

**RAISE**<sup>TM</sup> SUSTAINABLE

 **BROOKSTONE**  
CAPITAL MANAGEMENT®

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The logo features a horizontal bar with a blue-to-green gradient. The word "RAISE" is written in a white, sans-serif font, with the letters "A", "I", and "S" partially filled with the blue color of the top bar. A small "TM" trademark symbol is positioned to the upper right of the "E".

RAISE™

SUSTAINABLE

**PHILOSOPHY**

# WHAT IS “ESG INVESTING”?

The investing approach evaluates a company's *financial standing* along with the following three factors:

## Environmental Issues

- Climate Change
- Pollution and Waste
- Environmental Opportunities

*Identify companies that pose less environmental risk than their peers*

## Social Issues

- Human Capital
- Product Liability
- Social Opportunities

*Identify companies that promote strong relationship with their stakeholders*

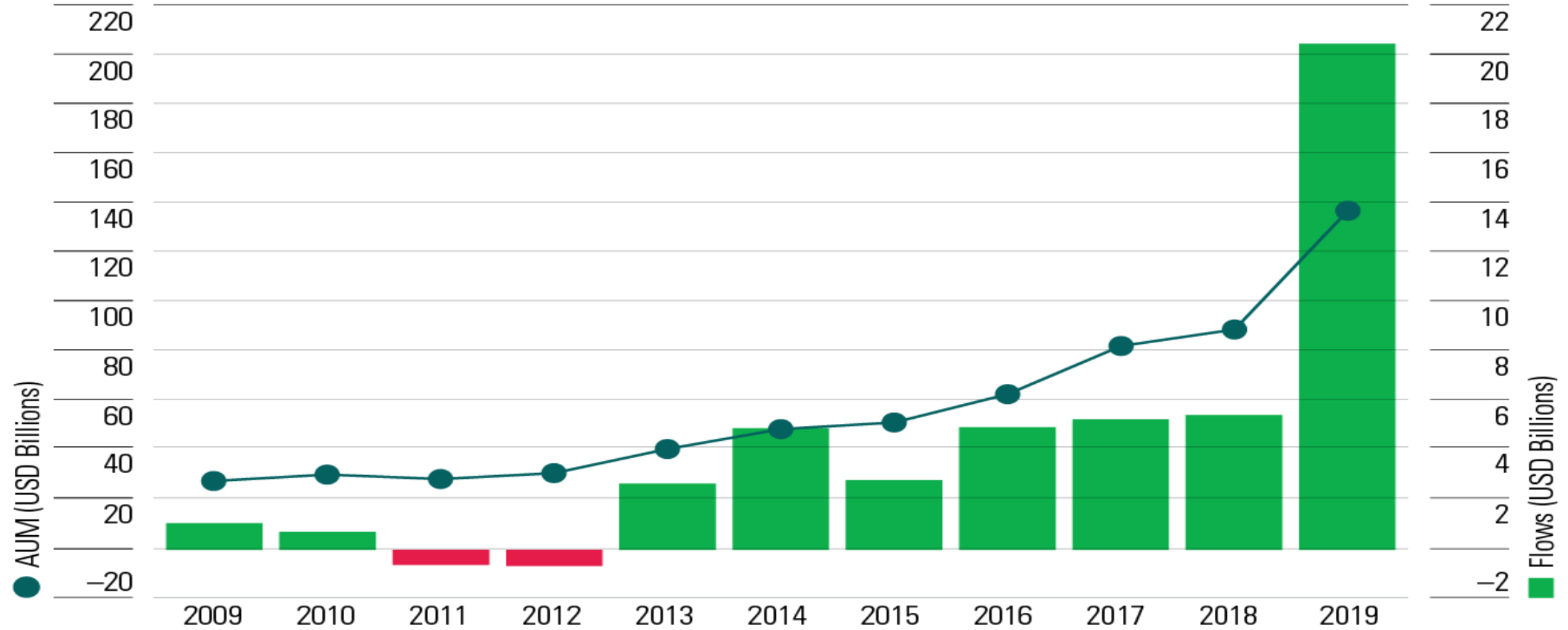
## Governance Issues

- Corporate Governance
- Ethics
- Corruption & Instability

*Identify companies that promote transparency and diversity*

# MARKET LANDSCAPE

## Sustainable Funds Estimated Annual Flows



Source: Morningstar Direct. Data as of 12/31/2019.

# DEMAND

- Asset Owners

*Pension funds increasingly demanding sustainable investment strategies from their asset managers*

- Asset Managers

*ESG analysis incorporated into fundamental financial activities*

- Legislation

*Redefining fiduciary duty concept*

- Retail Investors

*64% of women and 87% of millennial investors are demanding ethically sourced investments*

*Fewer than 10% of advisors report being highly interested in the ESG field*



**PROCESS**

# PURPOSE & PERFORMANCE



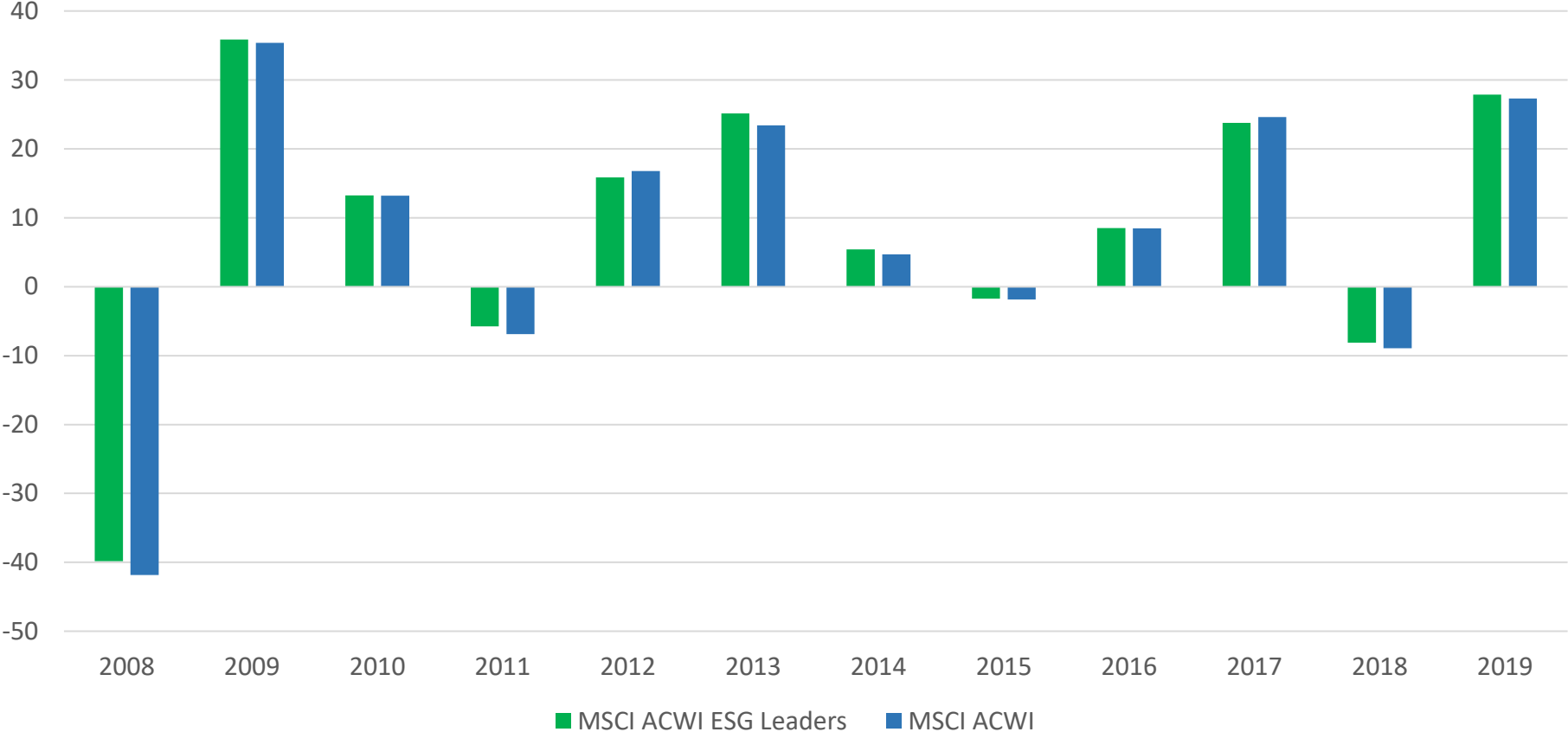
iSHARES SUSTAINABLE ETFs

Seek to achieve a more sustainable outcome while pursuing your financial goals.



# FINANCIAL RETURNS

ESG Leaders Index Outperformed Parent MSCI Index

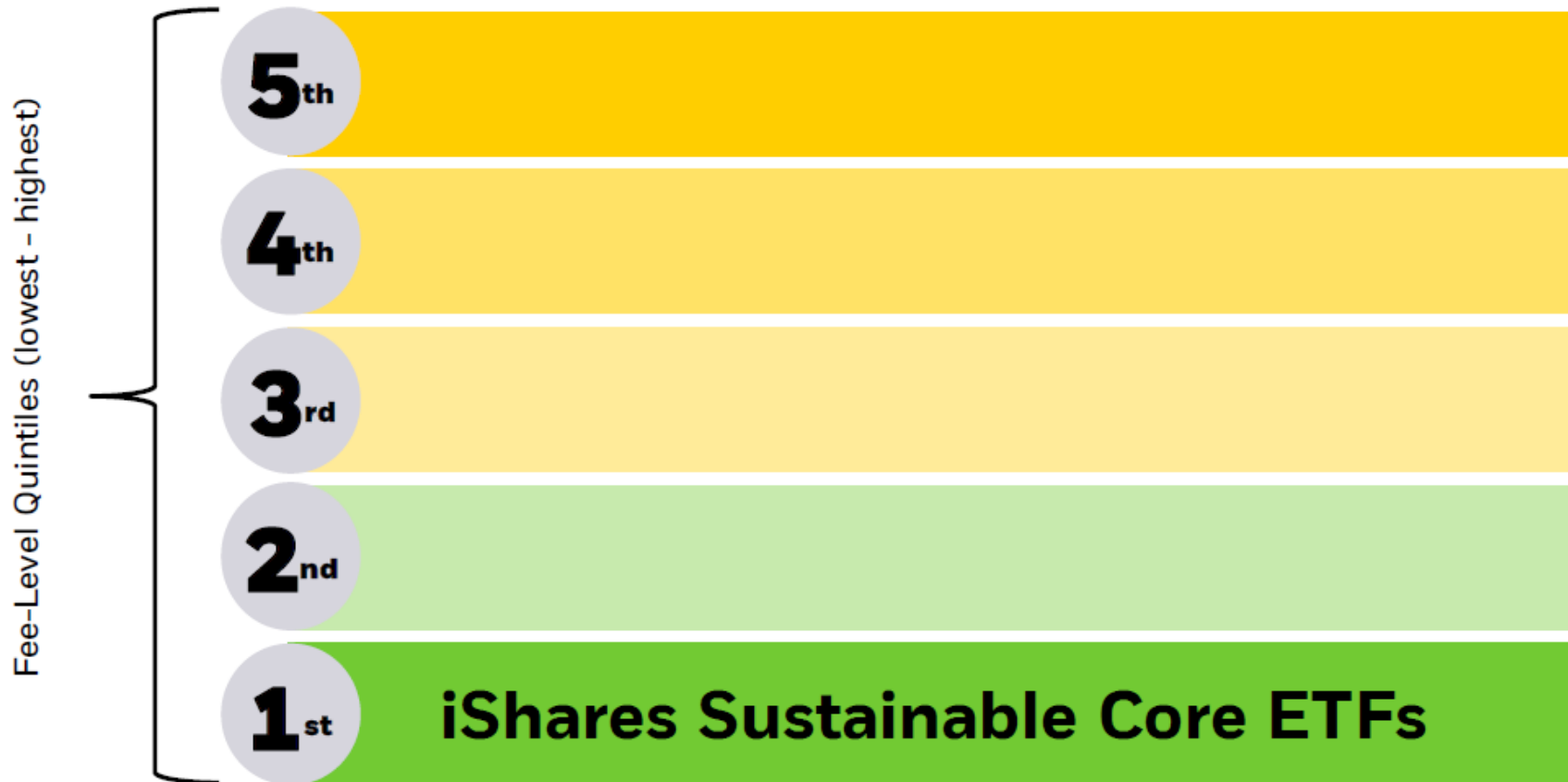


Source: MSCI

# LOW COST

## Rank within the first quintile compared to relevant Morningstar Category peers<sup>1</sup>

Morningstar Category Fee-Level Percentile Rank (1st is Lowest) based on net expense ratio



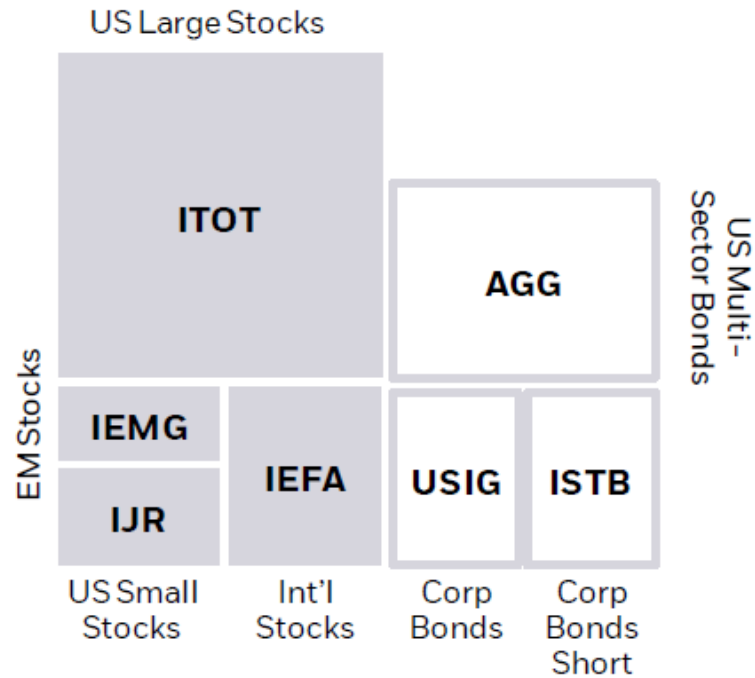
The logo features a horizontal bar with a blue top section and a green-to-dark-green gradient bottom section. The word "RAISE" is written in white, with the letters "A", "I", and "S" overlapping the blue section. A small "TM" trademark symbol is positioned to the upper right of the "E". The word "SUSTAINABLE" is written in white, all-caps, to the right of "RAISE".

RAISE<sup>TM</sup> SUSTAINABLE

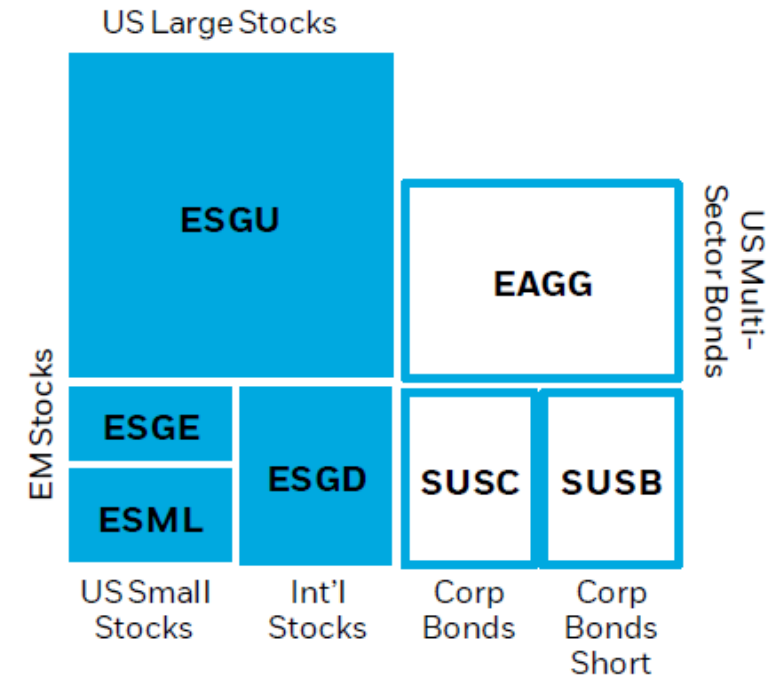
**PORTFOLIO**

# ACCESS

## Traditional Core Global Portfolio



## Sustainable Core Global Portfolio



# RISK-BASED MODELS

Name	Ticker	Conservative	Mod Cons	Mod	Mod Agg	Aggressive
iShares ESG MSCI USA ETF	ESGU	10.00%	20.00%	30.00%	40.00%	48.00%
iShares MSCI USA ESG Select ETF	SUSA	4.00%	8.00%	12.00%	16.00%	20.00%
iShares ESG MSCI Leaders	SUSL	2.00%	4.00%	6.00%	8.00%	10.00%
iShares ESG MSCI USA Small-Cap ETF	ESML	1.00%	2.00%	3.00%	4.00%	5.00%
iShares ESG MSCI EAFE ETF	ESGD	2.00%	4.00%	6.00%	8.00%	10.00%
iShares ESG MSCI EM ETF	ESGE	1.00%	2.00%	3.00%	4.00%	5.00%
iShares ESG 1-5 Year USD Corporate Bond ETF	SUSB	12.00%	9.00%	12.00%	5.00%	-
iShares ESG USD Corporate Bond ETF	SUSC	12.00%	8.00%	11.00%	5.00%	-
iShares ESG USD Aggregate Bond ETF	EAGG	12.00%	8.00%	11.00%	5.00%	-
iShares Global Green Bond ETF	BGRN	2.00%	3.00%	4.00%	3.00%	-
iShares Tips Bond ETF	TIP	20.00%	15.00%	-	-	-
iShares Short Treasury Bond	SHV	20.00%	15.00%	-	-	-
CASH		2.00%	2.00%	2.00%	2.00%	2.00%
TOTAL		100%	100%	100%	100%	100%

# FEATURES

- **BUILT** utilizing extensive ESG rating process.
- **BUILT** with low cost index based ETFs.
- **BUILT** to handle today's global challenges.
- **BUILT** to maintain competitive performance.
- **BUILT** by a seasoned investment committee.

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