RESPONSIBLE INVESTMENT – INVESTING FOR A WORLD TO RETIRE INTO

Marte Borhaug, Head of ESG Strategic Projects

28 June 2018

How to Lead Mergers & Acquisitions + Add to myFT

Paul Polman: how I fended off a hostile takeover bid

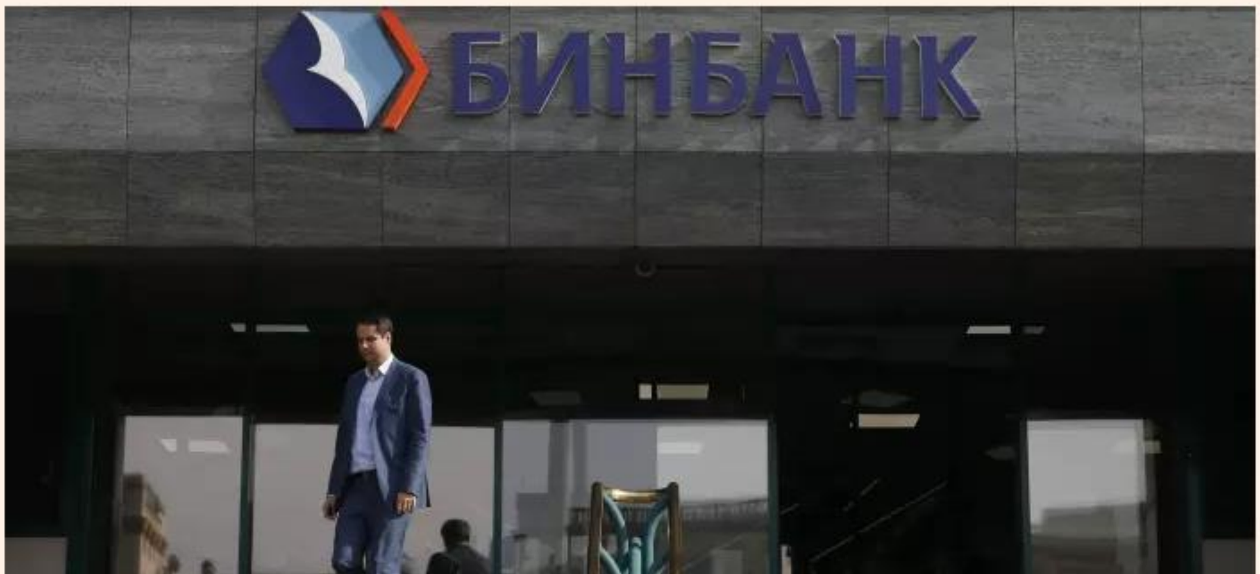
The Unilever chief foiled the advances of Kraft Heinz and 3G Capital

The bid was "clearly a clash between a long-term, sustainable business model for multiple stakeholders and a model that is entirely focused on shareholder primacy"

Russian business & finance   + Add to myFT

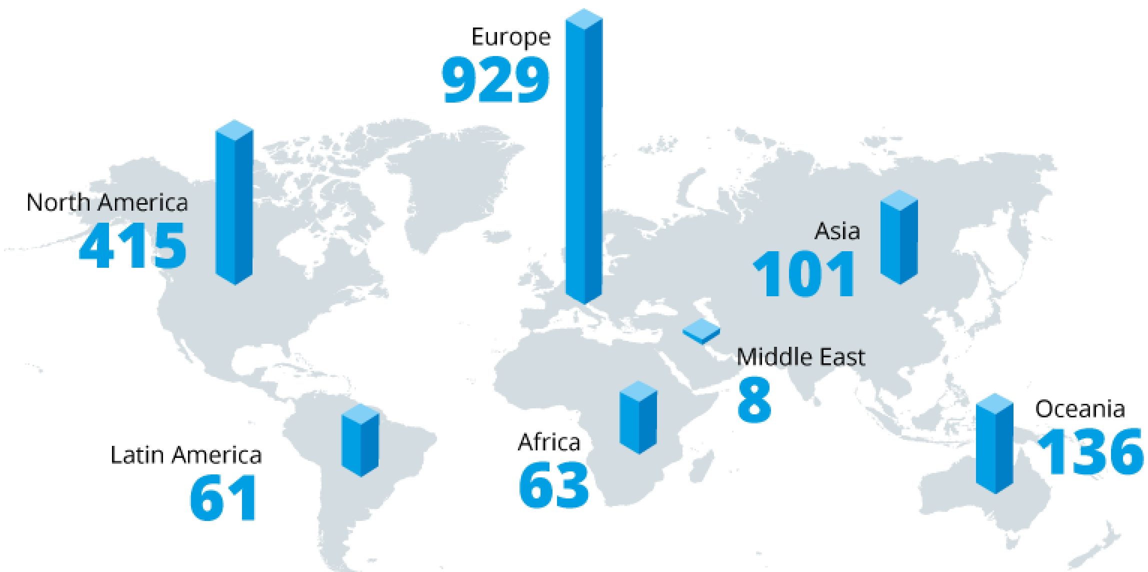
Russian central bank in talks to bail out big private lender

B&N appeals for rescue after struggling with exposure to Otkritie



More investors are committing to ESG

And their needs are maturing



Asset owner breakdown by type

Asset category (all AO signatories)	Count	Percentage
Corp. pension/super/retire/ provident	71	20.52%
Development finance institution	10	2.89%
Endowment	21	6.07%
Family office	3	0.87%
Foundation	29	8.38%
Insurance company	49	14.16%
Non corp. pension/super/retire/ provident	126	36.42%
Other	18	5.20%
Reserve - sovereign or government controlled fund	19	5.49%
Grand total	**346**	**100.00%**

Tell me

Show me

Involve me

What do we mean by responsible investment?

There are many different investment strategies

ESG integration

Stewardship
- Corporate engagement & shareholder action
- Government engagement and industry reform

Exclusionary strategies
- Negative/ exclusionary screening
- Norms-based screening

Proactive/ focused strategies
- Positive/best-in-class screening
- Sustainability-themed investing
- Impact investing

Aviva Investors Responsible Investment Approach

ESG Integration

We work with fund managers & analysts to integrate relevant ESG factors into investment decision-making – delivering a more risk aware investment process

Active ownership

We use our influence, actively engaging & voting, to promote good governance & sustainable business practice – driving better quality investments

Avoidance

We offer our clients the ability to exclude certain ethically controversial areas and steer their investments preferences towards companies that provide solutions to societal challenges.

Market reform

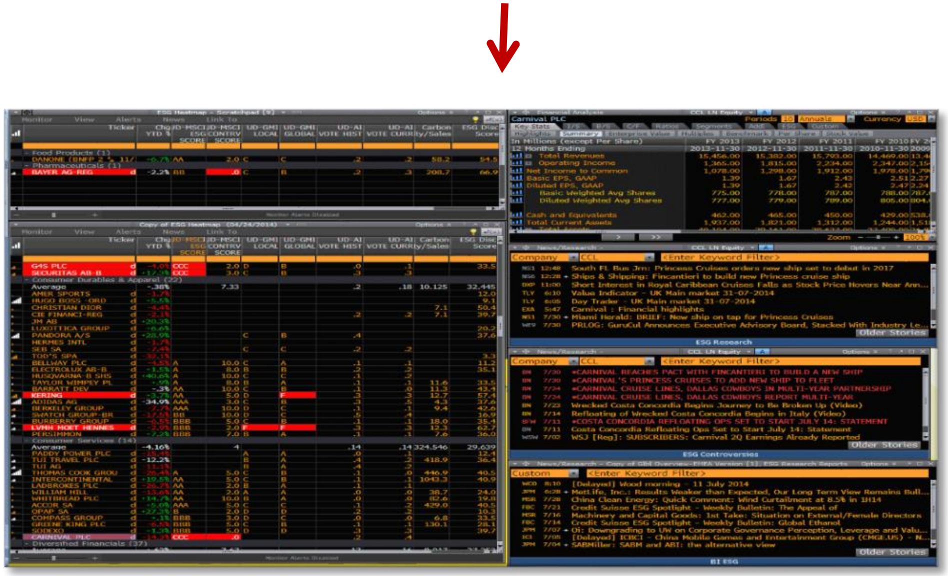
We advocate for longer term more sustainable capital markets at national, EU, OECD & UN level – supporting more sustainable value creation

Integrating ESG – Global Equities

AVIVA INVESTORS

Heatmap – Proprietary ESG Company Ratings

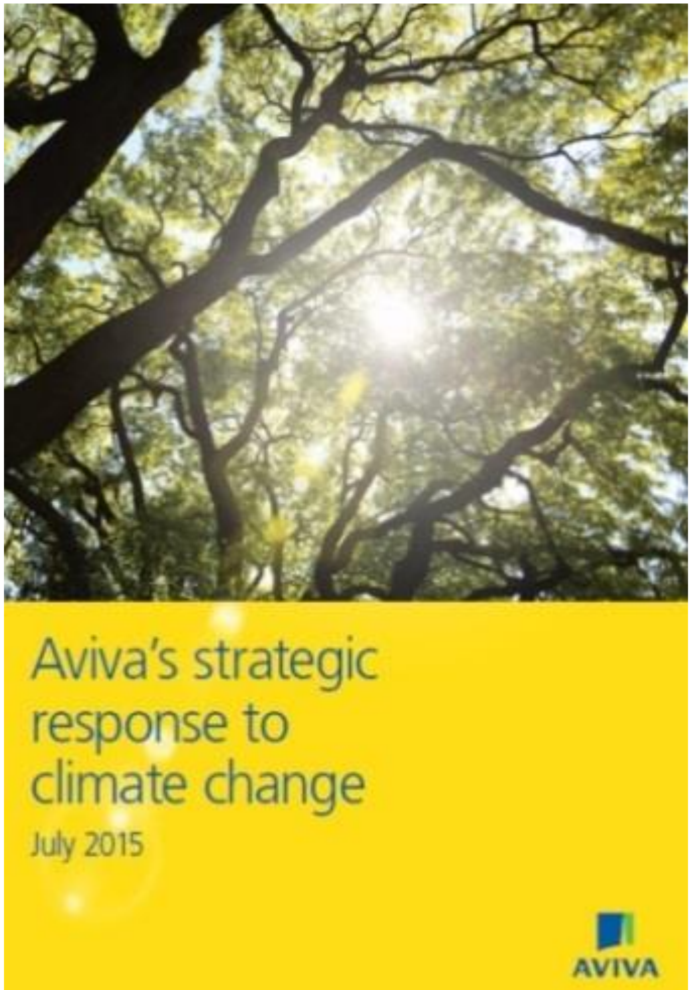
Company	Index	Internal Avg Voting Score[1]	Internal Latest Voting Score[1]	GMI Rating Global[2]	GMI Rating Home[2]	ESG Rating[2]	Controversies Overall Flag[2]	Controversies Overall Score[2]	AGR Rating[2]	Overall Score
BNP Paribas	MSCI World	B	C	C	C	BBB	Orange	E	B	7.01



Aviva: Public

Active ownership

Example: Climate change



vedanta

bhpbilliton

EXXON

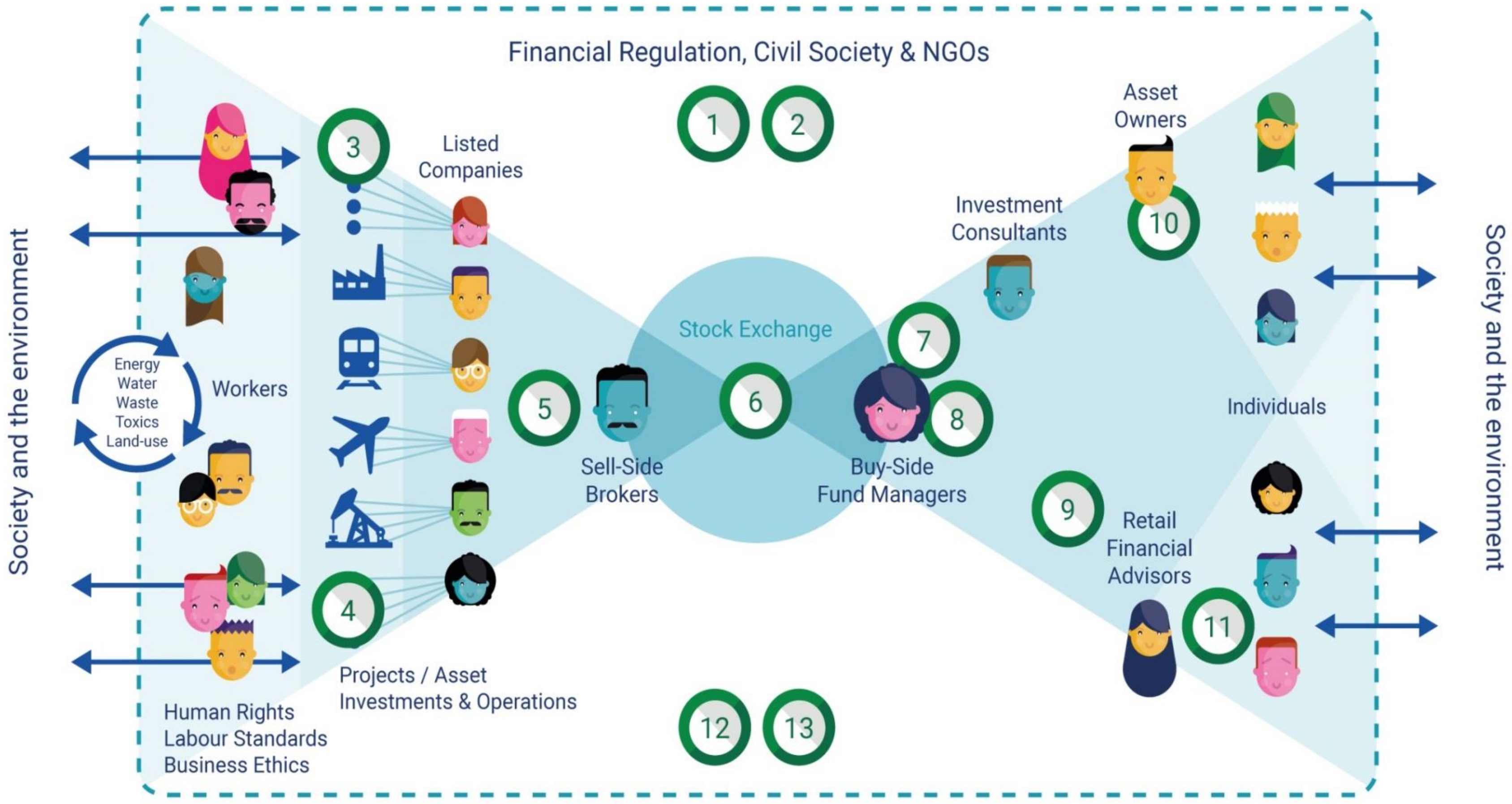
SOCO plc INTERNATIONAL

華潤電力
CR Power

China Power International Development Limited

A Roadmap for Sustainable Capital Markets

How your money is put to work



AVIVA INVESTORS

Market Reform

Advocating for more sustainable capital markets

Mark Wilson addresses the UN General Assembly

SSE Initiative opens NYSE

Unlocking the power of companies through capital markets and society

World Benchmarking Alliance

www.worldbenchmarkingalliance.org

The UN Sustainable Development Goals set out the future we want. The private sector will be central to their success.

The World Benchmarking Alliance will develop, fund, house and safeguard publicly available corporate SDG performance benchmarks.

Free corporate benchmarks aligned with the SDGs will help companies, investors and others drive change by raising awareness and promoting a corporate race to the top.

Successful benchmarks provide guidance on impact as well as a gap analysis. This improves understanding, promotes dialogue and drives positive change.

The WBA is itself a Partnership for the Goals (Goal 17) and includes representatives from finance, business, civil society, and government.

Policy-makers around the world is upping their game

New rules are emerging that could trasnform financial markets

External pressure is increasing

Demands from NGOs and customers are increasing

HOME › COUNTRIES › UK

ShareAction scrutinises UK auto-enrolment providers

11 JUNE 2018 | BY SUSANNA RUST

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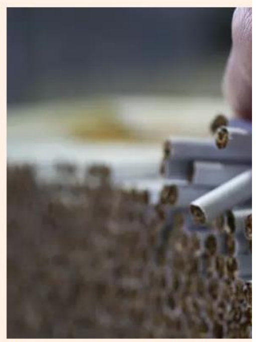
Only three of six provid
weapons excluded com

The finding emerged fr
enrolment providers –

ShareAction ranked the
with a focus on default
claiming these areas ha
enrolment".

Insurers join pension plans in filtering out tobacco stocks

Divestment advocates say that they aim to raise awareness and put pressure on the industry



Smoke screen: health campaigners argue cigarette mak
Ratcliffe/Bloomberg

Oliver Ralph MAY 8, 2017

The timing could hardly have bee
announced that it would be gettir
they were incompatible with its p

Edinburgh University divests from all fossil fuels

Move makes it the largest un
coal, oil and gas holdings, fo

▲ Fossil Free Edinburgh student demonstra

,788

The long read

The doctor who beat big tobacco

When Dr Bronwyn King discovered her pension fund was investing in the cigarette companies that were killing her cancer patients, she was staggered. And she knew she had to act

by Gideon Haigh

On Good Friday this year, Dr Bronwyn King and her husband were staying with her parents in the quiet coastal town of Torquay in Victoria, Australia. They started watching a movie - although King, as she often is, was only half-there, busily pecking at her laptop.

What’s next?

Customer power