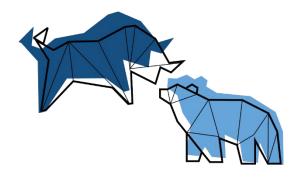




Die Rolle von ESG im Anlageentscheidungsprozess





Deutscher Investor Relations Verband



ESG ratings in Germany

Survey among investor relations & institutional investors

Frankfurt, June 4, 2019

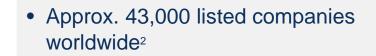


The broader ESG Universe



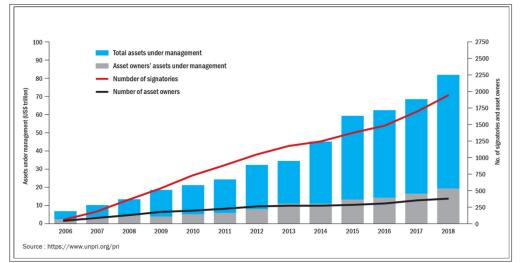
580

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- 47 larger stock exchanges³
- One-third or \$20 trillion of all professionally-run assets globally use ESG data⁴
- Most rely on ESG rating agencies; more than 150 providers of ESG research, ratings, rankings, indices follow more than 50,000 companies⁵

Growth of responsible investments among UNPRI signatories¹





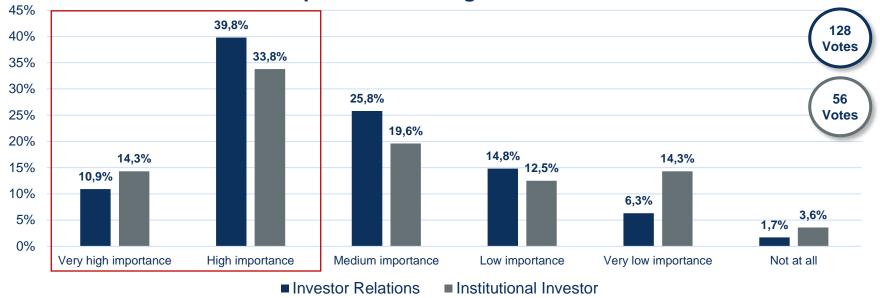
Most respondents consider sustainability of high importance with regard to companies' performance

DIIRK Deutscher Investor Relations Verband

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

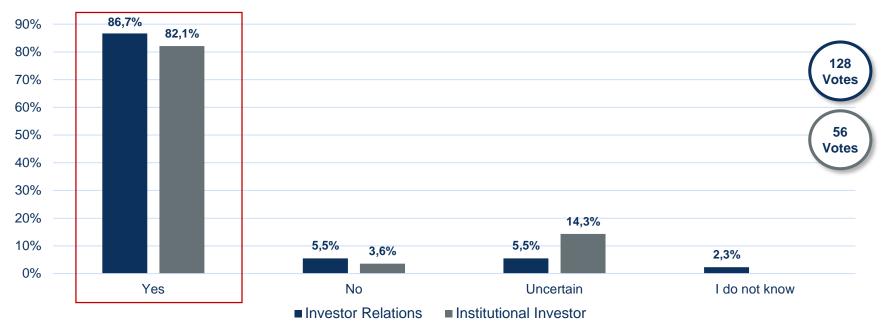




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Will good sustainability performance gain in importance in the future?





The majority of respondents believes that sustainability produces tangible value





Good sustainability performance does	Investor Relations (128 Votes)			Institutional Investor (56 Votes)		
create long-term shareholder value.	88,3%	6,2%	5,5%	76,8%	12,5%	10,7%
	l agree	I do not agree	I do not know	l agree	I do not agree	l do not know
increase operational performance.	64,1%	18,7%	17,2%	64,3%	19,6%	16,1%
	l agree	I do not agree	l do not know	l agree	I do not agree	l do not know
reduce financing costs.	50%	26,6%	23,4%	57,1%	30,4%	12,5%
June 4, 2019	Tagree Mehr	Idonotagree Wertim Ka	I do not know pitalmarkt	l agree	I do not agree	l do not know

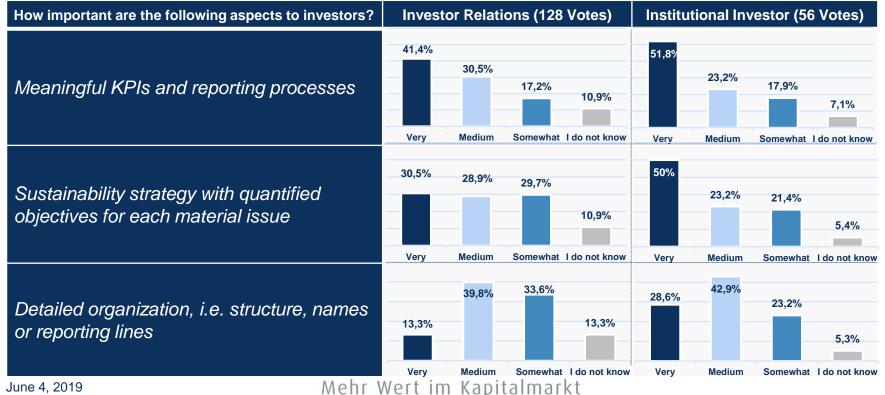
5



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

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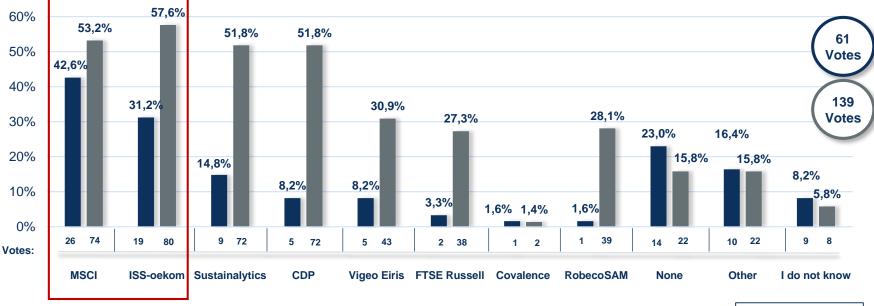






MSCI and ISS-oekom are the most favored ESG rating agencies by IROs and IIs

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



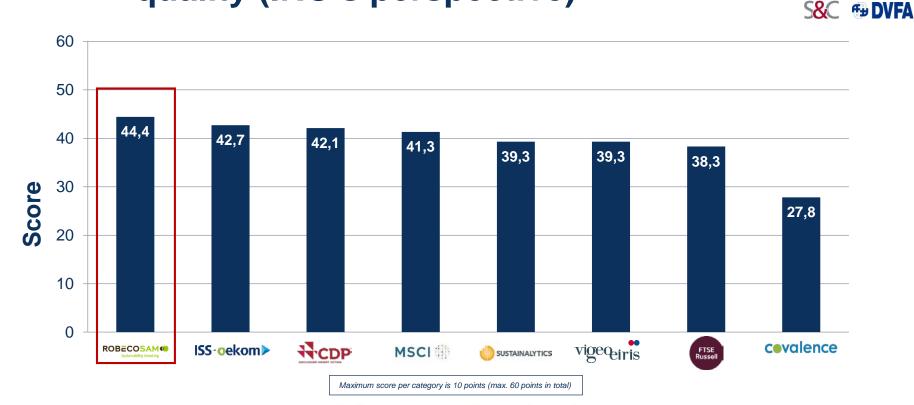
■ Institutional Investors buying reports ■ Investor Relations answering/commenting evaluations

*Multiple answers possible

IRK

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

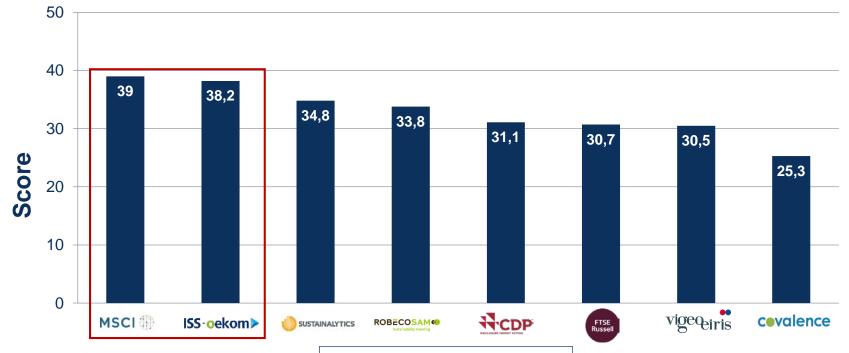


Mehr Wert im Kapitalmarkt

D

IRK

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



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

June 4, 2019

Mehr Wert im Kapitalmarkt

D

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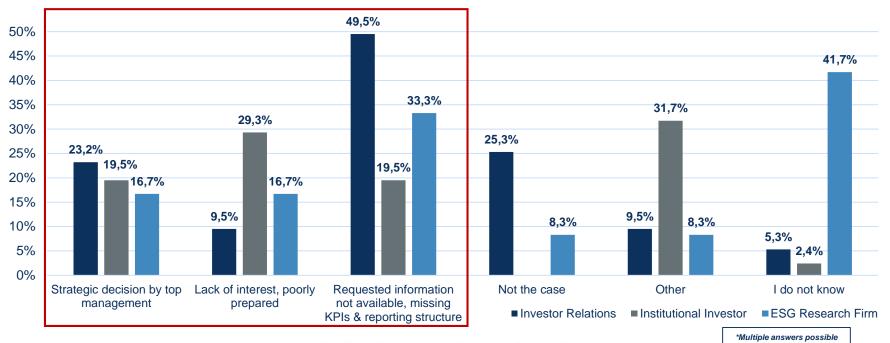
Missing data and management decision are mostly named as reasons for not supplying ESG information



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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

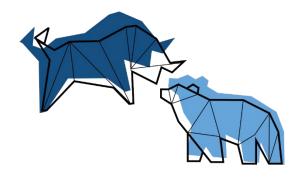
What is the portion of IR-Institutional Investor **ESG Research Firm** professionals... 43,9% 50% 34.1% ...who have been sufficiently trained 25% and/or informed about sustainability 17.1% 16.7% and about the performance of their company? 8.3% 4,9% < 30% 30-75% > 75% I do not know < 30% 30-75% > 75% I do not know 39% 34.1% 33,3% 33,3% ...having a clear mandate from management to provide a 21,9% 16,7% 16,7% transparent report on their company's sustainability 4.9% performance? < 30% 30-75% > 75% < 30% 30-75% > 75% I do not know I do not know

Mehr Wert im Kapitalmarkt

June 4, 2019

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Thank you for your attention!





Die Rolle von ESG im Anlageentscheidungsprozess

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