

For Professional Advisers only

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



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Demand

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US experience



Includes Sustainable Funds as defined in Sustainable Funds U.S. Landscape Report, Feb. 2020. Includes funds that have been liquidated; does not include funds of funds.



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 thirdquarter 2019), flows averaged \$3.1 billion per quarter, and in the five quarters before that (secondquarter 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 \pounds 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.



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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.



- 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.

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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).







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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.

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' The FCA also said it would comment further on the social enterprise sector.	www.fca.org.uk/publications/ policy-statements/ps14-4- fca%E2%80%99s-regulatory- approach-crowdfunding- over-internet-and
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

Regulatory (FCA) comment and positioning to date includes:

Source: PFS



FCA Feedback Paper FS19/6



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....!



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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



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



Source: World Resources Institute

Source: EnviroLab, New Climate Institute

Source: BCG 'Pandemic is heightening social awareness'

Global commitment to net zero emissions: now a financial imperative





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)

300% increase

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

(EnviroLab, New Climate Institute)

\$7.5 trillion

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





In sustainable assets in Q4 2020 (Morningstar)



(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





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





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 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



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



- 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



- > 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 d	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	



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



thority. Our regulation details are set out in the FCA register. Firm Reference No: 323930, Registered office: 14 Comhill, London, ECSV 3NR. future performance, the value of investments and the income derived from them ma ed.

MPS Questionnaire, LGT Wester LLP



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



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Sustainable Cautious

Sustainable Growth

Sustainable Balanced

inable philosophy

The ultimate goal of the portfolio is development and more sustainable opment and more sustained in rating strong and consistent in by investing in a diversified range freestial inclusion education



"Where targets are given, these are for indication purposes only; the actual figures achieved could be more or less than the ranges given. ance is not an indication of future performance, the value of investments and the incom them may fluctuate and you may not receive back the amount you originally invested Buily market presented much more of a mixed picture compared to a very strong first quarter. Markets continued their steady upwared line in April, however the tatist of May certainty over 3 LL-China tate deal executive and took the postber market steady and with ML al. May progress, the induced methemic assessible towards the month. The SH and is think used in start interlying, bettind Executive and patients and steady the strong market ways. All we de SH instances in the start interlying, bettind Executive and patients and steady the SH and a SH instances. The SH is the start and the SH and the SH and the SH and SH and SH and SH and SH is the start of SH and SH is the start of SH and SH is started and SH and SH

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3.79%

4.54%

5.64%

1.75%

2.08%

2.78%

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Despite the fourther backdron, we have maintained our evolutive to pinhal equifies throughout the quarter. We continue to see rela-Unable to inspire instantials, one must maintained ou expose to globe headers. Introducts the quarter, we content to get a like value in this static specially used to obtain and more dust throughout the trad value main support or equilites cert year-on-year corporate earning (particularly in the US) have surprised to the usatise, further strengthening our view to maintain our equily esposer. We continue to bias towards active funds with the potential ability to generate outperformance through peri-odd of market volatility.

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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





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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