

| Financing Strategy  | Investor Advisory  | Investor Relations  | ESG Ratings Advisory  | ESG Reporting & Disclosure   | Institutional Developments  |
|---|--|---|---|--|---|
| <ul style="list-style-type: none"> <li>• Agree and collaborate on the optimal positioning of ESG elements</li> <li>• Development of sustainable finance frameworks</li> <li>• Advice on a selection of Green and Social projects for Use of Proceeds (UoP) financing, as well as Second Party Opinion (SPO)</li> <li>• Develop Key Performance Indicator (KPI) strategy and targets for sustainability linked products</li> <li>• Optimise ESG Messaging to credit rating agencies</li> <li>• Structuring and advice on ESG linked products, including derivatives</li> <li>• Development of bespoke ESG screens to the collateral of ESG financing transactions</li> </ul> | <ul style="list-style-type: none"> <li>• Defining and integrating ESG strategy for investors (scorecards, exclusion lists and methodologies)</li> <li>• Defining Climate and ESG risk management strategies (e.g. portfolio decarbonisation)</li> <li>• Supporting execution of carbon strategies (e.g. carbon offsets at fund level)</li> </ul> | <ul style="list-style-type: none"> <li>• Advice and insight into investor ESG strategies and priorities</li> <li>• Optimise ESG communications with investors</li> <li>• Roadshow co-ordination and ESG-targeted investor presentations</li> <li>• Develop and draft Q&amp;A responses to potential investor questions (e.g. ratings / strategy)</li> </ul> | <ul style="list-style-type: none"> <li>• Deep dive into ESG rating agency process and outcome</li> <li>• Work closely with the agencies and management to help optimise the outcome</li> <li>• Support process of solicited ESG rating(s)</li> <li>• Assess economic impact of ESG ratings (investors, other stakeholders)</li> </ul> | <ul style="list-style-type: none"> <li>• Aligning financing products and actions to ESG strategy</li> <li>• ESG reporting and ESG KPI benchmarking to sector and “best in class”</li> <li>• Optimise reporting and disclosure for successful ESG financing e.g. adopting Task Force on Climate-related Financial Disclosures (TCFD)</li> </ul> | <ul style="list-style-type: none"> <li>• Analysis of potential impact of political and regulatory developments</li> <li>• Planning and preparing for and acting on institutional developments</li> <li>• Analysis of opportunities related to institutional ESG developments</li> </ul> |