This is SEB
154 years of banking

Relationships
- Serving 1,800 large corporates, 400,000 SMEs and 4 million individuals
- Integrated business model

Corporates
- Unique corporate franchise
- Highly valued offerings
- Distinctive capabilities

Stability
- Structure, contingency and transparency
- Basel III compliance
Yesterday’s Topic: ’ESG – Is It Material?’

The corporate perspective

McKinsey survey February 2010:
“More than 50 percent of executives consider sustainability—the management of environmental, social, and governance issues—“very” or “extremely” important in a wide range of areas, including new-product development, reputation building, and overall corporate strategy”

The investor perspective

- UN PRI backed by more than 730 investors globally, more than USD25 trillion of assets under management
  - ESG integration is key
- CDP backed by more than 550 investors, more than USD70 trillion of assets
And If They Are Still Not Convinced…

- April 20: Explosion on Deepwater Horizon oil rig, 11 killed.
- May 8: Dome procedure fails.
- May 29: Top kill procedure fails.

Source: Thomson Financial
Which ESG Aspects Are Material?

Depends on your line of business, examples:

1. **Deep sea drilling and process safety**
   - Minimise spill fines
   - Secure and maintain licenses
2. **Heavy Machinery manufacturing and product energy efficiency**
   - Mitigation strategies mainly via supplied equipment
   - Crucial competition factor
3. **Retailers and supply chain management**
   - Brand aspects
4. **Manufacturing in general – Health & Safety and productivity**
   - The cost of a lost life…
What To Report On – And How

- Rationalise why you do what you do
- Keep it short, keep it relevant
- Report short-comings & challenges – it adds to your credibility!
- Standardise where it’s possible
- Process focus where it’s not possible

- Watch the regulators – it becomes material if they say it is!
Thank you!

Viktor Andersson