



# **Expert Corporate Governance Service (ECGS)**

**The Network of European Proxy Advisors**

October 2018

# Our Mission



- Provide **INDEPENDENT** corporate governance advice to global institutional investors
- Promote local market **BEST PRACTICES** while striving for higher international standards
- **ENGAGE** with local European and EU markets authorities to uphold shareholder rights



# Our Core Principles



Our local partners provide coverage of more than 85% of the free float-adjusted market capitalization across the European Developed Markets equity universe

**1**

## **INDEPENDENCE**

- No proxy advice/consulting services to issuers;
- 100% focused on serving institutional investors;

**2**

## **LOCAL EXPERTISE**

- Local partners provide context to analysis;
- Customized approach to meet investor needs;

**3**

## **EUROPEAN COVERAGE**

- Coverage of the STOXX Europe 600 Index;
- Additional coverage upon request;



# Comprehensive Solution



**Proxy**   
**Research**

Personalized Policies



Bespoke Data Mining



Engagement Services



Corporate Governance  
Rating



Voting Execution



**Unique one-stop  
shop for  
shareholders**


















# Our Partners



# Our Team



Proxinvest	Ethos	DSW	Frontis	SRM	Virv	Corporance
						
<b>Pierre-Henri Leroy</b>	<b>Dominique Biedermann</b>	<b>Jella Benner-Heinacher</b>	<b>Sergio Carbonara</b>	<b>Stefan Meliefste</b>	<b>Tom Vervoort</b>	<b>Juan Prieto</b>
						
<b>Loic Dessaint</b>	<b>Vincent Kaufmann</b>	<b>Christiane Hölz</b>				



# What makes ECGS different?



- We are **EUROPEAN**
- We have **CONVICTIONS**
- Involvement of **SENIOR PEOPLE** in the research process
- More **TIME DEDICATED TO EACH ANALYSIS:**
  - **ISS: 109 GMs per analyst** (40,411 GMs by 370 «data collection experts and research analysts»)
  - **Proxinvest : 30 meetings per analyst** (330 French meetings covered by 11 analysts)
  - **Data collection made by the analysts themselves, from Europe**
- Better **MANAGEMENT OF CONFLICTS OF INTEREST:**
  - **No division providing consultancy services to corporates**
  - **Disclosure of potential conflicts of interest at the front page of the proxy report**







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