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**It's not just about growing trees,
it's about growing your business**

Performance through responsible investment

Sustainability services

Responsible investment

Opportunity for financial institutions to provide financial return paired with positive social impact

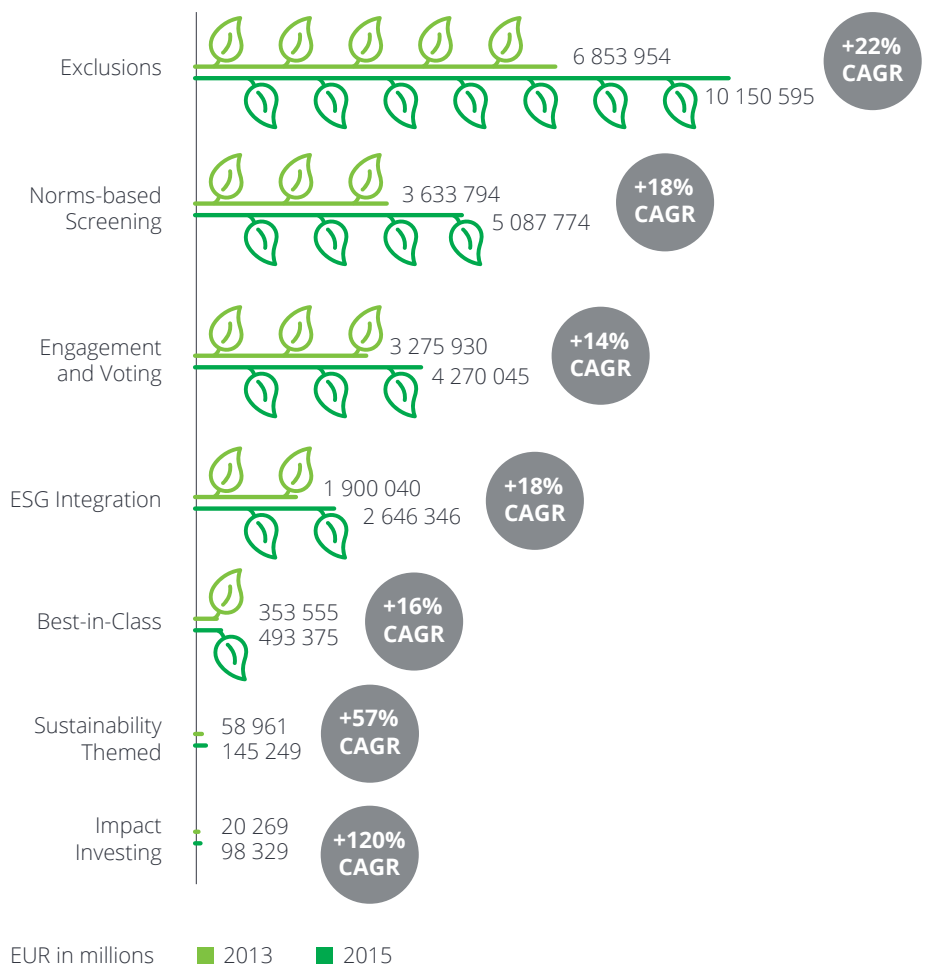
Our society is transitioning to become more environmentally and ethically responsible and more sustainable. Such is the case in the financial industry as well, with the development of responsible services, smart infrastructures, and green technologies.

To ensure this revolution reaches each player in the industry, we need a shift in the business model that is not only led by short-term profit strategy, but also includes sustainable social impacts.

Various frameworks exist that can be used to define a responsible investment strategy, such as UNPRI (United Nations Principles for Responsible Investment), UNGC (United Nations Global Compact), or SDG (Sustainable Development Goals), and many financial institutions are building their own guidelines and policies based on a combination of those principles and exclusion lists.

We can help you to get on board by working with you to tailor a strategy that fits your financial targets while creating positive social and environmental impacts.

Responsible investment continues to expand rapidly and environmental, social, and governance (ESG) integration becomes mainstream



Source: Eurosif, European SRI Study, 2016

Glossary

Exclusion: Elimination based on identified criteria

Norms-based Screening: Respect of international standards

Engagement and voting: Shareholders engagement and accountability to their beneficiaries

ESG integration: Integration of Environmental, Social and Governance issues

Best-In-Class: Selection of best ESG score

Sustainability themed: Specific investment areas linked to sustainable development

Impact Investing: Ensure social or environmental impact

Building a sustainable strategy

01



Understand the current state and corresponding opportunities and risks of a responsible investment strategy

- *Key challenges*

Understanding what responsible investment is, how to create new opportunities, and what are the current risks

- *How we can help*

- Identifying the risks and opportunities of current investment practices
- Workshop to explain what responsible investment is and highlight current trends

02



Define your position in a responsible investment context

- *Key challenges*

Understanding the current positioning of your portfolio from a responsible investment perspective

- *How we can help*

- Performing gap analysis of your portfolio versus main responsible investment principles/exclusion lists
- Reviewing your draft responsible investment policy

03



Develop your responsible investment strategy and vision

- *Key challenges*

Selecting the principles that match investor expectations

- *How we can help*

- Identifying the criteria
- Structuring the criteria and the procedures under a responsible investment policy

04



Monitor your investment universe

- *Key challenges*

Ensuring your portfolio is compliant with principles described in your investment policy and offering document

- *How we can help*

- Assisting in developing monitoring criteria
- Providing assurance report on a quarterly/annual basis on the compliance of your portfolio

05



Measure and understand the impact

- *Key challenges*

Demonstrating your portfolio performance and the social/environmental impact

- *How we can help*

- Measuring the impact of investment

06



Develop and adapt your reporting to the needs of your investors and stakeholders

- *Key challenges*

Demonstrating your portfolio compliance to investors, potential investors, and any third parties

- *How we can help*

- Issuing assurance report about the compliance of your investments with your defined framework



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