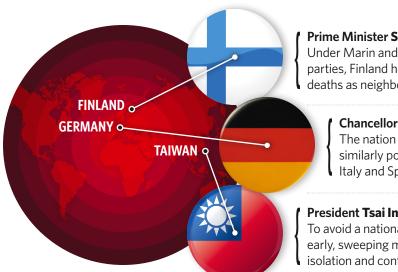


ORPORAT ZING DURING

How Fortune Global 500 companies—namely those led by women—are succeeding through corporate social responsibility and nimble responses.

GLOBAL FEMALE LEADERSHIP

Early on, nations with female heads of state navigated the **COVID-19 era** with far better results.



Prime Minister Sanna Marin, Finland

Under Marin and a coalition of four female-led parties, Finland had fewer than 10% as many deaths as neighbor Sweden.

Chancellor Angela Merkel, Germany

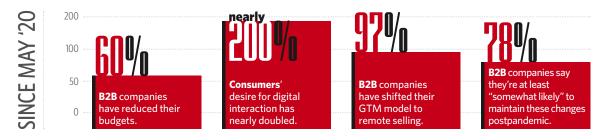
The nation had a lower death rate than similarly populated England, France, Italy and Spain.

President Tsai Ing-wen, Taiwan

To avoid a national lockdown, Ing-wen oversaw early, sweeping measures, including testing, isolation and contact tracing.

GLOBAL CORPORATE FINANCIAL DATA SINCE MAY '20

How B2B corporations and their consumers are reacting and responding in Europe:



IQ INSIGNIAM QUARTERLY | Fall 2020

FOUR WAYS CONSUMER MINDSETS HAVE CHANGED

The **COVID-19 era** has shifted the buyer's psyche. Here's how:

Increased screen time vields more blazed trails in the virtual world.

75%| -

Increase in video game streaming with millennials leading the way

50%+|

In digital activity across all devices

43% | -----Consumers purchasing digital subscriptions they didn't have prepandemic

Consumers want all things "good" from trusted brands.

Want to feel informed 37% |-----

Want to feel warm and happy

33%| Want to feel inspired

"Well-being" tops "well-paid" more than ever.

76%| -

Say companies should prioritize health, even if it means being more cautious about reopening.

69%|

Prefer to risk financial difficulty than return to workplace too soon.

62%|

Say companies should offer continued healthcare benefits to those laid off due to COVID-19 pandemic.

Consumers want transparent upticks in CSR from their trusted companies.

81% l

Want companies to rehire laid-off or furloughed workers, instead of making new hires, after operations return to normal.

71%1

Say that companies prioritizing profits over people will sustain a permanent loss of trust.

SPOTLIGHT ON CORPORATE LEADERSHIP

Fortune 1000 female CEOs are leading the charge in corporate response and responsibility.

Contract awarded to GM under Ms. Barra's leadership to produce 30,000 ventilators by the end of August.

Mary T. Barra, CEO, General Motors Company:

Lynn J. Good,

CEO, Duke Energy:

Amount committed to spend on a new manufacturing line just for the production of face masks. The company is also donating 22,000 square feet of warehouse space to support the flow of supplies from Penn State Health to its providers.

In relief for Duke customers and energy users through the Duke Energy Foundation.

> Michele Buck, CEO, The Hershey

Jayshree Ullal, CEO, Arista **Networks:**

Percentage of company offices closed in support of employee safety.

Tricia Griffith, **CEO, Progressive:**

Offered by the Apron Relief Program, in aid to customers, employees, communities and agents through premium credit for auto customers and coverage assistance.

VERTEX PHARMA

Savvy and transparent leadership from

CEO Reshma Kewalramani

grew Vertex Pharmaceuticals from this time last year, spurred by new, innovative products.

▶ \$5.3 — \$5.6 billion

Rise of revenue guidance range.

▶ \$895 million

Amount Trikafta, a new cystic fibrosis drug, brought in, during its first full quarter in market.