## **ESG** strategy and funding

- Embedding sustainability strategies into client's group strategies, as well as considering internal and external stakeholders
- Green or Social financing frameworks underpin client's wider purpose and business focus and demonstrate the whole institution has rallied behind this issuance and is committed to the sustainability strategy

Underlying Sustainability Strategy

Reporting and Disclosure

## **ESG** reporting advisory

- What and how information is disclosed determines the Group's ESG profile externally with both ESG ratings agencies and investors
- Some ESG rating agencies only use publicly available information to formulate their assessment
- Crucial to optimise reporting and ratings for a successful ESG related financing

## **Investor relations**

- Advice and insight into investor's ESG strategies and priorities
- Optimise ESG communications with investors
- Each investor will have different KPIs and weighting which feed in to their own bespoke ESG scorecards, impacting investment decisions.
  Therefore, cost of capital and funding across asset classes will be impacted

Investor E-S-G Assessment and KPIs Role of ESG Rating Agencies

## **ESG** rating advisory

- We can complete a deep dive analysis into each ESG rating agency process/outcome to provide insight and advice as to which agencies should be prioritised
- Active engagement with the ESG rating agencies is vital to maximise ratings and their underlying inputs, which are highly valued by investors