

RESPONSIBLE
INVESTMENT



**POSITIVE
FUTURES**



INTEGRATED REPORTING – A KEY TOOL IN SHAREHOLDER/COMPANY ENGAGEMENT

Robert Lewenson | ESG Engagement Manager

DO GREAT THINGS

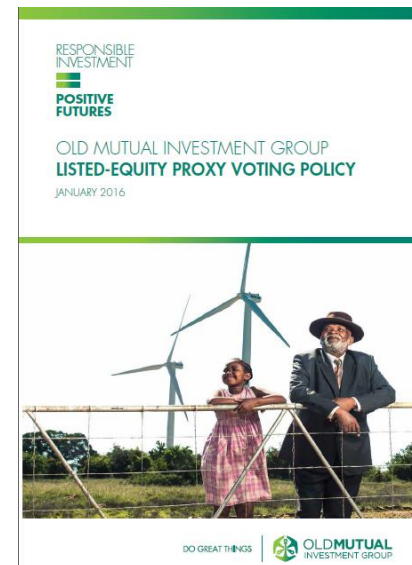


OLD MUTUAL
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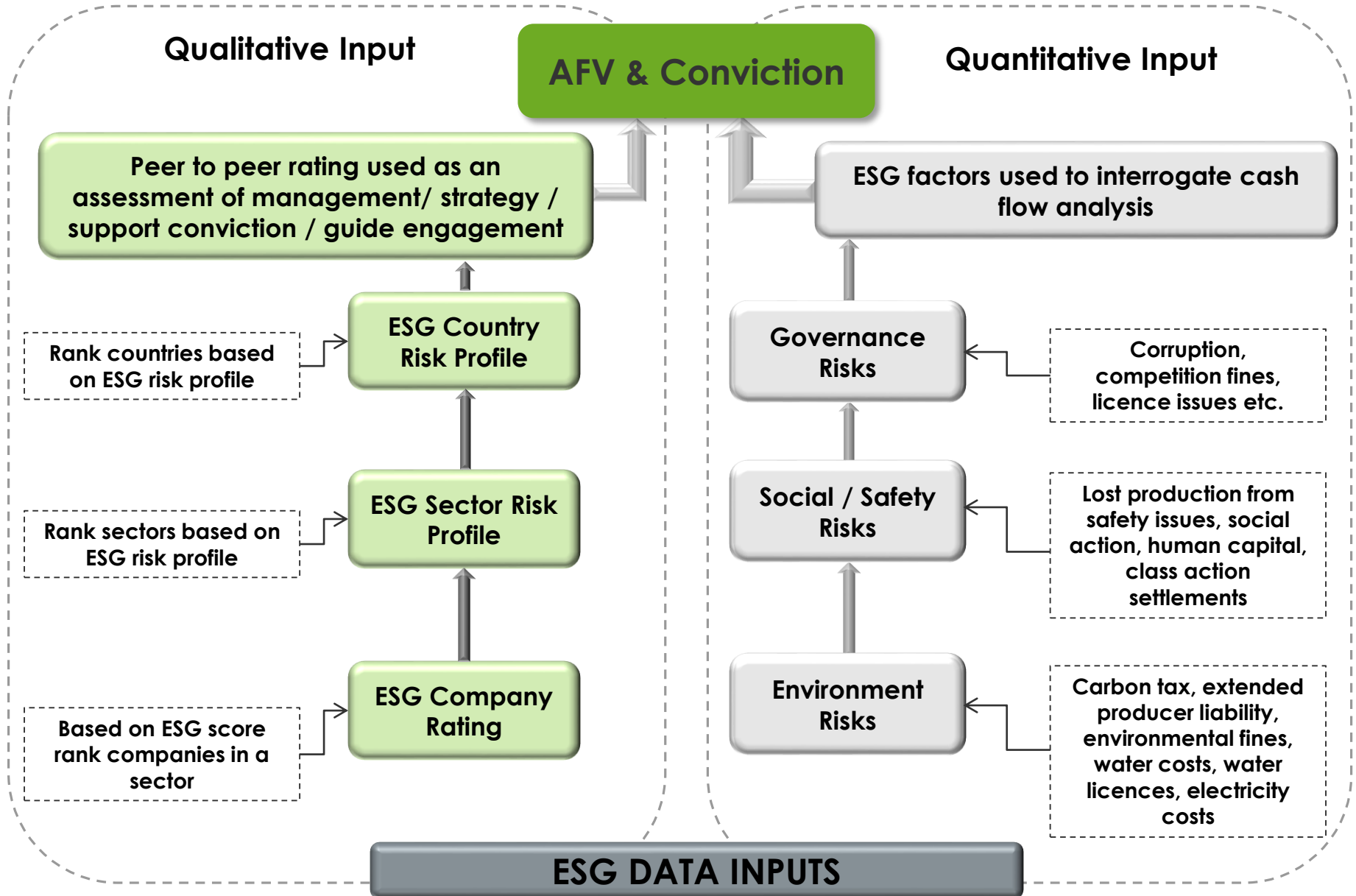
OUR COMMITMENT TO RESPONSIBLE INVESTMENT

1. Building ESG considerations into macro-thematic research and valuations
2. A publically available Proxy Voting Policy
3. Voting 100% of proxy's and making results public
4. Proactive engagement with underlying issuers on material ESG-related issues
5. Innovation around ESG / responsible investment product

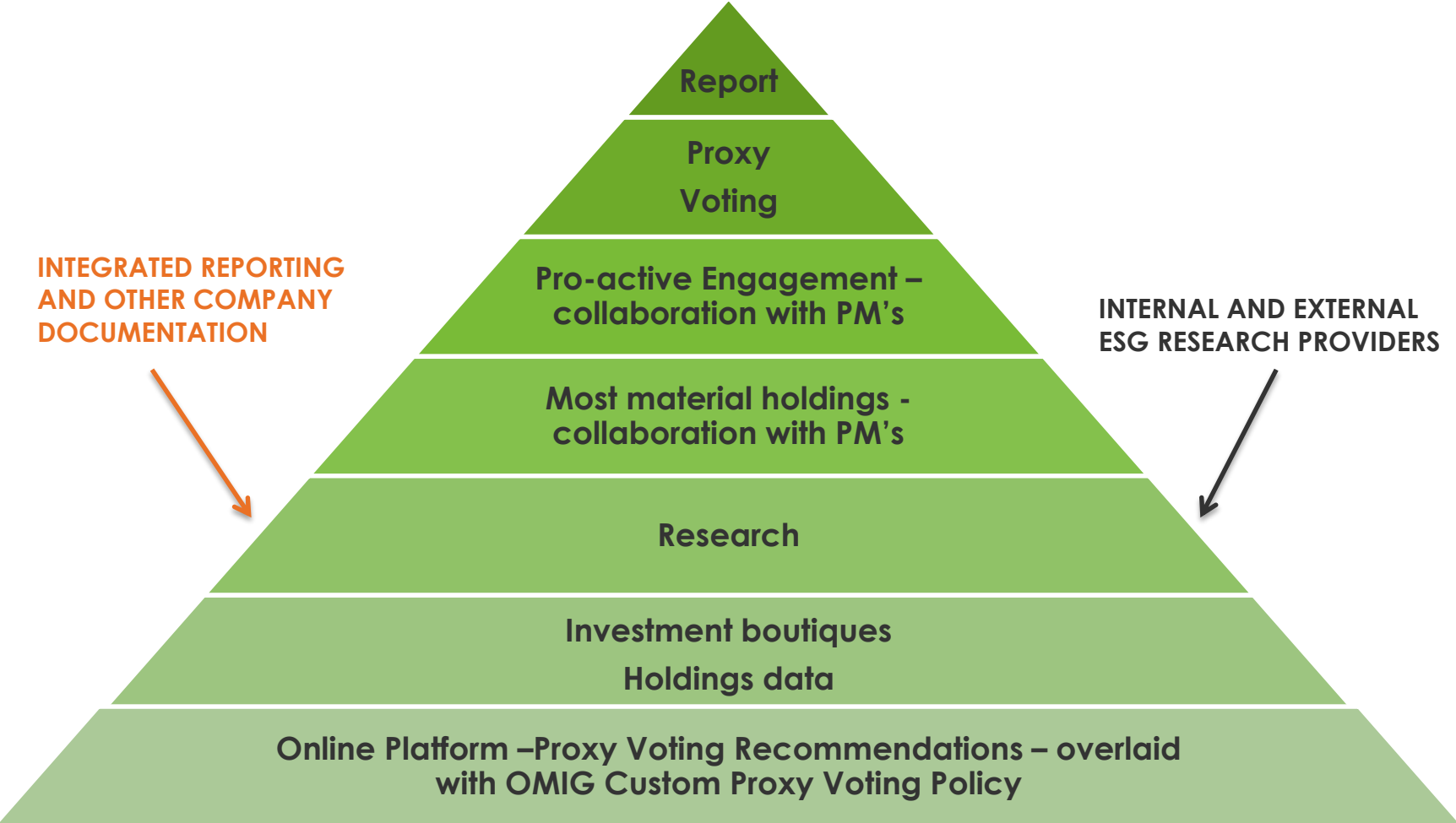
The screenshot shows the 'PROXY VOTING' section of the Old Mutual website. On the left is a navigation menu with options: OVERVIEW, RESPONSIBLE INVESTMENT APPROACH, RESPONSIBLE INVESTMENT RESOURCES, PROXY VOTING (highlighted), 2013 PROXY VOTING, and INVEST IN SUSTAINABILITY. The main content area is titled 'PROXY VOTING' and includes three search methods: 1. 'SEARCH' by boutique, with a dropdown menu and a 'GO' button. 2. 'COMPANY SEARCH' by letter, with a list of letters (A-Z, 0-9) and a search box with a 'GO' button. 3. 'MEETING DATE SEARCH' with 'From' and 'To' date pickers and a 'GO' button. The breadcrumb trail at the top reads: About Us > Responsible Investment > Proxy Voting.



ESG INTEGRATION - LISTED EQUITY



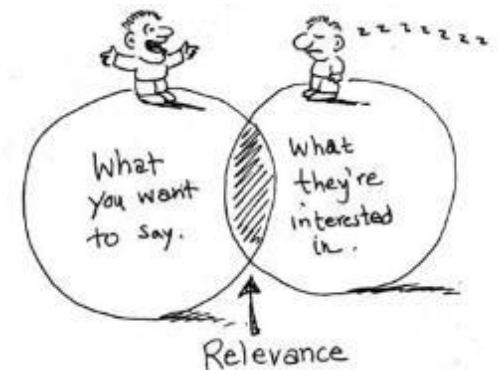
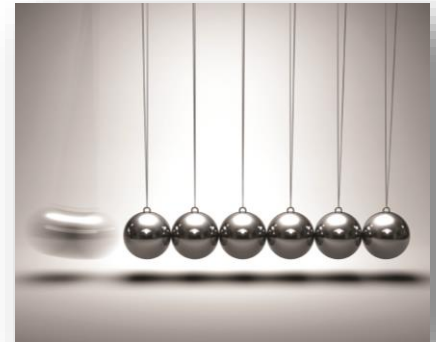
OUR PROXY VOTING PROCESS



HOW DO WE ASSESS MATERIALITY PRIOR TO ENGAGEMENT?

An integrated approach based on:

1. The weighting of the listed entity to the total portfolio weight eg 5% out of 100% – **IMPACT**
2. The client's overall holdings in the company measured against market cap, eg 2.5% of the issued share capital of the company – **FIREPOWER**
3. Key ESG issues - determined using both internal and external ESG assessments **AND** information from integrated report – **RELEVANCE**



ENGAGEMENT – AFFECTING REAL CHANGE

Preparation and identification of key ESG issues and materiality

Collaboration with portfolio managers/analysts to ensure that we have strong business thesis

Relationship of trust with the engaged company

Raising the right ESG issue with the right person

Phone call

Letter

Meeting with board

Around 50 engagements in 2015!



Q&A?

Thank you for your time and additional questions can be addressed to the OMIG Responsible Investment team at rlwenson@oldmutualinvest.com

RESPONSIBLE
INVESTMENT



**TRUSTED
PARTNERSHIPS**

DO GREAT THINGS



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