

Sheffield Life and Pensions

David Lane Partner and Technical Director

LGT – VALUES WORTH SHARING





Objectives

Understand the nature of "consumer demand"

Understand in broad terms the EU and UK regulatory background

An introduction to sustainable investing

Understanding the trends and themes in the sustainable investment landscape



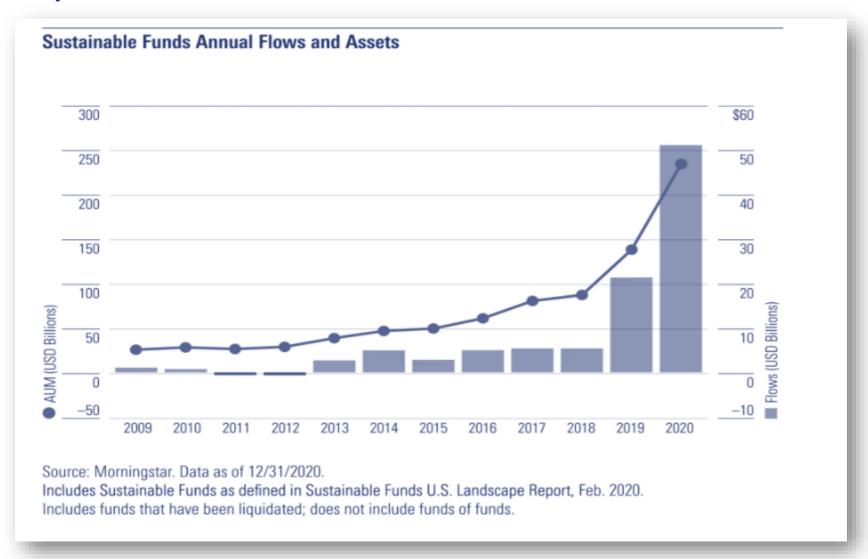
Demand

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US experience





US experience

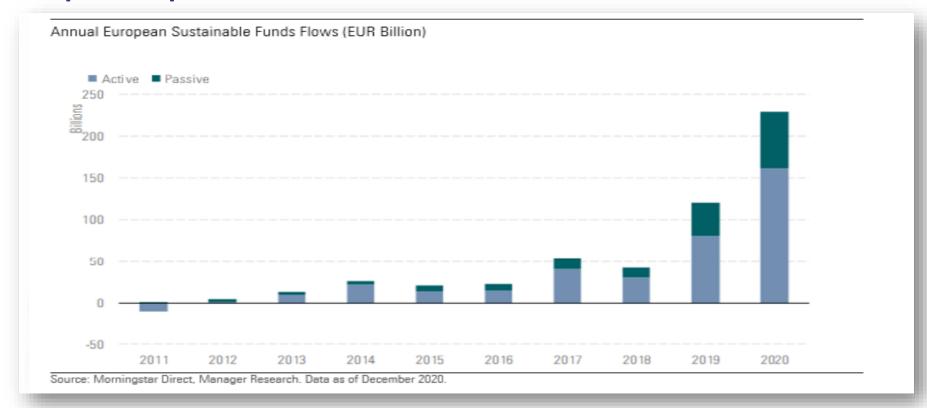
Investors poured \$20.5 billion into sustainable funds during the final three months of 2020, setting a quarterly record, doubling the previous record for a quarter. Sustainable funds had attracted about \$10 billion in each of the year's first three quarters, more than in any quarter prior to 2020. **The** surge in flows actually began with a noticeable increase in 2019's fourth quarter.

For the past five quarters, sustainable fund flows have averaged nearly \$12 billion per quarter, far more than had been the prior norm. In the five quarters prior (third-quarter 2018 through third-quarter 2019), flows averaged \$3.1 billion per quarter, and in the five quarters before that (second-quarter 2017 through second-quarter 2018), flows averaged \$1.5 billion per quarter.

Source: https://www.morningstar.com/articles/1019195/a-broken-record-flows-for-us-sustainable-funds-again-reach-new-heights



European experience



"Assets in European sustainable funds have risen by 52% in the past year to hit €1.1trn in December 2020 driven by significant inflows, repurposed assets, and rising financial markets, according to Morningstar.

Its new European Sustainable Funds Landscape report revealed European sustainable funds attracted a record-high €233bn in 2020 "

(Source: Sustainable Investment Week)



UK experience

ESG fund inflows spike by 270% to top £7bn in 2020

The three months to the end of September saw £3bn of inflows into such strategies, according to Investment Association figures.

ESG Investing November 5 2020

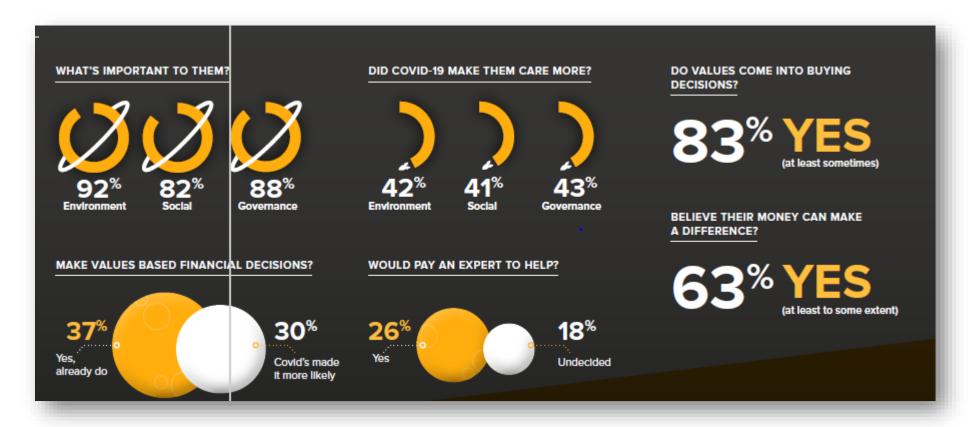
ESG inflows quadruple in 2020

ESG inflows average over £1bn a month in 2020

Responsible funds grew 66% over the past year as net retail sales into responsible funds hit £12.4bn.



Consumer Demand

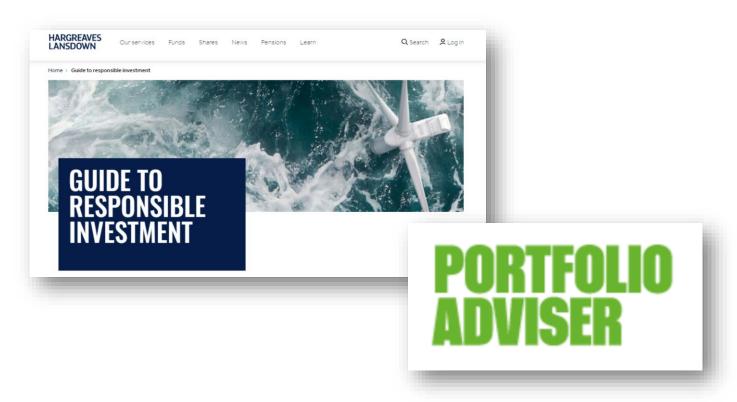


YouGov. The fieldwork took place on 2 and 3 November 2020 using an online survey. The total sample size was 4,121 adults, which was then filtered to a target group of 1,807 with a personal income of £25,000 or more and/or a household income of £35,000 or more. The results have been weighted and are representative of all GB adults (aged 18+). On questioning, 38% of the target group told us they had at some stage taken professional financial advice

Source: The Lang Cat



D2C...?



Hargreaves Lansdown reveals inflows into ESG products up more than 2,500%



The H-L experience?

- Hargreaves Lansdown: inflows into ESG products on its platform have increased 25-fold since 2016*
- Inflows into responsible funds since 2016 have increased 2,525%.
- Young investors have shown particular interest in ESG issues over this time frame,
- Net inflows into responsible funds from 18-29 year olds up 3,588% since 2016.
- "ESG" in 2020: highest demand coming from those aged 30-54, followed by retirees aged between 55 and 64
- Most of the money, according to H_L going into active funds which account for 93% of net inflows into responsible funds on the platform between 2016 and 2020, though
- Passive ESG solutions have seen an increase in inflows of 109% in 2020.
- The research also shows that two thirds of inflows into sustainable products come from male investors, while female buyers account for just 34% of sales.

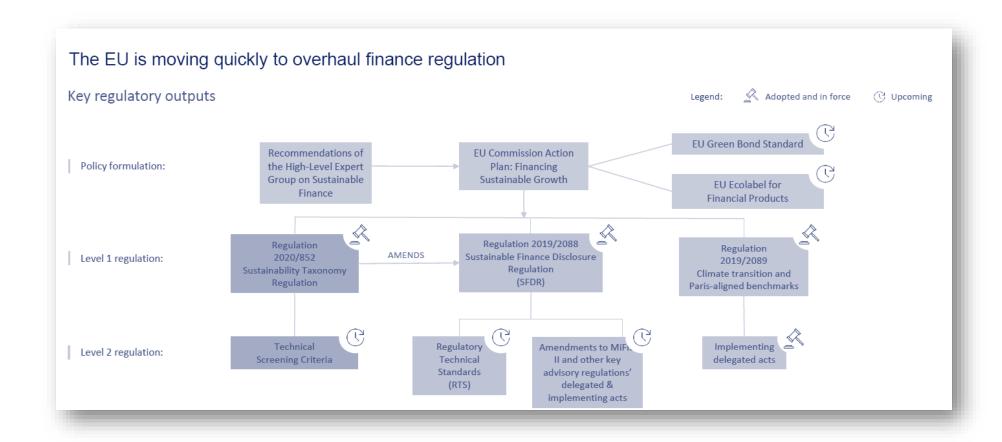


Regulation

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Investment Compliance

- Ensure that policies and procedures adequately include sustainability factors
- Monitor upcoming regulatory changes in US,UA and APAC

Product selection / fund research

- Guarantee that client's sustainability preferences are met by the product's design
- Assess whether products are and remain consistent with a client's sustainability profiles

Investment Advisers

- Obtain information on the client's sustainability preferences
- Accurately inform and describe how different solutions meet a client's sustainability preferences



Product Specification: Articles 2(17), 6, 7, 8, 9

"Standard products" (regulatory baseline)

Integrate sustainability risks (March 10, 2021) and adverse sustainability impacts (December 30, 2022) into investment decision/advice.

Articles 6 and 7

Promotion of environmental or social characteristics

On top of the regulatory baseline, these products seek to support/promote environmental or social characteristics. Investee companies follow good governance practices.

Articles 6, 7, and 8

Products out of scope

Do not integrate sustainability risks (March 10, 2021) and adverse sustainability impacts (December 30, 2022) into investment decision/advice.

Articles 6 and 7 – Explain why

Sustainable investment

On top of the regulatory baseline, this product seeks to contribute to the achievement of an environmental or social objective while doing no significant harm to another objective. Investee companies follow good governance practices.

Articles 2(17), 6, 7, and 9



Summary: Key expectations and objectives (SFDR and MiFID II amendments)

Product manufacturer



- Integrate sustainability risks into all investment decision-making processes.
- Consider adverse sustainability impacts deriving from investment decisions.
- Explain and demonstrate how products attain their ESG claims.
- Adhere to pre-defined standards related to ESG products.
- Make all relevant information easily available.

Advisor



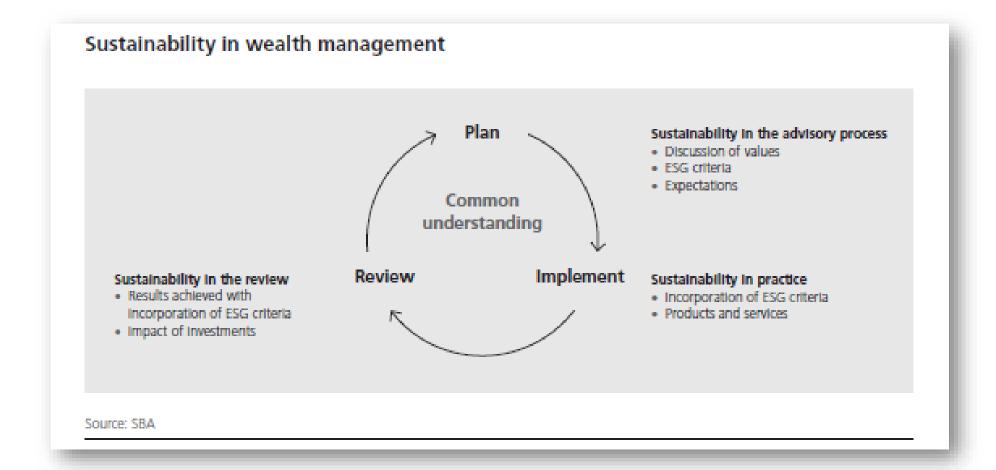
- Integrate sustainability risks into all investment advice.
- Ensure that products for which advice is given attain their ESG claims.
- Explain and demonstrate how recommendations are suitable for ESG expectations.
- Monitor products for which advice is given for a consistent approach towards their ESG claims.
- Make all relevant information easily available.

End investor



- Has easy access to all relevant information.
- Is informed about sustainability risks and adverse sustainability impacts.
- Can compare different products/services offerings.
- Is protected against deceiving marketing practices (e.g. greenwashing).







Regulation.....UK?

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Pension Scheme Clients: ESG already on the agenda

From 1 October 2019, trustees of schemes with more than one hundred members were required to ensure that they had updated their Statement of Investment Principles to set out their policies on:

- How they take into account of financially material considerations, including climate-change and other ESG factors, in the selection, retention and realisation of investments
- The extent (if at all) to which non-financial matters (such as members' views) are taken into account in the selection, retention and realisation of investments
- Undertaking engagement activities including the methods by which, and the circumstances under which they monitor and engage with investee companies regarding issues such a performance, strategy, risks, social and environmental impact and corporate governance, and
- Exercising rights (including voting rights) that attach to investments



UK Regulatory background

The FCA have responded to government activity, stating they want to see the market for social investment develop in a way that provides appropriate protection for consumers and is sympathetic to the social motives shared by people who actively choose to invest in a business or financial instrument because it has a social impact.

Regulatory (FCA) comment and positioning to date includes:

Date	Format	Key message/s	Link
31/10/2016	FCA FS 16/11 - Call for Input: Regulatory Barriers to Social Investment	Confirmed that the FCA 'do not believe regulation is preventing the social investment market from developing. It can, on the contrary, ensure the development of strong practices which in turn lead to investor confidence and so encourage and support the market'	www.fca.org.uk/publication/ feedback/fs16-11.pdf
14/12/2015	FCA Call for Input: Regulatory Barriers to Social Investment	Set out the current regulatory framework using video and interactive graphics and called for input in respect of how regulation is working in relation to the growing social investment market	www.fca.org.uk/publication/ call-for-input/social- investments-call-for-input.pdf
06/03/2014	FCA PS14/14 - The FCA's policy statement summarises and gives response feedback to CP 13/13	'We consider it possible for social investments to be promoted and sold to retail investors in ways that comply with our Conduct of Business Rules'	www.fca.org.uk/publications/ policy-statements/ps14-4- fca%E2%80%99s-regulatory- approach-crowdfunding- over-internet-and
		The FCA also said it would comment further on the social enterprise sector.	
24/10/2013	FCA CP 13/13 - The FCA's Regulatory Approach to Crowdfunding (and similar activities)	Some respondents raised concerns about the potential impact of crowdfunding regulation on the growth of the social enterprise market	www.fca.org.uk/publications/ consultation-papers/cp13-13- fca%E2%80%99s-regulatory- approach-crowdfunding-and- similar

Source: PFS



FCA Feedback Paper FS19/6



Climate Change and Green Finance: summary of responses and next steps

Feedback to DP18/8

Feedback Statement

FS19/6

October 2019

Source: https://www.fca.org.uk/publication/feedback/fs19-6.pdf



FS19/6

Investment advice

4.52 Investment advice is also an important area where climate change and other sustainability risks should be appropriately considered. In assessing the suitability of investment decisions for clients, advisors are required to gather sufficient information so that they can make recommendations to or decisions on behalf of clients that meet their investment objectives.

This can include the understanding of clients' sustainability preferences. However, it is not mandatory for ESG issues to be considered under the current suitability regime.





FS19/6

4.53 We noted work underway at the EU level, proposing amendments to delegated acts under key pieces of EU financial regulation. **These include proposals related to investment advice.**

The proposals would mandate insurance companies, pension fund providers and investment advisors to include questions about their clients' ESG preferences in questionnaires and suitability assessments, to act in accordance with those preferences and to disclose to their clients how those preferences will be fulfilled.

We are continuing to monitor and engage with this work, along with other key elements of the Sustainable Finance Action Plan (SFAP) as noted above.





What about the FCA?

...As the audience will be aware, the EU is pursuing several ambitious regulatory initiatives under the Sustainable Finance Action Plan......

We welcome the UK Government's commitment in the Green Finance Strategy to 'matching the ambition of objectives' of the EU's Plan. We are therefore working closely with the Government and other regulators on how to implement the EU's proposals in the UK.

Immediate areas of focus are the Sustainable Finance Disclosure Regulation and the EU's Taxonomy for sustainable activities.

The FCA recognises the **benefits of internationally-aligned approaches**. We therefore fully support the Government's commitment to promoting globally consistent standards and to strengthen the UK's status as a global hub for sustainable finance.



FCA: Guiding Principles

- Consistency in messaging and approach. Does what it says on the tin and matches consumers' expectations.
- A product's ESG focus should be clearly and fairly reflected in its objectives.
- A product's documented investment strategy: should set out clearly how its sustainability objectives will be met.
- The firm should report on an ongoing basis its performance against its sustainability objectives.
- This is about giving consumers the information they need to understand whether the stated objectives have been achieved in a quantifiable and measurable way.
- The firm should assure ESG data quality, understand their source and derivation.



Suitability and integration into investment proposition

- How to integrate sustainability within your investment proposition?
- Need to be able to clearly explain to clients what you can and cannot do for them in this regard.
 Disclose the extent of your ESG investment capabilities to manage client expectations.
- How to educate clients?
- How will you engage with clients and record their views? Is it an extension of your normal client profiling conversation or might you introduce an ESG-specific questionnaire to really unpick what your client believes in?
- Need to match the client's preferences with suitable investments within the framework of 'normal' financial objectives
- Demonstrate you have taken all of the client's views into account in your recommendations
- Ongoing suitability process. How will you analyse the investments you have made on behalf of clients to make sure they are still capable of aligning with their original preferences?
- Data is king....!



Sustainable investing at LGT Vestra

Sheffield Life and Pensions

Phoebe Stone, Head of Sustainable Investing

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A more sustainable world

United Nations Sustainable Development Goals



Source: United Nations

Stockholm Resilience Centre planetary boundaries

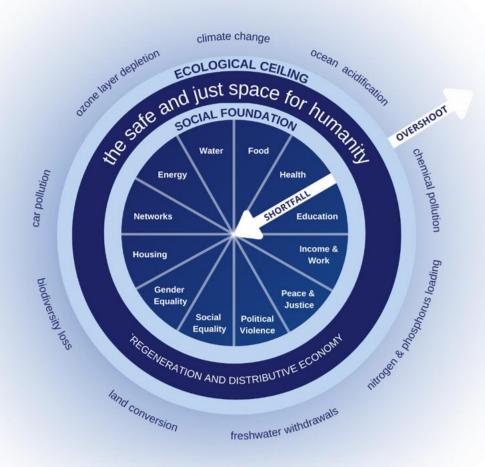


Source: Stockholm Resilience Centre



Investing for a more sustainable world

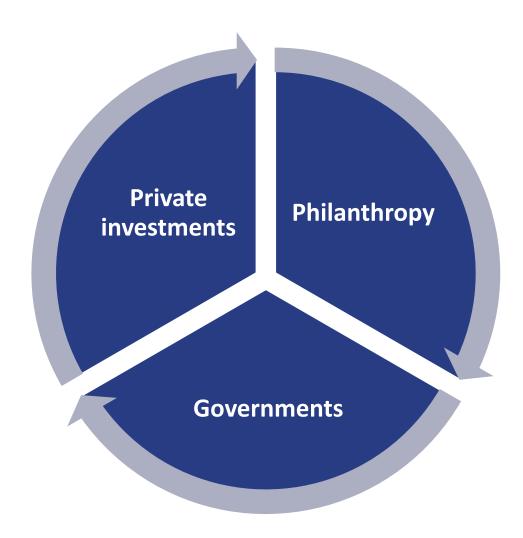
Doughnut Economics: a model for sustainable development and growth



Source: Kate Raworth, Doughnut Economics: Seven Ways to Think Like a 21st-Century Economist



The importance of private capital

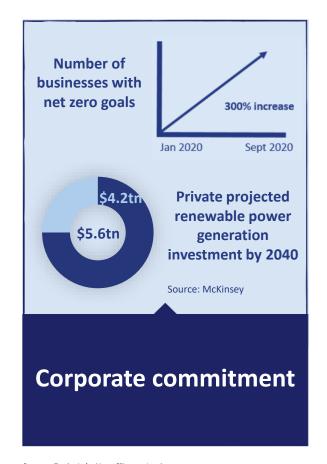




COVID-19: a pivot point

Government action European Union → £1.1 trillion investment in green projects **United States** → \$2 trillion pledged to tackle climate change Colombia → \$4 billion on climate projects

Source: World Resources Institute



Consumer interest 90%: equally or more concerned about sustainability issues Nearly 95%: believe their personal actions could help tackle these issues

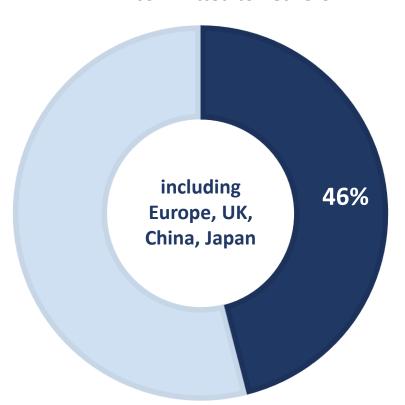
Source: EnviroLab, New Climate Institute

Source: BCG 'Pandemic is heightening social awareness'

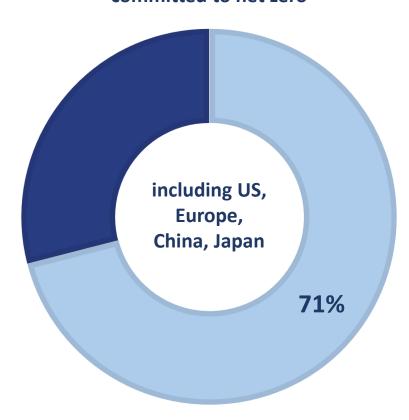


Global commitment to net zero emissions: now a financial imperative

In 2020, nearly 50% of global GDP committed to net zero



In 2021, over 70% of global GDP is committed to net zero



Source: Lazard, Energy & Climate Intelligence Unit, World Bank



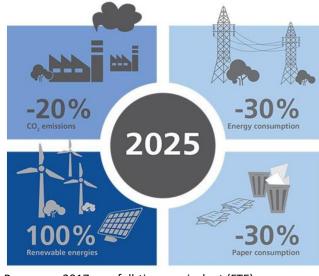
Sustainability at LGT Vestra



Global environmental targets

Charitable allocation: 10% of Group dividends



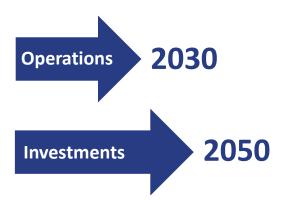


Base year: 2017, per full-time equivalent (FTE)

LGT's net-zero ambitions

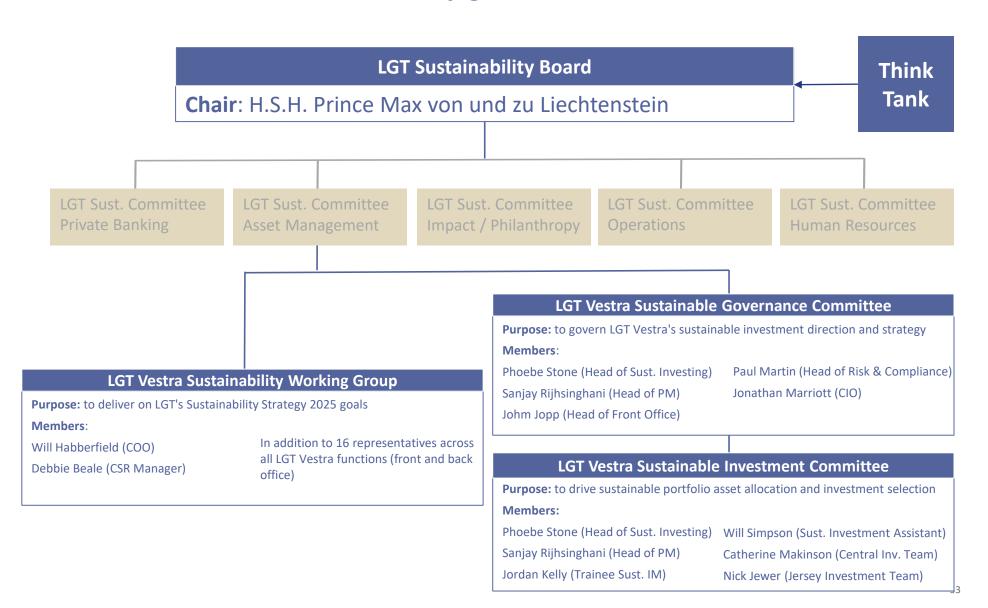


International sustainable collaboration





LGT & LGT Vestra sustainability governance structure



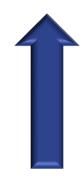


Growth in sustainable investing

\$1.7 trillion

Assets in ESG funds at end December 2020

(Morningstar)



\$7.5 trillion

PWC's best-case prediction of assets in sustainable funds by 2025



300% increase

In companies committing to net-zero in first 9 months of 2020

(EnviroLab, New Climate Institute)

88% increase

In sustainable assets in Q4 2020 (Morningstar)





76% of global GDP

Countries committed to net-zero

(Lazard, Energy & Climate Intelligence Unit, World Bank)





A holistic investment spectrum

- The sustainable investment landscape has evolved significant over recent years
- From a simply exclusionary approach to fully incorporating sustainable metrics, and an assessment of positive impact



Traditional

Limited or no regard for non-financial factors



Responsible



Sustainable



Impact



Philanthropy

Charitable giving with no expectation of financial return

Investment motivation

LGT Vestra Sustainable Model Portfolio Service

Negative screening

Exclusion of investments that are involved in socially and environmentally controversial conduct and products (e.g coal)

Positive screening/best-inclass selection

Selection of investments which demonstrate above average environmental, social and governance (ESG) characteristics

Impact investment

Investments with the intention to deliver a positive and measurable social or environmental benefit alongside financial return



United Nations Sustainable Development Goals

- The United Nations Sustainable Development Goals (UN SDGs) were agreed by all UN Member States in 2015 and aim to ensure that capital is channelled toward the areas that need it most
- The SDGs aim to create positive economic development and improve the world through encouraging collaboration and innovation
- The UN SDGs alone do not represent an investable framework. However, they inspire a range of investment themes
 that incorporate some key sustainable megatrends

SUSTAINABLE GEALS DEVELOPMENT GEALS







































Distilling the UN SDGs into investable themes

 The sustainable pillars allow for the translation of a framework of global social and environmental change into an investable universe



LGT Vestra sustainable investment pillars



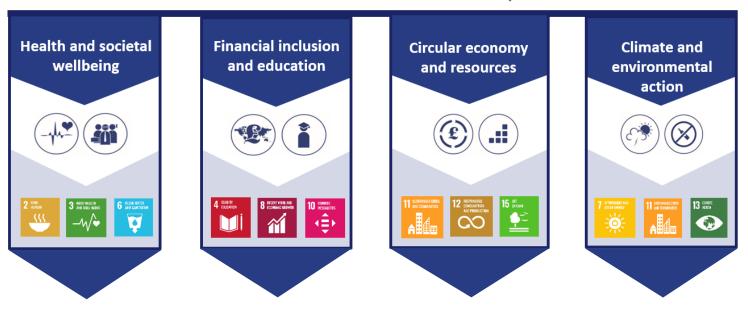
LGT Vestra sustainable investment philosophy



Thematic exposure across our four pillars

- The sustainable portfolios invest across all four sustainable investment pillars
- This provides exposure to a number of high growth investment thematic areas including...

LGT Vestra sustainable investment pillars



Investable themes

Diagnostics
Genomics
Nutrition
Water filtration

Investable themes

Education tech
Training
Financial literacy
Microfinance

Investable themes

Waste management Eco consultancy Sustainable fibres Agriculture tech

Investable themes

Renewable energy Energy storage Hydrogen Electric transport



An investment proposition for a range of client needs

Sustainable MPS



- Five risk rated portfolios
- Holding collective investments investing sustainable leaders and impact businesses
- Rebalanced monthly in line with LGT Vestra macro house view
- > Available on eight external third party custodian platforms

Verus Sustainable Balanced fund



- One fund
- Aligned with LGT Vestra Sustainable Balanced fund
- ➤ Good for use with smaller client portfolio sizes, or for a client that wants to hold a proportion of their wealth in sustainable investments

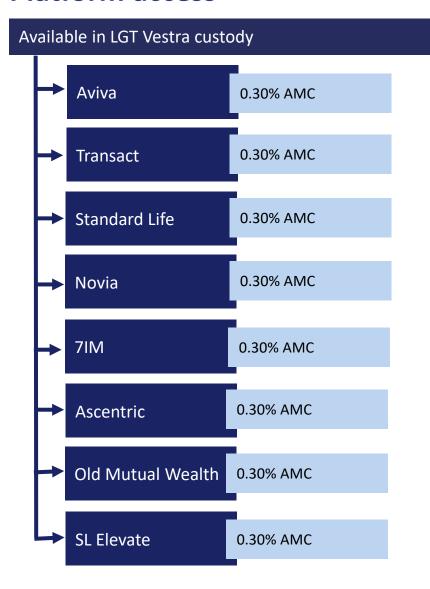
Sustainable Bespoke



- ➤ A bespoke sustainable investment service
- ➤ Reflecting our sustainable philosophy
- Flexibility to manage a client's tax position, asset allocation
- > Access to an investment manager



Platform access



Costs

Platform Cost	Platform dependent		
Ongoing adviser fee	Adviser de	Adviser dependent	
LGT Vestra AMC	0.30%		
Underlying fund charges	0.44% 0.53% 0.65% 0.71% 0.75%	Defensive Cautious Balanced Growth Adventurous	

As at 28 February 2021 40



Sustainable MPS investment performance

Performance (to end February 2021):

	6 month	1 year	Since common inception (01/11/2018)
Defensive	1.40%	3.84%	12.60%
Cautious	3.40%	8.19%	17.24%
Balanced	6.74%	13.43%	23.34%
Growth	8.69%	19.61%	31.58%
Adventurous	10.61%	22.48%	35.32%
Industry benchmarks:			
ARC Cautious PCI	2.52%	5.17%	9.51%
ARC Balanced Asset PCI	4.83%	8.08%	12.60%
ARC Steady Growth PCI	7.03%	10.63%	15.82%
ARC Equity Risk PCI	9.55%	14.08%	19.88%

Please note: net of underlying fund charges. Does not include of LGT Vestra management fee, cost of platform and adviser remuneration. ARC performance is net of 1% AMC.

Investors should be aware that past performance is not an indication of future performance, the value of investments and the income derived from them may fluctuate and you may not receive back the amount you originally invested.

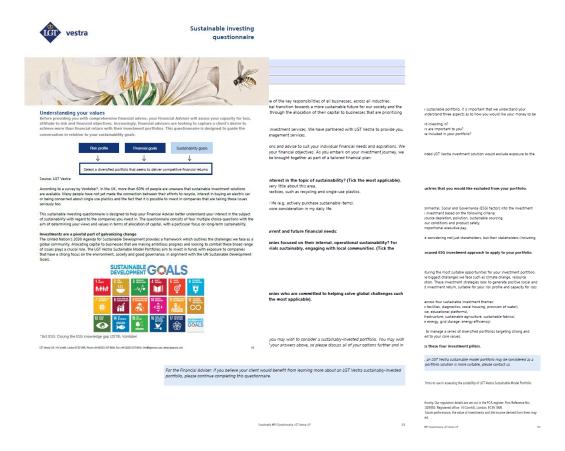
Where targets are given, these are for indication purposes only; the actual figures achieved could be more or less than the ranges given. Where benchmark performance is quoted, this is for performance comparison and does not reference a formal portfolio benchmark.

Source: Morningstar



Helping you in client conversations

- Capturing your clients' interest in sustainability is important in the eyes of the regulator, but also because clients
 increasing want to reflect sustainable views within their investment portfolios
- Together with our compliance team, we have drafted a sustainable questionnaire for you to use with your clients
- The questionnaire assesses a client's attitude to sustainability, and provides clear information on our sustainable investment approach





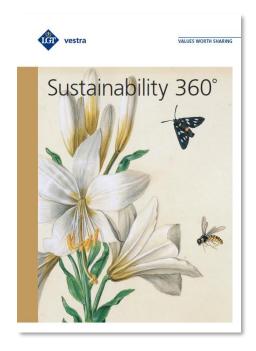
Our sustainable insights: how to keep your clients informed

- We produce regular literature for you to send to your clients on sustainable companies and themes
- If you are interested we can add you to our distribution list, or you can access these documents via our app

Factsheets and portfolio updates



Sustainability 360 annual impact report



White papers and insight pieces





Stewardship of wealth

- As a discretionary investment manager, we see ourselves are long-term stewards of your clients' money
- Reflective of our long-term thinking and client-centric focus, stewardship is an integral part of our investment process
- For us, effective stewardship means seeking the best outcome by taking an active interest in both the financial and non-financial aspects of our clients' investments

We undertake our stewardship responsibilities in two ways; through active voting and through engagement



Active voting

Through our partnership with ISS, we systematically vote across all equity and investment trust holdings on our buy lists at AGMs and EGMs.

Such issues include voting against excessive remuneration, entrenched boards and voting for regular change of auditors, board diversity, accountability and responsibility of board as well as advocating for ESG disclosures.



Engagement

Engagement between a business and an investor on non-financial issues can create shareholder value.

All funds held in the LGT Vestra sustainable portfolios conduct regular engagement with their underlying investee companies. Engagement usually looks to share insights at industry or company level, and to aid development on a specific topic.



THANK YOU

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Picture description

"The Colonnade at Adamsthal", 1815

FERDINAND RUNK 1764-1834

Prince Johann I von Liechtenstein commissioned Ferdinand Runk to paint the Liechtenstein estates between 1813 and 1824. In addition to their artistic qualities, the numerous paintings in the series – many of which were created using the gouache technique – also have important documentary qualities. For example, some capture the appearance of buildings that no longer exist today, such as the colonnade high above the Adamsthal estate in Moravia, north of Brno. The picturesque landscape prompted Prince Johann I to build a hunting lodge here, which was designed by the architect Joseph Hardtmuth. A small zoo and pavilions were also located on the grounds of the lodge and offered places to rest during a walk in the countryside or to entertain a group of people.

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