Leveraging ESG data and ratings in the investment process and product development



The sustainable investing opportunity

Investors' expectations and regulatory requirements are evolving rapidly and driving flows



Regulatory Landscape



Client Expectations



AUM Flows



ESG fund flows accelerated in 2020 and remain strong in 2021

Cumulative monthly global flows for ESG and non-ESG equity funds since 1/2019 (bnUSD)



All ESG Non-ESG



Source: Fidelity International, 2022. https://www.unpri.org/policy/regulation-database



Sustainable investing:

Using a broad set of <u>material</u> factors to:

- 1. Gain **better insight** and achieve superior **risk adjusted returns**
- 2. Target specific non-financial investment outcomes



How do asset manager's invest sustainably?



Source: https://responsibleinvestment.org/



There are c.US\$35 trillion of Sustainable Investments globally



Source: Global Sustainable Investment Alliance

Note: Data is shown in US\$ billions, assets can be double counted where multiple strategies are applied



ESG integration is typically focused on enhancing risk adjusted returns

Fundamental integration of material ESG factors into an investment process

	ESG Integration								
Focus	Consideration & analysis of ESG factors as part of investment decision making								
Impact	Value Driven								
Intention	Avoids Harm								
	Delivers competitive financial return								
Features	Objective to mitigate ESG Risks								

Defining ESG materiality in investment research

Banks & Insurance	Chemicals	Construction	Consumer Products	Healthcare	Machinery	Metals & Mining	Oil & Gas	Property	Retail	тмт	Transport	Utilities
Customers	Carbon Emissions	Carbon Emissions	Waste & Product Packaging	Waste Management	Sustainable Products	Biodiversity	Carbon Emissions	Carbon Emissions and Energy Use	Carbon Emissions and Energy Use	Carbon Emissions	Carbon Emissions	Carbon Emissions
Employees	Other Environmental Impacts	Sustainable Products	Water Management	Water Management	Employees	Carbon Emissions and Energy Use	Disaster Recovery & High Impact Risk Management	Green Building	Waste & Product Packaging	Water Management	Employees	Other Environmental Impacts
Corporate Governance	Water Management	Employees	Health & Safety	Customer Access & Welfare	Health & Safety	Waste Management	Water Management	Corporate Governance	Employees	Waste Management	Product Safety & Quality	Water Management
Cyber Security	Product Safety & Quality	Occupational Health & Safety	Product Safety & Quality	Product Safety & Quality	Bribery & Corruption	Water Management	Human Rights	Ethics & Culture	Supply Chain	Employees	Ethics & Culture	Community Relations
ESG Integration	Occupational Health & Safety	Bribery & Corruption	Supply Chain	Ethics & Culture	Corporate Governance	Community Relations	Community Relations		Corporate Governance	Supply Chain	Corporate Governance	Occupational Health & Safety
Ethics & Culture	Corporate Governance	Corporate Governance	Corporate Governance	Corporate Governance		Health & Safety	Occupational Health & Safety		Cyber Security	Corporate Governance	Cyber Security	Corporate Governance
						Human Rights	Bribery & Corruption			Cyber Security		
						Corporate Governance	Corporate Governance			Ethics & Culture		
						Ethics & Culture	Political Risk					

Environmental issues
Social issues

Governance issues

Source: Source: Fidelity International, 31 December 2020. For illustrative purposes only.



How ESG integration can add to long term value creation

Analysis of material ESG issues can support fundamental analysis



Integrated Financial and ESG analysis captures the full range of fundamental factors impacting financial performance and long term shareholder value

Source: Fidelity International, October 2021



Data challenges and 'Mount ESG'

ESG Disclosure measures – by compliance structure

ESG data has moved from niche to mainstream and is now widely available



Disclosure rates for 186 available E&S metrics, MSCI ACWI



Source: Refinitiv, Goldman Sachs Global Investment Research



More data doesn't always mean more insight

Many ESG data points disclosed are not 'decision useful' for stakeholders

Company disclosure of ESG metrics by region Based on unfiltered (not screened for materiality) data available for every E&S metric from Refinitiv



Numeric metrics & targets are typically more insightful than policies, but are less frequently disclosed



Source: Refinitiv, Goldman Sachs Global Investment Research

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