

Environmental, Social, Governance – A Framework for Businesses



Why?

Create positive change with your business

Increase your business value

Increase your sales potential

Be more attractive to investors

Acting responsibly, sustainably and running a clear and manageable ESG framework can substantially increase sales, customer engagement and your business' long-term profitability. The best performing businesses in this regard have better opportunity, recruitment and status than poorly performing competitors.

Primary Stakeholder	Impact	Benefit
Customers (B2B)	Buyers are adopting and reporting on their ESG approaches, creating requirements on suppliers.	Positive reputation / reduced risk of reputational damage. Increased sales and customer retention / reduce barriers to selling.
Customers (B2C)	Retail customers are increasingly aware of the way companies they buy from operate. Negative press impacts buyer behavior.	Positive reputation / reduced risk of reputational damage. Increased sales and customer retention.
Employees	Employees are conscious of workplace culture and how employees are looked after. The "great resignation" demonstrates shifting priorities and shifting attitudes to work.	Employers with happy and motivated workforces see improved recruitment and retention with less focus on financial compensation.
Board & Executive	Boards members are required to provide effective governance. Boards improve the company when clear values, strategy and risk appetite are set.	Clarity of purpose, effective governance and clear objectives to measure success and fail fast.
Shareholders	Capital raisings, M&A activity and equity sales see many of the factors embedded in ESG during due diligence.	Meeting and exceeding expectation increases equity value.
Investors	Capital allocators have reporting requirements and standards to meet under local and international legislation and reporting standards.	Addressing key items of focus for investors removes potential barriers to investment.
Lenders	Lenders operating under their own ESG policies and are asking questions as part of their lending assessments.	Addressing key items of focus for investors removes potential barriers to lending facilities.

How?

Learn

About ESG
for
businesses

Assess

Current
position

Build

A plan to
enhance
your
position

Document

Using
policies,
procedures
and
reporting



FinServ Dynamics guides firms through these processes, to arrive at manageable and self-sustaining policies and measures.

Tier
1

The three
central
categories
provide the
headings for
your ESG
Policy

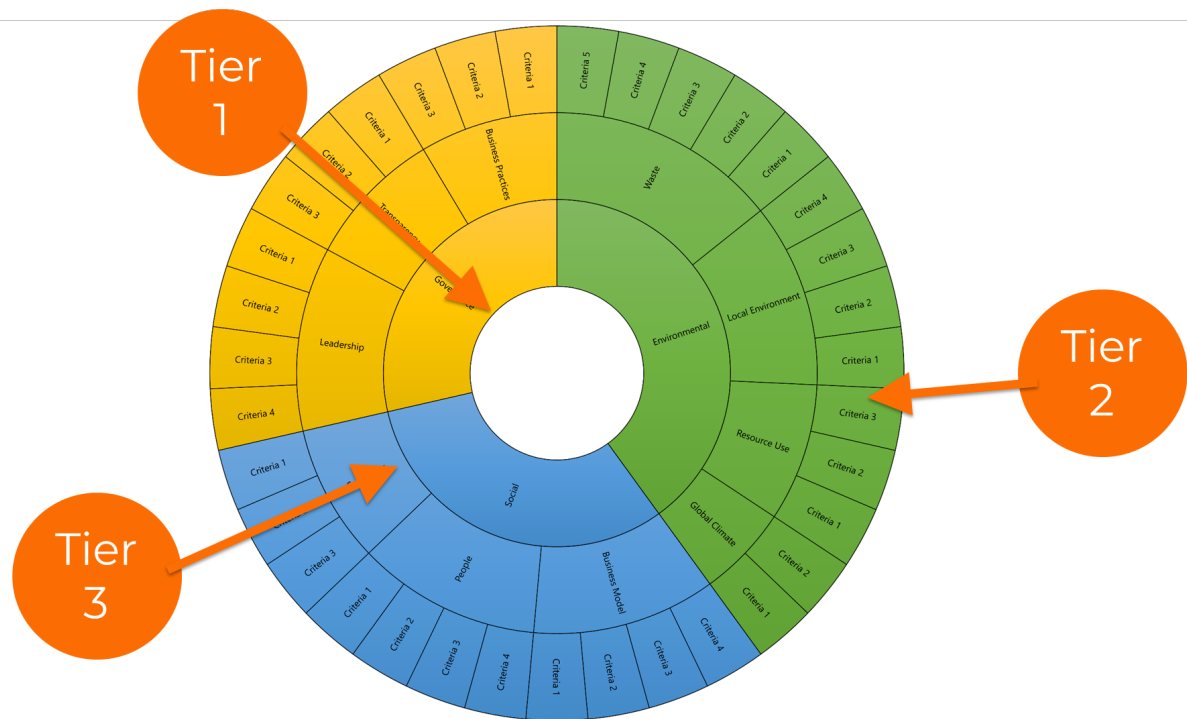
Tier
2

These sub-
categories are
your
implementing
targets,
policies and
procedures.

Tier
3

The specifics
for each policy
and
procedure, i.e.
where the
detail and
metrics live.

The Framework



We consider together which categories in tiers 2 and 3 will deliver the greatest benefit to your business and will most concern your key stakeholders.

Contact us to start building your own ESG Framework

info@finservdynamics.com
033 333 93580