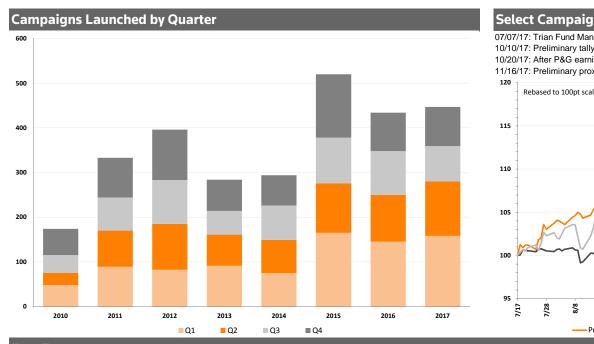


### SHAREHOLDER ACTIVISM SCORECARD



#### Select Campaign Analysis: Procter & Gamble - Trian Fund Mgmt

07/07/17: Trian Fund Management initiated campaign against Procter & Gamble for board representation 10/10/17: Preliminary tally votes in favor of Procter & Gamble

10/20/17: After P&G earnings report, Jefferies cuts company price target to \$99 from \$104

11/16/17: Preliminary proxy recount shows that Trian's Peltz won by a margin of 0.002%, or 43,000 shares



**Fast Facts** 

**Shareholder Activists launched 447 Nestle SA is the largest target, by** campaigns, up 3% compared to full market cap, of an activist year 2016

campaign; Led by Third Point

**GAMCO Investors launched 22** campaigns, up more than threefold compared to 2016

Financials Companies are the most Spin-Off demands see significant frequent target of an activist, totaling 81 campaigns

drop-off, decling to five demands from 18 during 2016

Morgan Stanley takes top rank in target financial advisor rankings, advising 29 firms in 2017



# **RANKINGS**

#### **Activist Investor**

	Full Year 2017						Full Year 2016			
		mpaigns		Campaigns						
Activist Investor	Total	Rank	Pending	Won	Lost		Total	Won	Lost	
GAMCO Investors Inc	22	1	22	0	0		6	0	1	
Elliott Associates LP	15	2	10	3	2	Т	13	6	0	
Harvest Fund Advisors LLC	9	3	9	0	0		0	0	0	
Engine Capital LP	6	4	5	1	0	Т	2	1	0	
JANA Partners LLC	6	4	4	2	0		5	3	0	
Saba Capital Management LP	5	6	2	3	0	Т	5	3	0	
Bulldog Investors LLC	5	6	4	0	1		5	1	0	
VIEX Capital Advisors LLC	4	8	3	1	0	Т	2	2	0	
Marcato Capital Management LLC	4	8	2	1	1		3	1	0	
Third Point LLC	4	8	4	0	0	Т	0	0	0	
Top Ten Total	80	-	65	11	4		41	17	1	

### Target Financial Advisor

		Year 2017	Full Year 2016						
	Campaigns					Campaigns			
Financial Advisor	Total	Rank	Rank Pending W		Lost	Total	Won	Lost	
Morgan Stanley & Co	29	1	21	3	5	26	13	2	
Lazard	14	2	10	2	2	12	6	1	
Raymond James	8	3	7	1	0	0	0	0	
Goldman Sachs & Co	6	4	3	2	1	20	9	1	
UBS Investment Bank	6	4	4	1	1	0	0	0	
Credit Suisse	5	6	2	3	0	11	3	6	
Evercore Group	5	6	3	1	1	9	5	1	
Moelis & Co	1	8	1	0	0	0	0	0	
Scotiabank	1	8	1	0	0	0	0	0	
Top Ten Total	75	+	52	13	10	78	36	11	

### **Proxy Solicitor**

		Full `	Year 2017	Ful	Full Year 2016			
		Campa	igns Advise	Campaigns Advised				
Proxy Solicitor	Total Rank Activist Company				Total	Activ.	Compny.	
Innisfree M&A Inc	53	1	4	49	57	6	51	
MacKenzie Partners Inc	51	2	4	47	50	3	47	
Okapi Partners LLC	46	3	27	19	57	47	10	
Georgeson	27	4	6	21	17	7	10	
Kingsdale Advisors	12	5	8	4	0	0	0	
Saratoga Proxy Consulting LLC	11	6	6	5	0	0	0	
Morrow & Company	4	7	0	4	2	0	2	
Alliance Advisors Inc	4	7	0	4	9	3	6	
Boudicca Proxy Consultants	3	9	1	2	0	0	0	
D.F. King & Company	2	10	1	1	27	4	23	
Top Ten Total	213	-	57	156	219	70	149	

### Legal Advisor (Amended)\*\*

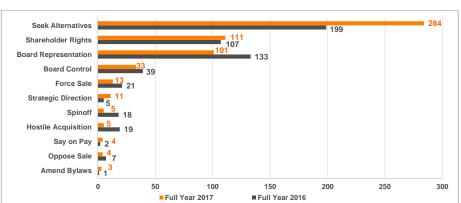
		Full `	Year 2017	Full Year 2016			
		Campa	igns Advise	Campaigns Advised			
Legal Advisor	Total	Activist	Total	Activ.	Compny.		
Olshan Frome Wolosky LLP	79	1	79	0	90	89	1
Schulte Roth & Zabel LLP	43	2	43	0	41	40	1
Vinson & Elkins LLP	35	3	0	35	25	0	25
Wachtell Lipton Rosen & Katz	19	4	0	19	22	0	22
Skadden, Arps, Slate, Meagher & Flom	12	5	0	12	15	2	13
Kirkland & Ellis	12	5	0	12	6	0	6
Morgan Lewis & Bockius	11	7	0	11	14	0	14
Paul, Weiss	9	8	0	9	7	0	7
Norton Rose Fulbright	9	8	7	2	5	4	1
Wilson Sonsini Goodrich & Rosati	7	10	2	5	4	1	3
Top Ten Total	236	-	131	105	229	136	93

<sup>\*\*</sup> Due to a late submission from Olshan Frome Wolosky LLP on March 21, 2018, the legal advisor rankings have been amended to reflect the most accurate overview of legal advisory mandates for shareholder campaigns



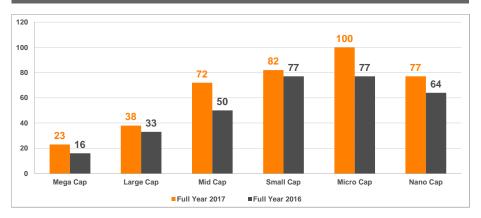
## **DEMAND & SECTOR DISTRIBUTION**

## Announced Campaigns by Demands

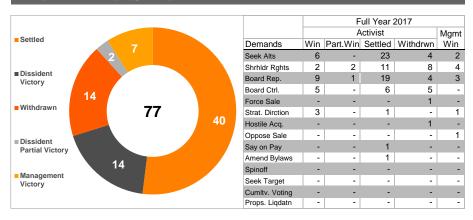




#### **Announced Campaigns by Market Capitalization**



### Completed Campaigns by Demands





## **SELECT ACTIVISM DATA**

Top 15 (	Global Campaigns by	Market Capit	talization, Full Yea	r 2017				
				As of Ann. Date				Ann. to 12/30/17
Ann. Date	Target Company	Target Nation	Target Industry	Market Cap (\$Mil)	Activist Investor	Demands	Status	Mkt Cap % Chg
6/26/17	Nestle SA	Switzerland	Consumer Non-Cyclicals	274,150	Third Point LLC	Seek Alternatives	Pending	(2.4)
7/31/17	Procter & Gamble Co	United States	Consumer Non-Cyclicals	231,592	Colony NorthStar Inc	Shareholder Rights	Pending	0.6
7/17/17	Procter & Gamble Co	United States	Consumer Non-Cyclicals	223,919	Trian Fund Management LP	Board Representation	Dissident Victory	4.1
2/17/17	Unilever PLC	United Kingdom	Consumer Non-Cyclicals	142,001	Kraft Heinz Co	Hostile Acquisition	Withdrawn	16.1
11/15/17	GE	United States	Industrials	158,352	Elliott Associates LP	Shareholder Rights	Pending	(4.4)
11/1/17	GE	United States	Industrials	173,615	Trian Fund Management LP	Seek Alternatives	Pending	(12.8)
4/13/17	BHP Billiton Ltd	Australia	Basic Materials	92,584	Elliott Associates LP	Seek Alternatives	Withdrawn	26.9
4/28/17	Honeywell Intl Inc	United States	Healthcare	99,973	Third Point LLC	Seek Alternatives, Spinoff	Pending	16.1
3/1/17	Bristol-Myers Squibb Co	United States	Healthcare	95,646	Icahn Partners LP	Force Sale	Pending	4.9
12/4/17	Qualcomm Inc	United States	Technology	95,172	Broadcom Ltd	Board Representation, Hostile Acquisition	Pending	(0.8)
3/28/17	General Motors Co	United States	Consumer Cyclicals	53,268	Greenlight Capital Inc	Board Representation, Seek Alternatives	Management Victo	ory 9.3
2/23/17	ABB Ltd	Switzerland	Industrials	50,481	Cevian Capital II Master Fund	Seek Alternatives, Board Representation	Dissident Victory	14.7
8/7/17	Automatic Data Processing Inc	United States	Industrials	49,846	Pershing Square Capital	Shareholder Rights, Board Representation	Management Victo	ory 4.3
1/25/17	CSX Corp	United States	Industrials	44,763	Mantle Ridge LP	Board Representation	Settled	9.8
10/21/17	Credit Suisse Group AG	Switzerland	Financials	41,297	RBR Capital Advisors AG	Spinoff	Pending	10.5

#### Average Board Structure Metrics of S&P 500 Companies, by Industry

Board Size 10.9 11.1		10.8 100%	11.8 100%	10.5	11.1	10.2	12.7	11.5
0E0 Parad March 20		100%	100%					11.0
CEO Board Member 100% 96.5%			10076	98.1%	100%	98.5%	100%	100%
Number of Board Meetings 8 7.1	7.6	10.1	8.9	8.5	7.5	8	11.3	9.1
Female on Board 19.7 22.5	25.6	18.1	21.5	21.7	18.1	20.7	31.9	24.2
Audit Board Committee 100% 100%	100%	100%	100%	100%	100%	100%	100%	100%
Nomination Board Committee 82.6% 82.8%	71.8%	77.4%	85.3%	76.4%	78.6%	81.8%	66.7%	50%
Compensation Board Committee 95.7% 95.4%	89.7%	96.8%	96.8%	96.4%	100%	100%	33.3%	85.7%
Corporate Governance Board Committee 100% 96.6%	87.2%	93.5%	97.9%	98.2%	97.1%	100%	100%	100%
CSR Sustainability Committee 73.9% 47.1%	76.9%	71%	50.5%	50.9%	52.9%	60.6%	100%	67.9%
Highest Remuneration Package 11.5 17.5	20.6	13.1	12.3	15.5	12.4	20.1	20	10.5
Total Senior Executives Compensation 26.5 42.4	42.2	33.8	33	34.7	28.4	45.8	50	24.2
Board Member Compensation 3.7 2.7	3	3.3	3.5	4.4	2.8	4.3	3.6	2.7
Supermajority or Qualified Majority Vote Req 52.2% 59.3%	35.3%	62.1%	67.4%	56.9%	47.8%	48.4%	33.3%	52.2%
Significant M&A, Shareholders Approval 89.5% 72.5%	69%	95.5%	84%	93.5%	88.3%	93.3%	100%	80%
Confidential Voting Policy 90.9% 88.7%	100%	94.7%	89.6%	92%	94.9%	90.3%	66.7%	100%

<sup>\*</sup>Market average based on coverage universe

<sup>•</sup> Shareholder Activism campaigns are tracked by "Intent" mainly from Item 4 clauses in Schedule 13D US Public Filings, other SEC Filings (DEF 14A), Media Sources, Press Releases, Public Shareholder Proposals, Public Letters to Management and Regional Governance Reports. Activist Investors must display a clear confirmation of actions or the potential to take defined actions against a target company to be included in the database.

<sup>•</sup> Scope of coverage includes value creation, changes to the Board of Directors and intent to persuade M&A activity.

<sup>•</sup> Advisor rankings are compiled via public sourcing and quarterly survey disclosures.

<sup>•</sup> Campaign count is based on the announcement date.

<sup>•</sup> All data is as of February 22nd, 2018 and sourced from Thomson Reuters Eikon.

<sup>\*\*</sup> Due to a late submission from Olshan Frome Wolosky LLP on March 21, 2018, the legal advisor rankings have been amended to reflect the most accurate overview of legal advisory mandates for shareholder campaigns

C ≡



# SHAREHOLDER ACTIVISM SCORECARD

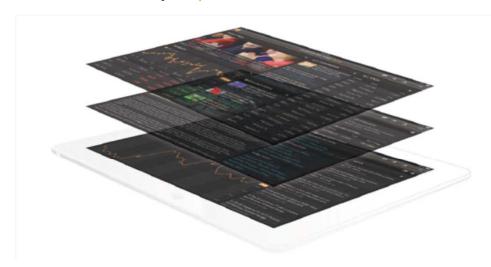
#### **About Thomson Reuters**

Thomson Reuters is the world's leading source of intelligent information for businesses and professionals. We combine industry expertise with innovative technology to deliver critical information to leading decision makers in the financial and risk, legal, tax and accounting, intellectual property and science and media markets, powered by the world's most trusted news organization. Thomson Reuters shares are listed on the Toronto and New York Stock Exchanges (symbol: TRI). For more information, go to <a href="https://www.thomsonreuters.com">www.thomsonreuters.com</a>.

Thomson Reuters provides analytical tools and in-depth financial information tailored to support your daily workflow. Leverage our unique offerings to better advise your clients and prospects on M&A, corporate strategy and structure, equity and debt capital-raising and new business opportunities. For more information, go to <a href="http://thomsonreuters.com/en/products-services/financial/investment-banking-and-advisory.html">http://thomsonreuters.com/en/products-services/financial/investment-banking-and-advisory.html</a>

#### **About Thomson Reuters Deals Intelligence**

Thomson Reuters Deals Intelligence, a part of Thomson Reuters Investing and Advisory division, brings up to the minute market intelligence to the deal making community and the financial media through a variety of research reports including Daily Deals Insight, weekly Investment Banking Scorecard, monthly Deals Snapshots and our industry-leading quarterly reviews highlighting trends in M&A and Capital Markets. For more information, go to http://dmi.thomsonreuters.com



#### Contact Information:

Americas: Matthew Toole I matthew.toole@tr.com; Peter Miao I peter.miao@tr.com

EMEA: Lucille Jones I lucille.jones@tr.com; Gonzalo P. Pestana I gonzalo.poncepestana@tr.com

Asia: Elaine Tan I elaine.tan@thomsonreuters.com

Actions Companying Prominent Activity Label Position Pile Total Companying 434

\*\*Market Overview Charles\*\*

Companying by Aris, Date

\*\*Companying by Aris, Date

\*\*Compa

While Thomson Reuters has used reasonable endeavors to ensure that the information provided in this document is accurate and up to date as at the time of issue, neither Thomson Reuters nor its third party content providers shall be liable for any errors, inaccuracies or delays in the information, nor for any actions taken in reliance thereon, nor does it endorse any views or opinions of any third party content provider. Thomson Reuters disclaims all warranties, express or implied, as to the accuracy or completeness of any of the content provided, or as to the fitness of the content for any purpose to the extent permitted by law. The content herein is not appropriate for the purposes of making a decision to carry out a transaction or trade and does not provide any form of advice (investment, tax, legal) amounting to investment advice, nor make any recommendations or solicitations regarding particular financial instruments, investments or products, including the buying or selling of securities. Thomson Reuters has not undertaken any liability or obligation relating to the purchase or sale of securities for or by any person in connection with this document.

© 2018 Thomson Reuters. All rights reserved.

Thomson Reuters and the Thomson Reuters logo are registered trademarks and trademarks of Thomson Reuters and its affiliated companies. Any third party name or mark herein belongs to the relevant third party