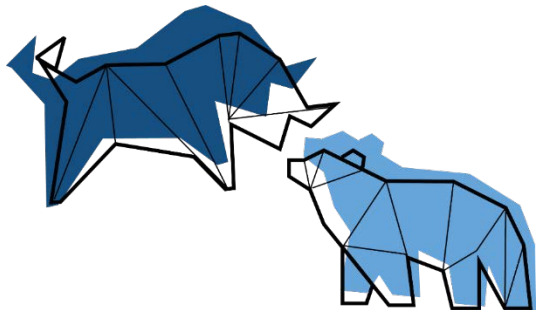


# Die Rolle von ESG im Anlageentscheidungsprozess



DIRK

Deutscher  
Investor Relations  
Verband

S&C  DVFA

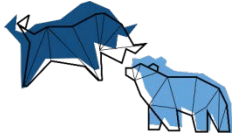
# ESG ratings in Germany

## Survey among investor relations & institutional investors

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Frankfurt, June 4, 2019

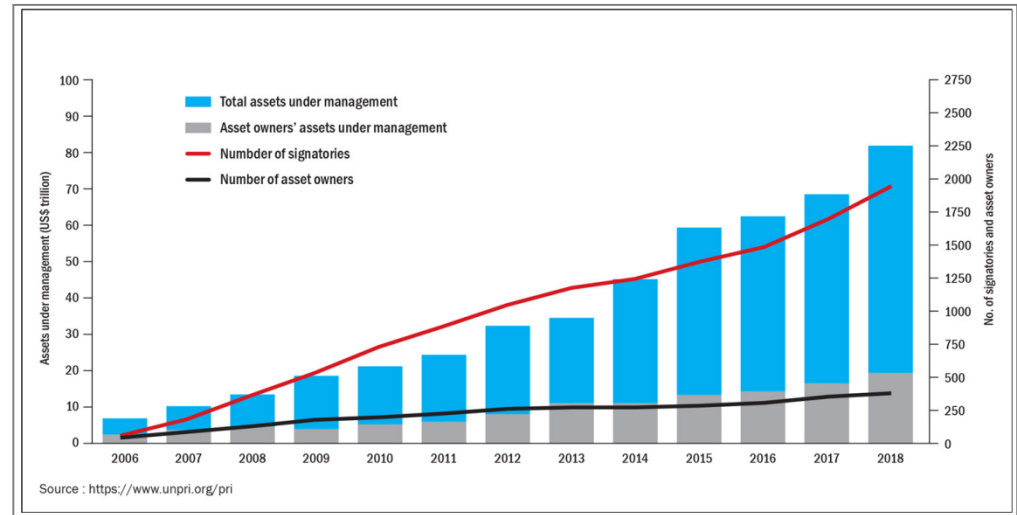
Mehr Wert im Kapitalmarkt

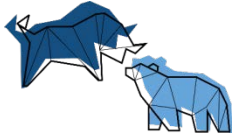


# The broader ESG Universe

- Approx. 43,000 listed companies worldwide<sup>2</sup>
- 47 larger stock exchanges<sup>3</sup>
- **One-third** or **\$20 trillion** of all professionally-run assets globally use ESG data<sup>4</sup>
- Most rely on ESG rating agencies; more than 150 providers of ESG research, ratings, rankings, indices follow more than 50,000 companies<sup>5</sup>

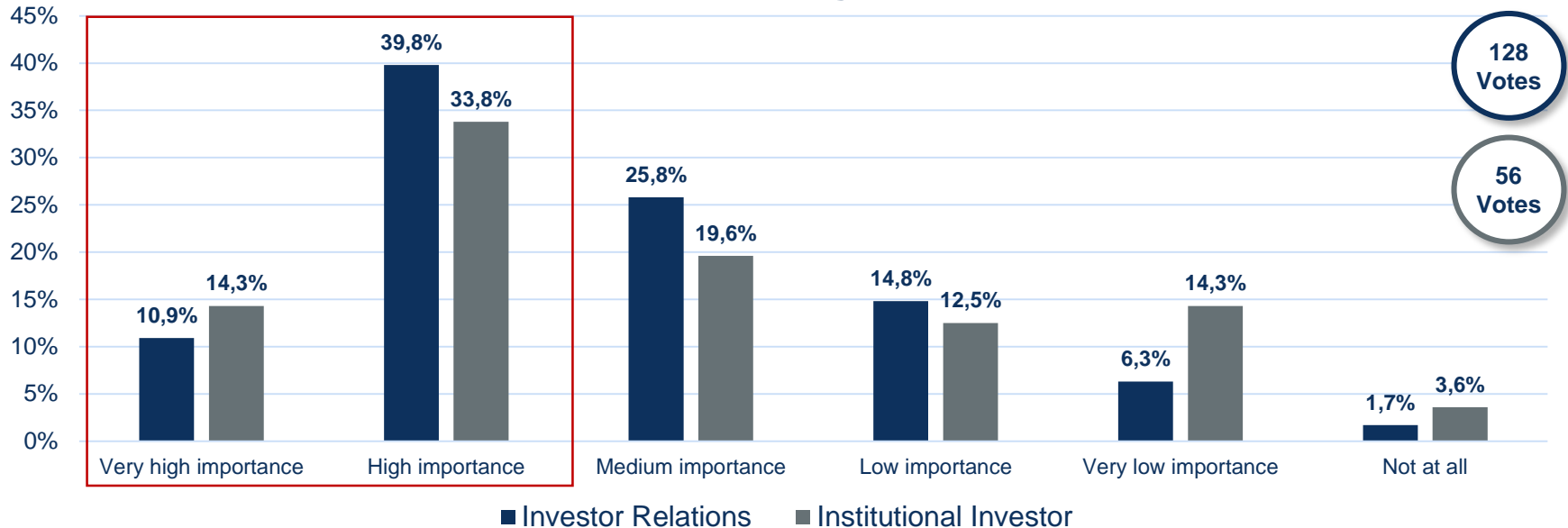
Growth of responsible investments among UNPRI signatories<sup>1</sup>

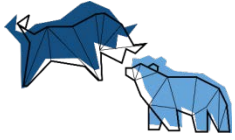




# Most respondents consider sustainability of high importance with regard to companies' performance

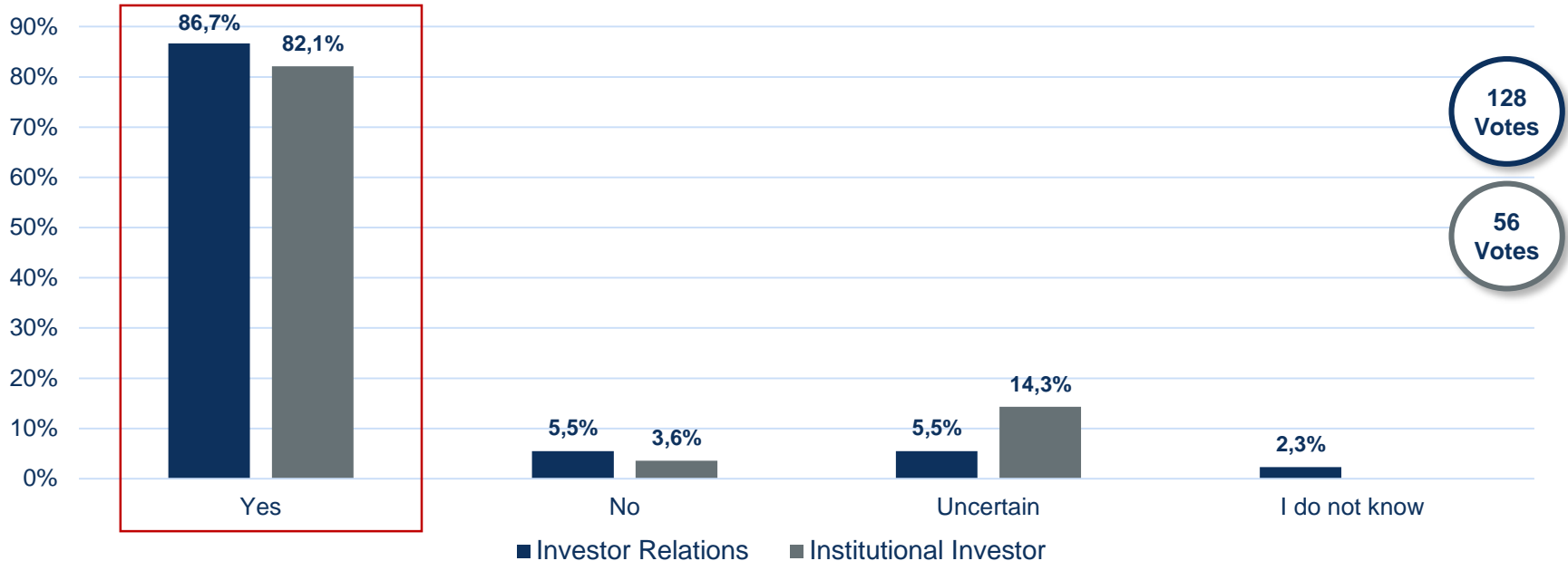
## How important is sustainability with regard to a company's performance in general?

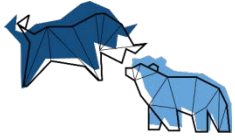




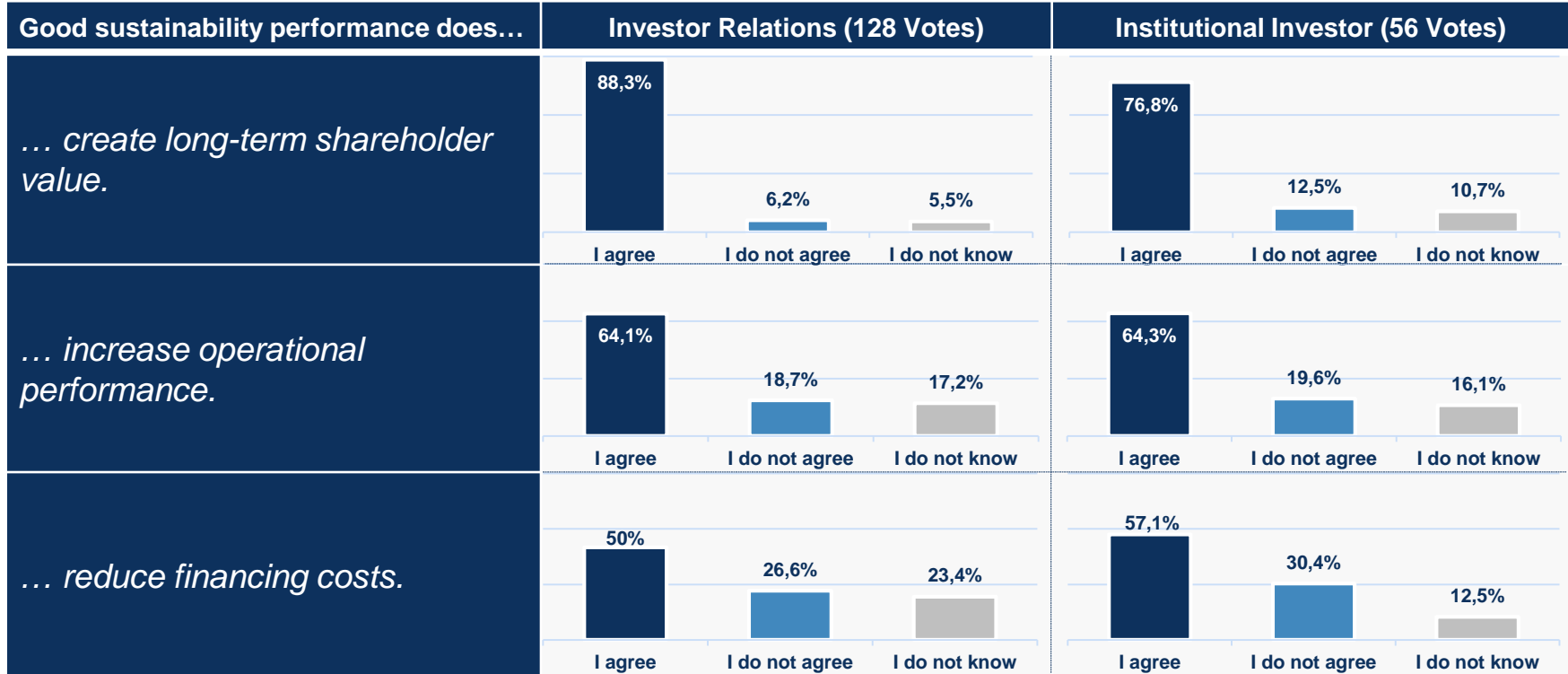
# Sustainability will continue to gain in importance in the future

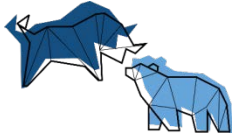
Will good sustainability performance gain in importance in the future?



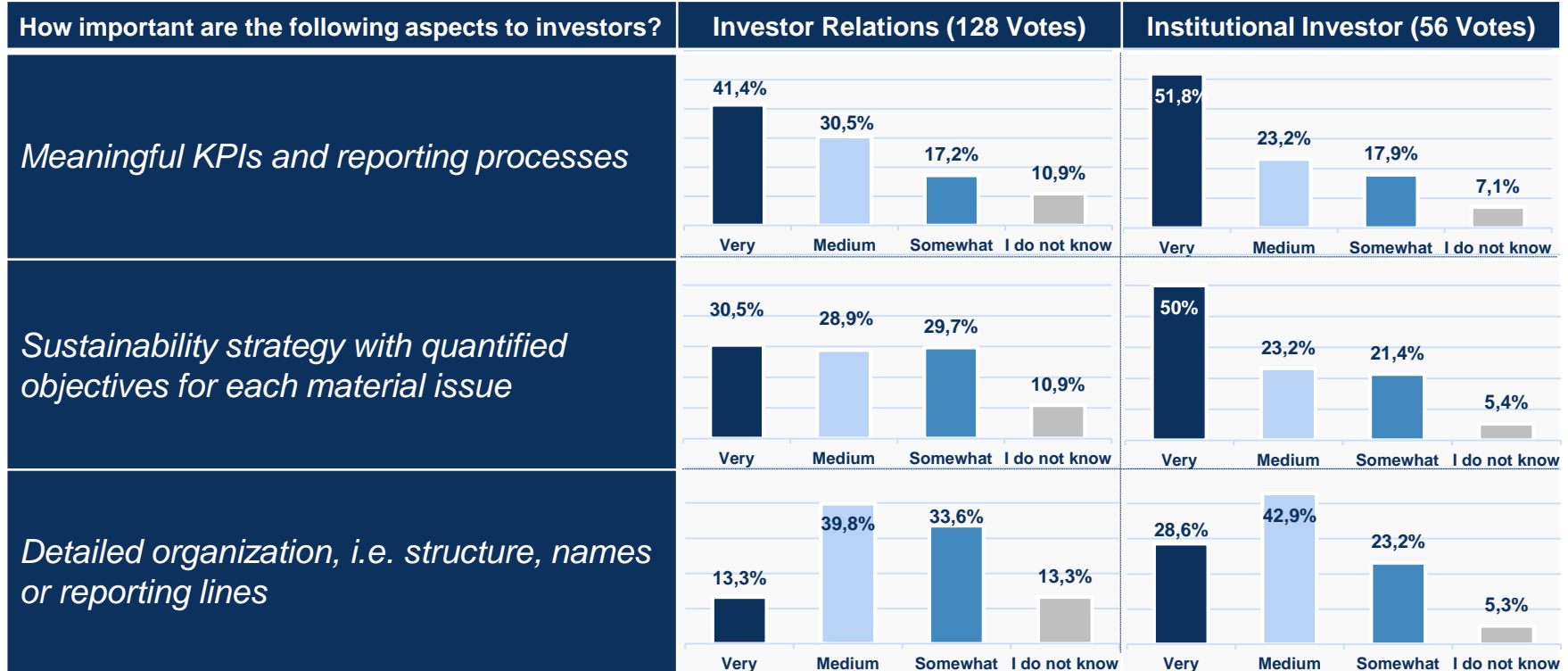


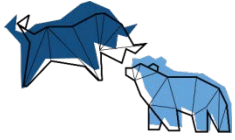
# The majority of respondents believes that sustainability produces tangible value





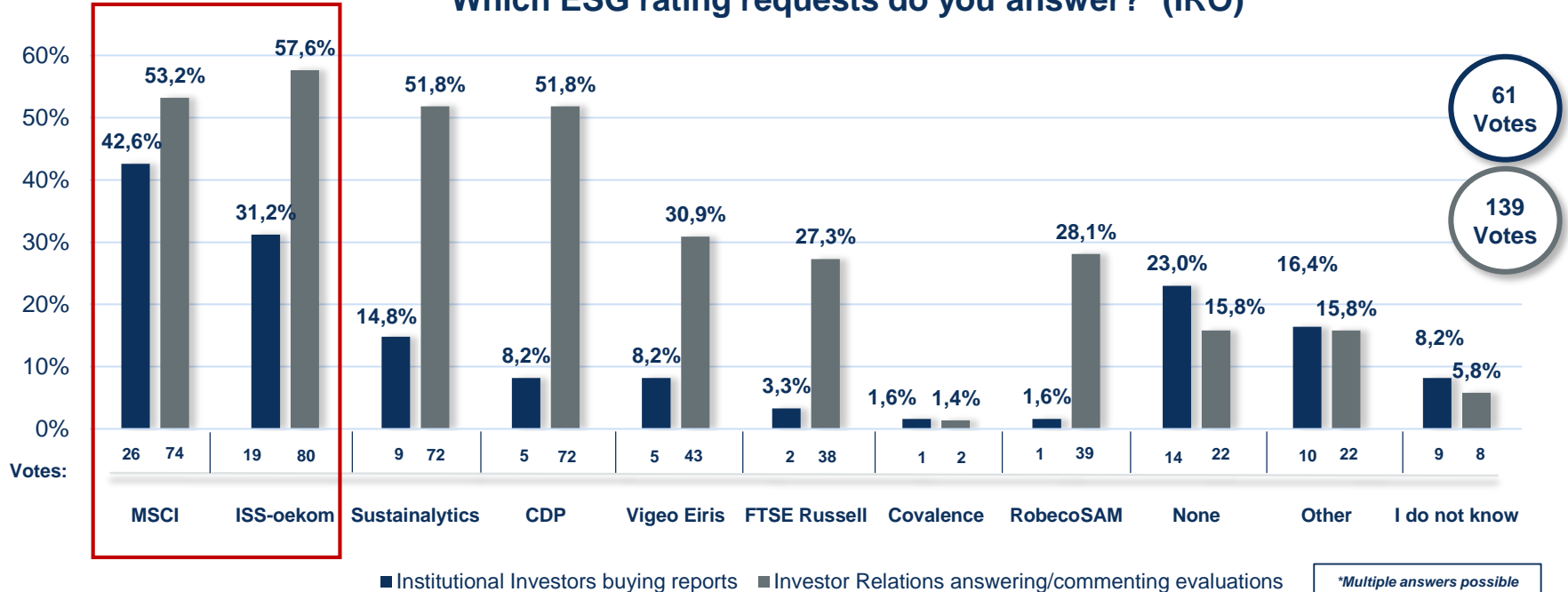
# KPIs, strategy and objectives are critical for evaluating a company's sustainability performance



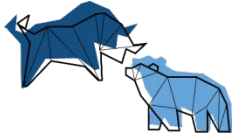


# MSCI and ISS-oekom are the most favored ESG rating agencies by IROs and IIs

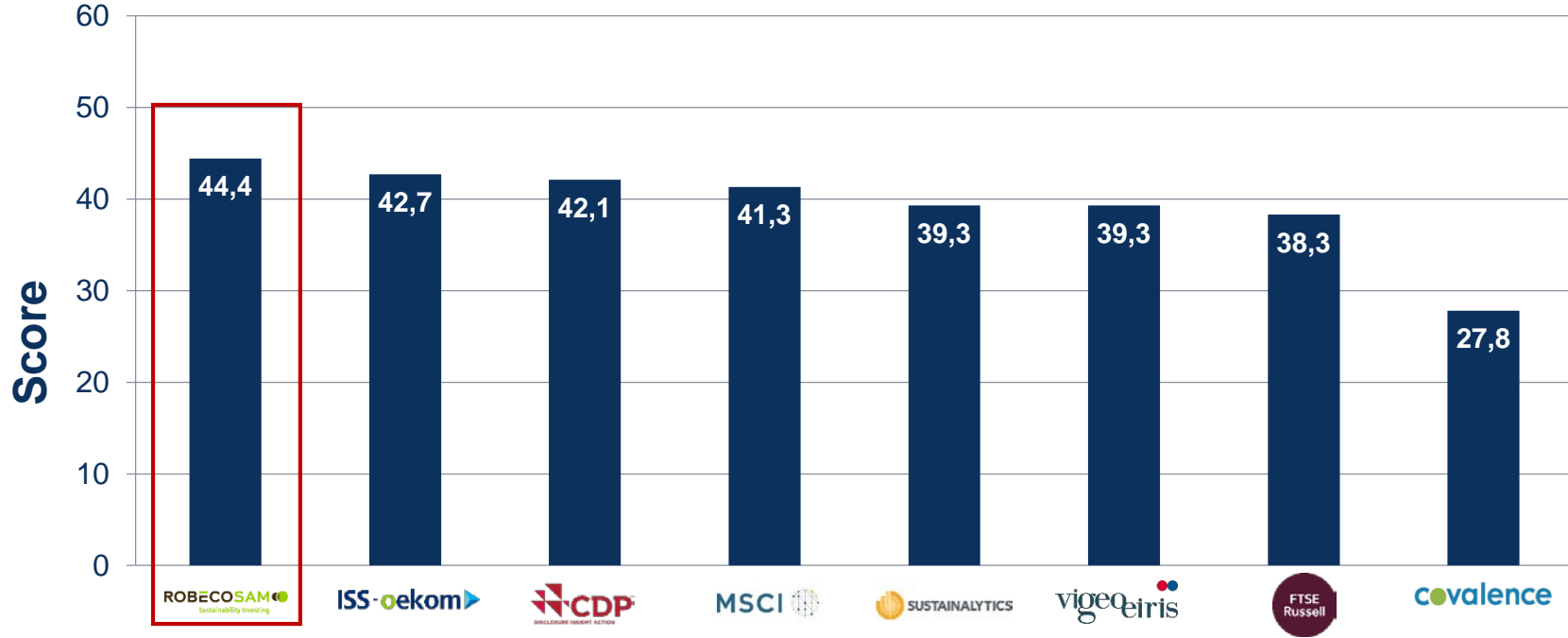
Which are the rating agencies you buy ESG research from?\* (II)  
Which ESG rating requests do you answer?\* (IRO)



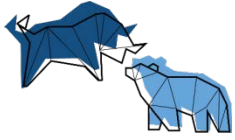




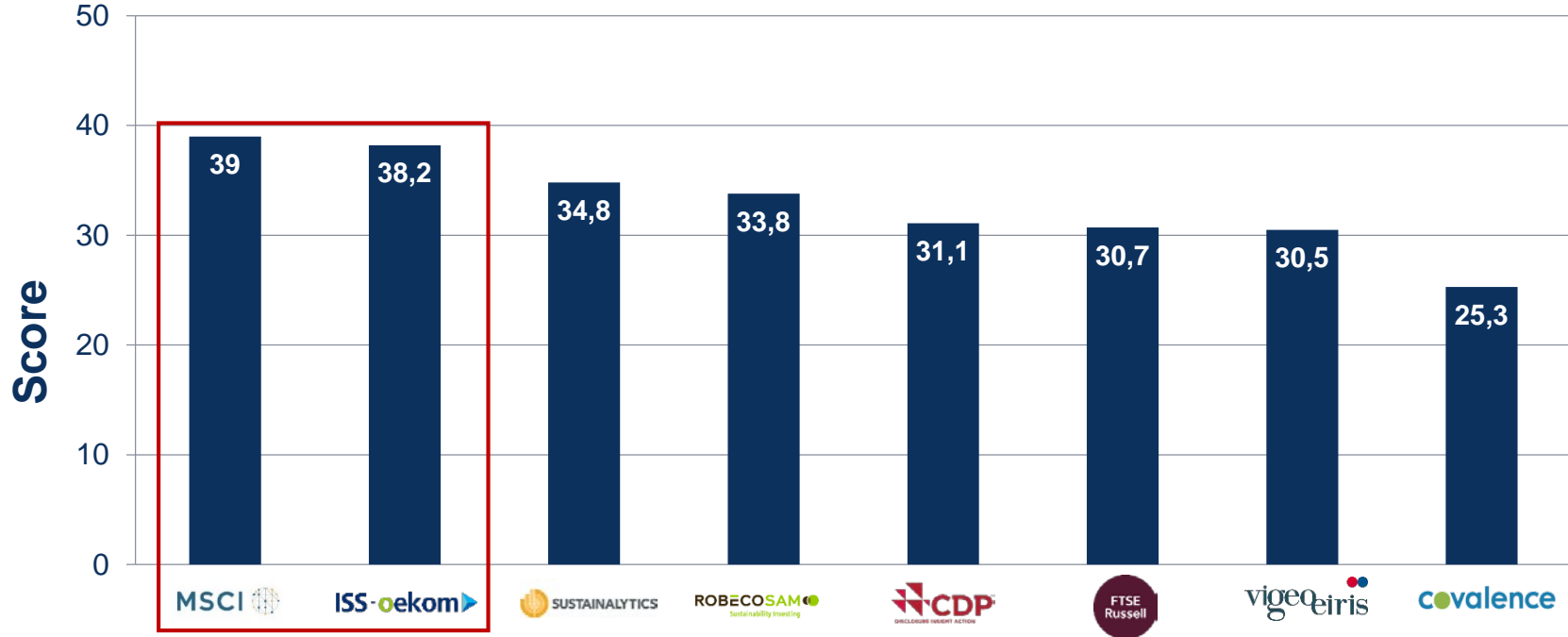
# Evaluation of ESG rating firm's quality (IRO's perspective)



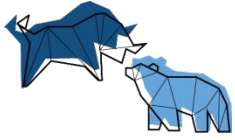
Maximum score per category is 10 points (max. 60 points in total)



# Evaluation of ESG rating firm's quality (II's perspective)

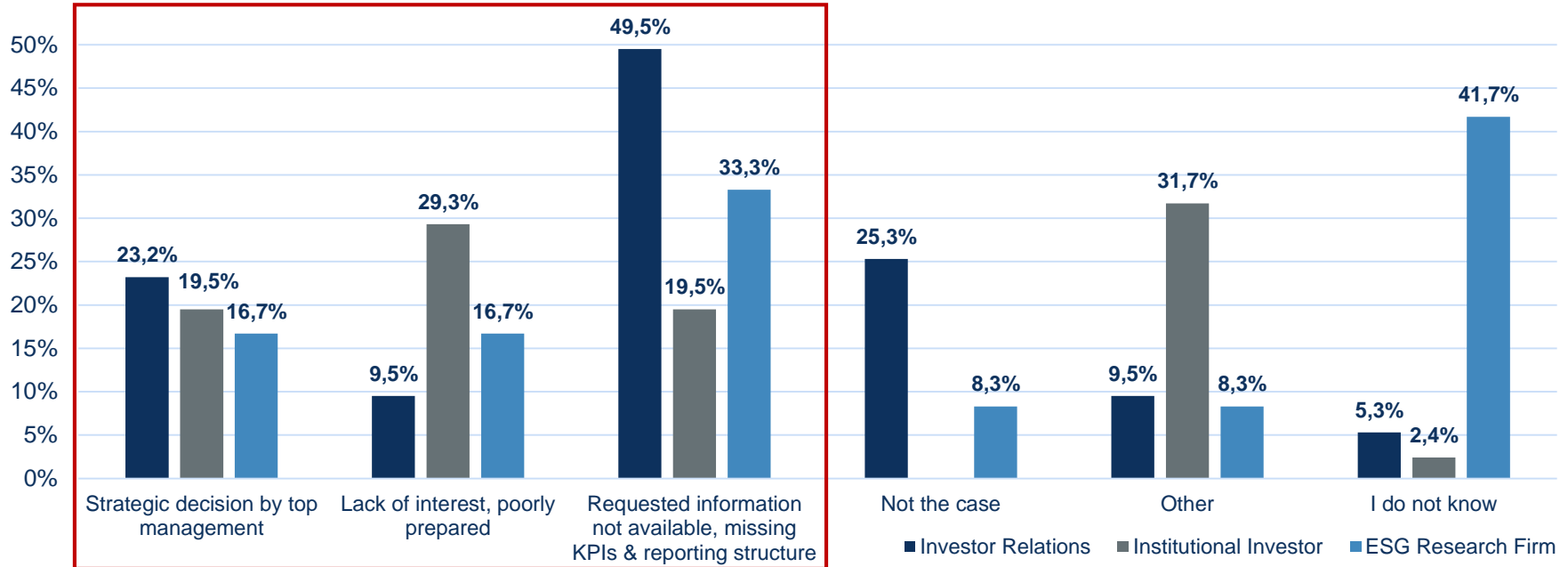


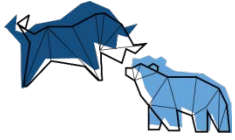
Maximum score per category is 10 points (max. 60 points in total)



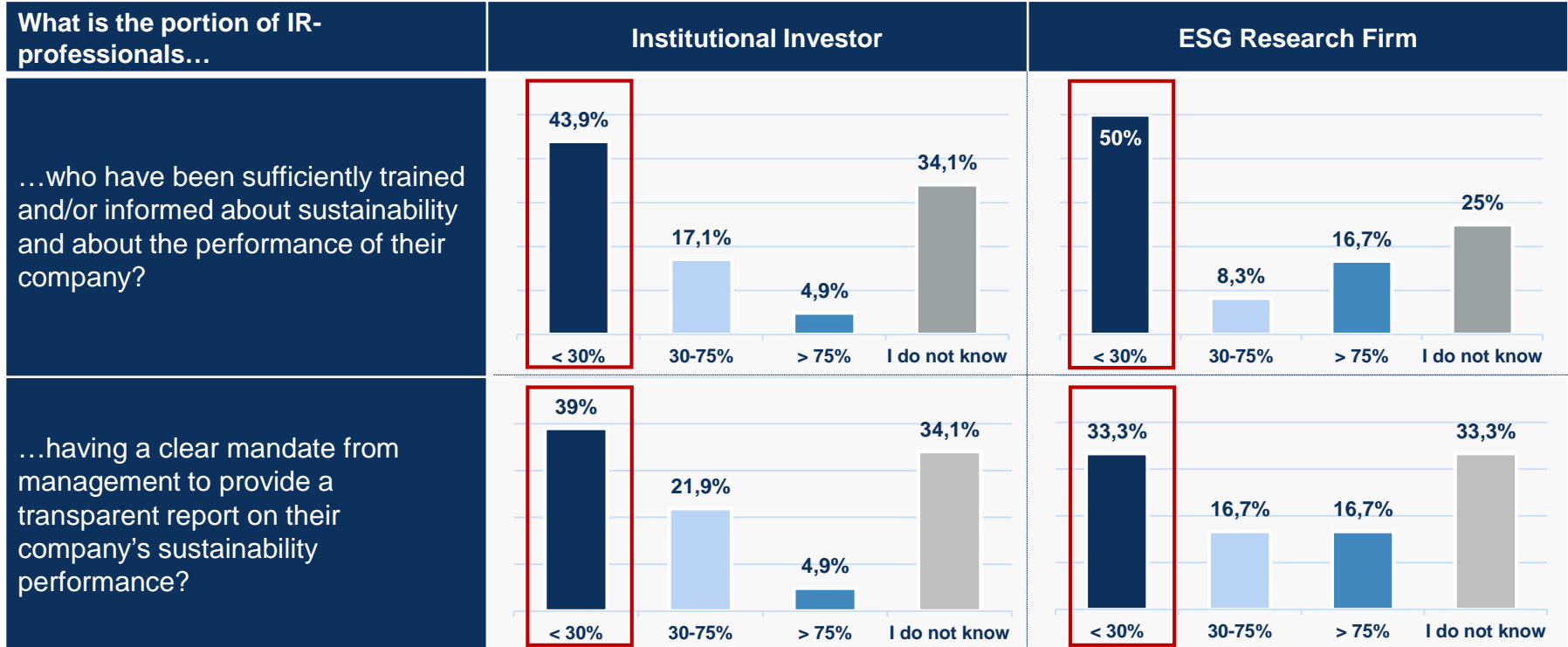
# Missing data and management decision are mostly named as reasons for not supplying ESG information

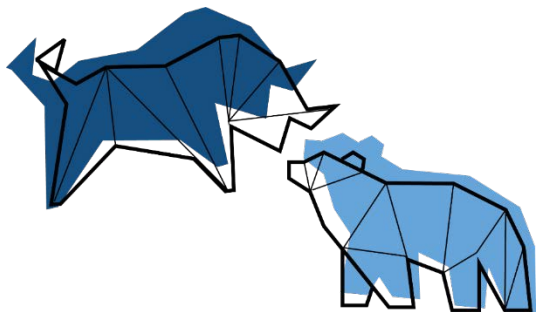
What are the most frequent reasons for companies to withhold ESG information?\*





# High percentage of insufficient ESG knowledge or lack of mandate to discuss ESG





DIRK

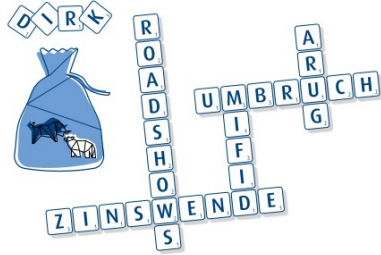
Deutscher  
Investor Relations  
Verband

S&C  DVFA

**Thank you for your attention!**

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Mehr Wert im Kapitalmarkt



# Die Rolle von ESG im Anlageentscheidungsprozess

- Alexander El Alaoui, Salm-Salm & Partner
  - Ingo Speich, Deka Investment
  - Birgit Zipper, DWS
- Moderation: Kay Bommer, DIRK