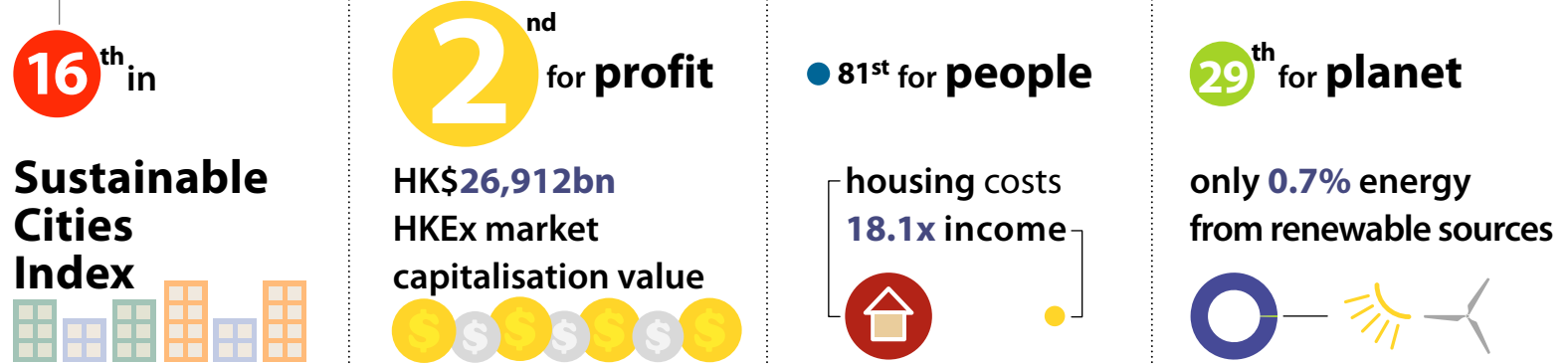
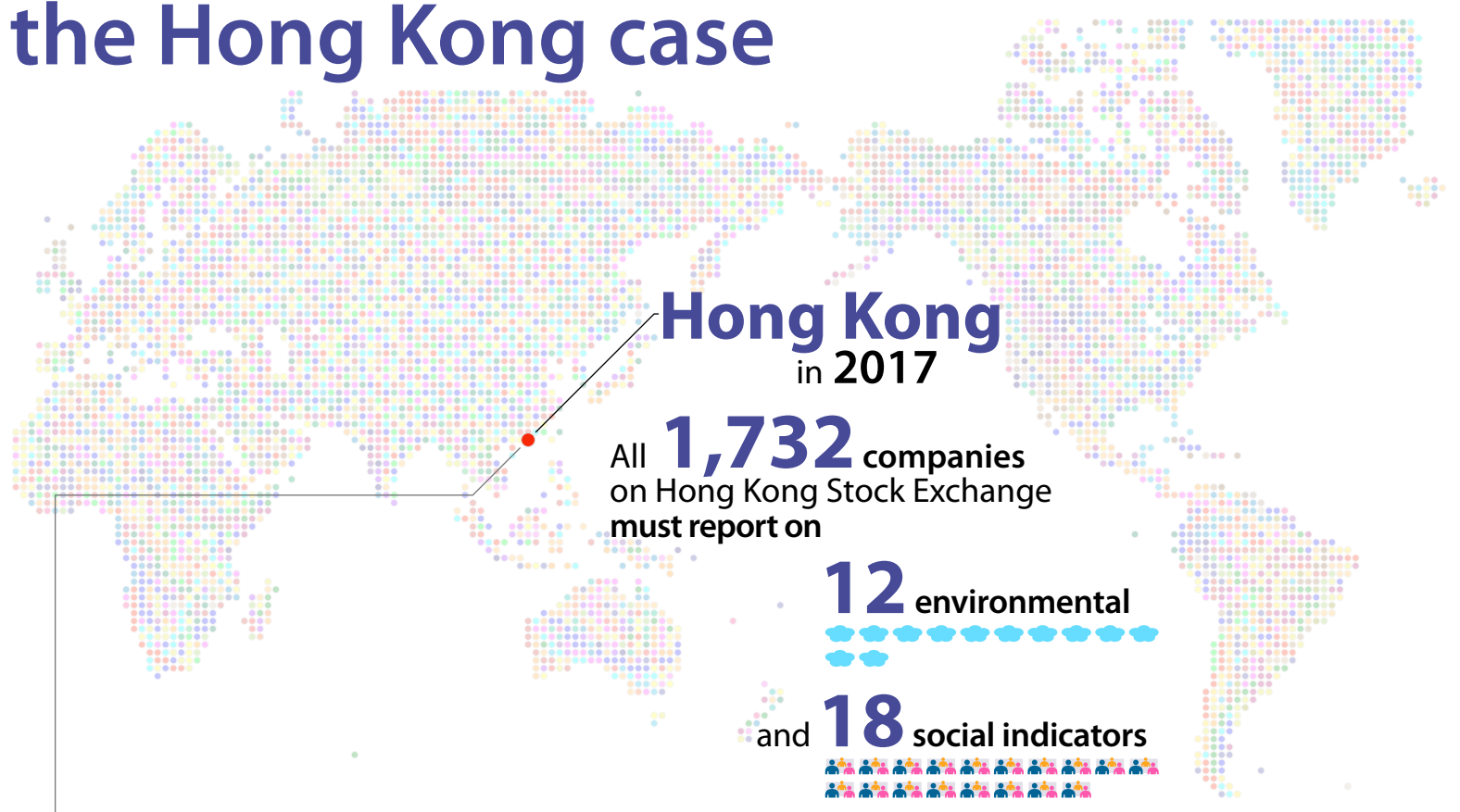
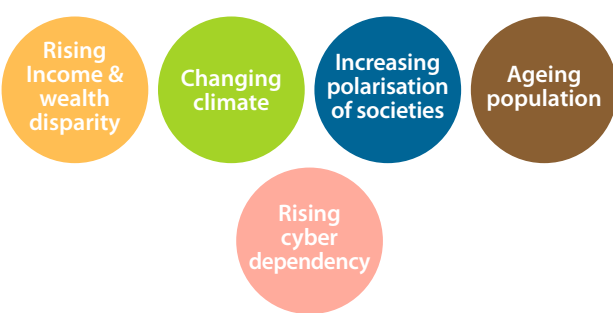


Sustainable business matters: the Hong Kong case



Environmental, social and governance (ESG) strategies are good for business

► Better risk management

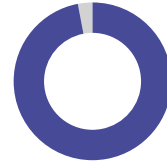


ESG factors identified as 4 out of top 5 trends in World Economic Forum global risk perception survey

► Improved access to capital with investors increasingly looking for ESG factors

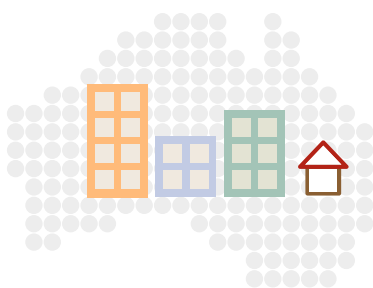


► Meet supply chain demands



97% of organisations say sustainable procurement is important

► Lower operational costs



Australian buildings set to save **HK\$144bn** (AUD\$20bn) by 2030 through energy efficiency

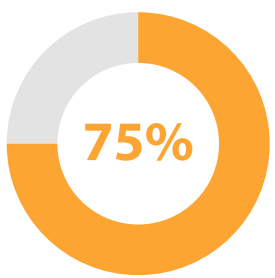
► Grow new markets



BT Group's carbon positive portfolio grew to **HK\$53.5bn** (£5.3bn)

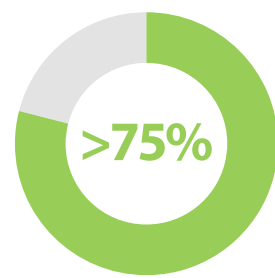
Stakeholders value sustainability

Customers



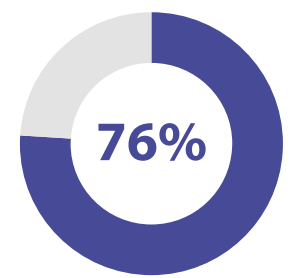
75% of companies use ESG data to select new suppliers

Investors



>75% of investors believe that ESG credentials affect financial performance

Employees



76% of millennials consider ESG commitments when job hunting

Communities



Hong Kong air breached pollution levels for **100** days in 2016

Opinion Leaders



3,000 global thought leaders met at WEF in 2017 to discuss responsive and responsible leadership

World Stage



193 countries signed up to UN's Sustainable Development Goals

"The case is clear. Realizing the Sustainable Development Goals will improve the environment for doing business and building markets."

Ban Ki-moon, eighth Secretary-General, United Nations

Sources

Hong Kong Stock Exchange Market Highlights 2017 www.hkex.com.hk/eng/stat/smstat/mthbull/rpt_Stock_market_highlights_1703.htm | Arcadis Sustainable Cities Index 2016 www.arcadis.com/media/0/6/6/%7B06687980-3179-47AD-89FD-F6AFA76EBB73%7DSustainable%20Cities%20Index%202016%20Global%20Web.pdf | Demographia International Housing Affordability Survey www.demographia.com/dhi.pdf | Hong Kong Energy End Use Data 2016 www.emsd.gov.hk/filemanager/en/content_762/HKEEUD2016.pdf | World Economic Forum Global Risk Report 2017 reports.weforum.org/global-risks-2017/ | MSCI ESG Research www.msci.com/research/esg-research | EcoVadis/HEC Sustainable Procurement Barometer www2.ecovadis.com/sustainable-procurement-barometer-2017/ | Australian Sustainable Built Environment Council, Low Carbon High Performance www.climateworksaustralia.org/sites/default/files/documents/publications/full_report_-_low_carbon_high_performance_-_final_-_20160511.pdf | BT Group, Delivering our Purpose 2017 www.btplc.com/PurposefulBusiness/Deliveringourpurpose/Downloads/2017/2017_BT_DeliveringourPurposeReport.pdf | State Street ESG Institutional Investor Survey www.ssga.com/investment-topics/environmental-social-governance/2017/esg-institutional-investor-survey-us.pdf | Cone Communications Millennial Employee Engagement Study www.conecomm.com/research-blog/2016-millennial-employee-engagement-study | Hong Kong Clean Air Network www.hongkongcan.org/hk/resources/district-council/ | World Economic Forum Annual Meeting 2017 www.weforum.org/reports/world-economic-forum-annual-meeting-2017-responsive-and-responsible-leadership | The Global Goals www.globalgoals.org/ | UN www.un.org/sg/en/content/sg/statement/2015-09-26/secretary-generals-remarks-united-nations-private-sector-forum