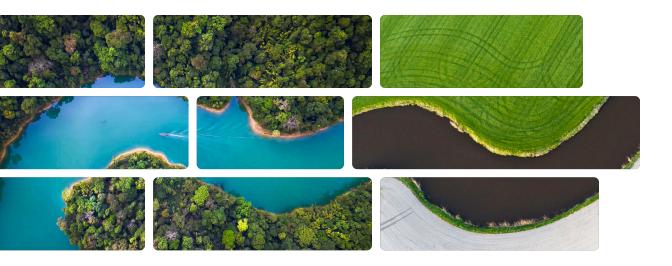


# Help Your Clients Capitalize on Global Change



#### **TOPICS WE'LL COVER**

A Transformative Time2	Why Calvert
Trends and Opportunities	Getting Started

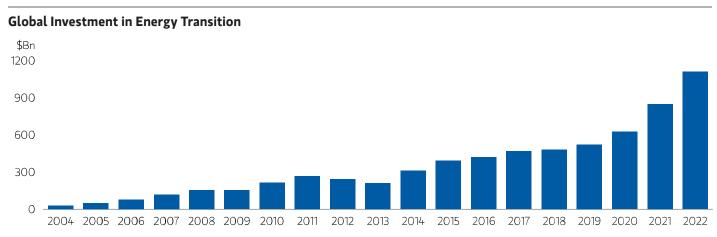
# 1 A Transformative Time

The world is changing faster than ever, as global forces and trends reshape how we live, how we work and how we invest. Three of these trends are creating significant opportunities for investors while transforming society.

## **Energy Transition**

We are undergoing massive shift in the energy system. Global investment in low-carbon energy technology surged to a record \$1.1 trillion in 2022<sup>1</sup>, outpacing investment in fossil fuels as countries and businesses continue to execute on energy transition plans.

Energy companies are taking steps to cut emissions, diversify their businesses and prepare for falling fossil fuel demand. The decarbonization journey presents opportunities as companies evolve their strategies and take differentiated approaches to manage the energy transition.



Source: Bloomberg NEF. Data as of January 2023

# Shift to a Talent-Based Economy

Another major trend is the shift from a resource-based economy to a talent-based economy. To position themselves for success, many companies are focused on attracting and promoting diverse talent. There's a growing body of research indicating that companies with greater diversity outperform their less diverse peers on a range of measurements including:



Top-quartile companies for women representation on executive teams have a **39% greater likelihood of financial outperformance** versus their bottom-quartile peers.<sup>2</sup>



Companies in the top quartile for gender diversity on their boards are **25% more likely to deliver above-average profitability** than companies in the bottom quartile.<sup>3</sup>



**47% of millennials** actively look for diversity in the workplace, meaning that diversity should be a priority for companies looking to **attract the best and brightest employees.**<sup>4</sup>



Companies with inclusive business cultures and practices are **58% more** likely to improve their reputation.<sup>5</sup>

As a 2020 McKinsey report noted: For diverse companies, the likelihood of outperforming industry peers on profitability has increased over time, while the penalties are getting steeper for those lacking diversity.<sup>6</sup>

## **Focus on Mitigating Environmental Impacts**

Humans impact the environment in many ways, from pollution and deforestation to climate change and biodiversity loss. Market forces alone can't resolve these issues, so governments are increasingly passing laws and regulations which may have a major impact on business operations.

<sup>&</sup>lt;sup>2</sup> McKinsey, "Diversity matters even more: The case for holistic impact," Sundiatu Dixon-Fyle, Celia Huber, María del Mar Martínez Márquez, Sara Prince, Ashley Thomas and Dame Vivian Hunt, December 5, 2023.

<sup>&</sup>lt;sup>3</sup> McKinsey, "Diversity wins: How inclusion matters," Sundiatu Dixon-Fyle, Kevin Dolan, Vivian Hunt, Sara Prince, May 19, 2020.

<sup>&</sup>lt;sup>4</sup> Forbes, "The Importance Of Diversity And Inclusion For Today's Companies," Bernard Tynes, March 3, 2022.

<sup>&</sup>lt;sup>5</sup> Catalyst, "Why Diversity and Inclusion Matter: Quick Take," June 24, 2020.

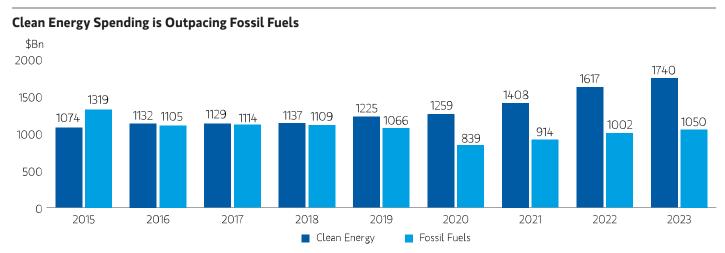
<sup>&</sup>lt;sup>6</sup> McKinsey, "Diversity wins: How inclusion matters".

# Trends and Opportunities

How do you turn global trends into positive client conversations? Start by helping your clients understand the investment opportunities and risks that these trends present:

## **Energy Transition**

**RENEWABLES**: Renewables have become increasingly cost competitive with fossil fuels, yet they make up only 13% of today's global energy mix.<sup>7</sup> While headwinds remain for the energy transition, **more than \$1.7 trillion is being invested in clean energy around the world.**<sup>8</sup> With demand for oil and gas expected to peak by 2030<sup>9</sup> and as clean energy becomes even more competitive, the long-term investment case for renewables looks compelling.



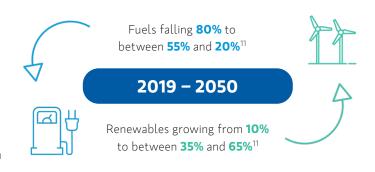
Source: World Energy Investment 2023, International Energy Agency

<sup>&</sup>lt;sup>7</sup> U.S. Energy Information Administration, Monthly Energy Review, May 2023.

<sup>&</sup>lt;sup>8</sup> International Energy Agency, World Energy Investment 2023, May 2023.

<sup>9</sup> International Energy Agency, "Oil and gas industry faces moment of truth -and opportunity to adapt -as clean energy transitions advance," November 23, 2023.

**DECARBONIZATION:** The scope and pace of decarbonization is helping investors to identify companies poised to benefit from the energy transition. For example, NextEra Energy has shifted their business away from fossil fuels and is now the largest provider of wind and solar energy. Meanwhile, BP sees the share of fossil fuels as a primary energy source falling from 80% in 2019 to between 55% and 20% by 2050, with renewables like wind and solar energy growing from 10% to between 35% and 65% over the same period. The same period.

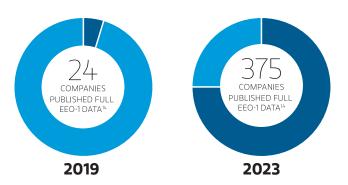


## Shift to a Talent-Based Economy

INTANGIBLES: Roughly 90% of the value of the S&P 500 is intangible, up from 17% in 1975. 12 Intangible assets such as talent and reputation are critical to a company's success. Investors should pay attention to how companies attract, retain and motivate their employees. Evaluating companies through a social lens can help differentiate leaders from laggards and uncover opportunities in human capital management.

**TRANSPARENCY**: While nearly 75% of Russell 1,000 companies disclose workforce diversity data,<sup>13</sup> regulators and industry bodies continue to push toward greater transparency. **In 2019, only 24 companies in the S&P 500 published their full EEO-1 data; today over 375 companies have committed to publish.**<sup>14</sup> Improving transparency will improve the data available to investors while pushing companies to improve how they manage key human capital issues.





<sup>&</sup>lt;sup>10</sup> Energy Digital, "Top 10: Biggest Renewable Energy Companies," Mariam Ahmad, March 9, 2023.

<sup>&</sup>quot;CNBC, "BP says demand for oil and gas will drop dramatically by 2050 in 'decisive shift'," Catherine Clifford, January 30, 2023.

<sup>&</sup>lt;sup>12</sup> Forbes Advisor, "What Are Intangible Assets?," John Egan and Paul Katzeff, June 13, 2023.

<sup>&</sup>lt;sup>13</sup> Triple Pundit, "Workforce Diversity Disclosures Hit An All-Time High," Mary Mazzoni, March 22, 2023.

<sup>&</sup>lt;sup>14</sup> Bloomberg, "There's One Diversity Initiative Companies Aren't Likely to Backtrack On," Jeff Green, September 25, 2023. The EEO-1 Component 1 report is a mandatory annual data collection that requires all private sector employers with 100 or more employees, and federal contractors with 50 or more employees meeting certain criteria, to submit workforce demographic data, including data by job category and sex and race or ethnicity, to the Equal Employment Opportunity Commission.

# **Focus on Mitigating Environmental Impacts**

**WATER:** Water supply, efficiency and quality are all critical to the global economy. **The U.S. uses more than 18 billion gallons of water per day for industrial purposes.** <sup>15</sup> So investors should pay attention to companies exposed to water infrastructure, as well as those that are heavy users of water. Initiatives to use water more efficiently can produce cost savings for companies while benefiting the world around them.

**POLLUTION AND WASTE:** Governments often act when companies don't make enough progress on pressing environmental issues. For example, in the U.S., the EPA has proposed standards to reduce toxic pollution by an estimated 6,000 tons/year and VOCs (volatile organic compounds) by 23,000 tons/year. Compliance with these standards poses significant costs and risks, requiring companies to monitor and reduce air pollutants—or face potential litigation.



#### **EPA Proposed Standards**



<sup>15</sup> Stantec Energy & Resources Advisor, "Water and energy: A symbiotic relationship," Mario Finis and Ryan Roberts, February 8, 2023.

<sup>16</sup> Calvert Impact Blog, "Proposed EPA Standards Illustrate Importance of Negative Externalities for Investors," Emily Wasgner, July 10, 2023.

# **Questions to Ask**

# USE THE THREE GLOBAL TRENDS AND THE FOLLOWING QUESTIONS TO HELP UNDERSTAND WHAT'S IMPORTANT TO YOUR CLIENTS.

With global investment in the energy transition at record highs, have you thought about how companies in your portfolio can capitalize on the big shift?
Have you considered that reducing waste and emissions can save companies money while improving their reputation?
How important is it for your portfolio to include sustainable leaders vs. sustainable laggards?
How important is it for you to see the impact that the companies in your portfolio are having?

# Why Calvert

Calvert has been a global leader in Responsible Investing for over 40 years. Our investment approach is based on the belief that companies that manage their environmental and social risks make better long-term investments.



#### **Performance**

- Our first responsibility is to deliver competitive investment performance while striving to benefit society and the planet.
- We believe investing in companies with sustainable business practices can create efficiencies that increase shareholder value and mitigate risk.



#### Research

- We focus on financially material ESG issues that can impact a company's value, operational performance or relationship with stakeholders.
- Combining fundamental analysis and ESG analysis gives us a more complete picture of the companies in which we invest.



#### **Engagement**

- Calvert advocates and engages directly with management to help companies improve corporate behaviors and financial performance.
- We take an active role—from filing shareholder proposals and resolutions to working with companies to address sustainable practices.



#### **Impact**

- How companies respond to global forces and trends can have a significant effect on the environment and society.
- That's why we measure, manage and report our ESG exposures and impacts.

# Getting Started

Global change is creating opportunities for you and your clients. It's important to work with an investment manager who understands these trends and can help you incorporate them into client portfolios.

Here's how you can get started.

#### Make the Case

Explain why you believe that navigating these trends requires an approach that targets companies who excel at managing their ESG risks and opportunities.

# **Uncover Motivations**

Many clients want their investments to reflect their personal values. Discuss how the trends discussed in this paper align with your clients' motivations.

# **Explore Our Resources**

With a broad array of resources and strategies, Calvert makes it easy to build sustainable portfolios for an ever-changing world.

#### **Risk Considerations**

There is no guarantee that any investment strategy will work under all market conditions, and each investor should evaluate their ability to invest for the long term, especially during periods of downturn in the market.

ESG strategies that incorporate impact investing and/or environmental, social and governance (ESG) factors could result in relative investment performance deviating from other strategies or broad market benchmarks, depending on whether such sectors or investments are in or out of favor in the market. As a result, there is no assurance ESG strategies could result in more favorable investment performance.

A separately managed account may not be appropriate for all investors. Separate accounts managed according to the Strategy include a number of securities and will not necessarily track the performance of any index. Please consider the investment objectives, risks and fees of the Strategy carefully before investing. A minimum asset level is required.

#### For important information about the investment managers, please refer to Form ADV Part 2.

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