Business and society are facing an array of urgent and critical social, environmental, ethical, and economic challenges. Broad societal responses are playing out in the realms of policy, technology, and the marketplace. These system-level challenges and societal responses are making it imperative that businesses devise their strategies for adapting and operating effectively. While the risks of taking inadequate action are formidable, the sustainability imperative is also creating tremendous opportunities. Each vulnerability constitutes a call for innovation; each unmet need offers a prospect for growth.

What macro sustainability trends are affecting the industry?
- The global financial crisis has focused attention on the industry’s role in promoting sustainable, responsible economic growth and on transparency practices;
- FSI businesses are increasingly being asked to integrate sustainability into investing and lending decisions;
- Sustainability is an emerging concern for borrowers, insurers, regulators, and financial markets and a possibility to meet new clients expectation by proposing innovative solutions.

What signals might indicate client needs?
- Outside pressure to follow industry codes of sustainable conduct (GRI, UN Principles for Responsible Investment);
- Limited awareness of sustainability, commonly called ESG (environmental, social, governance) issues in the financial services industry;
- Weak or absent policies and criteria governing social and environmental investment and lending decisions;
- Growing demand from clients, notably institutional investors, for ESG products and services;
- New or imminent regulation on disclosures of sustainability performance or fair access to services.
What value can Deloitte Sustainability practitioners add to clients?

- Clearer understanding of how sustainability issues affect investment and lending risks and returns;
- Better capacity for assessing and managing the quality and risk of projects;
- New revenue streams from ESG products and services;
- Stronger reputation for providing financial services in under-served markets;
- Enhanced margins and employee and client satisfaction as a result of sustainable facility management.

Which services can Deloitte sustainability team provide?

**Business strategy**

Sustainability is a critical business issue and has the potential to be a key differentiator in an organization’s ability to create and protect enterprise value and drive growth and innovation. For some CEOs, sustainability has become the key driver of business strategy. Deloitte team can help on identifying long-term sustainability strategy that integrates social and/or environmental criteria in investment decision-making process.

**Reporting**

Develop an efficient and transparent communication is important to limit risks of reputation. Deloitte can help investors and other financial actors to identify and design their communication plan. For that we can use the GRI standard or other reporting framework.

**Assurance and compliance**

Reliability of information provided to stakeholders and investors via the annual report is a key element increasing confidence on companies. Deloitte can assist companies to commit with international initiatives such as UNGC or UNPRI. We can also provide verification on such commitment or non-financial reporting.

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