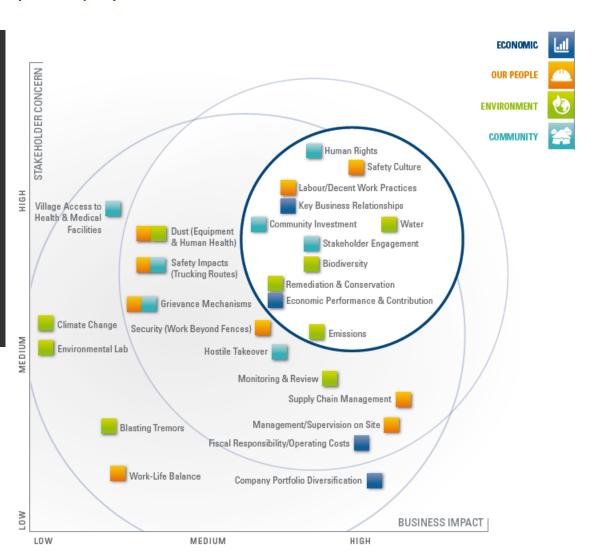
NEVSUN RESOURCES

Canada

2013 Corporate Social Responsibility Report (GRI - G4, In accordance - Core). Reference: IFC.

Materiality Sources:

Interviews with key stakeholder groups
(Government of Eritrea, employees, contractors, and subcontractors), formal and informal feedback from the site, company performance metrics, reviews and risk assessments, external feedback from stakeholder engagement (local community, government and non-government agencies, and investors), regulatory and policy trends and developments, and media coverage.

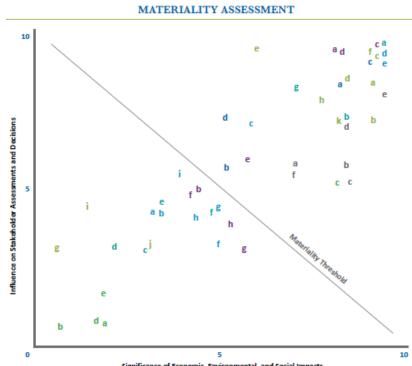


PAN AMERICAN SILVER

Canada

Sustainability Report 2013 (GRI - G4, In accordance - Core). Reference: UNGC.

Direct one-on-one engagement of local CSR teams with local communities, consultation with independent survey firm in Argentina to gauge regional and national opinions on mining and sustainability-related matters, environmental, social and legal staff of operating jurisdictions, constant dialogue with local non-government organizations, participation in industry associations, dialogue with investors and shareholders.



ENVIRONMENTAL

- a. Materials
- b. Energy √
- c. Water 🗸
- d. Biodiversity
- e. Emissions
- Effluents and Waste V
- g. Products and Services
- h. Transport
- Overall
- Supplier Environmental
- k. Environmental Grievance Mechanisms √

LABOUR PRACTICES AND DECENT WORK

- a. Employment 🗸
- b. Labour/Management Relations
- c. Occupational Health and Safety V
- d. Training and Education
- e. Diversity and Equal Opportunity <
- f. Equal Remuneration for Women and Men
- g. Supplier Assessment for **Labour Practices**
- h. Labour Practices Grievance Mechanism

ECONOMIC

- Economic Performance
- b. Market Presence
- c. Indirect Economic Impact √
- d. Procurement Practices √

SOCIETY

- a. Local Communities 🗸
- b. Anti-corruption
- c. Public Policy
- d. Anti-competitive behaviour
- e. Compliance
- f. Supplier Assessment for Impacts on Society
- g. Grievance Mechanisms for Impacts on Society √

PRODUCT RESPONSIBILITY

- a. Customer Health and Safety
- b. Product and Service Labeling
- c. Marketing Communications V
- d. Customer Privacy
- e. Compliance

HUMAN RIGHTS

- a. Investment
- b. Non-Discrimination
- c. Freedom of Association and Collective Bargaining √
- d. Child Labour V
- e. Forced or Compulsory Labour V
- Security Practices
- Indigenous Rights Assessment
- h. Supplier Human Rights
- Assessment i. Human Rights Grievance Mechanisms

MINING AND METALS

- a. Artisanal and Small-Scale Mining V
- b. Resettlement
- c. Closure Planning 🗸
- d. Grievance Mechanisms and Procedures √
- . Emergency Preparedness √
- f. Materials Stewardship 🗸

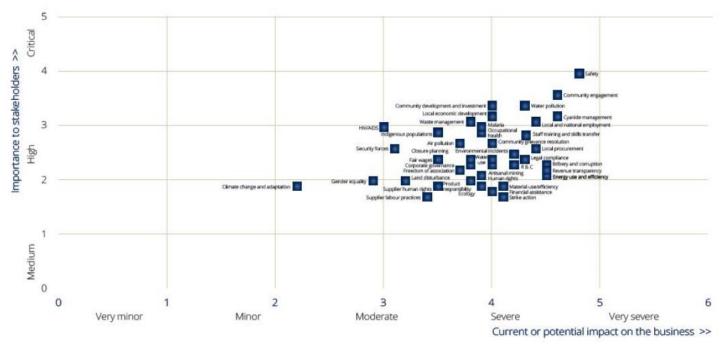
RANDGOLD RESOURCES LIMITED

United Kingdom

<u>2013 Sustainability Report</u> (GRI - G4, In accordance - Core). No reference.

Materiality Sources:

Internal review of possible sustainability topics, consultation to all key heads departments, consultation to the representatives of all 8 external stakeholder groups except for the external, approval of E&S Steering Committee and the CEO of Randgold Resources Ltd.



HIGH IMPACT

Safety
Community engagement
Water pollution
Cyanide management
Local and national employment
MEDIUM IMPACT
Energy use and efficiency

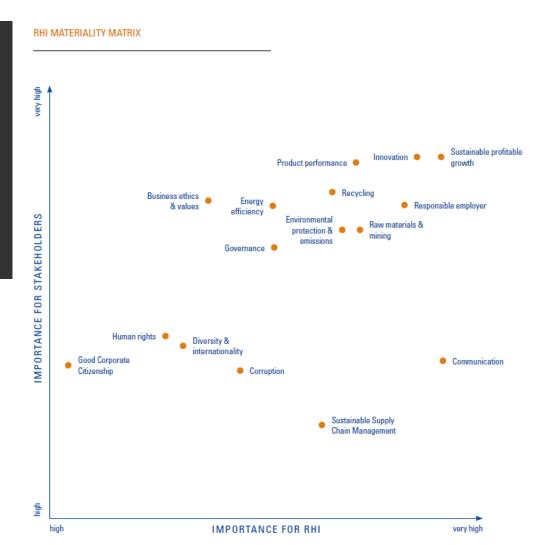
Energy use and efficiency
Bribery and corruption
Revenue transparency
Local procurement and partner
development
Staff training and skills transfer
Legal compliance
Resettlement and compensation (R&C)
Environmental incidents
Community development and investment
Local economic development
Waste management
HIV/AIDS
Malaria
Occupational health



<u>2013 Sustainability Report</u> (GRI - G4, In accordance – Core, GRI Materiality Matters Check). No reference.

Materiality Sources:

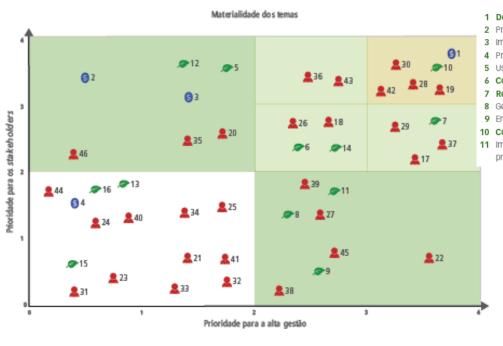
Workshops of the RHI working group on sustainability, international open online employee survey, stakeholder forum in which the entire RHI Management Board participated (19 external and 21 internal stakeholders - discussion and ranking in working groups-), workshop with the RHI sustainability working group.





Relatório de sustentabilidade 2013 (GRI - G4, In accordance - Core). Reference: UNGC.

Public consultation through an online questionnaire to selected stakeholders contacts (senior management, employees, customers, suppliers, social organizations, government and media).



- 1 Desempenho econômico
- 2 Presença no mercado
- 3 Impactos econômicos indiretos
- 4 Práticas de compra
- 5 Uso de materiais e reciclagem
- 6 Consumo de energia
- 7 Recursos hídricos e reúso de água
- 8 Gestão e impacto na biodiversidade
- 9 Emissões de gases de efeito estufa (GEE)
- 10 Controle de efluentes e resíduos
- 11 Impacto ambiental no uso dos produtos e nas embalagens

- 12 Conformidade com leis e regulamentos e canais de relacionamento
- 13 Impactos ambientais significativos do transporte
- 14 Investimentos e gastos ambientais
- 15 Avallação ambiental de fornecedores
- 16 Mecanismos de queixas e reclamações relacionadas a Impactos ambientais
- 17 Emprego
- 18 Relações trabalhistas
- 19 Saúde e segurança no trabalho
- 20 Treinamento e educação
- 21 Diversidade e igualdade de oportunidades
- 22 Igualdade de remuneração entre homens e mulheres
- 23 Avallação de fornecedores em práticas trabalhistas
- 24 Mecanismos de queixas e reclamações relacionadas a práticas trabalhistas
- 25 Investimentos
- 26 Não discriminação

- 27 Liberdade de associação e negociação coletiva
- 28 Trabalho Infantil
- 29 Trabalhos forçado ou análogo ao escravo
- 30 Práticas de segurança
- 31 Direitos Indigenas
- 32 Avallação
- 33 Avallação de fornecedores em direttos humanos
- 34 Mecanismos de queixas e reclamações relacionadas a direttos humanos
- 35 Comunidades locals
- 36 Combate à corrupção
- 37 Posicionamento da SAMA em relação às políticas públicas
- 38 Concorrência desieal
- 39 Conformidade
- 40 Avallação de fornecedores em Impactos na sociedade
- 41 Mecanismos de queixas e reclamações relacionadas a impactos na sociedade
- 42 Saúde e segurança dos clientes no uso de seus produtos
- 43 Rotulagem de produtos e serviços 44 Comunicação de marketing
- 45 Privacidade dos clientes
- 46 Conformidade



Temas econômicos

Temas ambientais

👤 Ternas sociais

ANTOFAGASTA MINERALS

Chile

Reporte de sustentabilidad 2013 (GRI - G4, In accordance - Core). Reference: ISO 26000.

Materiality Sources

Analysis of business information and sustainability reports of shareholders companies, perception and reputation study (2013 operations), Minerobarometro 2012. Action CSR - 2013, sustainability reports, relevant topics of CSR and reporting organizations, press and social media analysis and materiality workshop with representatives corporate directors and directors from environment, human resources and external affairs areas

MATRIZ DETEMAS DE MAYOR RELEVANCIA

Antofagasta Minerals¹

de mayor relevancia			➤ Aporte al desarrollo económico local, empleo y proveedores locales	 ▶ Estrategia de sustentabilidad ▶ Incidentes/conflictos ambientales ▶ Residuos masivos ▶ Aporte al desarrollo social local 	Ética e integridad Cumplimiento Seguridad y salud laboral Relaciones laborales Agua Energia
			► Cambio climático	➤ Aire ➤ Engagement ➤ Incidentes/ conflictos sociales ➤ Cierre de mina	 Gestión de riesgos Desarrollo del negocio
Matriz de temas d			Gobierno corporativo Calidad del empleo Patrimonio natural e histórico Otros impactos ambientales Impactos sociales	➤ Cadena de valor (contratistas) ➤ Biodiversidad	
		▶ Pueblos originarios	 Atracción y retención de talentos 		
	► Ciclo de vida de productos	▶ Derechos humanos			

Importancia para el negocio (impacto)

¹ La Matriz de temas de mayor relevancia de cada operación se presenta en su respectivo Informe de Sustentabilidad 2013.

Total reports published in GRI Database:

688

G4 reports published in GRI Database:

20



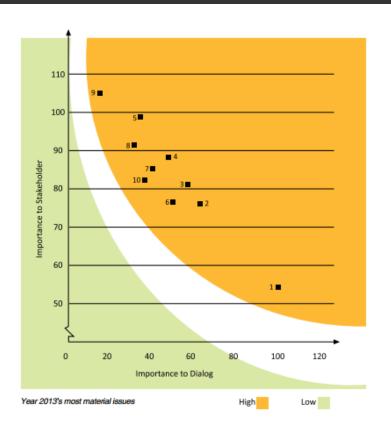
TELECOMMUNICATIONS

DIALOG AXIATA Sri Lanka

2013 Sustainability Report (GRI - G4, In accordance - Comprehensive, GRI Materiality Matters Check). References: ISO 26000, UNGC.

Materiality Sources:

Stakeholder Engagement survey, stakeholders assessment, risk map, previous aspects identified as material in former reports, GRI documentation.



- Being a stable and profitable company
- Treating customer information with high confidentiality
- 3 A company which always follows best practices in their operations. For example, best practices when recruiting and promoting people, best practices when selecting vendors, best practices on products and services, etc.
- 4 Being a company which offers applicable products to society
- 5 Being a Company which takes necessary measures to reduce negative impacts or any harm to the environment resulting from its operations

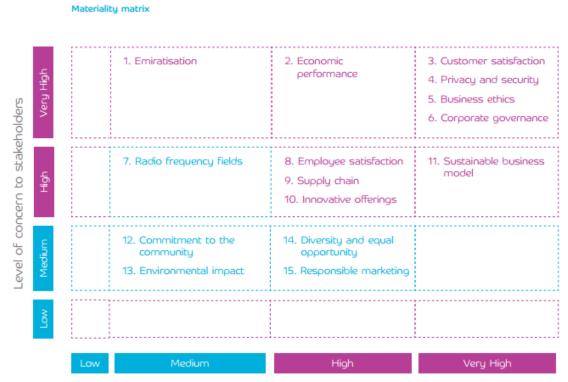
- 6 Being a company which strictly complies to environmental, social and product related codes, policies and regulations
- Being a company which always provides job related training for its employees
- 8 Offering good quality voice calls
- 9 Being a company which has adequate health and safety measures implemented
- 10 Being a company where their products are affordable to the society



Sustainability Report 2013 (GRI - G4, In accordance - Comprehensive, GRI Materiality Matters Check). Reference: UNGC.

Materiality Sources:

Face-to-face meetings with stakeholders, focus group discussions, surveys, interviews.



Current potential impact on our business



Integrated Annual Report 2013 (GRI - G4, In accordance - Comprehensive, Integrated). References: CDP, UNGC.

Materiality Sources:

Social media, media scans, dialogue with stakeholders, GRI guidelines & Telecommunication Sector Supplement.



PORTUGAL TELECOM Portugal

2013 Sustainability Report (GRI - G4, In accordance - Comprehensive, GRI Materiality Matters Check). References: CDP, OECD, UNGC, ISO.

Materiality Sources:

Stakeholders consultations, benchmarks, GRI guidelines & Telecommunication Sector Supplement, internal and external analyses.



Economic dimension

1. Economic impact of PT 2. Purchase Volume 3. Innovative service offer 4. Prices of services

Ethical dimension

Clear, rigorous and transparent institutional communication with the market 6. Communication channels for anti-corruption 22. Clear commercial communication on the contractual aspects of products and services

Environmental dimension

Energy efficiency of equipment 8. Waste routing 9. Greenhouse gas emissions 10. Ecological products and services
 Environmentally responsible suppliers 12. Environment and biodiversity preservation

Human Rights dimension

13. Equal opportunities 14. Combating child labour and other improper working conditions 15. Personal data privacy 16. Suppliers that ensure respect for Human Rights 17. Social dialogue

Employment practices dimension

18. Suppliers that respect labour rights and the decent work 19. Occupational health and safety by the company and suppliers 20. Training

Products and services dimension

21. Safe use of equipment and services 23. Correct routing of products at end of life cycle 24. Services adapted to all population layers irrespective of geographic location, income level, race or country of origin 25. Communication channels for suggestions, clarifications or complaints

Citizenship dimension

26. Safety in ICT use by the most vulnerable population layers namely minors 27. Electromagnetic radiation 28. Choose and use services in a conscious and responsible way 29. Ensure the provision of communication services to competent authorities in emergencies: natural disasters, etc. 30. Dialogue with the bodies representing the interests of customers and society 31. Combating cybercrime and promoting responsible ICT use 31. Communication solutions adapted to persons with special needs

TELEFONICA COLOMBIA Colombia

Informe Annual de Responsabilidad Corporativa y Sostenibilidad (GRI - G4, Integrated). References: CDP, OECD, UNGC.

Materiality Sources

Trends of the sector analysis, interviews with key internal stakeholders, individual interviews with experts from the involved areas and information from all the dialogue channels existing the stakeholders.

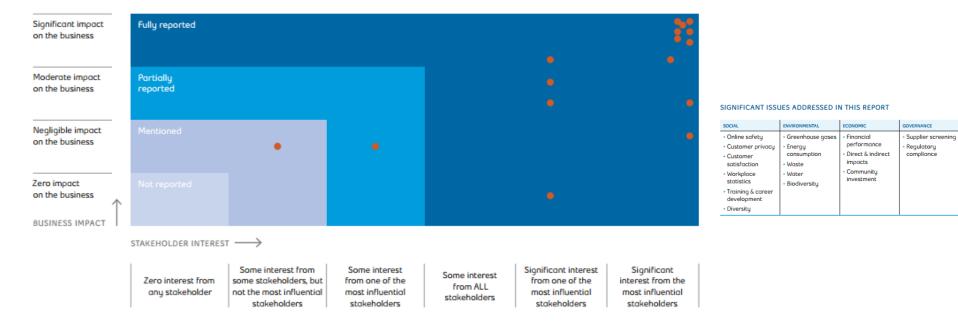


BELL CANADA Canada

2013 Corporate Responsibility Report (GRI - G4, In accordance - Core). References: CDP, UNGC.

Materiality Sources:

Consultation with main stakeholder groups, internal consultations with subject matter experts, surveys, trend analyses, benchmark studies, feedback.

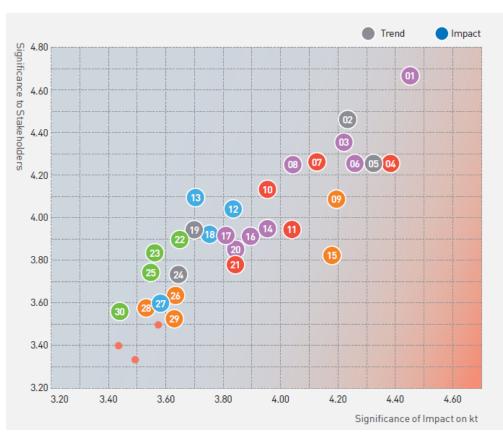


KOREA TELECOM South Korea

Integrated Report 2014 (GRI - G4, In accordance - Comprehensive, Integrated). Reference: CDP.

Materiality Sources:

Analysis of internal/external environments and stakeholders, materiality test (online surveys), GRI & IIRC standards



Impact &Trend Issues

- 01 Growing demand for customer information security
- 02 Growing demand for corporate transparency
- 03 Customer privacy
- 04 Intensifying market competition
- 05 Increasing need to respond to governmental regulations and policies
- 06 Increasing sensitivity to products and services
- 07 Accelerating technological development
- 08 Growing demand for the safety of products and services
- 09 Growing importance of talent recruitment
- 10 Indirect economic impacts
- 11 Increasing threats from substitutes caused by technological convergence
- 12 Expanding social responsibility along the supply chain
- 13 Robust demand for shared growth
- 14 Product and service labeling (customer satisfaction)
- 15 Increasing demand for employee welfare and rights

- 16 Hyper-connection society (Network advancement)
- 17 Increasing number of consumers who value health, eco-friendliness and social-friendliness
- 18 Market presence
- 19 Anti-corruption
- 20 Marketing communication
- 21 Economic performance
- 22 Energy
- 23 Customer health & safety (compliance with standards on electromagnetic waves standards)
- 24 Growing importance of governance
- 25 General environmental issues (Green IT)
- 26 Employment
- 27 Local communities
- 28 Non-discrimination
- 29 Occupational health & safety
- 30 Compliance(Environmental)



AIS Sustainability Report 2013 (GRI - G4, In accordance - Core, GRI Materiality Matters Check). No reference.

Materiality Sources

Review of current & future business risks & opportunities based on the GRI framework, inputs from internal stakeholders, industry standards, market trends.

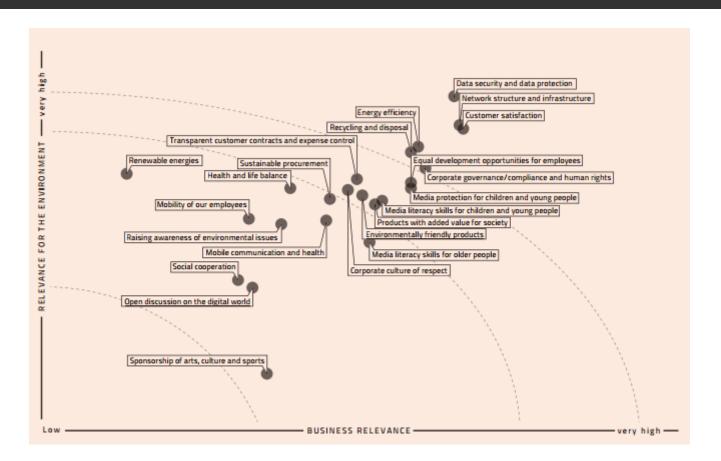


TELEKOM AUSTRIA Austria

Sustainability Report 2013/14 (GRI - G4, In accordance - Comprehensive). References: CDP, UNGC.

Materiality Sources:

Definition of social & environmental issues by company management and internal assessment, online survey of about 300 external stakeholders.

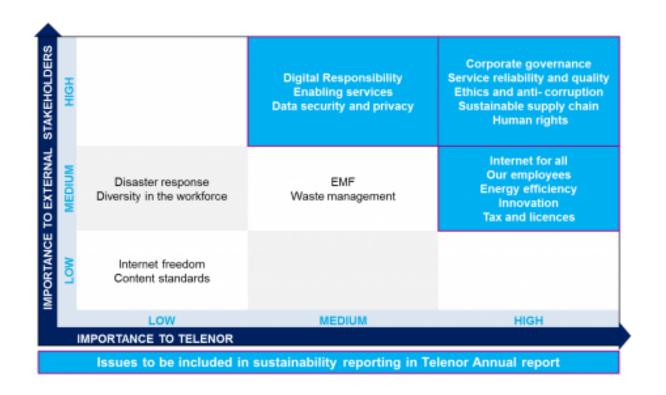


TELENOR GROUP Norway

Social Responsibility Report 2013 (GRI - G4, In accordance - Comprehensive). References: CDP, OECD, UNGC.

Materiality Sources:

Peer and media review, new methodology to define internal and external stakeholder priorities (no weighting but high/medium/low scoring system).



CONCLUSION

- ✓ Some companies started their materiality processes by identifying issues through stakeholder engagement and then ratied them internally in terms of significance, while others identified corporate risks and opportunities internally and then engaged with stakeholders to rate them.
- ✓ Internal dialogue is a common materiality source in all sectors, along with stakeholders surveys or interviews.
- ✓ Issues and aspects are plotted on graphs and divided into zones indicating whether they are considered material or not. The zones are not always equal or square, and companies often decided to draw several thresholds to delineate different levels of materiality and action.
- ✓ UNGC is the most considered reference in all sectors studied, headed by Financial and Telecommunications. CDP appears second, headed by Telecommunications.
- \checkmark Integrated reporting is not a very common practice in these sectors (8 out of 50 reports studied).

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Our G4 Template helps you get started with the G4 guidelines, and provides you with a simplified methodology to conduct your materiality process.

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