

ESGFINTECH100

Profiles of the **ESGFINTECH100**, the world's most innovative companies developing ESG Solutions in Financial Services that every financial institution needs to know about in 2022







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The **ESGFINTECH100** is an annual list of 100 of the world's most innovative ESG companies offering solutions for the financial services industry selected by a panel of industry experts and analysts. These are the companies every financial institution needs to know about as they consider and develop their ESG assessment and performance improvement strategies.

The list is part of a series of studies that highlights the leading companies in sectors such as RegTech, InsurTech and WealthTech to help executives stay on top of the latest innovations. Companies that won places on the preceding lists generated huge awareness among financial services firms. Many were approached directly by banks and financial institutions, while other got a more welcome reception from prospective clients and partners.

The **ESGFINTECH100** list will help senior management and technology executives evaluate which applications of ESG in financial services have market potential and are most likely to succeed and have a lasting impact on the industry.

CRITERIA

The criteria assessed by the Advisory Board and FinTech Global team include the following:

- Industry significance of the problem being solved
- Growth in terms of capital raised, revenue, customer traction
- Innovation of ESG technology solution offered
- Potential cost savings, efficiency improvement, impact on ESG imperatives and/or revenue enhancements generated for clients
- How important is it for financial institutions to know about the company?

PROCESS



RESEARCH ESG UNIVERSE

Analyse the universe of ESG solutions in Financial Services on FinTech Global database and external sources



NOMINATE COMPANIES

Shortlist
candidates that
meet criteria
along with
companies
nominated via
the website



CONDUCT INTERVIEWS & SURVEY

Undertake indepth interviews or surveys with founders and CEOs of shortlisted companies



IDENTIFY ESGFINTECH 100

Determine which companies excel in terms of the criteria and can be classified as ESG innovation leaders



PUBLISH

Announce results to media and finalists



ESG Impact Investing: accessing a new breed of investors

In the words of Barack Obama "We are the first generation to feel the effect of climate change and the last generation who can do something about it". And no-one feels more passionate about this sentiment than Millennials and older GenZs.

by Ennio Limbach, Head of Value Propositions at additiv



additiv

Making up an audience of over 3 billion ¹, this population is different to traditional high net wealth individuals. It's a segment that usually prefers brands to be more aligned with their personal values ², and expects to access these brands online, 24/7, tending to only respond to messages that resonate with their current needs. As a result, offering tailored environmental, social and governance (ESG) investments represents an opportunity for brands – financials or non-financials alike.

Making the 'arm-chair investor' accessible

Digitization is bringing personalized wealth management solutions to this electronically savvy consumer segment. With their interest in ESG, we've recently seen these new mass market investors easily and cheaply investing via online trading platforms from the comfort of their own home. Fortune Market Insight valued these online platforms at growing from \$8.59 billion (2021) to reach \$12.16 billion by 2028 at a CAGR of 5.1% within their recent market research report. And yet, accessing this market has been a challenge; limited to the likes of stand-alone platforms such as Robinhood and eToro plus a few banks who had built their own platform. That was until brands started to utilize financial orchestration platforms.

Brands (financial or non-financial) can now serve anyone wanting to invest from anywhere ('armchair investors') by offering embedded financial services. Often referred to as embedded wealth, and enabled via orchestration platforms, brands facilitate communication between all parties, enabling consumers to access highly personalized investment services at their point of context. In essence the opportunity to invest comes to the consumer rather than the consumer having to search out and go through extensive identification and verification processes.

The ESG Investment opportunity for digital banks

Often referred to as neobanks or challenger banks, these predominantly online banks can enter wealth and launch new products in much shorter cycles and thus remain more agile to respond to market needs quicker. However, they are not without their own challenges; especially when it comes to customer profitability and retention. As a result, they are continually looking for new, personalized solutions

² The Deloitte Global 2022 Gen Z & Millennial Survey (Sept 2022)





¹ Financesonline research: 113 Key Generation Z Statistics 2021/2022 - Characteristics & Facts You Should Know + MSCI - How Millennials Consume Character Trait or Fronzonic Reaction?

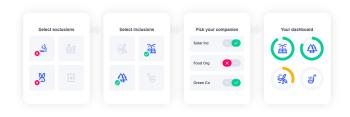


that will appeal to their digitally savvy customer demographic, particularly ESG related solutions.

Embedded wealth is enabling these digital banks to offer just this. Through orchestration platforms, digital banks can now offer their customers regulated investment products, via self-service or advice based investment channels without the need for cumbersome or costly implementation. And once embedded, the value is instantly realized by banks when accompanied by sustainability data and capabilities from ESG related partners connected to the platform.

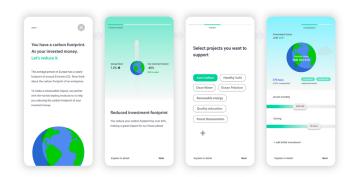
Personalized, appropriate ESG investing

With investment products offered in conjunction with sustainability tools, digital banking customers can select the projects that they want to support according to their personal values as well as understand the benefits that their investment can really have on a dedicated goal. They can also select investments based on carbon reduction and neutralization focus. A word of caution – the outcome is as good as currently available data. Nevertheless, even if some data quality can be questioned, the trend is clear. In essence, it records investors' values and preferences, provides engagement content on both their financial and sustainability goals, all while screening unfit instruments.



Source: additiv impact investing (Impact Advisor) example

With this approach, banks can ensure that their investment customers can track the financial and material ESG performance of their assets in a intuitive way. For example, at additiv, our partner network allows for donations to projects that serve the investors' sustainability goals, particularly offsetting the carbon footprint of the investments.



Source: additiv impact investing (Impact Advisor) example

Overcoming ESG regulation hurdles

The last few years has seen a raft of regulation related to investment services, particularly ESG, coming out of the EU, with the potential to dramatically change the landscape of sustainable investing in Europe. For some, this creates a barrier to entry, but this potential hurdle for digital banks and other brands, is overcome by embedding a regulated partner and ESG specialist.

ESG investing for the masses

Offering ESG related services within a brand is essential if they are to flourish and gain consumer relevance. With a demographic more likely to use a brand that supports social causes, in offering ESG related solutions, these brands are supporting social responsibility. Made easy by embedded wealth, enabling the introduction of 'ethical' digital consumer products such as green investing.

When partnered with an orchestrated finance platform, ESG partner's technology can be accessed by financial and non-financial brands who embed investment services to offer greater appeal and increased customer value. Services can be tightly integrated into an existing journey or offered standalone.

Ultimately, with the right digital platforms, brands can now offer investment to the masses to prosper and serve their clients best interest. ESG tools and services must be at the forefront of their investment offering – increasing appeal and ultimately ensure benefit to all – after all, this is likely to be our last chance.





How additiv is bringing the UN's SDG goals into investing

additiv had an unlikely beginning for a FinTech company. It initially launched in 1998 in the sports marketing, media and publishing space. It then added marketing and lead management automation and analytics services for its clients, which became very popular. These new data analytics skills, coupled with several campaigns within the finance sector, led additiv on a path to becoming a FinTech.



additiv

Michael Stemmle, the founder and CEO of additiv, said, "Our extensive experience has been invaluable to our success but we really only started operating as a FinTech from around 2011. It was then that additiv became a pioneer, together with bank clients, to launch a wealth robo solution, as well as the first consumer lending online offering, budget and planning for private clients."

Fast forward to 2017 and additiv entered its 'growth phase'. This was where the company's strategic beliefs were established. Stemmle stated that around this time cloud and data analytics were becoming more widespread and there was a de-and reconstruction of the value chain with zero marginal cost. With its experience in analytics and the successful launch of its wealth solutions, additiv saw a gap in the market for 'everything-as-a-service', which inspired additiv to establish itself as a pioneer in Banking-as-a-Service (BaaS).

"From 2020, additiv has been recognised as a leading WealthTech; providing one of the most advanced orchestrated finance platforms," Stemmle added. "We

enable regulated parties to offer their services via all channels to their clients and to financial and non-financial brands to embed finance into their digital client journeys. And now, with Impact Adviser, our clients can offer ESG related tools and services on top of their traditional wealth portfolio."

Solving the market gap

One of additiv's core solutions is Impact Advisor, which enables companies to offer digital investment products and services to generate measurable, beneficial social and environmental impacts, alongside financial return.

This tool allows users to tailor their portfolio to meet their values and desire to incorporate the United Nation's (UN) Sustainable Development Goals into their investment strategies. Not only this, Impact Advisor supports carbon footprint offsetting. Users select a scheme and can invest a portion of their portfolio returns.

For example, clients can pick from various impact projects, such as healthy soils, clean water and quality education. Investor preferences are recorded and they are supplied with content based on their financial and impact goals. Clients are also able to track financial performance, sustainable impact, and offset an investment's carbon footprint.

Stemmle added, "For financial institutions (FIs), additiv provides client applications to manage ESG, impact and UN Sustainable Development Goals (SDG) related investing in partnership with a range of ESG related FinTech partners, including Clarity Al. Delivered via SaaS, FIs offer their own regulated investment products - through advisor-assisted personalised advice, self-service access, or a hybrid of the two."

additiv offers both financial and non-financial companies with access to the same ESG and impact related services through its BaaS platform. These are integrated into existing journeys or can be used as a standalone product. Furthermore, the platform connects brands with ecosystem partners, including five ESG related FinTech partners, to deliver the end-to-end customer journey and fulfilment.







How additiv supports ESG in wealth management

additiv has come a long way since its beginnings in 1998. Part of its success can be attributed to its ability to adapt and spot trends. It is why it comes as no surprise that the company has also moved into ESG.

The ESG sector is having a huge influence in most sectors. Within wealth management, global assets under management reached \$2.7trn in 2021, according to data from Morningstar Direct. There are a lot of opportunities. However, the move to the sector is not always driven by the growth potential.

Stemmle said, "In the words of the British entrepreneur, Richard Branson "There is no planet B. We have to take care of the one we have." The future of the planet hinges on the success of global sustainability and it's our responsibility as a corporate to do everything we can to support this, and all UN Sustainable Development Goals (SDG)."

With the mindset of being positive change, additiv is currently expanding its current range of embedded finance and WealthTech solutions, including savings and wealth management ESG-related products.



"These products are essential - there is no doubt that within the next five years every wealth management service provider will need to offer ESG related solutions."

One of the ways additiv is helping wealth managers is with the misallocation between a user's sustainability view and investment allocation. Its Impact Advisor solution aligns the offered portfolio with the client preferences in terms of themes, exclusions and the UN SDGs.

Another challenge it is solving is helping to eliminate the footprint of invested capital. Stemmle added. "Regardless of the ESG rating, a client portfolio has a footprint and Impact Advisor allows for contributions to NGO's climate impact projects to offset carbon emissions."

Differentiating itself from the market

With the rising importance of ESG, there is likely to be a rise in solutions entering the market. This rise is already happening. According to FinTech Global's data, funding into ESG FinTech companies is expected to double in 2022. After just the first six months of 2022, a total of \$657m was invested through 27 deals. This is compared to the \$1.1bn that was raised in the whole of 2021. It is also significantly higher than 2020, where \$256m was raised through 27 deals.

With so many companies entering the market, it is important to stand out. Stemmle said, "We believe that we are unique in offering embedded finance to support Wealth Management-as-a-Service (WmaaS). Conversations in the market and our research indicates that no other vendor is supporting this market need."

Additionally, its products are built on a uniquely intelligent SaaS cloud-native platform, which is called DFS. This is an omni-channel platform built to underpin digital age banking architecture. It serves as an orchestration layer that sits between client interaction channels and the core banking system. It is designed to allow users to access their wealth management platform from anywhere and anytime.

Stemmle added, "Our solutions have been designed with agility and efficiency in mind, enabling our customers to realise the value of digitalization quickly. On average we are able to ensure that we can roll out a new IT platform to our customers within 6 months (from scratch). Given how fundamental a digital wealth management platform is to realising the benefits of digitalization, this speed of delivery is key." He added that once the platform is available, the ability to continually launch and enhance wealth management solutions is essential. Clients are able to launch new solutions within three months, on average.

Stemmle added, "Our clients realise benefits including on average an NPS registered 26 point improvement in disparity between promoters and distractors, a 25% new customer acquisition rate and 75% of total customer AUM in e-asset management."

Eyes on the future

additiv has had a strong 2022. It recently signed a strategic partnership with ATRAM Trust Corporation, which is the largest independent asset and wealth manager in the Philippines. Through the deal, ATRAM will leverage additiv's DFS solution to launch smart, engaging and personalised wealth and investment services.

Another significant milestone the company has achieved this year was receiving silver status from the internationally recognized sustainability ratings provider, EcoVadis. The company was ranked in the top 25% of 85,000 companies.

additiv is not just resting on its laurels and has big things planned for the future. The company is looking to release more broader, enhanced features and value propositions for the sustainable finance space. It is also looking to release enhanced embedded wealth platform propositions.

Stemmle concluded, "These solutions will continue to support independent financial advisors (IFAs) wealth and asset managers but also utilised by a multitude of consumer brands who will be embedding wealth management into their offering, including life and health insurers, traditional retail, challenger and neobanks, employee well-being providers and consumer platforms."







R

Employees: 11-50

#

Segments of Financial Services: ESG/Climate Risk, Investing Products/Data



Regions of operations: Switzerland, Germany, United States, Serbia

We believe that each person is unique, should understand how to fulfil their dreams, get a realistic picture of their future wealth, cover their life risks, and invest in a sustainable, purpose-driven manner. Despite the individuality of clients, wealth managers continue to offer simplified and standardised investment plans without realistic, forward-looking wealth scenarios, complying with the regulation but not differentiating in sustainable investing. Therefore, 3rd-eyes analytics was founded in October 2015 by Stephanie Feigt (CEO) and Rodrigo Amandi (COO). The idea was on the one hand to develop a solution that integrates professional asset and liability management methodology, sustainable and impact investing. On the other hand, the idea was to leverage this expertise in a B2B approach to financial institutions (instead of B2C), all to maximise the positive impact on clients and environment. Today, more than 30 experts work for 3rd-eyes analytics in quantitative modelling, software development, marketing & sales.





Founded 2002



Employees: 1,001-5,000



Segments of Financial Services: Corporate Assessment & Reporting



Regions of operations: United Kingdom, Europe, United States

ACA Group ("ACA") is the leading governance, risk, and compliance (GRC) advisor in financial services. The company's innovative approach integrates consulting, managed services, and its ComplianceAlpha® technology platform with the specialized expertise of former regulators and practitioners to deliver holistic risk and compliance management solutions for clients. ACA's dedicated ESG practice helps firms of all sizes develop and monitor ESG programs to mitigate risk, make informed choices, grow profitably and sustainably, and combat greenwashing in the process.





Founded 1998



Employees: 251-500



Segments of Financial Services: ESG Intelligence & Data Analysis, Offsetting Analytics & Marketplaces, Banking Products/Data



Regions of operations: Switzerland, Europe, APAC, MEA

Established in 1998, additiv partners with leading companies across the world to help them capitalize on the possibilities of embedded finance, enabling financial institutions to access new distribution channels through a Banking-as-a-Service (BaaS) model. additiv enables people to access personalized financial services at their time of need, by allowing leading brands and financial institutions to embed wealth services. additiv is best positioned to drive business model transformation. The additiv orchestrated finance platform allows brands to offer end-to-end customer journeys supported by regulated and fintech ecosystem partners.







COMPANY RESEARCH PROFILE



PRODUCT NAME:

aixigo: BLOXX - Wealth Management

Platform



Founded 1999



Aachen, Germany



www.aixigo.com



solutions@aixigo.com



Employees: 101-250



Regions of operation: Germany, United Kingdom, Switzerland, Luxemburg, Belgium, Netherlands, Austria, France, Ireland, Denmark, Norway, Sweden, Finland, Iceland

KEY EMPLOYEES:



Arnaud PicutChief Executive Officer
and Management Board



Christian Friedrich Chief Strategic Officer and Founder

Segments of Financial Services: ESG/Climate Risk, Banking Products/Data, Banking Services, Wealth Management Services

OFFERING

aixigo provides the world's fastest API-based Wealth Management Platform for creating individual, innovative and profitable wealth management services! The high-performance aixigo:BLOXX of the Wealth Management Platform provide all technological capabilities for the application in investment advisory, portfolio monitoring and analysis, portfolio management and financial planning.

aixigo's platform enables banks, financial service providers and wealth managers to master the challenges of digitalisation and empowers them with speed, scalability, and flexibility. International customers, such as Vontobel, BNP Paribas, Commerzbank, and Hargreaves Lansdown, are already benefiting from the aixigo platform.

PROBLEM BEING SOLVED

Banks and financial service providers face margin pressure, regulatory complexity and rising customer expectations. They therefore need innovative, transparent, and user-friendly digital financial services. This also applies to the nascent field of ESG, with its complex regulatory framework. For this reason, aixigo extended its aixigo:BLOXX Wealth Management Platform with powerful ESG capabilities.

aixigo's modules facilitate a customerfriendly query of customer information and preferences, portfolio construction or reporting. Financial service providers can be confident that regulatory frameworks and the UN's 17 Sustainable Development Goals are met, while clients enjoy an excellent service experience.

FRITECHNOLOGY

aixigo's financial technology is unique in terms of speed and rivals the best solutions in scalability and flexibility. Thus, aixigo customers have a real edge over the competition. How is this feasible?

An API-first approach and 100+ readyto-use services ensure modularity and multi-integrability. This results in maximum flexibility.

Thanks to powerful algorithms and an in-memory database, aixigo's platform is incredibly fast. Even flexible analyses take place in less than 300ms (almost real-time).

MCC, high-speed interconnects, queuing, and parallelisation ensure mass suitability. In practice, this means processing 3,000 requests/ second, equivalent to calculating 1 million bank depots in 5.5 minutes.

1 PRODUCT DESCRIPTION

aixigo's solutions differentiate from other solutions. How? In addition to modularity, multi-integrability and performance, aixigo has a special focus on intuitive usability and translating complex issues to an understandable level for advisers and clients. This has also rigorously been considered when designing aixigo's ESG modules.

An intelligent query of the client's sustainability preferences lays the foundation for a customer-oriented ESG offering. Once the client's investment objectives (purpose, duration, and strategy) are defined, their sustainability preferences are assessed using a streamlined ESG questionnaire to avoid complexity overload. Afterwards, portfolio construction is the next elementary step. The additional ESG constraints make portfolio construction more individualised and client-specific, but also highly complex. However, aixigo's algorithm was modified to overcome this challenge by adapting financial advice penalty functions. Of course, aixigo's solution also enables wealth managers to meet all reporting and documentation requirements. The suitability report documents the client's individual sustainability preferences at both portfolio and instrument level. By avoiding indiscriminate ESG benchmarks and referring to EU taxonomy, SFDR, and PAIs reporting standards, aixigo enables transparency and an easy entry into the topic for the client.

Individual portfolio management, sustainability, digitalisation, and efficiency merge into a new customer experience, offering a responsible approach to sustainability.

TRACTION/GROWTH

- Leading global financial service providers already benefit from aixigo's wealth management platform, such as radicant, Vontobel, BNP Paribas, Commerzbank, Consorsbank, DekaBank and Hargreaves Lansdown
- To create innovative, efficient and customer-friendly solutions aixigo partners with the best industry players, such as Zühlke, Synpulse, Ti&m and GFT

This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.





How aixigo is helping wealth managers understand their ESG data

aixigo was founded by Dr. Rüdiger von Nitzsch, Erich Borsch and Christian Friedrich who all met in the mid-90s. The name aixigo is derived from 'exigo', which is Greek for 'explain', and the 'Aix' from 'Aix la Chapelle', which is the French name for Aachen. Aachen is the German city where aixigo is headquartered.





About aixigo's Business

The initial goal of aixigo's software platform was to "make investors." Delia Steiner, Country Manager Switzerland & Liechtenstein at aixigo, explained, "In the midst of the stock market boom in the late 90s, the founders envisioned educating novice investors to enhance their financial literacy regarding capital markets with the help of technology; research and behavioural finance have played a fundamental role from the beginning."

Due to market conditions, aixigo's business focus has shifted towards high-performance software solutions for banks and wealth managers. But Steiner emphasised that the original principles of aixigo are still part of its DNA. The company minimises the complexity for advisers and clients. "As a result, we facilitate the adviser's work and enable a superior service experience for the client. That's why we constantly innovate in line with new market trends and collaborate closely with our customers."

Its core product is the aixigo: BLOXX Wealth Management Platform. This allows firms to design their own wealth management service based on API technology. Banks and wealth managers can pick the tools they need for investment advisory, portfolio monitoring and analysis, portfolio management and financial planning.

Adding ESG to the wealth management platform

With innovation a core pillar of aixigo, it is no surprise that ESG and sustainable investing has been on its radar for many years – long before it became a regulatory necessity.

Steiner stated that aixigo is always watching trends and regulatory developments. As a result, ESG requirements would have been incorporated into its software at some point. aixigo alaways takes advantage of such opportunities without wasting time – thus likewise in this case. Furthermore, Steiner added, "the field of ESG holds great potential to reduce the complexity of utilising technology and promote transparency and trust on the client's part."

With a huge market opportunity, aixigo decided to move into the ESG business. However, seeing an opportunity is only half the battle, aixigo needed to see where it could add value. What the team noticed was that financial service providers struggled to process large amounts of complex data. Adding to this was the incoming regulatory changes that needed to be monitored. Firms needed a way to exploit data, but also generate meaningful insights from it.

"When asking a client how many tonnes of CO2 his portfolio should be allowed to emit, he will not be able to answer this question," Steiner said. "Instead, asking him whether or not he wants to reduce his emissions would be much easier. Figures by themselves do not trigger emotions – their impact does. If you can show a client, for example, the effect that reallocating certain investments to more environmentally friendly ones can have, he will be extremely grateful. That is why we support banks and wealth managers in incorporating ESG criteria into advisory processes, portfolio construction and analysis, and reporting in a client- and adviser-friendly way." aixigo now provides wealth firms with the tools to make sense of their ESG data and use it across their operations.

Why ESG is important for wealth managers

Wealth managers are increasingly engaging with ESG. Part of this is due to the rising level of regulation around the world. One of the most recent ESG-related legislations was an update to the EU directive MiFID II. This change means asset managers will need to include sustainability factors,







risks and preferences into suitability. These new regulations are cropping up around the world.

Wealth managers shouldn't just engage with ESG out of necessity. Steiner said, "Of course, ESG is also a regulatory topic, but first and foremost, it is a significant behavioural trend, not only for the younger generations."

There is a big opportunity in the ESG market. A report from Bloomberg claims that ESG assets could be worth \$53trn by 2025. Consumers are increasingly looking to change their lives to be more eco-friendly. A big part of this is investing sustainably. Oxford Risk recently found that 50% of retail investors plan to shift funds into ESG-positive investments in 2022.

Steiner added, "People like to invest in matters of the heart; they want to see how they, as individuals, can contribute to causes that are important to them. This kind of investment behaviour was reserved for very wealthy individuals until a few years ago. Today, we have the tools to empower everyone to invest value-oriented and to see tangible outcomes from their investments, not only in terms of growing wealth.

"Hyper-personalisation is something we are already used to in other industries, and we also expect it from our wealth managers. If we are unwilling to lose clients to providers who have been faster to adapt, we need to offer this to clients."

With there being a clear need for wealth managers to engage with ESG, many have already taken steps to implement processes. However, there are often challenges and mistakes made along the way. One of the biggest mistakes Steiner has seen wealth managers make with ESG is overestimating the complexity of data that clients can digest as well as underestimating the importance of authenticity. Steiner added, "Offering ESG-compliant services while ignoring the bank's own environmental, social and governance footprint simply doesn't work in the long run."

Radicant joins the mission

In March 2022, aixigo formed a partnership with radicant, a a digital bank with a strong focus on sustainability. radicant's mission is to promote sustainable finance and democratise personalised financial services. Through the deal, radicant will leverage the cloud-based aixigo:BLOXX Wealth Management Platform for its portfolio management and investment advisory services.

Speaking about the partnership, Steiner said, "radicant is a digital bank with a strong focus on sustainability. It has built its offering around the UN's Sustainable Development Goals, allowing its clients the opportunity to directly support specific purposes with their investments and see their impact grow. The collaboration aims to prove that sustainable investing is more than just important. It's also easy and fun.

"The use case of radicant shows that the aixigo:BLOXX Wealth Management Platform, with its built-in ESG capabilities, supports a wide variety of business cases and even enables hyper-personalised investment experiences – which is especially valuable for a digital bank such as radicant."

The aixigo:BLOXX Wealth Management Platform will also enable one of radicant's core services in the near future. Through the partnership, radicant edges closer to its mission of offering unique sustainable and digital wealth management services to clients.

What made aixigo the perfect partner for radicant? Steiner said, "Apart from supporting their investment approach and the service experience they aimed to provide to their clients, the technological edge of aixigo's wealth management platform was the key selection criterion. Looking for a modular, flexible, yet proven investment infrastructure with rapid availability and high speed in data processing, the aixigo:BLOXX platform was the perfect fit – it meets these requirements better than any other platform."

Why work with aixigo?

The need for ESG and sustainability investing will only increase over the years. With the rising demand, there will be a large offering in the market.

As to what makes aixigo the best solution, Steiner concluded, "We have developed a very client-focused approach to capturing ESG preferences, as well as a highly robust way of including ESG data into our wealth management engine. For the bank, this assures compliance with regulatory requirements, but, more importantly, it brings benefits to the end client. ESG data comes in various formats: absolute, binary, and percentage. •





"We ensure that all these data are included in portfolio calculations in a reliable and regulatory-compliant way. Subsequently, the end client benefits from being able to see the actual impact of his portfolio and from greater individualisation. By doing so, our well-designed engine and processes even uniquely support another key market trend: the Segment of One or hyperpersonalisation."





The aixigo:BLOXX Wealth Management Platform

brings ESG to the wealth management sector

Figures by themselves do not trigger emotions – **impact does**.

That is why we support banks and wealth managers in incorporating ESG criteria into advisory processes, portfolio construction and analysis, and reporting in a **client- and adviser-friendly way**.

11



Learn more about our solutions by visiting aixigo.com or contact solutions@aixigo.com.

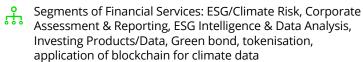








Employees: 11-50





Regions of operations: Global

Built on its team's decades of experience in environmental and capital markets, Allinfra's software is revolutionising the climate market. Allinfra Climate is a sustainability data management software that helps institutions achieve their sustainability goals. Collecting climate-relevant information from source, this end-to-end solution allows users to store, use or monetise verifiable, auditable data. Together with its asset tokenization platform Allinfra Digital, Allinfra is bringing access, choice and liquidity to global infrastructure and environmental assets.





Founded 2004



Employees: 1,001-5,000



Segments of Financial Services: Financial Crime Compliance



Regions of operations: United States, Canada, United Kingdom, Hong Kong, Germany, Poland, India, Bulgaria, Brazil

AML RightSource is a technology-enabled managed services firm focused on fighting financial crime for financial institutions, FinTechs, money service businesses, and corporations around the globe. By integrating AI, allowing technology to simulate human intelligence; and intelligence amplification (IA), augmenting human intelligence with technology, the company seamlessly blends human and machine intelligence to optimize financial crime risk management and regulatory compliance. The industry experts at AML RightSource devise solutions that combine highly trained analysts with state-of-the-art technology to cut compliance costs, lower risk, and increase productivity, and most importantly, identify money flows that support criminal and terrorist operations. Recognized by the AlFinTech 100, the AML RightSource QuantaVerse Platform leverages Al and machine learning to automate three components of AML compliance - reducing false positives, automating AML investigations, and identifying risk that is regularly missed by a TMS.





Founded 2011



Employees: 11-50



Segments of Financial Services: Corporate Assessment & Reporting



Regions of operations: Africas (South Africa), Asia-Pacific (Australia, New Zealand, Hong Kong & Singapore), EMEA (United Kingdom) and Americas (Canada & United States)

Arctic Intelligence is a global RegTech firm that has developed enterprise risk assessment software enabling regulated businesses to better assess, document and manage their financial crime risks. Trusted by over 200 clients globally, Arctic Intelligence solutions are cost-effective and multi-jurisdictional allowing businesses regardless of their size or complexity to carry out their financial crime risk assessment and manage vulnerabilities consistently across their entire organisation.







That's ok, it's ours.

At **KYND** we demystify the world of cyber risk management. Our next-generation technology makes the complex simple and helps keep investments ahead of cyber threats and at the heart of ESG governance.

See how we remove the cyber complexity at **www.kynd.io**.













Employees: 1-10

Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, Investing Products/Data



Regions of operations: United States

Arnie is the first personalized 401k built like a brokerage account. Buy and sell stocks directly and divest from issues like fossil fuels, while investing in values like equal pay. We build adaptive, resilient portfolios that can withstand (and even benefit from) market turmoil. Your 401k should react as fast as the market changes, and with Arnie it will. Most traditional models only update annually, so you're stuck with whatever's in them even if it's not doing well. It takes a 100% gain to make up for a 50% loss, which is why we focus on protecting the downside to harness the power of compounding returns.

Aspiration



Founded 2013



Employees: 251-500





Regions of operations: Global

Aspiration is the leading platform to help people and businesses put automated sustainable impact into their hands and integrate it into their daily lives. Founded in 2013, Aspiration has earned the trust of its more than seven million members by helping them spend, save, shop, and invest in both "Do Well" and "Do Good." The need to fight climate change has never been more urgent, as we have seen by the record breaking extreme weather events and melting glaciers over this past year. In the face of these headlines, Aspiration is working to bring climate change fighting actions to individuals and businesses around the world. Through sustainability services for enterprises and financial services for consumers, Aspiration supports a multinational reforestation program, with the goal to plant one billion trees by 2030.





Founded 2021



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Regulatory Change Management



Regions of operations: Germany, United Kingdom, United States

Atlas Metrics GmbH is an ESG accounting technology company headquartered in Berlin and founded in 2021. Its product supports companies and financial institutions to collect, manage, and report environmental, social, and governance data in full compliance with the world's leading ESG standards. Atlas is serving organisations in a variety of industries, including banking, insurance, manufacturing, venture capital, logistics and electronics.







Employees: 11-50

Segments of Financial Services: ESG Intelligence & Data Analysis, Investing Products/Data

Regions of operations: Europe and Asia

Axyon AI is an Italian FinTech company on a mission to bring AI-powered predictive value to investment management. Its leading solutions include Al-based strategies and predictive asset performance rankings readily available on its web Al platform Axyon IRIS®. Since its foundation, Axyon Al has been consolidating its position as one of the top service providers in AI and deep learning solutions for investment firms. Today, the company focuses on delivering AI-powered market insights and investment strategies to asset managers and trading desks and works both in traditional and decentralised finance. With headquarters based in Modena, in the North of Italy, and a commercial presence in London and Milan, its talented team shares a unique passion for technology and a commitment to developing advanced asset management and trading AI solutions.

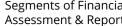




Founded 2015



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis



Regions of operations: United States, United Kingdom, Germany, Australia

bondIT combines innovative portfolio construction technology with Al-driven credit analytics to bring efficiency, performance and scale to your fixed income investment processes. bondIT applies cutting-edge AI and other advanced technology to fixed income markets. bondIT empower asset & wealth managers with a wide range of customisable tools to build, manage and monitor their portfolios. bondIT helps clients automate crucial parts of their Fixed Income investment processes -- so they can manage more accounts and strategies, improve outcomes and deliver bespoke solutions with the highest degrees of efficiency.





Founded 2012



Employees: 251-500



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, Supply Chain Screening, Investing Products/Data, Banking Products/Data



Regions of operations: bung is currently available in 30+ European markets

bung was founded in 2012 by serial entrepreneur Ali Niknam (1981) after he secured the first European banking permitin over 35 years. He set out to radically change the traditional banking industry and was bung's sole investor until 2021, financing the company with €98.7m of his own money. This provided bung with the freedom and independence to build a bank rooted in the wants and needs of its users. By the end of 2021 user deposits at bung surpassed €1.1bn, having doubled in 2019 and then again in 2020. In July 2021 bung announced the largest series A round ever secured by a European FinTech. bung raised €193m in a deal with British private equity firm Pollen Street Capital,valuing bung at approximately €1.6bn. At the same time, bung also reported its first-ever profitable month.





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Employees: 101-250



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis



Regions of operations: Cervest is a remote-first company with executive offices in the United Kingdom. and the **United States**

Cervest is the climate intelligence company putting climate at the core of every decision. EarthScan, from Cervest, provides science-backed, Al-driven climate intelligence enabling users to discover, quantify and share climate risks on assets they own, manage or rely on. Bringing together earth science, data modeling, and machine learning expertise, EarthScan provides critical analysis and insight into the probabilistic likelihood of climate shocks and stresses such as flooding, heatwaves, and drought. EarthScan gives granular insights across multiple risks and emissions scenarios simultaneously – going back to 1970 and looking ahead to 2100 – enabling users to baseline, monitor and forecast risk across their entire portfolio. This produces a complete picture of climate risk to inform risk mitigation and resiliency plans to protect the top and bottom line. EarthScan is cloud-based with on-demand insights available so users can explore their climate risks, make informed decisions, and add science-based insights into their climate-related financial reporting.





Founded 2017



Employees: 51-100





Regions of operations: Global

Circulor provides the most complete and mature solution to this pressing global problem by enabling companies to gain visibility into their supply chains to demonstrate responsible sourcing, improve their ESG performance, reduce Greenhouse Gas (GHG) emissions and manage the supply chain risks. Circulor is a global business with growing teams based in EMEA, NA, and APAC, collaborating with clients worldwide to achieve their ESG ambitions.





Founded 2020



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk



Regions of operations: Global

Climate X is an award winning global climate risk data analytics provider. They help firms analyse the impact of climate change across both physical and transition risks using their powerful online platform, Spectra™ or via API. Their solutions enable climate risk to be implemented enterprise-wide, use cases including: originations/due diligence, portfolio management, ICAAP and stress testing/scenario analysis, climate disclosures including TCFD, GRESB, CDP, annual reports and sustainability disclosures. Climate X are already trusted by leading financial institutions, Tier 1 consulting firms such as Deloitte, global real estate/asset managers, trade bodies/policy setters such as UK Finance, Building Societies Association, Association of British Insurers and many more. Visit www.climate-x.com to access Spectra[™] for free.





COMPANY RESEARCH PROFILE



CLARITY AI



Founded 2017



New York, United States



www.clarity.ai



solutions@clarity.ai



Employees: 101-250



Regions of operation: North America, EMEA, Middle East

KEY EMPLOYEES:



Rebeca Minguela CEO/Founder



Patricia Pina Head of Product Research and Innovation



Angel Agudo VP Product

Segments of Financial Services: **ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Investing Products/Data**

☐ OFFERING

Clarity AI is breaking the status quo of current sustainability data strategies by leveraging advanced technology to remove human biases, fill in data gaps and expand coverage faster and more efficiently than any team of sustainability analysts could.

As of June 2022, Clarity Al's platform analyses more than 30,000 companies, 280,000 funds, 198 countries and 187 local governments, and delivers data and analytics for investing, corporate research and reporting.

PROBLEM BEING SOLVED

Clarity AI was founded in 2017 with a singular mission, to allow anyone to chart a path to a more sustainable world. By providing broader coverage and deeper, more transparent and granular data than any other sustainability tech platform, Clarity AI creates the opportunity to pause, to reflect, to check and to ensure dollars are aligned with intended purpose(s).

Sustainability measurement has been flush with biases, inaccuracies and incomplete data. Tracking and measuring progress for a more sustainable future is a complex, multi-dimensional, cross-border task.

A TECHNOLOGY

Clarity AI have powerful, scalable AI at the core of the company's product. The company leverages Machine Learning to analyse more than 2 million data points bi-weekly, perform reliability checks and run estimation models at scale. Clarity AI use NLP to analyse hundreds of thousands of news articles daily. This all results in a reliable, transparent, and unique data sets that provides extensive market-leading coverage on 30,000+ companies, 280,000+ funds, 198 countries, and 188 local governments. This level of coverage is 2-3 times more than other players.

PRODUCT DESCRIPTION

Clarity AI empowers their clients to efficiently and confidently assess, analyse and report on anything valuable to their organizations and their end clients, related to sustainability. The company's products cover the four essential elements of sustainability; Risk, Impact, Climate and Regulatory Compliance.

Clarity Al's Risk products measure risk and potential enterprise value creation linked to sustainability via ESG Risk Assessment, Corporate Controversies, and Exposure Screens.

Clarity Al's Impact products measure the external impact on people and the planet via UN SDGs scoring, Real-world Impact Insights, and ESG Impact Assessments.

Clarity Al's Climate products clarify your carbon emissions and footprint, your alignment to The Paris Agreement, and your TCFD alignment.

Finally, Clarity Al's Regulatory Compliance products power crystal clear, easy assessment, analysis and reporting for SFDR and EU Taxonomy.

TRACTION/GROWTH

- Clarity AI have 20+ established business partners but BlackRock is currently the company's broadest and largest partnership. In addition to being the preferred sustainability data provider in Aladdin Clarity AI are also their SFDR enterprise reporting partner.
- · Clarity AI has raised \$80.3m in total and their latest Venture round took place in December 2021 raising \$50m.

This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.





How Clarity AI is charting a path to a more sustainable future

Clarity Al's platform leverages machine learning to deliver environmental and social insights to investors and organisations. By providing broad coverage and deep, transparent and granular data Clarity Al creates a "forced pause" in which decisions can be made with data-driven and unbiased information, thereby increasing users' confidence that their decisions have the intended impact.





CEO, Rebeca Minguela, said "To create that more sustainable world we need to leverage technology." Tracking and measuring the progress to a more sustainable future is a complex, multidimensional cross- border task. The status quo was inefficient and biased. At Clarity AI, the team champions the power of technology as the best route to creating a viable solution that is unbiased, wholly scientific

Sustainability cannot be viewed as relating to the environment only. Impact goes beyond the planet and must relate to the people on that planet as well. Those people work towards a more sustainable future in a clearer, more structured way with the right governance frameworks in place and with the ability to track and measure progress against those frameworks.

Addressing data gaps

According to Clarity Al, many companies don't report ESG data, and even those that do won't necessarily report all the

metrics that are needed. Moreover, some data may not be reliable or there may be concerns about how complete or accurate it may be. As it currently stands, there is a lack of uniformity across the industry, and this make reliability and comparability harder for investors and asset managers to assess their investments and portfolios.

The good news is that technology, data science and machine learning techniques can help build estimation models that can fill in these data gaps by estimating the pieces that are missing.

Clarity AI explained that these estimation models use reliability algorithms.

A key element of addressing ESG data gaps and overcoming data limitations is increasing transparency. One of the main criticisms in the space is that sustainability and ESG data is not fully understood and there is not enough information and transparency about ratings, scores and analytics. Increasing transparency is a key component.

As part of this overall mission, Clarity AI also works to make sustainability data available where and when it is needed.



"We truly believe in bringing data and capabilities to users where they need it, when they need it, through seamless integration into existing daily workflows."

The company's client asset managers and the investment community already have tools, platforms and technologies





that they use in their investment processes, but instead of introducing additional methods alongside these, Clarity AI advocates for a more integrated, holistic approach.

Clarity Al truly believes that what the industry needs is to integrate sustainability into these existing platforms so that when they are going through the investment process and making investment decisions, they have the sustainability information readily available.

Technology is a critical component, in minimising human biases. It has been proven analysts do have biases, but technology does not.

Natural language processing

Minguela said Clarity Al's offering differs to others in the market because it has the ability to leverage technology to process larger volumes of data from many different sources quickly and make that data available to asset managers in real time.

Customisable to specific needs

Clarity Al serves a client network that manages more than \$30trn in assets under management (AUM). It has recruited various global investors on its mission to bring societal impact to markets. These include BlackRock, Deutsche Borse, PGIM, Ninety One and Invesco. The company also works in tandem with platforms such as Clearstream, Allfunds, Aladdin and Simcorp.

Minguela highlighted that Clarity Al's customisable technology platform can be used as a whole or "sliced" and tailored in any way. "We can be fully integrated to your workflow, built-in via seamless API/widget integration or via easy access to an off-the-shelf web app."

Different products are available for different use cases. We have a value investment product for wealth managers, an ESG risk model for asset managers, and an SEE model for those interested in impact. By having clarity about the client's needs, the company can build a product that can address those needs and fully solve the use case end to end.



"We use different data collection techniques [to others in the market]. This enables us to use many more sources, including company reported data, as well as third-party data."

One such technique is natural language processing, (NLP) models. Clarity AI built scores using a global news monitoring service as its main source of data, which provides the company with access to a universe of more than 8,500 media publishers that cover 200 countries, with more than 100,000 new articles added per day from more than 33,000 sources. This amounts to approximately 70 million articles.





Sourcing sustainability data and scores? Eliminate bias and get more coverage and scale.

Our coverage of sustainability metrics is **2-3x that of other players**, with more than:

300,000 funds

50,000 companies











Employees: 1-10



Segments of Financial Services: ESG Intelligence & Data Analysis, Regulatory Change Management



Regions of operations: Germany

Codio Impact is an ESG management platform that centralizes and simplifies ESG data for reporting, auditing and regulatory compliance purposes. The intuitive design of the platform lets companies enter their sustainability data against a set questionnaire. The intuitive design of the platform lets various stakeholders in the company enter their sustainability data against a set questionnaire, with a vision for more automatization in data collection process. The currently existing questionnaire is designed keeping in mind all the leading regulatory frameworks including GRI, LkSG, CDP, SDG, TCFD and others, which allows companies to obtain most value from a singular data input.





Founded 2018



Employees: 11-50



Segments of Financial Services: Corporate Assessment & Reporting



Regions of operations: Australia, Singapore, United Kingdom, United States

Cognitive View is a transformative RegTech that automates conduct risk. Cognitive View was founded with the belief that to make an impact on the widespread misconduct problem, there is an opportunity to leverage artificial intelligence with deep domain expertise in regulatory compliance to provide regulated entities, regardless of their size, sector, or geographic location with the necessary tools to create a customer-centric culture and help prevent conduct-related issues





Founded 2016



Employees: 51-100



Segments of Financial Services: Banking Products/Data, Carbon Management



Regions of operations: United Kingdom New Zealand, Australia, The Netherlands, Japan, Singapore, Hungary

Cogo is a fast growing global community of engaged people, combining our expertise and passion to create positive change in the world. Aligned with Cogo's values and mission, the company believes the purchasing power of consumers can transform the way businesses operate and have a significant impact addressing the climate crisis. Cogo works with seven banks, including Commbank (Australia), NatWest (UK) and ING (Netherlands) and currently helps over a million customers around the world track their carbon footprint. Originally founded in New Zealand in 2016, Cogo now employs over 100 people and operates in 12 countries across Europe and Asia-Pacific, including, the United Kingdom, New Zealand, Australia, Japan, and Singapore. Cogo has raised over US\$10m in funding since launch.





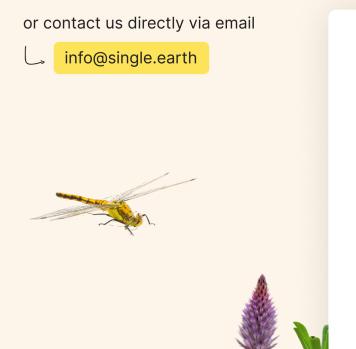
Achieve Your Sustainability Goals with Single.Earth

Go beyond climate and net-zero targets and reach broader ESG goals by making a nature-positive contribution toward forest preservation.

Join the fight against climate change and biodiversity loss on

www.single.earth

- Visible contribution to ESG and SDG 15 Life on Land goals
- Local impact and global reach
- Easy and efficient process



SINGLE.E&RTH

Contribution Certificate

Your company has made a nature-positive financial contribution to preserve 45.82 hectares of mature forest in Boa Fé (Brazilian Amazon) over 1 year.

This incentivises landowner(s) to preserve their mature forest(s) and abide by the Single.Earth Acceptable Forest Management Practices1

- These mature forests are important carbon sinks that annually remove approximately 100 tons of CO₂ from the atmosphere and store approximately 31,972 tons of carbon in the tree biomass and in the soil.
- This contribution supports the conservation of part of the Amazon rainforest, and this mature forest has high ecological integrity, as represented by the average biodiversity intactness index (BII) value of 0.97.
- This support contributes to the conservation of the forest ecosystem, the safeguarding of biodiversity, and protecting natural habitat for the following bird species classified according to the IUCN Red List status with occurrence registered in Brazil: Clusia Obovata species considered Least Concern and Bonnetia Rubicunda species considered Vulnerable²
- By supporting nature-based solutions through Single.Earth platform, namely the preservation of mature forests, your company has made a measurable contribution toward achieving



Sustainable Development Goal (SDG) 15: Life on land to protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation, an

Thank you for ma<mark>/</mark> a nauve-positive contribution!

: 1Dk /BEKt5S2GDtv7aQw Single.Earth contribution r







Employees: 11-50



Segments of Financial Services: ESG/Climate Risk, Offsetting Analytics & Marketplaces



Regions of operations: Australia, Europe, United Kingdom, India, Asia, United States

CTX Global is a carbon offset exchange, with electronic connections to all the mayor registries and a set of tools to lower the risk of the transaction We understand offsetting is a last resort and every effort should be to reduce emissions businesses and industries, but if you need to offset, we ensure you have the world's most responsible options available.





Founded 2019



Employees: 11-50



Segments of Financial Services: ESG Intelligence & Data Analysis, Offsetting Analytics & Marketplaces, Supply Chain Screening



Regions of operations: Spain, Portugal, Italy, France, United Kingdom, Germany.

Dcycle is the platform for managing sustainability in the easiest and most intelligent way. Automating from the data gathering up to the communications, Dcycle is solving the challenge of making it possible for the majority of companies to gain control of their emissions and sustainability.





Founded 2016



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Offsetting Analytics & Marketplaces, Banking Products/Data



Regions of operations: Operating in over 50 markets globally

Deedster is an impact-driven FinTech that enables the shift to a more sustainable future by developing tools and technical solutions that engage customers and employees in taking climate action. Founded in 2016, Deedster snowballed, and today Deedster works with some of the world's biggest banks and brands, reaching millions of consumers and employees across 50 markets in 19 languages. With their SaaS solution, Deedster Retail, Deedster puts climate impact and lifestyle choices in a personal consumption and savings context. With the Deedster tools in the bank app, the customer can make informed and conscious decisions around their spending while establishing a meaningful relationship with their bank. Who thought you could fight climate change through your bank app?





How Deedster is making ESG the champion of growth

It was a big year for ESG in 2015 with the United Nations establishing the Sustainable Development Goals and COP 21 seeing countries coming together to sign the Paris Agreement. Monika Martinsson – Deedster CPO and co-founder – was watching these debates and along with Anders Åkerlund, Daniel Dellham and Niclas Persson set out to create a new kind of company.



CO deedster.

It was a big year for ESG in 2015 with the United Nations establishing the Sustainable Development Goals and COP 21 seeing countries coming together to sign the Paris Agreement. Monika Martinsson – Deedster CPO and co-founder – was watching these debates and along with Anders Åkerlund, Daniel Dellham and Niclas Persson set out to create a new kind of company.

Martinsson said, "I was at a point in my life where it was time to do something else. And the climate issue has been really close to my heart." The company they wanted to build would focus "equally on impact and profit." She added, "Capitalism has served certain people well, and other people not as well. There's a lot of existing energy in this system that we're in, so we're trying to be in that system and change it to allow for equality for impact and profits."

Whilst this would be a big challenge, the founders saw that the reach of technology, design and gamification would allow them to build a powerful tool to transform the financial system.

The Deedster the founders have created helps organisations raise awareness of environmental questions among customers and employees and create climate impact in a fun and engaging manner. Its core products, Deedster Retail and Deedster at Work, offer a transactional-based climate footprint, quiz-based learnings and data-driven personalised insights that reward customers and employees for engaging in climate action.

Sweden is the most sustainable country in the world, according to a report from Robecosam. The country is also a leader in digitalisation and innovation. These factors have helped the creation of Deedster, which is headquartered in Stockholm, with the environment making it easy to try ideas, access data, find talent and foster adoption. "It's been a perfect place to start this innovation." One of the benefits of having a market that is eager for innovation is that companies request services. Martinsson explained that one of the first solutions Deedster released was a result of recommendations from several companies.

Open to adoption

Despite 2015 being a big year for ESG developments, financial institutions were not quite there yet. Martinsson explained that when Deedster launched in 2016, they were concerned no one would put two minutes into investigating their carbon footprint. The team even whittled the app calculator down to take just over a minute to ensure attention spans didn't fade. However, financial institutions are much more eager to engage customers with ESG nowadays, and they spend more time themselves engaging with ESG-related data.

But the question is, what responsibility should financial institutions have for engaging with ESG? According to a report from IDEMIA, 92% of consumers think their bank should actively contribute to preserving the planet. Martinsson explained that it is everybody's responsibility to tackle climate change and do what they can. However, as banks are at the heart of consumption, they are in a unique position to take the lead.







"This is actually a business opportunity for banks and we're surprised they haven't taken the lead to the same extent that they could, because the upside and opportunities are so big. Especially for the front runners." Martinsson warned of consolidation in the market. She pointed to a forecast that by 2035, Germany will have between 150 and 300 banks – dropping from the current level of 1,600. If firms want to survive, being ahead of the ESG curve is a priority.

The opportunities for banks are already there. A report from Simon-Kucher & Partners found a third of people were willing to pay a 27% premium on sustainability-focused financial services.

Laggard to change

Despite the major role they can play in change, banks are still investing heavily into fossil fuels. The Banking on Climate Chaos 2021 report claims 60 of the world's largest banks have collectively invested \$3.8trn into fossil fuels between 2016 and 2020. Martinsson explained that this is just a reflection of the current society. "As a society we're so focused on short-term gains and short-term economic benefits. So, for the bank to move out of that, it requires a lot. It's been too tough for them to do that move without legislation, as they would not be as profitable in the short term." Martinsson added that legislation is also a great motivator for change. "When there's this kind of in-or-out policies, then they have to and will prioritize making that happen."



"When companies know that legislation is coming, they understand that the sector will adapt and then it makes business sense to do it first, find the opportunities and communicate around it."

A major "systemic shift" is required to get people to focus on ESG. One way of helping this is by clearly showing the business opportunity and profits that can be made through sustainability. Gen Z is going to be a major part of that profit. "Gen Z are increasingly aware that their future is endangered and can take cuts on short term profit in order to have a life going forward." This generation will inherit a lot of wealth and they are going to put their money into a bank that aligns with their viewpoints. For example, there has been a rise of challenger banks aimed at people with strong environmental priorities. One of these is Lunar who is cleaning the ocean from plastic when users are in support of the project and are using their payment card.

There are easy ways a bank can implement ESG-related initiatives. For example, several banks are offering

gamification and rewards for certain actions, such as saving money. This could be tweaked to include ESG related factors around a customer's consumption and sustainability. Users could be rewarded for changing their lifestyle or taking steps to learn about impacts. This will help the bank improve their brand respect but also accelerate the shift towards sustainability. People trust their banks. If the bank can provide them with clear information and recommendations about change, people will be more susceptible to it.

Becoming a champion of growth

Deedster is helping banks prepare for the future and put ESG as a champion of growth. Financial institutions need to worry about legislation, how to attract and retain young customers, how can customer engagement be boosted, how can sustainability be communicated to customers, how can banks increase personalization and much more. Deedster works as that engagement layer. It gives companies insights on climate data, provide them with a tool for sustainability personalization but also helps them understand their customer data and needs.

There is often a desire to do things in-house, but it is makes more sense for banks to work with ESG providers like Deedster. One of the most obvious boons is time to market. Banks would need to spend years building an ESG data platform and then have a new division to manage it. Whereas a platform like Deedster can implement a personal carbon manager within three months.

Deedster also make it engaging with gamification an "easy and fun" tonality. For example, one of its products offers a gamified service to employees, which educates them and inspires them to earn rewards for positive change. The app calculates their climate footprint, offers educational quizzes and challenges. Martinsson added that these people then feel empowered from changing their habits.

This positivity flows through Deedster. Martinsson stated that clients are surprised by the heart-warming feedback they get from customers and employees. She stated that "as a customer, if the bank tells me to 'Read this! It's about the climate issue and your consumption!' I'll think it's probably scary. But the people who have dared to lean in, they find that it's not scary to change a few behaviours, it's easy and fun"

Feedback is often about how people have changed their lives and realised that it is impossible to do everything right but that doing something is all that matters.

Martinsson concluded, "We are trying to find the brave banks who dare to talk about this issue in public, because the fear of greenwashing is holding many of them back. The brave frontrunners will also be the more profitable ones going forward, they will have the most time to iterate strong value propositions. We want to find them, partner with them, and help them and the world to accelerate this shift."





Climate impact solutions

for banks, neobanks and financial institutions



As an impact-driven FinTech company, we enable the shift to a more sustainable future by developing tools and technical solutions that engage retail customers and employees in taking climate action.

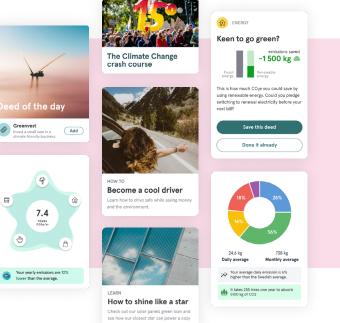


The financial industry will play a major role in fighting climate change. We assist banks and financial institutions in putting climate impact and lifestyle choices in a personal consumption and savings context. In other words, we enrich your customers' daily transactions with market-leading climate data and a carbon footprint tracker. And then we guide and empower consumers to act for the climate

Our <u>Deedster Retail</u> solution offers world-leading data accuracy with national data and smart functions. Deedster Retail's data security is on par with banks' high standards and the flexible integration can **get your preferred solution into your market in merely three months**.

Deedster Retail is an innovative way of attracting new customers, especially Gen Z and Millennials interested in sustainability. Its gamified experience increases customer retention; introduces the bank's green products and offerings while staying relevant to your customer's future needs.

Want to learn more? Book a demo with us.



Our SaaS solution

Carbon Footprint Tracker

Based on lifestyle and payment transactions, your customers can see the carbon impact of each purchase, calculate a carbon budget and trace carbon spending as effortlessly as they track financial spendings.

Learnings and Insights

Create climate awareness and establish a meaningful relationship to your customers through our climate quizzes and learnings.

Data-driven Guidance and Actions

Offer your customers personalized suggestions on reducing their carbon footprint and introduce greener habits in their daily life based on their consumption profile.

Green Incentives and Rewards

Innovate your customer experience with the company's gamification resources, micro-saving features, cashback triggers, and green offerings.





CASE STUDY

SEB in the Baltics & Deedster

Shaping The Frontier of Sustainable Banking

Banks, centered in the heart of consumption, will play a crucial role in the climate transition. One bank taking the lead in the sustainability space is SEB in the Baltics.

Sustainability has been one of SEB in the Baltics focal points for over a decade. By addressing the increased concern about climate change among their Baltic customers, these sustainability frontrunners and the second-largest bank in the Baltics are revolutionizing the future of banking in their markets.



The "My Footprint | SEB" app is available to download in English, Estonian, Latvian, Lithuanian, and Russian. It caters to users in each country and lives up to its tagline for each person to enjoy a more sustainable lifestyle: "Your choices. Global changes."

About Deedster

We assist finance actors in participating in climate engagement. Would you like to give back to your market and engage consumers for a sustainable future too? **Book a demo with us**.



"It's been a pleasure to work with Deedster. The level of professionalism, the speed, and how this project has progressed have been phenomenal. We started with an idea, and within 10 months we launched our app in three markets. To navigate all different aspects of this project in a cross-geography collaboration within this timeframe has been amazing teamwork."

Ragnar Toomla, Chief Product Owner Digital Channels, SEB in the Baltics.

The solution: Infusing Climate Action into the banks' offering

Taking the opportunity to create a meaningful relationship with their customers while making a societal impact, SEB in the Baltics partnered with Deedster to offer its long-term climate engagement initiative to society.

The "My Footprint | SEB" app, a white-labeled carbon tracker solution from Deedster, puts PFM in a climate context. It automatically calculates and offers the customers insights about the carbon impact from their spending habits and suggests ways to reduce it in a fun and gamified way.

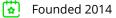
Their Gains: Pioneering the Future of Digital Banking

<u>Deedster's technical solutions</u> and the award-winning app have a proven user adoption rate of an average of 50%. By partnering with Deedster, SEB in the Baltics aims to increase customer engagement and retention while attracting a fresh wave of customers interested in sustainability. In merely 10 months, they went from an idea to going live in 3 markets with a solution meeting the bank's high-security standards.

Knowing that integrating sustainability into the banking offerings is unavoidable to stay relevant in the market, SEB in the Baltics saw the gap and took the chance to become the customers and the society's advisors, empowering climate action in their home markets.



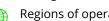






Employees: 101-250

Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis



Regions of operations: France, United Kingdom, Germany, Italy, Spain

Founded in 2014, Deepki has developed a SaaS solution that uses data intelligence to guide real estate players in their net-zero transition. The solution leverages customer data to improve assets' ESG (Environmental, Social and Governance) performance and maximise asset value. Deepki operates in 39 countries, with 180 team members across offices in Paris, London, Berlin, Milan and Madrid. The company serves clients including AEW, Primonial REIM, Generali Real Estate, SwissLife Asset Managers and the French government, helping to make their real estate assets more sustainable at scale. In March 2022 Deepki raised €150 million in a Series C round of funding which was jointly led by Highland Europe and One Peak Partners. Other investors include Bpifrance, through their Large Venture fund, and Revaia.





Founded 2018



Employees: 101-250

Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis



Regions of operations: Europe, North America, Southeast Asia, North Asia, Australia & New Zealand

Offering a new generation of technology-driven parametric insurance, Descartes collaborates with brokers to protect their corporate and public sector clients against the full spectrum of natural catastrophes, extreme weather and emerging risks. Descartes' covers are uniquely designed to provide cost-effective and fully transparent products that guarantee liquidity via swift and direct payout. Born out of the conviction that climate change calls for a revolutionary approach to insurance, Descartes is structured as an MGA backed by a panel of tier-one risk carriers and can provide \$200 million in capacity per policy. Headquartered in Paris, Descartes Underwriting provides parametric solutions to clients globally from its offices based in Singapore, Sydney, New York, Denver, Atlanta, London, Madrid and Hong Kong.





Founded 2001



Employees: 1,001-5,000



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis



Regions of operations: Diligent serves customers in 130+ countries around the world.

Diligent is the global leader in modern governance, providing SaaS solutions across governance, risk, compliance, ESG, and audit. With more than 1 million users from over 25,000 organizations around the world, Diligent provide leaders with technology, insights and confidence to drive greater impact and lead with purpose. By leveraging powerful analytics, robotic process automation, and unparalleled industry data, Diligent set ourselves apart from the competition. The company's solutions provide board-level and C-suite leaders with relevant insights from across risk, compliance, audit and ESG—all in one place. This single source of truth gives them a holistic view of their organization, the ability to make better decisions, and a platform where they can securely and efficiently collaborate for better results. Because Diligent serve some of the most demanding board members and executives in the world, Diligent are relentlessly dedicated to clients.







THE #1 CLIMATE DISCLOSURE & CARBON MANAGEMENT

Persefoni's SaaS Platform enables companies and financial institutions to easily meet stakeholder and regulatory climate disclosure requirements and requests.

persefoni.com

SOLUTION





Doconomy



Founded 2018



Employees: 51-100



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis



Regions of operations: Asia, North America, Europe

Doconomy provides leading impact data services for individuals and corporations to measure, educate, engage and reduce environmental impact. Doconomy enable banks, FinTechs, brands, and manufacturers to provide their end consumers with impact footprinted connected to consumption. Doconomy operate in 4 categories: transactions impact, product impact, lifestyle impact, and corporate impact, allowing for calculations of impact associated with financial transactions, product manufacturing and distribution, an individual's lifestyle and personal choices, and a corporation's operations, respectively. Doconomy's ecosystem is setting a global standardised language around how impact is measured, and Doconomy is building additional services to help consumers and companies change behaviour to reduce their impact and contribute financially to climate-friendly projects.





Founded 2014



Employees: 101-250



Segments of Financial Services: ESG Intelligence & Data Analysis



Regions of operations: United States

dv01 is a leading capital markets FinTech driving technological innovation and loan-level transparency in structured finance. The company establishes a data pipeline with loan data providers and wrangles the data into a universal format for clients to easily analyse—all in one place, dv01 products tackle various aspects of the data reporting workflow from due diligence (consumer ABS and MBS datasets), to securitisations (monthly deal reporting), to performance analysis. By making both loan-level data and analytics easily accessible, dv01 is promoting trust and transparency in the market, and doing its part to prevent a repeat of the 2008 global financial crisis. To date, the dv01 platform boasts over 120 million loans, 900 securitizations, and \$5 trillion in original balance across consumer unsecured, mortgage, small business, student loan, point of sale, small business, solar, and auto.





Founded 2019



Employees: 11-50



Segments of Financial Services: Offsetting Analytics & Marketplaces



Regions of operations: Global

EcoCart is a sustainability technology that enables businesses to calculate and offset the carbon emissions of their operations and then encourages consumers to engage with them through transparent and authentic front-end experiences. By vetting and partnering with various projects and organizations, such as forest protection and building clean energy sources, EcoCart determines the amount of each carbon offsetting activity needed to counteract specific amounts of carbon emissions and then matches the cost of doing so with each order's amount of emissions. EcoCart then empowers brands to leverage their offsetting initiatives into their customer experience through cart, landing page, banner, and other on and off-site experiences. Sustainability is now a driving factor in consumers' purchasing decisions. That's why 2000+ brands such as APL, Enfamil, Siete Foods, and Ancient Nutrition use EcoCart.







Employees: 1-10

Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Supply Chain Screening, Investing Products/Data, Banking Products/Data



Regions of operations: Europe

Ecomate is an open-ESG Rating Agency and ESG SaaS platform: The first ESG all-in-one software suite that includes all products needed to integrate sustainability in any business with easy language, true speed and no cost. Their selfservice offer is fully modular and can be composed of different products: data acquisition (through ready-made selfassessments, data-proxy or even creating a personalized rating with a RaaS - Rating As A Service), scoring improvement through robo-advisory and sustainability reporting. Whether you want to use the platform for your own company or to monitor others performance, their offer is a greatly scalable solution.

ecovadis



Founded 2007



Employees: 1,001-5,000

Segments of Financial Services: Corporate Assessment & Reporting, ESG Intelligence & Data Analysis



Regions of operations: Global

EcoVadis provides holistic sustainability ratings service of companies, delivered via a global cloud-based SaaS platform. The EcoVadis Rating covers a broad range of non-financial management systems including Environmental, Labor & Human Rights, Ethics and Sustainable Procurement impacts. Each company is rated on the material issues as they pertain to their company's size, location and industry. These evidence-based assessments are refined into easy to read scorecards, providing zero to one hundred (0-100) scores, and medals (bronze, silver, gold), when applicable. Additionally, the scorecards provide guidance on strengths and improvement areas, which the rated companies may use to focus their sustainability efforts and develop corrective action plans to improve their sustainability performance. To drive global supply chain sustainability, large multinational corporations partner with EcoVadis, leveraging the influence of spend as a "force for good" to push trading partners beyond compliance.





Founded 2010



Employees: 51-100



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Offsetting Analytics & Marketplaces, Supply Chain Screening, Investing Products/Data, Banking Products/Data, Regulatory Change Management, Carbon Management



Regions of operations: United States, United Kingdom, Ireland, UAE (Dubai), Ukraine

Emex is a software and data company providing sustainability reporting for businesses across industries, including Mining; Transportation & Logistics; Governments, Materials; Retail; and Energy. We're here to enable high-quality data that drives insights and action. Our solutions target the complex ecosystem of sustainability, including health & safety, ESG impact reporting, carbon management, risk assessments, and third party screening and due diligence. Our technology and people support clients with expert insight, and an agile platform designed to leverage high-quality data to help measure, track, and drive meaningful progress. With more than 10 years in the business, we have over 100,000 users in 80+ countries using the platform in 30+ languages.

Our purpose: To ensure businesses achieve prosperity whilst protecting people and the planet. Our role: To bridge the gap between our clients' sustainability ambitions and their effective actions. Who we serve: Those who understand sustainability isn't an endpoint, but the endless pursuit of better. What we stand for: Transparency.







Connecting regulators and the industry to drive financial stability and a sustainable future

Our regulatory reporting solutions cover.



REGULATORY TECHNOLOGY



SUPERVISORY



TAX REPORTING



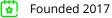
About Regnology

With an exclusive focus on regulatory reporting and more than 7,000 financial institutions, 30 regulators and 20 tax authorities as clients, Regnology is uniquely positioned to bring greater data quality, efficiency and cost savings to all market participants.

With a unified data ingestion model powering our work, our clients can quickly implement and derive value from our solutions and easily keep pace with ongoing regulatory changes.

For more information visit regnology.net







Employees: 1,001-5,000



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Offsetting Analytics & Marketplaces, Supply Chain Screening



Regions of operations: Europe, Latin America, North America, Asia and Oceania

Enel X Global Retail is the Enel Group's global business line active in the areas of energy supply and efficiency, with a portfolio of products and energy services to encourage more independent and sustainable energy use. As a global leader in the development of innovative solutions to support the energy transition, Enel X Global Retail provides consumers, businesses and cities with a modular and integrated offer built around customer needs, promoting electrification and digitalization as drivers for creating new value. Enel X Global Retail's ecosystem of solutions is customer-centered, using a platform business model that includes assets for the optimization and self-production of energy, premium solutions for energy efficiency, and competitive and flexible energy offers. The goal is to help customers develop their own energy roadmaps, assisting them from initial consulting all the way to the execution of solutions.





Founded 2016



Employees: 101-250



Segments of Financial Services: ESG/Climate Risk, Offsetting Analytics & Marketplaces, Banking Products/Data



Regions of operations: United Kingdom, EEA and Middleeast

Enfuce's vision is to be the world's number-one payments company for our customers, and the best workplace for Enfuce's employees. Sustainability has been one of the company's core values since the foundation in 2016. We drive environmental awareness and corporate responsibility in Enfuce's products, Enfuce's partnerships, and the way we conduct everyday business. Sustainability is also a key value and driver for many of Enfuce's customers and their customers. We are a trusted card issuing and payment processing partner or many European financial institutions, FinTechs, and growth companies. Enfuce has become one of Europe's leading payment processors delivering cutting edge debit, prepaid, and credit card solutions across Europe and scaling globally. Enfuce signed the Climate Pledge to carry responsibility over the future of the planet and the generations to come.





Founded 2016



Employees: 51-100



Segments of Financial Services: Offsetting Analytics & Marketplaces, Environmental certificates marketplace



Regions of operations: Austria, Belgium, Croatia, Czech Republic, France, Germany, Greece, Hungary, Italy, Luxembourg, Netherlands, Romania, Slovakia, Slovenia, Spain, Switzerland, United Kingdom

enmacc is Europe's largest digital OTC energy trading platform. We've risen to success by digitising the trading process, removing problems that have handicapped traders for decades. enmacc's members trade faster, more widely, and with greater control. The heartstones of enmacc are empathy and expertise: enmacc was built by traders, for traders. And enmacc's customers love us. We're trusted by over 430 companies, and host a network of almost 2000 traders from various institutions — energy suppliers, industrial companies, energy trading houses and municipal utilities. Now, we're using enmacc elevation in the European market to accelerate the shift to clean energy. The next few months will see environmental commodities, like guarantees of origin and carbon allowances, trading on enmacc platform architecture.











Employees: 11-50



Segments of Financial Services: Corporate Assessment & Reporting, Supply Chain Screening



Regions of operations: Singapore, Australia, Vietnam

ESGTech is a technology platform used by organisations to better manage their ESG data and performance, and for capital providers to better understand their ESG risk across their portfolio. ESGTech believe that in the future, all forms of capital distribution will include the efficient pricing of ESG risk and opportunities, driven by continuous material disclosure. ESGTech's platform consists of a series of tools and applications backed by a system of record and evidence to collect, management and disclose material and actionable ESG data to enable better decisions for a better tomorrow.





Founded 2021



Employees: 1-10



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Investing Products/Data



Regions of operations: United Kingdom. The app is available worldwide.

Etcho's mission is to make it easier for everyone to find & learn the true impact of investments. Etcho analyses investment opportunities and portfolios alignment with the UN's Sustainable Development Goals, tracks the carbon footprint and offsetting requirements by; Interrogating a wide range of impact data to maximise reliability. Translating impact data in a meaningful & visually appealing way. Integrating Etcho's analysis and visualisations onto financial services platforms. The Etcho product suite ultimately helps investors by visualising and communicating the impact of their investments. Users can research, build, screen and benchmark a portfolio's impact and communicate the results in a way that's easy to understand. Products include a free-to-use retail Mobile App, a research and comparison portal, a portfolio reporting service and an API/Widget. Etcho dream of a world where sustainability information on investments is as reliable and obtainable as financial fundamentals.





Founded 2015



Employees: 51-100



Segments of Financial Services: ESG Intelligence & Data Analysis, Investing Products/Data, Banking Products/Data, ESG compliant Onboarding Process



Regions of operations: DACH, Nordics, Spain, BeNELux

Awarded as one of the fastest growing companies in Germany, Fincite provides an investment suite covering a 360° customer view, intelligent recommendations & portfolio management for Banks & Asset Managers. We build the world's first investment software that aggregates, analyses, and manages all financial assets of a customer. Based on Fincite's software; Banks, Asset Managers, Insurers and Advisors co-create innovative digital services for their customers.







9 ways Sweep helps get your financed emissions on-track

1. Understand your impact

Use CDP carbon data assessments to understand where you're starting from: Get a quick snapshot of your emissions across Scope 1, 2, and 3 to identify emission hotspots.

2. Set science-based targets

Set a reduction target and roadmap to get there – aligned with the latest and greatest science-based methodologies.

3. Get regular feedback

Get frequent and automated measurements to constantly update your footprint and keep you on-track.

4. Add depth and precision

Evolve and automate measurements to be more detailed and accurate – giving you better insight into your own emissions and those from your portfolio companies.

5. Influence your investees

Keep engaging with your portfolio companies and securely receive their footprint data for much more accurate measurements.

6. Collaborate on reduction

Bring investees and your own employees along on our platform: Join forces with your portfolio companies to implement initiatives and reduce your collective carbon footprint.

7. Be on target

See your hard work pay off: Use comprehensive dashboards to monitor progress towards reduction targets with your portfolio companies.

8. Make strategic contributions

Contribute to meaningful climate projects via our carbon marketplace to make an impact outside your company and investment portfolio.

9. Share your work

Generate audit-ready reports following the latest regulations and frameworks and show you're leading the way in the green financial transition.



"Sweep offers a simple yet powerful tool to measure any company's scope 1, 2 and 3 emissions and create reduction trajectories based on their operations and business model. It's the solution everybody's been missing to compute and disclose Principal Adverse Impact indicators, such as greenhouse gas emissions and intensity. And to comply with the Sustainable Finance Disclosure Regulations."

Lorraine Artur de La Villarmois Head of Legal & ESG at 2050





F/RST DER/VAT/VE

Founded 1996

Employees: 1,001-5,000



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Offsetting Analytics & Marketplaces



Regions of operations: North America (United States and Canada) offices in New York and Toronto, Ireland and United Kingdom, South Africa, Europe (office in Madrid and Lodz (Poland), APAC with offices in Singapore, Australia, South Africa (Joburg)

First Derivative are recognised as the world's largest dedicated capital markets consulting firm. First Derivative marry technical expertise with deep capital markets domain knowledge and continue to expand the company's services to best support First Derivative clients worldwide. From working with 20 petabytes of market data, to designing event processing for sub-millisecond actions; there is one common experience for all of First Derivative clients across all of the company's assignments - First Derivative deliver.





Founded 2019



Employees: 1-10





Regions of operations: United States, Canada, Europe

Floodlight is a data platform for people seeking to understand investment with impact. The company clean and present revealing, unique datasets principally to asset managers and investment professionals focused on aligning portfolios and client needs with ESG and sustainability interests in mind. Floodlight's transparent data folds easily into the megatrend that is ESG investing and goes beyond black-box scoring. Floodlight use scientific instruments only to reveal true corporate behaviours (specifically around GHG Scope 1 & 2) and present the information in an unbiased, beautiful format. Floodlight incorporate A.I., NLP, and geo-spatial data to provide Floodlight customers with the best data on the market.





Founded 2019



Employees: 101-250



Segments of Financial Services: ESG/Climate Risk, Banking Products/Data



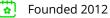
Regions of operations: Italy

Flowe is a benefit organization, certified BCorp and Carbon Neutral. Flowe is the bank account that helps you manage your finances while taking care of our planet. Its purpose is to empower people to live a meaningful, sustainable and happy life in a world where individual BetterBeing translates into common good. Flowe believes that Better People create a Better World. Flowe's values are: 1. They love helping people thrive 2. They love saying what we think, but most of all doing what we say 3. They love listening to diverse voices 4. They love exploring the unknown 5. They love being game changers 6. They love making an impact.











Employees: 51-100



Segments of Financial Services: XXXX



Regions of operations: Europe (France, Germany, UK, Luxembourg), North America & Asia (via partnerships)

Fortia is a company founded in 2012 and based in Paris. The Company creates enterprise technology solutions able to handle regulations of complex financial products and automate them into end-to-end operational processes. Fortia's solutions are used by all size organizations in the investment management industry to industrialize their compliance and data-driven core processes. Use cases Fortia has solved include Reporting automation for ESG SFDR compliance, Pre-Contractual Disclosure documents, EET Reports, Fund Investment Compliance, Investor Onboarding for Private Equity funds, Trustee and Fiduciary Oversight automation. Fortia's platforms 2OS and Innova provide capabilities to ensure document analysis, Unstructured data transformation, Data aggregation, Workflow Automation and Reporting. Fortia platforms are available in a SaaS mode and are based on its proprietary No-code architecture and AI as a service framework.





Founded 2011



Employees: 101-250



Segments of Financial Services: ESG/Climate Risk



Regions of operations: We have offices in Canada, the United States and the United Kingdom. We serve clients worldwide.

Headquartered in Montreal, with an analytic and commercial team based in London, GHGSat, the world leader in emissions monitoring from space, uses its own satellites and aircraft sensors to measure greenhouse gas emissions directly from industrial sites, providing actionable insights to businesses, governments, and regulators. With the launch of its demonstrator satellite in 2016, the constellation has since grown to 5 commercial methane monitoring satellites, and 5 more are scheduled to launch in next year. Proprietary remote-sensing and patented technology power GHGSat's data services and enable strategic decision-making through monitoring and analytics with better accuracy, more frequently, and at a fraction of the cost of other technologies.





Founded 2018



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis



Regions of operations: Based in Sweden (Targets are globally)

Green Assets Wallet connect sustainable capital allocation to real world economies by breaking down market barriers. The company is a global leader in impact intelligence offering the debt capital market leading management, impact reporting and asset allocation solutions to mobilize transition finance.





COMPANY RESEARCH PROFILE



PRODUCT NAME:

GaiaLens

Founded 2021



London, United Kingdom



www.gaia-lens.com



seb.kirk@gaia-lens.com



Employees: 1-10



Regions of operation: UK, US and Australia

KEY EMPLOYEES:



Sebastien Kirk Co-Founder



Gordon Tveito-Duncan Co-Founder

Segments of Financial Services: **ESG Intelligence & Data Analysis**

☐ OFFERING

Launched in 2021, GaiaLens is already attracting business from institutional investors wanting to move beyond just environmental reporting.

Critically and uniquely GaiaLens focuses on the much more challenging identification, collation and interpretation of the social and governance pillars which have until recently attracted much less attention but are equally important.

GaiaLens deliver service excellence by collecting and analysing much more data than other ESG data providers. This is done in collaboration with GaiaLens' clients and often happens as a result of being asked if relevant information to their specific scheme exists and whether it can be aggregated.

What makes the company unique is the way it uses technology to find this information and turn it into data that does not already exist in organised data sets.

GaiaLens' proprietary algorithms then enable the company to aggregate a massive volume of data to calculate ESG scores.

PROBLEM BEING SOLVED

Much of the focus within ESG investing is currently on environmental factors because climate change is such a prominent current issue, globally. Most of this exists in organised data sets, such as a company's report and accounts or environmental returns, which is why many ESG providers focus on it.

To solve the subjective and black box nature of ESG scores and ratings. GaiaLens' explainable scores are designed for investors to know exactly how they are made. GaiaLens' transparency scores help with greenwashing by knowing how much data a company is reporting that they should be.

GaiaLens also keeps up to date with the ever changing regulatory landscape. Here GaiaLens saves clients time when it comes to reporting and keeping up with regulation. GaiaLens does this for EU Taxonomy, SFDR, UN SDG's and TCFD.

A TECHNOLOGY

GaiaLens uses cutting edge machine learning (ML) for institutional scale, environmental investing that is also socially responsible (ESG). GaiaLens are a group drawn from elite academics (London University) and Finance professionals. GaiaLens' platform allows asset managers and asset owners to invest in companies with strong green credentials, led by responsible individuals. It allows investors to invest in socially responsible, environmentally sound companies while avoiding "greenwashers". At a time when CO2 concentrations have reached over 400ppm in the atmosphere, almost double pre-industrial levels, and modern slavery has been identified in the supply chains of major western retailers, GaiaLens can unpick the noise around these issues to provide objective direction for major investors. To do this GaiaLens has customised and developed a number of machine learning pipelines, including natural language processing (NLP) algorithms.

1 PRODUCT DESCRIPTION

The platform has three proprietary tools for asset managers and pension fund trustees:

1) **Portfolio reporting** - Provides complete oversight of the portfolios' ESG performance and flags areas requiring potential engagement

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COMPANY RESEARCH PROFILE

2) **Investment screening** - Enables identification of companies that conform or don't to the criteria set by the fund. E.g. this could identify all investments where there has been an issue with modern slavery or fraudulent behaviour of management.

REGION: GLOBAL | SECTOR: ESG

3) **Deep-dive research** - Provides a detailed ESG breakdown of a company schemes investment in, or are considering investing in, including the real-time ESG score based on GaiaLens' proprietary algorithm. Supplementary information and industry insight.

Relevant ESG information and industry data sources are included on the platform so that users can keep abreast of what's happening in the UK and globally. E.g. it includes ESG-related news, latest insights on international regulatory frameworks like the EU Taxonomy (and the implications), peer analysis and a violation tracker which displays any time a company has caused an offence.

TRACTION/GROWTH

GaiaLens partners with leading global companies and works with many asset management firms, that include:

- GaiaLens partners with leading global companies, that include: ESG Enterprise corporate ESG consultant, uses the company's data to help corporates improve ESG score and Sherpa Brokers retail investment app in LatAm.
- GaiaLens' has raised \$2.5m in total funding.

MANAGEMENT BIO

Seb Kirk, CFA Co-Founder

Seb worked as a financial analyst at a boutique corporate finance firm for 5 years, where he specialised in facilitating transactions in the sustainable and ethical food production industry. Seb holds a MSc (Distinction) in Data Science from City, University of London, and a BSc (Hons) degree in Natural Sciences from the University of Newcastle. Seb is a CFA Charter holder and a member of the CFA Institute and the CFA Society of the UK.

Gordon Tveito-Duncan, Co-Founder

Gordon is an experienced financial analyst having worked as an Equity Research Analyst at an investment bank covering the Technology sector. He also has experience as a Data Science consultant. Gordon holds a MSc (Distinction) in Data Science from City, University of London, and a BSc (Hons) degree in Economics from the University of Warwick.

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How GaiaLens is revolutionising the ESG analytics space

Founded in 2021, GaiaLens is a FinTech that provides a data-driven, transparent, and real-time ESG analytics platform to institutional investors. The company claims it achieves this by combining cutting edge technologies and the latest thinking in ESG investing.





The inspiration behind the creation of Gaia Lens came when Kirk and his co-founder – who both have financial backgrounds – were doing master's degrees in data science. During this time, they researched ESG data and listened to feedback from fund managers where they learnt that existing ESG ratings providers' approaches lacked explainability and were subjective.

Kirk remarked, "We thought, well, the tools we're learning about – the AI and machine learning tools – could be used to solve this problem, and this is where the inspiration came from."

GaiaLens has two main branches of its data. Firstly, the structured data, which includes its scoring system and all ESG metrics. The other side being the unstructured data, which includes its comprehensive news aggregations and scandal detections system. The combination of the two data branches produce GaiaLens' ESG platform.

The dashboard in comprised of three main dashboards for investors. These three dashboards are; a stock level overview for deep drive research, a portfolio analytic tool and a screening tool to help combine ESG and financial metrics in portfolio construction.

Kirk explained, "The structured data is our scoring system, which aggregates a vast volume of data, all different data sources to give you an overall ESG score. This is done by our

main proprietary algorithm and means that our scores are fully explainable and fully objective."

The company also offers a deep-dive research tool that gives investors to see the nuts and bolts of how a company is doing in regard of ESG, as well as the sub themes underneath and all the way to most granular level of data. GaiaLens additionally offers a portfolio dashboard that is aggregated for an investor to see how their portfolio is doing and compare it with whatever benchmark index that they use

GaiaLens also has a powerful news engine that takes hundreds of thousands of news articles each day and processes, tags and collates them and displays them so that users can see when news articles come and what issues they deal with.

Ratings inconsistency

While the exposure and presence of ESG in the financial market is skyrocketing, one of the biggest challenges being faced by companies in the market is the inconsistency between ratings providers. One of the many reasons why this is the case is because it can be very difficult to measure ESG performance.

Kirk remarked, "I think the answer to the reason why there is inconsistency between ratings providers is because there is a huge variety of different data when it comes the underlying level of ESG. There is also a completely different methodology between different ratings providers.

"You have to know what data goes into ESG – it is so broad, you have got so many different issues going into one overall score, and the method is to take all these inputs and take them all the way to the top.

"Also, a lot of ESG providers have subjective decisions within their ratings, which mean there is always going to be inconsistencies because it's based on one team's opinion on how a company is doing with ESG or its overall score."

How can this issue be dealt with? On this, Kirk believes one of the key routes ahead lies through taking a more objective approach to ESG – which he believes GaiaLens is focusing on.





"With our product, the data does the talking - everything is defined by the data. There is no bias put on by myself or any of the people involved, it is just what the data says about each individual theme all the way up to the top level. We give users the ability to customise scores on the basis of if they think one theme is more important than others – but the default is that it's all driven by the data and the weightings are defined by various points of the data and how much data disclosure there is.

"That is one side, but the other side is just more disclosure of methodology and the methodology to be made readily available and easily digestible, as a lot of methodology documents are extremely complicated, and is not giving the user the full disclosure of the whole picture."

Transparency issues

Alongside the key challenges faced by ESG ratings inconsistencies is issues surrounding the lack of transparency behind ESG ratings.

Kirk remarked, "There's a lack of transparency of methodology and whether the providers tell you everything they're doing. They give you these complicated methodology documents, but some parts of them don't actually state what the process is. If it is subjective, is there a framework that they're using? Or are they making their decisions based on what they know?"

On the other side, Kirk highlighted a technology on GaiaLens' platform called transparency score. Based on the level of disclosure of what data goes into a score, the company tries to disaggregate the overall score, and how much data there is, into two different things.

He explained, "You have a transparency score and an ESG score. The reason we did this is so you can see that, well, a company is performing well at something, and it has a very good coverage of its data sources – instead of it all being into one score, where you can't actually see which data is going into it, if all of the data that is required was readily available. A lot of providers impute or guesstimate raw values of data if they're not there, which we don't think is correct. If the data is there, use it. If not, don't use it.

Top pain points

In an industry as complex and novel to some as ESG, there are still key growing pain and particular pain points for companies to abate across the board.

When it comes to GaiaLens, one of the key pain points Kirk has identified is explainability. He remarked, "If companies are getting a high score, it is important that it is very easy to see why. Then you can see all the way down, and there is no part of the scoring system that isn't highlighted to clearly state where the input is, what went into it and why it was higher than others – this solves the pain point of not knowing why a company gets a certain score."

The GaiaLens co-founder said that a second key pain point would be handling all the different regulatory bodies of

ESG, such as SFDR taxonomy and TCFD, stating, "Trying to understand all of these and then adapt our datasets to them, so that it makes reporting easier and saves time.

"We're already doing this with many of our clients and we are receiving great feedback that we're just cutting hours out of their time, which is obviously also solving a pain point."

Key ESG trends

In an industry where trends are constantly shifting with new developments in ESG regulation worldwide, it is key for companies in the market to have a finger on the pulse. In the area of ESG data, what stands out as key trends?

Kirk said, "I would say the biggest trends are more data disclosure. For greenhouse gas emissions, the latest data is from almost two years ago. So that is two years out of date, and there is a big push at the moment to try and shorten that gap so that we can get more real-time data."

He noted that GaiaLens is currently working with companies that carry out satellite mapping of emissions to bring everything closer and have more up to date updates of what is really going on in the company in the present.

Future plans

Going forward, what does Gaia Lens have planned? Kirk cited the SFDR mandatory reporting continues to be rolled out during 2023, with the company focused on making sure that the firm is fully covered for that.

He added, "We've also tried to do some scenario analysis within our scores. So, if these metrics change this year, what would that look like? Scenario analysis with predictive modelling is what I would say is something that is coming over this next year.

GaiaLens is also planning to target asset owenrs with the launch of a monitoring tool that is expected to come out next year, which Kirk claims will 'add another layer to the business'.

"The social is particularly hard because, in nature, it is more qualitative than quantitative. So, how good is your company for the people within it and your customers? What metrics can you use to evaluate and to make it easy to understand apart from just employees telling you they either do or don't like working there?

"Coming up with tangible numbers behind this has been challenging up to now, but now it's become more that you have ways of doing this, of knowing employee satisfaction and other things like that. •







GaiaLens provides a data-driven, transparent, and real-time ESG analytics platform to institutional investors.

Unlocking the full potential of ESG data.

We aim to simplify ESG for investors using technology. The GaiaLens platform is comprised of a suite of tools to help investors fulfil their ESG needs including portfolio reporting, investment screening, and deep-dive research capabilities.

www.gaia-lens.com



How GaiaLens solved an Asset Management firm's ESG challenges with one single product



The Challenge

Before working with GaiaLens, the client (a mid-to-large sized Asset Management firm with 250+ institutional clients and \$60bn AUM) was having big issues with their ESG reporting. It would take more than seven hours to report on SDFR for each of their 200+ Portfolios. They also required a platform that combined realtime ESG news and ESG scoring for public companies. They needed to know where ESG scores were actually coming from, because existing ESG providers only offered black box scores with opaque methodologies.

The Solution

GaiaLens onboarded the client onto its state of the art Analytics platform, where the client was able to upload a portfolio and generate their SDFR reports within minutes. The client could search for over 17,000 publicly listed companies and view GaiaLens' fully explainable scores that go right down to the most granular level of data. They could also see the overall portfolio score of their uploaded portfolio versus a selected benchmark instantaneously.

The client used the customised thematic screens on the platform to track various ESG Topics (such as modern slavery, climate transition, and diversity), where they could view ESG factor level data and ESG news relevant to the selected theme.

The Outcome

The firm have been very happy with our platform, which has become a key part of their ESG workstream. We've massively cut the time and resources required for portfolio reporting and ESG benchmarking, enabling them to complete their work with a click of a button. They've managed to meet all of their ESG needs with just one single product: GaiaLens

BOOK A DEMO









Employees: 51-100



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Investing Products/Data, Regulatory Change Management



Regions of operations: GRESB operates in more than 60 countries across Europe, Asia, Oceania, Africa, North America, and South America.

GRESB, the global ESG benchmark for real estate and infrastructure, is a mission-driven and industry-led organization that provides actionable and transparent ESG data to financial markets. GRESB collect, validate, score, and benchmark ESG data to provide business intelligence, engagement tools, and regulatory reporting solutions for investors, asset managers, and the wider industry. Data is gathered through annual assessments, which are guided by what investors and the industry consider to be material issues in the sustainability performance of real asset investments and are aligned with international reporting frameworks. GRESB tools and reports can also help members comply with SFDR and TCFD reporting requirements and help real estate members to better understand and respond to climate-related transition risk.



The independent impact rating agency™



Founded 2016



Employees: 101-250



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Regulatory Change Management



Regions of operations: Europe (France, United Kingdom, Switzerland, Germany, and the Netherlands), North America (Canada and United States)

impak is an impact analysis and rating agency based in Europe and Canada. Impact analysis goes beyond ESG. As a fintech, impak combines technology and human augmented intelligence to provide the first 360-degree impact analysis to the financial sector's actors through qualitative and quantitative standardized impact data. impak's methodology is based (among others) on the international standards of the Impact Management Project (IMP) and the 17 Sustainable Development Goals (SDGs) established by the UN while integrating double materiality. Moreover, thanks to more than 3 700 data collection points and his notation on 1000 points called the impak Score™, impak's impact analyses are comparable, reliable, and contextualized.





Founded 2017



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis



Regions of operations: Headquartered and operated out of the United Kingdom serving clients globally

Insig AI is a group of technology and data focused people working to help the asset management community evolve their investment due diligence, ESG research and risk management. Insig AI provide an integrated solution that adapts to any client and which combines ESG expertise, data science and AI and cloud technology.







Employees: 51-100

Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Supply Chain Monitoring



Regions of operations: Europe, Asia, North America

IntegrityNext is a leading global solution for supply chain sustainability and compliance monitoring. IntegrityNext enables companies to quickly and cost-effectively check their supplier base against sustainability-related regulations (e.g. the German Supply Chain Act), standards (e.g. international human and labour rights), and voluntary commitments (e.g. supply chain decarbonization / Net Zero). IntegrityNext helps its clients identify and manage ESG risks along the value chain, reducing reputational and financial risks.



Founded 2017



Remployees: 51-100



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis



Regions of operations: Global

Jupiter Intelligence is the global market, science, and technology leader in physical climate analytics for risk management and resiliency planning. Jupiter's analytics are used across private and public sectors: customers include 5% of the world's largest enterprises, many in the Global 2000, and at least one of the world's five largest firms in asset management, banking, chemicals, insurance, minerals and mining, oil & gas, pharmaceuticals, power, and reinsuranceas well as critical departments in the United States government and climate-change-vulnerable geographies around the world. Jupiter's enterprise-grade, best-in-science solutions—ClimateScore™ Global and ClimateScore Planning suite—form the only global-to-street resolution climate analytics offering. ClimateScore Global quantifies climate risk at portfolio scale, across the planet's land surface, for all perils (flooding, wind, heat and cold, wildfire, drought, hail, and precipitation), and over flexible time horizons and emissions scenarios. ClimateScore Planning delivers very-highresolution projections of peril-specific climate impacts on individual assets, facilities, and communities.



Founded 2016



Reployees: 101-250



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Supply Chain Screening, Investing Products/Data, Regulatory Change Management, Forestry, agriculture, biodiversity, emissions of carbone and methane



Regions of operations: Our headquarters are in France and we have subsidiaries in the United Kingdom, the United States, in India and in Singapore.

Kayrros is a leader in geospatial analytics that provides accurate and timely data through atmospheric measurements based on satellite detection and artificial intelligence. The Kayrros Platform merges all available data on a given industrial asset to provide reliable, frequent, accurate, geo-referenced and time-stamped information on the state of selected physical assets. In short, the data required for a sustainable future. Initially focused on the energy sector, Kayrros has progressively developed new data analysis pipelines and increased the scope of its activities, leveraging on its mastery of the carbon chain from fossil extraction to sequestration. Kayrros will play a key role in the fight against global warming by developing solutions that contribute to independent and transparent reference measurements, decision making concerning the optimization of industries in terms of their carbon footprint, and the adaptation of infrastructures to ensure the resilience of territories and industrial sites to the impact of extreme climatic events.











Employees: 1-10



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis



Regions of operations: United Kingdom and United States

Environmental, Social, and Governance (ESG) metrics are becoming increasingly important for businesses. As companies and investors work towards more ambitious targets and ever-changing regulations, they are looking for solutions to track ESG processes more effectively. KEY ESG makes ESG management easy. The company's intuitive software automates ESG processes and streamlines data gathering and reporting, allowing users to focus on what really matters - value creation. The KEY ESG interface grows alongside your business, catering to a broad range of diverse ESG needs and requirements and tracking metrics across individual companies as well as entire portfolios. With KEY ESG, you set action plans, launch development initiatives, and improve your ESG standing. Whether you've been successfully measuring ESG for years, or you've only just found out what ESG stands for, KEY ESG software provides the tools and guidance you need to thrive at every level of ESG maturity.





Founded 2011



Employees: 11-50



Segments of Financial Services: ESG Intelligence & Data Analysis



Regions of operations: Global

By distilling decades of research in the fields of quantitative analysis, behavioural economics, and portfolio management into flexible APIs, Kidbrooke empowers banks, insurers and wealth managers to build next-generation digital and physical customer experiences. Their core API platform, OutRank, allows the financial institutions to create engaging and consistent customer and advisor journeys in a fraction of the time and cost that it would take to develop them from scratch.





Founded 2012



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk



Regions of operations: United States

kWh Analytics is a leading provider of Climate Insurance for renewable energy assets. The company moves the trillions of dollars of insurance capital to support climate-forward assets, starting with renewable energy. As the manager of a proprietary database of over 300,000 operating solar facilities, kWh uses real-world project performance data and decades of expertise to accurately price and underwrite unique risk transfer products on behalf of insurance partners. The Solar Revenue Put production insurance protects against downside risk and unlocks preferred financing terms. The kWh Property Insurance offers comprehensive coverage against physical loss. kWh has insured \$3 billion of assets to date.







INTEGRATED TECHNOLOGIES TO MANAGE CLIENTS, RISK AND COMPLIANCE





Employees: 11-50

Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Supply Chain Screening, Investing Products/Data, Banking Products/Data, Regulatory Change Management, Due Diligence



Regions of operations: United States, United Kingdom, European Union, Singapore and Middle East

La Meer Inc. (www.lameerinc.com) is a premier US vendor of the GRACE Suite of cloud based web/tablet/mobile solutions for Enterprise GRC, ITGRC, Vendor Risk, Compliance and Conduct Risk, Client Management for Reg BI, MiFID and Consumer Duty Protection, AML, Trade Surveillance, SM&CR, ESG for Corporates and ESG due diligence. GRACE is offered worldwide through the company's partner networks in multiple jurisdictions. GRACE ESG for Corporates helps manage Goals, Governance Committees, Impact and Materiality risk assessments, risk identification, Metrics gathering on Climate Risk, Carbon, Social DEI - internal and Supply chain through periodic reporting, Key Risk Indicator Monitoring, View Real time Dashboards, Initiate and monitor mitigation projects and tasks, as well as generate TCFD, GRI, SFDR and other disclosures from the single source of truth. GRACE ESG Due Diligence helps fund managers gather ESG information on their investment companies and monitor progress to meet to client's objectives in their investment portfolio.

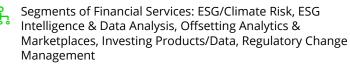




Founded 2019



Rmployees: 11-50





Regions of operations: France, EMEA, APAC, AMER

A technology subsidiary of the BNP Paribas Group, Manaos powers an all-in-one platform that connects the traditional information systems of institutional investors and asset management companies with carefully selected rating agencies and fintechs to meet all their ESG-related use cases. As a double-sided platform, Manaos offers a data exchange interface, where investors and asset managers can get a comprehensive view of their portfolios and dive deep into all aspects of their investments. Building on this first layer, Manaos provides an open-architecture ESG marketplace, where investors can plug their portfolio data to leading ESG data and service providers, and test their solutions with limited engagement before choosing their service mix and extracting ESG-enriched portfolio data to the format that best meet their use cases. Manaos offers scoring capabilities both at portfolio-level, and asset-level via 60+ apps to run analytics across multiple frameworks such as ESG, SDGs, Biodiversity, Carbon footprint and Paris Alignment to SFDR, Taxomomy and more.





Founded 2013



Employees: 101-250



Segments of Financial Services: ESG/Climate Risk



Regions of operations: Global

No organization better helps the real estate industry easily integrate ESG as a core business strategy than Measurabl. Measurabl is the world's most widely adopted ESG data management solution, empowering customers to measure, manage, and report ESG data on over 13 billion square feet of real estate in 90 countries. For nearly 10 years, Measurabl has helped the industry's most innovative real estate companies optimize their ESG performance, assess exposure to physical climate risk, act on decarbonization and sustainable finance opportunities, and monitor regulation compliance. This is accomplished through automated data capture, on-demand reporting capabilities, and verified service providers. Measurabl's solution is best-in-class, allowing CRE leaders to harness the power of data to take impactful actions to achieve ambitious ESG goals.







COMPANY **RESEARCH PROFILE**





Founded 2018



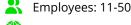
London, United Kingdom



www.kynd.io



info@kynd.io



Regions of operation: United Kingdom, Europe, United States

KEY EMPLOYEES:



Andy Thomas CEO



Melanie Hayes CMO & Co-founder

Segments of Financial Services: **ESG Intelligence & Data Analysis**

□ OFFERING

KYND's pioneering tech provides an unrivalled instant view of an organisation's cyber risks and prioritises the red flags they need to address to stay ahead of cyber threats and incorporate cyber risk management as part of their ESG governance. Unlike many others out there, it's presented in a simple and easy to understand format (forget pages of reports or arbitrary scoring) that you don't need to be an IT guru to decipher.

PROBLEM BEING SOLVED

The rise in cyber-attacks against organisations present a huge risk to the value of companies and ultimately the stability of society. Companies are increasingly being urged to manage cybersecurity as part of their ESG governance strategy rather than rely on insurance.

緩 TECHNOLOGY

KYND's technology is built with one purpose in mind: to stop cyber risks from affecting businesses, as quickly and simply as possible.

KYND makes assessing, understanding, and managing cyber risks easier and quicker than ever before and provides a standard framework for measuring cyber risk and provides unrivalled technology combined with expert advisory services to mitigate and stay ahead of risks with continual monitoring.

i PRODUCT DESCRIPTION

KYND helps organisations stay ahead of cyber risks:

- Assess: Get up-to-date expert insight into a company's cyber risk exposure from KYND's tech that's regularly scanning.
- · Understand: Quickly identify cyber vulnerabilities with the company's simple risk profile traffic light system
- Fix: For every cyber risk identified, KYND give you a jargon free rundown of how to deal with it.

KYND for Organisations:

These days, the risk of your business falling victim to a harmful cyber attack is high. With complex new threats emerging daily, it's no longer a matter of "if" but "when".

- Understand your cyber risk exposure
- Receive support and advice to fix issues
- Get alerts to new risks from continuous monitoring
- Remove complexity and speed up analysis
- Reduce cyber claims and pay-outs

TRACTION/GROWTH

KYND currently have 5,000 Customers across 30 industries spanning the globe.

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How KYND is simplifying cyber risk to level up governance strategies

Cybersecurity is becoming a core component of ESG. Cyber risk management processes are being incorporated into governance strategies and poor cybersecurity could result in deals falling through. However, many firms are given information they don't understand.





KYND is on a mission to make cyber risk easier to understand and manage. Formed in 2018, with a team consisting of some of the most distinguished leaders in the world of Internet banking, fraud protection, and cyber security; KYND has created revolutionary technology designed to make cyber risk management simple and easy to use, which has led to KYND being used by companies of sizes across the globe.

The company demystifies the world of cyber risk management with next-generation technology that makes the complex simple. Recognising that one size doesn't fit all KYND offers custom-built products for organisations managing their own cyber risks, insurers using cyber risk profiling for underwriting and helps asset and wealth managers keep their investments ahead of cyber threats and at the heart of ESG governance.

Cybersecurity is more than just governance

Cybersecurity threats continue to rise. With this comes a huge risk to the value of companies and the stability of

society, Hayes explained. To combat this, more companies are buying cyber insurance. According to Statista, the cyber insurance market will be worth \$20bn by 2025, in the US alone. However, firms are now advised to manage cyber risks in their ESG governance strategy, rather than rely on cyber insurance, Hayes explained.

"Insurance alone can't help. Companies need to focus inwards and actually manage their cyber risks. Cyber is actually a key component of ESG reporting analysis, but while it falls under the hard G of ESG, it straddles all the pillars of ESG."

While KYND started with its focus on insurance, it saw an opportunity to expand. Its expertise and experience helping insurers and their customers improve cyber risk profiles, has given it the natural edge to help investment managers and financial organisations with their ESG requirements. Stakeholders would come to KYND with questions about the cyber risk profiles of organisations in their portfolio or are part of their supplier and vendor ecosystem. These were the same questions insurers had. This led KYND to expand into investment management.

Hayes said, "It was that kind of lightbulb moment where if a company's insurable, then they're more likely to be investable. Cyber insurers are looking at the cyber risk profiles of their insureds and that's also the sort of information investment managers and financial organisations need to understand about the companies they're working with."

KYND felt this was an important move to make, because cyber risk is a major business risk. Not only that, but it is a risk to everyone a company interacts with, whether that is a third-party, a vendor or others. As for asset managers, cyber risk also has a hefty financial cost to be mindful of, as well as a social factor that could damage brand reputation. This is why Hayes believes it is crucial for investors to understand the cyber risk of organisations, keep ahead of it and manage it

Gap in cyber risk in ESG?

Talk around ESG is often dominated by environmental and social concerns. Governance is often forgotten. Hayes believes there is currently a gap around incorporating cyber







risk into ESG governance, but this is changing. Hayes stated that more firms are understanding the importance of cyber risk profiling and see this as a beneficial task, not just a "box ticking."

A study from Berenberg highlighted cybersecurity as a key ESG theme in 2022 and Goldman Sachs named cyberattacks as an area of concern for ESG investors. Financial institutions are not experts in cyber risk profiling. As regulations and demand for cyber assessments increase, it is better to work with a specialist provider, rather than trying to makeshift a solution.

Hayes added, "We're experts in this now. We can help you do it quickly and see it [cyber risk] instantly. It makes your life better, it makes investments better, and it makes the companies better."

KYND has two ready-to-go solutions for investment managers to use. KYND Signals, which can give them an instant snapshot of cyber risks facing companies, and KYND On, which the companies can implement to understand their risks and how to fix it. On also supplies continual monitoring so they are always aware of threats.

Not just ticking a box

Whenever there is new regulation, it is easy for some firms to see this as another box to tick. But Hayes warns firms should not take this attitude with cyber risk profiles.

Hayes stated that if a firm is just ticking boxes, they don't have a cyber risk management process in place, which means they are more susceptible to a cyber-attack.



"For most organisations, it is a question of when an attack will happen, not if. If you can have cyber risk management in place, organisations or investment managers are aware of the cyber risks facing their investments."

Hayes offered an example. Criminals can easily see if a company is running a software that has a vulnerability that can be exploited for a ransomware attack. However, the organisation might not see it themselves. This is why a platform like KYND can scan the organisation and show them their weaknesses and what they can do to fix the issue.

Hayes added, "One of the ticks in the ESG questionnaire will be 'do you have continual risk monitoring.' You can tick yes, but if you haven't got something that actually works and you're using, you've ticked yes, but you're not actually keeping your company safe, because the cyber world changes all the time. Where you may be okay today, next week an update could happen to some software, and it's not protected anymore."

KYND's platform stays up-to-date and will inform the company if a new weakness has been detected. "If these organisations can mitigate their cyber risks, and continually proactively monitor it, it's better for everyone, it doesn't just make the company a better investment."

Why work with KYND

Hayes explained that KYND's core mission is to help organisations understand and embrace cyber risk management on all aspects of their business models. It shows investors and the public they are safe and a wise investment.

Another boon of KYND is that it doesn't rely on arbitrary scores and doesn't produce endless technical reports that are tough to decipher. Its platform provides an "unrivalled instant view of an organisation's cyber risks and prioritises the red flags to stay ahead of threats." It's a simple and easy cyber risk profiling system to add to the ESG toolbox. It is also capable of profiling at scale, ensuring investors can quickly assess multiple companies, rather than one at a time. Hayes added that while some firms have inhouse cybersecurity teams, these are not

"While some organisations may have an in-house security team or access to specialist services, that's very cybersecurity related. Cyber risk management is different from protecting against your cybersecurity, so your networks and data, this is managing the risks that you have or may have in the future. You want it to be what our kit does, which makes it accurate, quantitative and qualitative."

As to why a firm should pick KYND, Hayes concluded, "KYND's next gen cyber risk technology provides an unrivalled instant view of an organisation's cyber risks" •











Employees: 51-100



Segments of Financial Services: Banking Products/Data



Regions of operations: London, Reykjavik, Warsaw, Barcelona, Singapore, New York

Meniga is a global leader in digital engagement & sales solutions for banks. Its award-winning products enable the world's largest financial institutions to dramatically improve their online and mobile digital environment, enriching the customer experience of over 100 million digital banking users across 30 countries. After two decades the company has embraced sustainability and has invested heavily in the development of a carbon calculator for digital banking channels. Meniga's offices are in London, Reykjavik, Stockholm, Warsaw, Barcelona and Singapore.





Founded 2009



Employees: 51-100





Regions of operations: United States, Canada, France and greater Europe

Metrio, a Nasdaq company since 2022, is one of the leading sustainability software-as-a-service (SaaS) providers on the market. Since 2009, the software company's non-financial reporting solutions have helped over 100 organisations like Air Canada, ALDO, Decathlon, Target, The Clorox Company and the Toronto Stock Exchange better collect, manage and share data about their environmental, social and governance (ESG) performance. Metrio's team is made up of developers and analysts who are well-versed in corporate ESG challenges and trends. By bridging the gap between technical and sustainability expertise, Metrio can help businesses build a more efficient reporting process that's aligned with non-financial disclosure requirements and best practices. Metrio is a SASB Alliance member, a TCFD and UNGC supporter, and a CDP-accredited provider.





Founded 2017



Employees: 11-50



Segments of Financial Services: ESG Intelligence & Data Analysis



Regions of operations: United Kingdom

Multi-award winning mnAl uses proprietary data (c10bn+ data points) and technology to supply unique research, analytics, insight and due diligence on all 8.5 million+ UK companies, with a particular focus on ESG.











Employees: 11-50



Segments of Financial Services: Offsetting Analytics & Marketplaces, Investing Products/Data



Regions of operations: Planed to be operational by Q4 2022 - Based and operating in Luxembourg

With our vision of a DLT-blockchain-supported Neo-Stock Exchange, we support fund industry actors in their digitization efforts and allow fund managers to sell their products with more simplicity. We open a channel to reach a new generation of investors – interested to take their investment decision into their own hands and more meaning aligned to their values. Our platform has the ambition to be the most transparent when it comes to ESG investor information, which allows values-driven people to invest funds that match their ethics by filtering out investments that they believe do harm and searching for investments that have the impact they want. We want to offer anyone: retail or professionals, beginners or experts, a seamless investment experience.





Founded 2021



Employees: 1-10



Segments of Financial Services: Offsetting Analytics & Marketplaces



Regions of operations: Global

Nash fintechX is a software development company, headquartered in Luxembourg. The company comprises of a team of computer scientists, engineers and FinTech experts, who are presently working on an ESG software, DCarbonX, which will provide a blockchain-based carbon market for trading of carbon credits, track all resales and help prevent greenwashing. DCarbonX utilises NFTs to store and trade carbon credits through blockchain. Nash fintechX's vision, mission and mantra are geared towards ensuring sound progress of organisations in the digital era and sparking mass adoption of sustainable finance.





Founded 2016



Employees: 11-50



Segments of Financial Services: ESG Intelligence & Data Analysis



Regions of operations: United States, United Kingdom, China

Neudata is a FinTech scouting solution dedicated to finding alternative datasets for leading global organisations. Neudata's Software as a Service (SaaS) catalogue of 7,000+ alternative dataset reports allows its clients to easily discover, manage and compare datasets. neuESG is a sub-product of Neudata's SaaS catalogue, which clients use as a search engine for ESG data. The platform hosts 450+ ESG dataset reports and users can search by specific ESG topics, such as GHG emissions, gender diversity and board composition. neuESG is designed to help users find ESG datasets they didn't know existed and uncover better quality ESG data that fits with their sustainability goals. The platform also contains in-depth industry reports that help its users stay up to date with the latest ESG data trends and innovations. Neudata's consulting services support clients in building a bespoke sustainability strategy and understanding the ESG data marketplace.







Founded 2018

8

Employees: 11-50

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Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Investing Products/Data



Regions of operations: Africa

Nithio's goal is to direct large capital flows to rapidly advance a just energy transition and improve climate resilience. Nithio's Financial Intermediary, Nithio FI, is a data-driven blended-finance vehicle that provides a sustainable, risk-informed financing to the off grid solar sector. Nithio's approach is unique and highly innovative in that it leverages its proprietary Risk Analytics Engine, which combines geospatial demographic and socioeconomics data, customer repayment data, and Artificial Intelligence (AI), to standardise credit risk. Nithio uses these analytics to inform its investment decisions to scale sustainable financing to solar energy companies in Africa. Its AI-powered analytics and financing platform enables energy solutions to reach even the most vulnerable households.



Founded 2020



Employees: 1-10



Segments of Financial Services: ESG Intelligence & Data Analysis, Regulatory Change Management



Regions of operations: United States

NixWhistle is a platform that has been created to encourage employees everywhere to speak up about their opinions and feelings about their workplace and the way they are being treated. Most employees hesitate to speak up and fight for what's right due to many reasons, such as Threats, Blackmailing and others. We are giving them a chance to let their voices and calls for help be heard. As we strongly respect one's privacy, we are promising you a 100% Anonymity; therefore giving you the opportunity to blow whistle against what is being wrong.

Normative

Founded 2014



Employees: 101-250



Segments of Financial Services: ESG Intelligence & Data Analysis



Regions of operations: Global

Regulation and consumer expectations demand that businesses make immediate, significant, and verifiable carbon reductions. Normative helps businesses accomplish this by providing carbon footprint measurements with industry-leading accuracy. Drawing from 30 million data points, Normative's carbon accounting engine automatically calculates the emissions outputs of a business's activities or transactions. Businesses can then use this granular breakdown of their emissions profile to identify hotspots, begin targeted reductions, and stay compliant with legal reporting requirements.











Employees: 11-50



Segments of Financial Services: Offsetting Analytics & Marketplaces, Banking Products/Data



Regions of operations: United Kingdom

The UK's first and only B Corp certified neobank, Novus' mission is to turn everyday spending into a force for good. FCA registered and backed by Visa, Novus generates impact from every purchase by sharing part of its revenue with 10 impact partners: FareShare, Book Aid International, charity:water, Coralive, Against Malaria Foundation, Sightsavers, SolarAid, SEE Turtles, Eden Reforestation and Bloody Good Period. The app also includes carbon offsetting features and an in-app marketplace, where members can discover and buy from an ever-growing range of ethical and sustainable brands whilst earning rewards for their 'smart' purchases in the form of cashback. Novus went live on the App Store/ Google Play in early 2022, and has since already onboarded 30,000 users. Headquartered in London, Novus currently has 43 full time employees and has just closed a funding round of \$3m to scale the operations in the UK, following a previous \$1.5m round in 2021.





Founded 2010



Employees: 1,001-5,000



Segments of Financial Services: Corporate Assessment & Reporting, ESG Intelligence & Data Analysis



Regions of operations: North America, EMEA, Asia-Pacific, Latin America

OneStream Software provides a market-leading intelligent finance platform that reduces the complexity of financial operations. OneStream unleashes the power of finance and operations by unifying corporate performance management (CPM) processes such as planning, financial close & consolidation, reporting and analytics through a single, extensible solution. The company empower the enterprise with financial and operational insights to support extended planning and analysis (xP&A) for faster and more informed decision-making. All in a cloud platform designed to continually evolve and scale with your organisation.





Founded 2013



Employees: 51-100



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Banking Products/Data, Hedge Funds, Investment Banks and Financial services firms



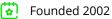
Regions of operations: North America, EMEA, APAC with offices in Palo Alto (HQ), New York, Washington DC, London, and Tokyo.

Orbital Insight provides geospatial intelligence and location analytics solutions that help organisations understand what's happening on and to the Earth. Customers including Unilever, RBC Capital Markets, The World Bank, Avison Young, and the U.S. Department of Defense use Orbital Insight's self-service analytics platform to make smarter business decisions, build sustainable supply chains, and improve national security.





Oxford Risk





🖰 Employees: 11-50

Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, Investing Products/Data, Banking Products/Data, Regulatory Change Management



Regions of operations: Global

Founded in 2002 by leading decision science academics from Oxford University, Oxford Risk is the leading behavioural finance FinTech serving wealth managers, robo-advisers, banks and pension providers. Oxford Risk, combines innovative behavioural finance, data science, and quantitative finance in its technology solutions to help support financial institutions in delivering better financial outcomes to their clients. Get ready for new ESG regulation and meet investor demand with Oxford Risk's comprehensive ESG profiling tool. Backed by the rigorous research and testing that you would expect from Oxford Risk, this solution helps providers understand which aspects of Ethical, Social, and Governance matter the most to investors. Utilise these insights to better engage with clients on ESG conversations and match client suitability to suitable and sustainable investments.





Founded 2020



Employees: 251-500





Regions of operations: Persefoni's core countries of operation are the United States, United Kingdom and Japan.

Persefoni is a first-of-kind, enterprise-scale platform for carbon accounting and management and it is leading the creation of the new climate tech category. Persefoni's SaaS Platform enables companies and financial institutions to easily meet stakeholder and regulatory climate disclosure requirements and requests.





Founded 2019



Employees: 11-50



Segments of Financial Services: Investing Products/Data



Regions of operations: United States, Europe

Physis is a B2B SaaS company serving institutional investors looking to make a serious impact on the planet alongside a quality financial return. Its primary users are asset managers, family offices, financial advisors, and pension funds. The company charge users a yearly subscription fee based on customer AUM, number of users, and specific platform customisations. Key milestones to date include product development and launch in two years, the company is now active in the US and EU markets generating revenue and winning industry recognition like top 5 women-led FinTech by Visa, top 10 FinTech by FinTech Sandbox to present at New York Fintech Week, top 20 emerging FinTech by Morningstar, top 35 FinTech by CBInsight at Future of FinTech, and more. Our women-led team is highly diverse and always hungry for the next challenge, led by our founder and CEO, Stefania Di Bartolomeo, who is a recognised FinTech leader by FT Partners.





Why sustainability is at the heart of Persefoni's mission

In an age where meeting ESG requirements is becoming mandatory, it is key that financial institutions are not only able to stay up to date with all relevant trends but can do it with confidence and ease. Headquartered in Arizona, Persefoni has tackled this challenge headon.





At the heart of the ESG movement is the importance of expanding sustainability in all areas. For Kentaro Kawamori – CEO and co-founder of Persefoni – sustainability was ingrained in his upbringing, and was a key inspiration in the founding of the company.

"I grew up in Germany during a period that was still very much shaped by post-WWII resource-scarcity sentiment; recycling and sustainability were ingrained in my upbringing, making me predisposed to accept their relevance later. From a practical perspective, as Chief Digital Officer of a Fortune 300, by the late 2010s we were quickly being inundated by requests from shareholders - and a myriad of other stakeholders - to more clearly identify the financial risk to our assets resulting from a rapidly shifting climate.

"It was clear this was a complex data problem that could better be addressed leveraging a modern SaaS-based collection, automation, management, and disclosure solution, yet none existed at an enterprise-scale. With that as a head start, Persefoni began building one," claimed Kawamori.

Persefoni's climate management and accounting platform (CMAP) is a suite of SaaS-based solutions that streamline the collection, management, analysis and disclosure of carbon and climate data.

According to Kawamori, Persefoni is purpose-built to provide users a single source of carbon truth across their organisation, enabling them to manage their carbon transactions and inventory with the same rigour and confidence as their financial transactions. He added that the company currently supports roughly half of the top 25 global private equity firms and a third of top 20 banks, with several of Persefoni's PE customers having successfully deployed the solution across their full suite of portcos.

The key pain point Persefoni is looking to solve remains complexity around data ingestion. Kawamori said, "Streamlining and automating the onboarding of disparate data remains a focal point for us. It's at the core of my background. In fact, at our essence, a lot of us here at Persefoni are data nerds, which we embrace. Several of our patents center on our data schema. Our customers can better mine their data for analytics and more favourable decarbonization strategies if we continue to lead in this effort."

ESG trends and developments

In a market that is still relatively new and is constantly evolving, tracking ESG sector trends can be difficult for financial institutions and other stakeholders. What key trends has Persefoni identified?

Kawamori commented, "A key trend is the surge in mandatory carbon disclosure regulation by jurisdictions around the world and consolidation on the PCAF and TCFD standards. This shifts pressure from any single jurisdiction as they are neither alone nor are they forced to "choose the right" standard; together, this acts as a virtuous circle accelerating this process.

When I listen to people argue that politics will stop this or that mandatory climate disclosure regulation, I smile. These are people who have not spent the past decade fielding accelerating demands from the investor community for audited climate impact statements. It's hardly by accident







that the regulators writing these disclosure proposals are the U.S. SEC, the Japanese FSA, the UK FCA, etc. - they are responding to their constituents."

How has the ESG market changed over the past five years? The mainstream knowledge of the industry has exploded, with very few people familiar with ESG short of a decade ago.

Kawaori explained, "Five years ago, few of us had heard of ESG and even fewer could explain it. As CDO of a global enterprise, it was at this time that I first began quantifying the data complexity to plan for an organization-wide Scope 1-3 audit. There was precious little support in the market for our firm and virtually nothing purpose-built from a software perspective.

"Today, there has been an explosion of coverage and information on ESG - particularly environmental. For example, virtually every session at the World Economic Forum in Davos this year mentioned Sustainability/ESG. This cacophony of noise can lead to 'paralysis by analysis' which we have witnessed in some markets."

In this environment, Persefoni's states that large enterprises tend to rely on their trusted consulting partners, many of whom have raced in the past five years from having 50 ESG consultants to plans for more than 5,000. He added that the company's early focus on enabling these global consulting organisations has led to strategic partnerships with businesses such as PwC and Deloitte to Bain & Co, IBM and CGI.

Carbon accounting performance

In a world where being able to measure your impact on the climate is becoming increasingly vital, carbon accounting is proving to be the key that unlocks the all-important door of sustainability.



"As we like to say at Persefoni, 'Credibility is the currency of Sustainability'. Increasingly, organisations are recognising that climate risk is financial risk. For the same reason that financial accounting and standards are critical, so too are trustworthy climate statements."

This, therefore, requires transparent carbon accounting. "The ultimate importance for carbon accounting is you can't fix what you're not measuring - to paraphrase an

old management maxim. To identify the most beneficial decarbonisation strategies available to an organization, it must first accurately account for its current and future position," said Kawamori.

Market roadblocks

Some of the key areas that constitute roadblocks in the ESG market surround the topic of scale. While the industry is growing and is realising expanding demand due to the increasing requirements of new compliance, many companies are still attempting to find ways to break through the all-important scale barrier.

Kawamori detailed, "Scale is the greatest roadblock, followed by market education, strategy and then execution. It's not sales; this opportunity is unlike any I've witnessed. It's greater than Sarbanes-Oxley and GDPR combined, with compliance drivers from not one but three verticals: industry (investors), government (regulatory), and social (customers/ staff) compliance pressure."

In the opinion of Kawamori, the vast majority of customers lack the software to address the problem, let alone purpose-built, contemporary software.

He continued, "From a practical standpoint, the recent stress on the global capital markets has tightened access to capital, which will make it increasingly difficult for peers to keep pace with Persefoni, especially earlier-stage vendors."

Future plans

With the ESG market benefitting from an ongoing boom, many companies entering the space are benefitting from the growing and needed demand for new ESG products that help companies meet upcoming regulations.

What is Persefoni up to for the rest of this year? Kawamori said, "We are growing at a record pace on a number of fronts. We've added to our staff across North America, Europe, and Asia, including a new office in Singapore in September. The latter is thanks in part to the support of our customer/partner/investor, Bain & Co. We are already busy fulfilling opportunity there.

"And for listed companies, particularly in the U.S., our partnership with the leading platform for financial and non-financial reporting, Workiva, is already supporting a number of shared customers."

"From a technology perspective, to add even more value to our core CMAP platform, we have begun rolling out a series of new modules that customers have asked for, like Climate Trajectory Modelling, Benchmarking, Portfolio Analytics Suite and Reduce Footprint to name a few. On that subject, we have also just announced the release of CMAP v2.0 in October this year, fulfilling on a promise as we continue to iterate and build on our early success. Finally, we will be announcing a number of strategic partnerships, new offices, and key hires soon."

"It's a very exciting time for Persefoni."











Employees: 101-250

Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Offsetting Analytics & Marketplaces, Supply Chain Screening, Investing Products/Data, Banking Products/Data, Regulatory Change Management



Regions of operations: We operate worldwide, HQ in Berlin, Offices in Munich, Paris, London

Plan A is a software provider that has developed an award-winning decarbonisation and ESG optimisation SaaS platform to empower businesses to reach their net-zero goals. Combining cutting-edge technology and the latest scientific standards and methodologies (GHG Protocol compliant, TÜV Rheinland certified), Plan A automates CO2 emissions calculation, carbon reduction planning, and ESG reporting in an end-to-end platform. Plan A is B-Corp certified and thus demonstrably adheres to strict social and environmental standards. The Greentech counts N26, BNP Paribas, ApaxPartners, Albion Capital, BMW, Trivago, Société Générale, Payhawk, and the European Union among its customers.





Founded 2002



Employees: 11-50



Segments of Financial Services: Corporate Assessment & Reporting, Regulatory Change Management



Regions of operations: Global

Point Nine is a team of industry experts that specializes in regulatory reporting, equipped with proprietary cloud-based technology designed to help customers fulfill their regulatory reporting requirements, streamline their processes for storing, processing and submitting data from various sources. Point Nine collaborates with both buy- and sell-side financial firms, service providers, and corporations to help them ensure high-quality and accurate reporting to remain compliant.

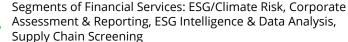
Position Green®



Founded 2015



Employees: 101-250





Regions of operations: Europe (Sweden, Norway, Denmark, United Kingdom) and North America (United States)

Position Green brings together leading experts within ESG software, strategy and communication to help corporations accelerate their sustainability agenda. Position Green's integrated offering spans across environmental, social and governance domains, and encompasses strategy advisory, data management, reporting, e-learning and executive training. Position Green has over 400 clients with more than 100 employees located in Norway, Sweden, Denmark and the US. With a 100% annual growth in revenue, Position Green intend to expand the company's service offering and geographical presence through acquisitions primarily in Europe. Position Green combines the leading data-driven sustainability platform with best of breed ESG consultancies to create a unique ESG offering — helping companies navigate and accelerate their journey towards a more sustainable future. In combining tech and consulting, Position Green has established a completely new digital ecosystem that unlocks the power of corporate sustainability data for strategy and decision making.







How Position Green empowers businesses through sustainability data

Position Green was founded in 2015 by Daniel Gadd and four other cofounders. While working at Deloitte, Gadd had noticed the frustration his auditor colleagues had when auditing on sustainability data. While financial data was structured within finance systems, there were no frameworks for ESG reporting and no overall structure to how everything was handled.



Position Green

Seeing the carnage first hand, Gadd and his co-founders thought there must be a way of building a structured system for sustainability data, similar to that with financial data. With no other solution present in the market at the time, they began developing Position Green. Supporting this move towards ESG were rising discussions around sustainability. The United Nations established the Sustainable Development Goals and COP21 saw the adoption of the Paris Agreement. Gadd added, "We thought a big shift was coming, where companies would start to approach sustainability data in the same manner as financial data."

Position Green was established to collect sustainability data and centralise it in a structured, data-driven and transparent manner. Its data-driven software platform supports sustainability reporting through accuracy, traceability and compliance. It has three core products: Sustainability reporting, Supplier assessment and Investment monitoring.

Gadd added that instead of multiple employees managing excel sheets of sustainability data being sent across departments, companies and suppliers, it is easier to have a single data structure where everything is traceable.

Gadd added, "Our mission is to revolutionise how businesses embrace sustainability through a data-driven approach and we want to empower businesses to lead the way." By tracking all data, companies can gain insight into what they are doing and how aligned they are with global targets and standards. "We also try to nudge companies to be even more ambitious in their measurement scope and increase their goals, by constantly sharing best practice."

Bringing a data-driven ESG approach to the financial market

One of the first industries Position Green has helped is the investment community, who need a way to collect data and track portfolio companies. These firms leverage Position Green's investment monitoring product to collect data on their portfolio companies in a structured and seamless way. It empowers them to track holdings, monitor their performance, ensure reporting compliance, set targeted goals and report to investors.

Position Green is looking to expand this offering and will soon launch a tool for due diligence processes, which will help firms collect data before they buy into a company.

With the SDG's and Paris Agreement it is clear there was a growing need for sustainability data and since then, this requirement has only increased. MiFID II recently had an update that means asset managers need to include sustainability factors, risks and preferences into suitability assessments. There are many other ESG regulations on the horizon. The UK's Financial Conduct Authority also recently revealed a new advisory committee to its board that will work on ESG challenges.

Then there are the astronomical costs firms have to pay for ESG data. A study from ERM claimed that institutional investors spend an average of \$1.3m annually to collect,





analyse and report on climate data to inform their investment decisions. It also found that on average, corporate issuers spend \$533,000 annually on climate-related disclosures.

Gadd explained that this is only the beginning of ESG regulation and so firms need to act now to cope.

However, firms should not just see ESG as a heavy cost, especially when data is collected correctly. "You can see that the companies that are better at ESG, or sustainability, are often more profitable. What we also have seen is that it's not only an issue for sustainability directors. We are increasingly being contacted by CFO's and board members who are interested in finding out how they can drive financial growth and improve competitiveness through a data-driven approach to ESG."

How Position Green is different

One of the main differentiators of Position Green is its flexibility. The platform has a unique setup for each company, implementing a personalised data structure within weeks. Gadd said, "There are all these software tools out there that are standardised, but we always customise for each customer depending on their strategy and level of ambition. We can have two competitors and their measurement structure in the platform looks entirely different."

These personalised systems can account for if a company wants to collect data manually, through file uploads, through APIs from ERP systems, or another way. It can also be split on what they want to measure and how deep they want that to go, for example, they could have two fractions for waste management or 100. In terms of output, Position Green allows for a client to create their own unique KPIs, reports and dashboards.

ESG ratings are not sustainability

With ESG being relatively new for firms, it is easy for misconceptions to gain ground. One of the biggest Gadd has seen is ESG ratings vs. sustainability. He said, "ESG ratings are about transparency, highlighting how open are companies are on their sustainability work and progress. That is the main reason why big oil companies can rank high on ESG ratings, because they've been under scrutiny for decades and have established a transparent approach to communications. While Tesla or other companies with a sustainable business model, often don't want to disclose their data, resulting in them often receiving a lower score in ESG ratings."

One of the biggest issues this misconception causes is with public perception. Gadd explained that it is easy for ESG ratings to be misunderstood and used as a greenwashing tool for non-sustainable companies. Position Green is helping companies to fix this misconception by focusing on how data can empower targeted action.

The outlook to the future

As mentioned, Gadd believes this is only the beginning of FSG.





"There are several movements going on at the same time, pushing the corporate ESG transition forward at a very high pace now compared with four or five years ago. However, there is still a long way to go."

The importance of ESG will continue to increase every year, spurred by new regulations and increased maturity of corporations and various reporting standards. However, Gadd added that the pace of change needs to be addressed otherwise the world will struggle to meet the climate goals.

As for Position Green, the future is bright. The company is particularly interested in bolstering its services for investment monitoring. It is looking to add new functions and features for due diligence and gathering data efficiently.

Position Green's growth forecast is set for a pace of 100% per year, with plans to have a €100m turnover and 500 employees in four years' time.

But the question is, why should a company work with Position Green? Gadd said, "We have a fantastic product that makes ESG actionable and measurable. We genuinely care about improving our customers' competitiveness through a data-driven approach. This is our core business - the platform is not just an ESG add-on to another software. Our Customer Success team acts as a sparring partner to our customers, nudging them to constantly set higher and more ambitious targets based on best practice. Through Position Green's full-service ESG offering including strategic advisory services, our customers have all the support they need at hand to fast-track their sustainability transition and accelerate impact."





Sustainability reporting made simple



Founded in 2015 HQ in Malmö, Sweden Employees: 120 Regions of operation: EMEA, North America



We are Position Green

We are on a mission to revolutionise how businesses embrace ESG - creating a sustainable, fair and resilient future.

We were born in the Nordics, but today we pair local expertise with global experience to help companies worldwide transform and accelerate business within the ESG landscape.

With data at the core of our offering we simplify ESG reporting and turn it into measurable KPI's and actionable insights.

Key employees



Daniel Gadd CEO, Position Green Platform



Sofie Folkesson Head of Customer Success, Position Green Platform



Björn Johansson CTO, Position Green Platform



All your sustainability data consolidated

Position Green Platform enables financial institutions, private equity firms and investment companies to efficiently collect, analyze and report sustainability data from the entire organisation and value chain.

- Get an overview and structure of all investments, credit takers and general partners' ESG performance
- Achieve compliance with new ESG regulations
- Save time and streamline collection of ESG data
- Ensure control and facilitate auditing through full data traceability



One platform combining three products



Sustainability reporting



Supplier assessment



Investment monitoring



Position Green growth journey

- Position Green supports leaders in the financial services industry, investment firms and private equity, such as Nordic Capital, Norvestor, Kinnevik, Nordnet, Addlife, VNV global and Storebrand
- Position Green raised 50 MUSD in 2022 from the Nordic private equity firm Norvestor to be invested in global growth
- Position Green has experienced 100% growth in ARR for the past 5 years
- Position Green serves approximately 400 companies worldwide











Employees: 101-250



Segments of Financial Services: ESG Intelligence & Data Analysis, Banking Products/Data



Regions of operations: Switzerland, France, Germany, Austria, Belgium, Netherlands, Japan, Czechia, Slovakia, UK

PriceHubble is a Swiss B2B PropTech company that builds innovative digital solutions for the real estate industry based on property valuations and market insights. Leveraging big data, cutting-edge analytics and great visualisation, PriceHubble's products suite brings a new level of transparency in the market, enabling their customers to make real estate and investment decisions based on the most accurate data-driven insights (such as valuations, market analyses, value forecasts or building simulations) and enhance the dialogue with end consumers. PriceHubble's digital solutions are designed to help all players across the entire real estate value chain (banks, asset managers, developers, property managers and real estate agents). PriceHubble is already active in 10 countries (Switzerland, France, Germany, Austria, Japan, Netherlands, Belgium, Czech Republic, Slovakia and UK) and employs more than 200 people worldwide.





Founded 2018



Employees: 11-50





Regions of operations: Puro.earth operates globally. Currently, our operations are especially active in Australia, Austria, Brasil, Canada, Finland, France, Germany, Netherlands, New Zealand, Norway, Sweden, Switzerland, United Kingdom and United States.

Puro.earth is a pioneering standard, registry and marketplace focused solely on credible, high-quality carbon removal. They help corporate buyers create a long-term portfolio of carbon removals for their ESG and Net Zero goals. In comparison to traditional nature-based offsets and emissions avoidance, engineered carbon removal is quantifiable, transparent, and net negative. Through their partnership with Nasdaq, Puro.earth is working to build a robust, reliable carbon removal market that is big enough to serve demand, drawing on Nasdag's experience of developing, maintaining and evolving other markets and industries. Puro.earth's robust verification involves using best practice processes and laboratory analysis, not modelling, to certify its projects, in this way increasing integrity in the voluntary carbon markets. As they are involved with many parts of the voluntary carbon market value chain, we have the possibility to make it more efficient.





Founded 2016



Employees: 500+





Segments of Financial Services: ESG Intelligence & Data Analysis



Regions of operations: Global with office locations in the United Kingdom, Canada, the United States, Australia, Singapore, Brussels, UAE

Quantexa is a global data and analytics software company pioneering Contextual Decision Intelligence that empowers organisations to make trusted operational decisions by making data meaningful. Using the latest advancements in big data and Al, Quantexa's platform uncovers hidden risk and new opportunities by providing a contextual, connected view of internal and external data in a single place. It solves major challenges across data management, KYC, customer intelligence, financial crime, risk, fraud, and security, throughout the customer lifecycle.





COMPANY RESEARCH PROFILE

PURΣFΔCTS

Founded 2010



Toronto, Canada



www.purefacts.com



info@purefacts.com Employees: 101-250



Regions of operation: North America, Europe, APAC

KEY EMPLOYEES:



Robert Madej CEO and Founder



Rajini McRae President



Gerrard Daniels CFO

Segments of Financial Services: **ESG Subsectors: Corporate Assessment & Reporting, ESG Intelligence & Data Analysis**

□ OFFERING

PureFacts Financial Solutions develops software that helps global financial firms grow revenue and market share. The firm specializes in technology that can fit easily into existing tech stacks to calculate fees and commissions, aggregate data, analyze and enrich it. They then use automated intelligence and machine learning to derive usable insights that can drive business growth. Their reports module is both substantial and scalable - it offers indepth reporting at the enterprise, advisory and client levels and its intuitive and easy to use. PureFacts invests annually a significant part of its revenues in research and development to continuously improve and add to their solutions.

PROBLEM BEING SOLVED

PureFacts solves some of the most complicated problems using innovative automated intelligence and machine learning algorithms. The company's AI solutions are integrated into its core product such as its Fees and Reporting solutions. The SaaS platform provides investor retention analytics and can help determine the underlying reasons behind client churn. In addition, PureFacts uses natural language processing to classify assets into their corresponding asset classes.

As such the company's solutions enable advisors to offer personalized and differentiated services to their clients as well as providing access to accurate ESG data and reporting.

A TECHNOLOGY

PureFacts deploys all its software on Microsoft Azure Cloud. Their scalable, modular microservices architecture is founded on Microsoft .NET Core technologies. The company leverages Azure Kubernetes Services (AKS) to deploy at scale and meet the elastic capacity needs of its clients. The solutions rely on vast amounts of data that are ingested, transformed, and processed by Azure Data Factory. The data stores include both relational data stores such as Microsoft SQL server, as well as in-memory distributed store such as Redis. PureFacts's ML technologies include TensorFlow, R, Python, Jupyter Lab, and they have built their NLP application on top of the Microsoft Azure LUIS API.

1 PRODUCT DESCRIPTION

PureFacts develops and delivers accurate, scalable, flexible, secure, best-of-breed wealth management, asset management, and asset servicing solutions that serve the front, mid, and back office needs of wealth management firms. Delivered using a highly configurable Software-as-a-Service model, PureFacts solutions are centered around fees, billings, commissions, reporting, Al/ML driven insights, and decumulation. Their powerful SaaS platform supports large enterprises and multiple lines of businesses on a single instance with advanced line of sight, permissions, and workflow capabilities. Their solutions are also modular and highly configurable, and built around an advanced fees, billings, and commissions engine—architected to account for a range of fee and commissions structures, and billing models for mass market, mass affluent and high net worth business models.

PureFacts' Next Gen Reports are not only integrated with the Al application, but also can report on ESG data. They can easily get integrated with ESG data feeds and can aggregate the data to produce documents for both the wealth advisors and the investors. PureFacts aims at accelerating the transition to a sustainable economy making ESG data available and easy to use.

TRACTION/GROWTH

- Recently, PureFacts acquired Quartal Financial Solutions which provided them with a global footprint and extended their business from Canada and to the UK, Europe, and APAC region. It broadened the company's market reach from wealth management to asset management and servicing. PureFacts and Quartal now have the world's top wealth management fee solutions and one of the world's top asset management fee solutions.
- PureFacts provides solutions used by large banks including National Bank Financial, Scotiabank, Fidelity Clearing Canada, Canaccord, Richardson Wealth, Manulife, iA Financial, and Canada Life.
- The company has raised over \$30m in funding from prominent investors including Round 13 Capital, Scotiabank, Canadian Business Growth Fund.

This document is being provided for information purposes only. It is not designed to be taken as advice or a recommendation for any specific investment or strategy decisions.







How PureFacts is helping wealth managers with the shift to ESG

Founded in 2010, Global firm PureFacts Financial Solutions provides enterprise wealth management and asset management solutions for the financial services industry. The company claims its mission is to create meaningful wealth solutions that help people live their best lives.



PURΣFΔCTS

Ensuring success and stability in the wealth management sector for companies is one of the key missions for PureFacts. With the arrival of ESG into the mainstream, those individuals are now facing the prospect of considerable disruption and potential confusion. How can PureFacts help its customers?

"Our area of expertise is providing the right tools to asset and wealth managers around the world to make their job easier," said Robert Madej, CEO of PureFacts. "In the ESG space, we work with our clients to ensure they have the best possible ESG solutions to display and aggregate ESG data in a sensible way."

The company's offering regarding ESG sphere consists of various modules. The first provides summary views across all wealth advisors' clients, providing them all the underlying details and aiding the understanding of the various ESG indicators. Whenever possible – and if compatible with the methodologies and source data in use – the firm provides the information and about the overall portfolio ratings and ESG indicators.

PureFacts also provides investor-specific views with information about each asset in their portfolio, as well as an investor-specific view with a breakdown of product involvement percentages for each asset in their portfolio.

With this considered, how does PureFacts' solution help businesses take that leap to becoming more sustainable? Madej said, "We believe that the first step to help companies become more sustainable is to provide clarity and to understand a complex and fragmented reality.



"Our goal is to present ESG data within the various wealth management ecosystems in a format that is - at the same time – accurate, methodologically correct, and accessible for both advisors and end investors.

Once we provide the clarity, our target solution will also help facilitate optimising investment and capital decisions."

The rise of ESG and its presence in the financial market is relatively recent, however, its impact and stature is only likely to grow over time as businesses become aware of their increasing social, environmental, and governmental responsibilities.

When quizzed on what PureFacts is looking to achieve in the ESG space long-term, Madej echoed a similar sentiment, underlining that in the company's view, ESG data is the 'natural evolution' of the traditional financial information that is currently contained in statements and financial reports.





He added, "We develop high-quality reporting for managers and investors. Soon, investment decisions will be influenced by both financial and ESG data and indicators. Therefore, our goal is to incorporate ESG into the wealth management toolset."

Madej gave examples of this goal – such as software that would assist wealth management firms in offering fee discounts for investments in assets with sustainable attributes, or software that helps portfolio managers improve the ESG ratings of their clients' portfolios by suggesting changes and resulting ratings. The PureFacts CEO also suggested potentially generating an investor-specific report with a breakdown of selected carbon matrix for each asset in their portfolio, as well as an interface to display these reports to clients.

ESG investment impact

How will, or is, ESG changing the investment market? In the opinion of Madej, ESG has already significantly disrupted the wealth industry. However, he believes there is not yet a high degree of readiness to report ESG data with the quality standard and timeframe as financial information.

He remarked, "There is a significant lack of standards and therefore a prominent level of confusion. Nevertheless, finance professionals are embracing the challenge and preparing for the new standards that we agree are the future. In the past few years, we have realized a shift in investor needs, especially in younger generations, from traditional investing to socially responsible and sustainable investing.

This includes investors interested in the impact of corporate social responsibilities and good governance on market-based and financial statement measures of financial performance. Younger investors are value-driven in their approach to their money and their investments.

"Due to availability of and access to the data, investors can have better asset allocations and to better manage their portfolios. As finance rapidly changes with the proliferation of ESG investing, there will be an increase in demand by investors for greater transparency and new regulatory reporting requirements in every district."

Key ESG trends

With the ESG space ever evolving and ever-changing, keeping up to date with trends in the industry can be tough. What does PureFacts see as the most important trends?

According to Madej, the company groups trends into two distinct categories – regulatory-driven and new opportunities.

He explained, "Regulations are evolving and changing at a rapid pace around the world and the whole industry is struggling to stay ahead of the game. On the other side, several players are tapping into the opportunities that ESG creates. A growing number of investors want to align their investment decisions with their values and ESG metrics are a tool to enable that difficult exercise. Impact investing, if backed by transparent and accessible ESG data, is the only way to tap into this potential."

Madej said that he was convinced that there is a 'high need for understanding, clarity and standardisation' in the ESG space. "Our sustainability goals go beyond providing ESG related products, as we aim to connect with our clients about the steps, we are taking to become more sustainable," Madej added.

Investor and company roadblocks

With the ESG space still fairly young and, to some in the industry, fairly unknown – there are bound to be some roadblocks along the way. For investors, what are the biggest roadblocks for them looking to make their investments more sustainable?

Madej commented, "The biggest roadblock for investors is accessing reliable data that allows them to invest in more sustainable products. As investors are becoming more aware of the impacts they have, they would also require more accessible resources that are reliable, easy to use, and transparent which provide the right information. Such resources, will help them make more informed decisions and make a better impact to the world they are living in."

A big challenge for companies going forward – especially those invested in fossil fuel-focused companies – is how they can make their offerings more ESG-friendly. What are the biggest roadblocks in this area?

Madej said, "The biggest roadblock for companies looking to get into the ESG space is accessing the right data source. Although there are many ESG data sources available, lack of standardized data pertaining to ESG initiatives are challenging rollbacks.



"Understanding which data sources are the best and acquiring that data is one of the biggest challenges that WealthTech companies are facing."









Employees: 11-50



Segments of Financial Services: Corporate Assessment & Reporting



Regions of operations: North America, Latin America, Europe, Asia

Quantifind's Graphyte platform drives automation in anti-money laundering (AML) investigations, name screening, and KYC by automatically extracting predictive risk signals from vast stores of unstructured public data. It is used by customers to automate their risk monitoring and anti-money laundering (AML) investigation processes. Its accuracy and features enable customers to improve the efficiency of their AML investigations by 40% or more. Graphyte has been used for over a decade by governments and Fortune 50 companies to gain insights from a comprehensive array of public sources. Its success is rooted in its fusion of science with design; machine learning innovations with intuitive, feature-rich web applications and APIs.





Founded 1998



Employees: 251-500



Segments of Financial Services: ESG/Climate Risk



Regions of Operation: Canada, United States, Brazil, United Kingdom, China, Japan, Philippines, Switzerland, Germany, European Union, Latin America, Asia

RepRisk is the largest ESG technology company and a pioneer in ESG data science that leverages the combination of Al and machine learning with human intelligence to systematically analyze public information and identify material ESG risks. Since 2006, the world's largest financial institutions and corporations trust RepRisk for due diligence and risk management across their operations, business relationships, and investments.





Founded 2021



Employees: 1-10



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis, Investing Products/Data



Regions of operations: North America

Responsibli (previously SR.ai) is building the next generation of investment research tools with a focus on ESG. They use Al to process, summarize, and extract actionable insights from news, social media, and company disclosures. Instead of creating ESG scores, they focus on deeper information and decision support, enabling investors to "supercharge" their own research. Responsibli started as a research program at the University of Toronto, at the intersection of AI, quantitative finance, and sustainable investing. Today, they are commercializing the technology with leading asset managers and owners, helping them future-proof investment processes.





COMPANY **RESEARCH PROFILE**





Founded 1993



Frankfurt, Germany



www.regnology.net

PRODUCT NAME: REGNOLOGY



💦 Employees: 501-1000

info@regnology.net



Regions of operation: Global with offices in Austria, Germany, Ireland, Netherlands, Romania, Singapore, Sweden, Switzerland and United

Kingdom

KEY EMPLOYEES:



Rob Mackay CFO



Dr. Maciej Piechockí Chief Revenue Officer



Linda Middleditch Chief Product Officer



Denise Seitz Chief Technology Officer



Sarah Anderson Chief Customer Officer

Segments of Financial Services: **ESG Intelligence & Data Analysis**

OFFERING

Regnology is a leading technology firm on a mission to bring safety and stability to the financial markets. With an exclusive focus on regulatory reporting and more than 7,000 financial institutions, 30 regulators and 20 tax authorities as clients, we're uniquely positioned to bring greater data quality, efficiency, and cost savings to all market participants. With over 700 employees in 12 countries and a unified data ingestion model powering our work, our clients can quickly implement and derive value from our solutions and easily keep pace with ongoing regulatory changes.

• PROBLEM BEING SOLVED

The European commission has proposed comprehensive disclosure obligations for all (non-) financial companies' and to start a discussion about the ESG risk drivers within the EU sustainable finance framework. EBA have additionally acted and provided an ITS for the first disclosure of ESG risks for SSM banks with the application end of December 2022. With Abacus360 Banking, Regnology enables financial institutions to comply with EU taxonomy regulation as well with the EBA ITS. The European commission has proposed

₩ TECHNOLOGY

Abacus360 Banking is based on a three-tier architecture with a clear separation of the GUI, application logic and data management based on the distributed processing of Apache Spark. Apache Spark is a cluster computing framework with high market acceptance for big data projects. Apache Spark allows for the processing of very high data volumes (several 100 million data records) and has strong vertical and horizontal scaling capabilities vertical and horizontal scaling capabilities.

The solution has flexible deployment scenarios allowing for either on premises installation, software as a service (SaaS), complete business process outsourcing (BPO) or Cloud.

1 PRODUCT DESCRIPTION

Regnology offers regulatory reporting solutions which cover:

ESG Regulatory Reporting and Risk Management - Abacus360 Banking is an integrated platform for 360° reporting, risk calculation and controlling regulatory KPIs. Abacus360 Banking, Regnology helps financial institutions to follow EU taxonomy regulation (DA (EU)2020/852) as well with the EBA ITS (according to 449a CRR) which includes quantitative and qualitative templates on climate-change related disclosures. New KPIs like the Green Asset Ratio (GAR) or information about physical and transition risks as well as the risk mitigation must be disclosed.

The latest generation of the Abacus360 Banking platform offers increased operational performance and reporting quality through a modern infrastructure designed to help harmonize data models, streamline workflows and automate calculation and reporting processes. It enables financial institutions to improve the quality and timeliness of its regulatory reporting while anticipating future requirements and scaling at the best cost.

- **Transaction Reporting** Abacus Transactions is a solution for transaction-by-transaction reporting and enables our customers to fulfil their reporting requirements in accordance with MMSR to the NCB/ECB as well as EMIR Refit, MiFID II/MiFIR and SFTR.
- **SupTech Platforms for Central Banks, Regulators and Supervisory Authorities** The award-winning platform for central banks and supervisory authorities covers Data collection, integrated analytics, supervisory workflows and cross- border exchange of information.
- Tax Reporting A dedicated solution suite for banks on tax reporting which includes EasyTax, and FiTAX. EasyTax helps banks support their customers in submitting their tax statements and fulfilling their filing obligations in their home countries. It covers 22 jurisdictions and is used by more than 90 financial institutions globally. FiTAX is designed for financial institutions and intermediaries to produce tax reports required by tax authorities for QI, FATCA, CRS/AEOI and DAC6/MDR reporting.

TRACTION/GROWTH

- Regnology products are used by over 7,000 firms worldwide including (among others): Bank of England, Volkswagen Bank, Sweden's Finansinspektionen, CSL Corporate Services Liechtenstein, Bank of Romania, CGS-CIMB Securities, eToro, .
- The company enables more than 30 regulators and 20 tax authorities on five continents to collect data from 34,000 firms in 60 countries. It supports Europe's largest regulatory reporting utility, which alone processes 1.4 billion records every reporting period.
- Regnology was formed in 2021 when BearingPoint RegTech, a former business unit of BearingPoint Group, joined forces with Vizor Software, a global leader in regulatory and supervisory technology.

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Regnology on ESG data and reporting: challenges, Europe, and the consequences of fragmentation

Regnology believes that ESG should be at the centre of a company's activities, from finance to risk departments and credit ratings. A good ESG data strategy is key to this.





What is the current status of ESG reporting?

The industry is currently in a "market frenzy" when it comes to ESG and data reporting. That's according to Bodo Windmöller, senior vice president product management at Regnology.

"More than 30 regulatory bodies and standard setters in 12 markets have undertaken some sort of official consultation on ESG. We are seeing a lot of buzzwords flying around and it's a bit overwhelming to make sense of the flood of new mandates and proposals."

A good place to begin is to consider the objectives of ESG reporting. As it currently stands, the majority of proposals in this area are looking to enable transparency, but Windmöller said that some are beginning to go further than this and looking to create a behaviour change and influence market dynamics. This is a particularly prominent trend in the EU.

In terms of the stringency of compliance requirements, the EU is leading, Windmöller said, this area is somewhat weaker in the US and Canada. Turning to the uniformity of

ESG reporting, Windmöller continued, the EU is following a "template-based" approach that is seen in other reporting areas.

Materiality and the divergence of standards

Materiality is a particularly hot topic in the ESG data reporting space. In the context of ESG, this refers to the effectiveness and financial significance of a specific measure as part of a company's overall ESG analysis. Companies and governments must determine what ESG issues are significant for their organisation and how those impact the business.



"There's a wide range of things to consider,"Windmöller said, "in some areas the focus is on the E in ESG, and in other there is also a lot of S and G."

This is not the only area in which ESG reporting varies. There is also the question of the outside-in perspective versus the inside-out perspective, also referred to as single and double materiality. Windmöller explained this issue essentially asks: is it a case of reporting how changes in the environment will affect certain companies or how certain companies affect changes in the environment?

"There is a huge variety in what ESG comprises. Some regulation concentrates on the E side, others look at the S and G elements," Windmöller said. Even just considering the E side, there is disagreement over whether this should include climate mitigation or prevention of climate risk, and whether other factors such as biodiversity should be included.

Could Europe become a standard setter?

It is widely recognised that there is a lack of a uniform standard for ESG data and reporting; the EU is trying to change this and become a standard setter.





However, according to Erik Becker, Regnology product director, the issue of double materiality and the outside-in perspective versus the inside-out perspective could present an obstacle to achieving this. This is because the EU is focusing more on double materiality.

Following on from this, Windmöller added that although the EU is trying to become a standard-setter, "they are probably reaching too far for many other jurisdictions, and this will likely prevent convergence."

Beyond this, Windmöller said we don't currently have the political mechanisms to even create a uniform standard. Nevertheless, we will see an emergence of a standard within Europe in the near future, "The question will be: how much of that standard will actually happen worldwide, or will this be fragmented?"

The consequences of fragmentation

From the investor's perspective, fragmented standards in ESG reporting means there will be a lack of comparability. "That's going to be a hinderance in terms of enabling the climate transition to happen," Windmöller said.

Furthermore, this is going to be a headache for companies, Windmöller continued. "Companies, especially international banks, will have difficulty communicating precisely on what they are doing, because they have to address so many different audiences with differences messages."

This of course opens the opportunity for greenwashing, which can erode the credibility of ESG reporting and data. "You will probably always find regulation somewhere that allows you to tag whatever you have as green," Windmöller said

What's more, Becker added, is that having no universal standard, means consumers are less likely to trust products or different companies, which in turns means that the positive impact ESG could have on climate change will be reduced.

Lastly, Windmöller explained, in the EU the goal is to transition from a 'brown economy' to a 'green economy', and that will require adjustments in where capital is spent. "If we do not see a standardisation across the world, the question will be how smooth such a transition will happen."

Latest developments

One of the key latest developments in ESG reporting is the new EU sustainable standard, the Corporate Sustainability Reporting Directive (CSRD). The EU is expected to adopt this new standard in October 2022, which will see an amendment to the previously Non-Financial Reporting Directive (NFRD). The CSRD is intended to support the European Green Deal, a set of policy measures intended to transform the EU into a modern, resource-efficient, and competitive economy.

"This will make businesses more accountable to disclose their impacts on people and the planet. This will have a big impact," Becker said.

Another development in this context, Becker continued, is a discussion about incorporating ESG risk drivers into the prudential framework. "At the moment we have mainly

been talking about transparency and disclosure, but we are not talking about the impact on existing regulatory rations and the capital costs. That is a big discussion at the moment, which began from the Basel Committee for Banking Supervision (BCBS)."

How to incorporate these risk drivers in prudential frameworks is heavily disputed, Windmöller said. There is a view that they are already incorporated, but on the other hand, there is an opposing view which proposed this is new. "In Europe in particular this is a political debate, because of the political agenda to transition to a greener economy...it will be interesting to see where this discussion goes."

So where does Regnology fit into all this?

Regnology's mission is to enable transparency and stability of financial markets. Windmöller said the company achieves this by providing products and services for regulators and the regulated; it counts several European regulators such as the Bank of England among its customers in addition to many of the largest banks in Europe.



"What we are doing is enabling the data flow from the regulated to the regulators, through technology, services and consulting. This covers statistical, financial and supervisory information. Millions of data points are being transferred using our products. And of course, we leverage this know-how and experience to support the industry with incorporating ESG reporting in their data flows."

The company has positioned itself as a market leader in Europe. It boasts 50 regulators out of 200 worldwide, and a community of more than 7,000 firms worldwide which benefit from the company's software packages, platforms and advisory services. •









Employees: 51 -100



Segments of Financial Services: Corporate Assessment & Reporting



Regions of operations: Global operations with a strong presence in the United States, Germany, and Switzerland

Scanbot offers a B2B product, the Scanbot Software Development Kit (SDK), enabling enterprises to easily integrate data capture capabilities such as barcode scanning, document detection & scanning, and data extraction functionalities into their mobile (iOS/ Android) and web applications. For the insurance industry specifically, this enables Scanbot's customers to let their policy holders scan and submit documents, invoices, EHICs, and IDs via their smartphones, which drastically reduces the processing time of claims by about 80%.

sourceful



Founded 2020



Employees: 51-100



Segments of Financial Services: Supply chain management & sourcing



Regions of operations: United Kingdom, Europe, Asia

Sourceful is an all-in-one platform for sustainable sourcing. They help mission-driven brands to succeed by designing and making better, more sustainable products at scale. Sourceful's initial offering is packaging — the most ubiquitous and wasteful part of the product ecosystem. They're on this mission because sourcing, producing and managing more sustainable packaging is hard, even though consumers want it and the planet needs it. Global supply chains are complex, greenwashing is rife, sourcing workflows are mostly slow and offline and reliable carbon data is rare. Fastscaling businesses therefore often don't have the capacity or resources to find new products they can trust. Sourceful helps businesses create more sustainable packaging in two ways. First, they act as an end-to-end packaging partner, handling everything from sustainability advice, packaging design and sampling to production, logistics and warehousing. Second, they have an intuitive, all-in-one platform, where any business can easily customise packaging from the ground up to meet their needs and reduce their footprint.





Founded 2019



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis



Regions of operations: Globally - with main regions United States, Europe, Australia

Sust Global are making it easy for organisations to seamlessly access and integrate climate risk data. This ensures that their customers can be climate aware in all decision making, whether it's for TCFD reporting or planning for future climate risks and opportunities.





COMPANY **RESEARCH PROFILE**

SINGLE.E**≱**RTH

Founded 2019

Tallinn, Estonia

www.single.earth

info@single.earth Employees: 51-100

Regions of operation: Europe and Latin America

KEY EMPLOYEES:



Merit Valdsalu CEO and Co-Founder



Andrus Aaslaid CTO and Co-Founder

PRODUCT NAME:

MERIT Contribution platform for businesses; nature-backed MERIT tokens

Segments of Financial Services: ESG / Climate risk, Biodiversity

OFFERING

Single. Earth is making the world's first naturebacked currency minted based on the work nature does - a financial instrument connecting wealth to our nature's health. This instrument could be either used by companies for their ESG / nature-positive contributions or by individuals integrating MERITs to their daily transactions

Single.Earth helps businesses to go beyond the net-zero approach and reach broader sustainability goals. Businesses can make a nature-positive contribution with naturebacked MERIT tokens.

With businesses financing ESG / nature-positive contribution and individuals purchasing the tokens as the currency of the future, forests will continue to remove and store carbon, hold biodiversity, and provide vital ecosystem services that make the planet habitable for

PROBLEM BEING SOLVED

Single.Earth was founded to tackle one of humankind's most critical challenges: the destruction of natural ecosystems that support

Despite the pressing urgency, insufficient solutions still lead us to a soon irreversible climate and biodiversity crisis. Nature should be valued for its vital functions that support all life: the ecosystem services like clean air and climate regulation.

Single. Earth aims to shift the current paradigm and incentivise landowners to protect the ecosystems that make this planet habitable.

*ෂූ*ව TECHNOLOGY

Single.Earth uses satellite data, geospatial engineering, and machine learning to represent nature with a global Digital Twin.

The model allows Single. Earth to automatically assess each plot of land for its forest coverage, carbon sequestration, and biodiversity. Using blockchain technology, Single.Earth creates MERIT tokens and connects money with nature's ability to sustain life.

If the models detect unreconciled clearcutting or land conversion, we cease minting MERIT tokens.

The Digital Twin is constantly updated and improved while ensuring transparency and reproducibility by storing the underlying code on an open-access GitHub repository.

T PRODUCT DESCRIPTION

MERIT is a virtual currency (a token) that represents and protects the work nature does to sustain life by sequestering carbon and hosting biodiversity. The tokens are issued to landowners based on the ecological value of their lands for as long as they keep their natural resources in good health.

1MERIT = 100 kg of CO2 captured in biodiverse nature. Biodiversity and carbon stocks are also added to the token value.

The tokens can be bought and retired/burned as a contribution to nature and ESG goals like SDG 15 Life on Land. Businesses can sign up to the MERIT Contribution platform to make a direct nature-positive contribution by 'burning' nature-backed MERIT tokens and receive a Contribution Certificate in return.

MERIT tokens can also be bought and held while Single. Earth roll MERIT out as a nature-backed currency, gradually enabling all monetary activities with it, such as using it as a payment instrument.

As MERIT is designed to become a payment instrument, it needs price stability. Anything you can do with your money today, you could do with MERIT in the future. By integrating MERIT into daily purchases, everyone could give back to nature with every transaction.

The number of MERIT in circulation is always capped by how much nature can sustain. By that, Single.Earth creates a fully sustainable nature-based economy that fits within the planetary boundaries. As nature changes, so does MERIT. This means a regular minting cycle, no fixed supply, and a 'burn' mechanism.

TRACTION/GROWTH

- Single. Earth platform for landowners launched in beta in April 2022. Over 1500 preregistered landowners got access to the preliminary land assessment. Approximately one million hectares of forest and other land types were added within the first five weeks.
- Single.Earth has raised \$7.9m in funding from three investors: Icebreaker.vc, EQT Ventures and Ragnar Sass. Single.Earth will use the funding to launch a nature-backed MERIT tokens marketplace to make nature the new gold.

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How Single.Earth is tackling humankind's most critical challenges

Single.Earth is building a new financial system that puts nature at the centre of its economy, providing value to landowners and protecting natural resources.



SINGLE.E≰RTH

Headquartered in Tallinn, Estonia, Single.Earth was born in 2019 initially to solve a local problem: to protect the country's forests. Merit Valdsalu, CEO and co-founder of Single.Earth explained that roughly half of the country is covered by forests, and many of its residents consider themselves part of a "forest nation"; it's part of their identity.

However, these abundant forests were under threat from deforestation. Valdsalu said this prompted the question of how to prevent biodiversity loss and mitigate against climate change.

"We understand the key driver of forest destruction is the business model. Today, landowners only receive income if they cut down their forests and sell them as raw material," Valdsalu said. Single. Earth turns this business model on its head, and instead provides a financial incentive to landowners to keep their forests growing.

"There is more to nature and to forests than just the raw material, but no one has been able to put a price tag on this," Valdsalu said.

The first thing the Single.Earth team looked at was CO2 removal from the atmosphere. As forests grow, they remove CO2 from the atmosphere. Thus, the idea of a

compensation mechanism for this was created. However, Valdsalu explained, "We soon realised that compensation mechanisms are not the only thing that can save the world. It can be part of the story, but not the entire story."

The team also realised that this challenge was not confined to Estonia, but rather this is a global problem. "Landowners all over the world can only monetise their natural resources by selling them as raw materials. So, we set out to quantify all the good things that nature is doing, not just the CO2 they remove from the atmosphere."

The creation of digital twins

In order to quantify the range of benefits of natural resources, Single.Earth built a digital twin of the world's nature. "This basically describes how nature works in real time using satellite data and combining that with big data analysis and machine learning," Valdsalu explained.

The idea behind this is to create a system that can continuously monitor how nature is working, and use this as an oracle for creating tokens, which the company has named MERIT tokens.

Each token represents an amount of CO2, the landowner can then either sell the token, thereby earning money for keeping the forest, Valdsalu said.

Who participates in the market of these tokens? Valdsalu said the buyers of the token can be either a company that wants to make a contribution to nature's biodiversity, climate goals, biodiversity goals, or improve its ESG performance. Or alternatively it can also be bought by individuals.

A nature-backed currency

Why would an individual want to purchase a MERIT token? The big vision, Valdsalu explained, is that these tokens will become a kind of digital currency or cryptocurrency in the future.

"It is a nature-backed currency that we are creating. It is not backed by nature as an asset, such as by a hectare of forest, but rather, it is backed by the work that nature does, such as CO2 removal," Valdsalu said. The company is also already adding biodiversity metrics and carbon stocks into the equation.





The tokens can be used and retired or burned as a contribution to nature, which is something that companies already do today, Valdsalu continued. Or it can be bought and held as a form of currency that can be used as a form of payment. Holders of these tokens can start paying with this nature-backed currency when crypto payments become more mainstream.

Given the vast amount of projects and investment in the space, Valdsalu believes that crypto payments will become more mainstream "sooner, rather than later." Within the next couple of years, she added, crypto payments will become part of our daily lives, "and it's great to have a token that is not just part of the new financial system but is bringing a huge positive impact to the world. It has more value than just being a more transparent and efficient way to conduct a transaction."

A truly net zero economy

Single.Earth's vision goes deeper than already pre-existing carbon credits or the like. Instead, it creates a new type of economy that is bound by nature's resources, and therefore generates a more sustainable type of economic growth.

"What is key in this narrative" Valdsalu said, "is that the number of tokens in circulation is always limited to how much nature can sustain, which means that we are also limiting the economy to how much nature can sustain. It's the ultimate sustainable economy, whereby the companies, consumers and landowners participating are part of a fully sustainable, net zero economy."

The way this model works is that nature is constantly creating tokens that go into circulation, but then tokens are also removed, otherwise there would be significant inflation. "Nature continuously creates value, we use (some) of it, and so we also remove tokens," Valdsalu said.

However, given that the economy is bound by nature, this poses the question: will economic growth therefore be stunted?

Valdsalu argues no, the economy is still able to grow but it is more about fostering a circular economy. "The number of tokens taken out of circulation depends on the footprint of the product or service in the future. If you are purchasing a new pair of jeans, then the number of tokens that will be removed out of circulation will be higher. But if you are buying second hand jeans, then we don't have to remove anything from the circulation."

This means that the future of growth would be built on a circular economy. So, reusing the materials that have been collected, and every time new resources have been extracted, that must be given back.

The benefit to landowners

According to Valdsalu, the reception to Single. Earth's offering to landowners has been extremely positive. "Landowners are really excited that nature conservation can be financially beneficial to them," she said.

Landowners don't want to destroy natural resources, Valdsalu continued, but without a viable and accessible alternative model, they are often left with no choice. The only other alternative on the market is carbon crediting programmes, but Valdsalu said these programmes focus on creating additional carbon, through tree plantation projects for example.

Moreover, carbon credit prices tend to be quite low, which means there isn't enough of a financial incentive. Landowners also face significant barriers to accessing these sorts of programmes, with high upfront costs and long manual onboarding procedures.



"Our platform on the other hand, with the digital twin that we have created, is accessible to all landowners of various sizes and across the globe."

A global mission

So far, Single.Earth has focussed on the European Economic Area (EEA). This is because the company has a virtual asset service provider license here, which means its KYC and AML onboarding procedures can be done online automatically.

However, the company has big plans to scale in the near future, having already onboarded for one landowner in Brazil who owns more than 400,000 hectares of rainforest.

"We are really interested by the impactful lands which are located in Southern America, Africa and Southeast Asia," Valdsalu said. The company is also looking to target the US and the UK. Amid ever increasing concerns about climate change, it seems the desire to turn the ecological value of nature into goods to build a more sustainable world is a mission that is not confined to any one region. •





Founded 1992



Employees: 1,001-5,000



Segments of Financial Services: ESG/Climate Risk, ESG Intelligence & Data Analysis



Regions of operations: United States, Canada, United Kingdom, Romania, India, Germany, France, Netherlands, Sweden, Japan

Sustainalytics-Morningstar provides a holistic solution to investors for the purpose of meaningfully bringing ESG into their investment workflows. They provide data, research, ratings, benchmarks & platforms to allow clients to perform stock selection, fund selection, analysis, reporting & education. We service stakeholders across the value chain including individuals, advisors, wealth/asset managers, asset owners & corporates; really contributing to cohesion across their organization.





Founded 2020



Employees: 101-250



Segments of Financial Services: Offsetting Analytics & Marketplaces, Carbon Credits (ratings and investments)



Regions of operations: A remote first company with staff in United Kingdom, United States, Serbia, Ireland. Customers span all geos.

Sylvera is the leading carbon ratings platform, delivering independent & in-depth project reports & market intelligence to corporate sustainability teams, financial intermediaries & exchanges. Sylvera helps buyers discover and invest in high quality carbon credits as part of their net zero strategies.





Founded 2013



Employees: 251-500



Segments of Financial Services: Investing Products/Data, Banking Products/Data



Regions of operations: United Kingdom

The UK's greener, digital bank providing hard working people across the UK with sustainable ways to borrow and save. Find out how Tandem Bank can help you enjoy a more affordable lifestyle while reducing your carbon footprint. Borrowing and saving is all about making the future you dream of reality. Tandem offer sustainable financial services to help achieve your personal goals while protecting the future of our planet.





COMPANY **RESEARCH PROFILE**

SWEEP



Montpellier, France



Scope of work: 5,000+ users across Europe, North America, and Asia



www.sweep.net



hello@sweep.net



路 Employees: 51-100

Key capability: Carbon management for investment portfolios, CDP benchmarks, embedded Partnership for Carbon Accounting Financials (PCAF) methodology, Contribution Analytics & Marketplaces, ESG/Climate Risk.

🖾 WHAT

Sweep is a data-driven platform that makes it easy to understand, manage, and reduce your carbon footprint.

Its dedicated financed emission solution. Sweep for Finance is the most advanced solution that enables financial institutions to obtain a complete, real-time picture of investment emissions and collaborate with portfolio companies on emission reduction.



Regulations, ESG scrutiny, and customers are pushing investors and their portfolio companies to take responsibility for their planetary impact. But they need to tackle a complex data collection and coordination exercise to effectively reduce their collective footprint.

Sweep for Finance connects financial institutions to their investees, so they can accurately track and act on their portfolio emissions – protecting them from climate risks, reputational damage, and compliance violations.



Sweep for Finance provides the tech infrastructure needed to allow the exchange and collaboration of carbon data between investors and investees. Through CDP-based benchmarks, carbon assessments, and secured data collaboration features, financial investors can map 100% of their emissions and generate a reduction across their portfolios.

Following the Partnership for Carbon Accounting Financials (PCAF) methodology, it also delivers comprehensive and fully auditable reports following any national or industry reporting requirements.

1 ABOUT SWEEP

After raising \$100 million within 12 months of launching publicly, Sweep continues to grow and tailor its carbon management platform features to major greenhouse gas emitting industries. It's been working with various financial organizations, such as COATUE, 2050, and Mirova, and was ranked among the top 3 providers for carbon financial management in the Carbon Management Software Green Quadrant 2022 by the independent research firm Verdantix.

Sweep is B Corp-certified and a member of the World Bank's Carbon Pricing Leadership Coalition, France Invest, and Finance for Tomorrow. The company is also a signatory of the UN Principles of Responsible Investment.

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How Sweep is empowering financial actors to become agents of global decarbonization

We sat down with Marie-Anne Vincent, Sweep's VP of Climate Finance, to catch up on the latest ESG trends & challenges, and how Sweep's dedicated finance solution can help financial institutions reduce their portfolio emissions and stay compliant with the latest reporting standards.



"At Sweep, we really believe finance has a big role to play to accelerate global decarbonization," said Marie-Anne Vincent, VP of Climate Finance. "Together, top financial institutions manage trillions of dollars globally, which is massive! It also means they can empower their portfolio companies to reduce their climate impact, all while making investment decisions to build a low carbon future."

Vincent stresses that they need to obtain the data and information to measure, track, and reduce financed emissions together with portfolio companies – something which is difficult to achieve without data-driven and science-based tools.

She said, "For us, it was very important to develop Sweep for Finance with a collaborative approach to carbon management – that can democratize climate action and make sure any employees, partners, and any stakeholders can understand, calculate, and act on their carbon footprint – from tracking commute to work to how much the emissions of a portfolio company feed into an investor's total footprint.

The SaaS platform's network approach to carbon management is already being used by several financial organizations, including 2050, Coatue, and Mirova. "We ask investors to upload investment information to give them portfolio emission snapshots. We start like this to give them a global overview of their climate impact."

"We use the Carbon Disclosure Project (CDP) benchmarks to encourage companies to report carbon emissions on the CDP platform. Based on CDP data, Sweep computes a first footprint estimation for each investee, so you can identify the hotspots within their portfolio, which enables to focus all your energy on reducing the biggest-emitting investments or largest emitters and can then dedicate resources to climate-proof ventures."

Vincent stated that the company has implemented the PCAF methodology, which is similar to the Greenhouse Gas Protocol applied to financed emissions. Based on the Partnership for Carbon Accounting Financials (PCAF) methodology, each company gets a data quality score – to give full transparency on how emissions were calculated, from modelled to reported.

She continued, "You can improve your score if you collect more data and therefore can get a more accurate carbon footprint. At Sweep, we send carbon assessments to portfolio companies. Even if they don't really know much about carbon, our surveys include accessible questions and everything can then be automatically calculated. The only thing left is sharing results externally with other investors and stakeholders. They will be able to start their climate journey from this first initial carbon footprint."

The role of data and science to address ESG challenges

One of the key challenges for many in the ESG industry is ensuring that companies remain compliant with the constantly shifting regulations in the financial industry.

"Generally, investors are being asked to report on various things, but they don't necessarily have a lot of data and





information. They need to report their carbon and ESG impacts at least once a year, for example.

"When we built Sweep for Finance, we made sure that they could be autonomous on the platform and understand their climate strategy. That way, they can use the data to communicate to all external stakeholders and ensure they are compliant on other metrics they are asked to report on."

Vincent remarked, "The great thing about platforms like Sweep is that you can use the data to generate reports that comply with the latest regulations and frameworks, which is very handy for an area that keeps changing.

Vincent highlighted key developments globally that are pushing the needle on climate and ESG issues. She noted the move by the U.S. Securities and Exchange Commission (SEC) to address some climate disclosures for corporates and banks. Mostly everywhere in the world, the financial sector needs to report following the Task Force on Climate-related Financial Disclosures (TCFD) framework.

She continued, "This is why we need to make sure these companies have the right tools to do it – to avoid any data gap and ensure data quality. Doing this process on Excel is not doable for organizations with over 300 portfolio companies. They just can't calculate all their financed emissions in real-time. The easiest and most effective way to do it is to have everything automated.

"Beyond measuring, getting access to up-to-date data will help inform both their investment strategy and reduction roadmap. In Sweep, you can simulate any action, for example, and get a good understanding on how it'll impact your carbon footprint in short, medium, and long terms. Without this, it can take weeks, if not months, and a lot of human resources to get there."

ESG trends to watch

A key trend to watch is greenwashing. "There are two worlds: the true believers and the opportunists."

"There are already a lot of financial institutions who are convinced tackling climate change is key. They've started readapting their business models and integrating climate risks into their existing financial risks – meaning every investment decision is made based on climate-related criteria.

Then, there are also the opportunists, Vincent mentioned, who are more likely to fall into the greenwashing category. "It's not hard to take shortcuts in terms of data reporting and tick the boxes, but it won't be easy to escape regulators or media scrutiny."

As for the biggest challenge in the ESG industry, Vincent cites data and credibility. While the environmental aspect – primarily carbon for finance – can be quantified through physical data and emission factors, it can be harder when it comes to social and governance as it is more qualitative.

Vincent remarked, "An ESG score is like a black box: you

get a score from 0 to 100 and depending on the ESG data provider, you don't know the methodology and you can't compare one to another one. When you look at all the different scores, they don't align which makes it hard to say whether a company is doing good or bad.

"Therefore, I think it is difficult today to trust ESG scores and it is more meaningful to have single metrics for carbon, biodiversity, and impact metrics for gender equality – at least then you can take action and monitor what you are doing."

What's next

Sweep plans on further expanding its ESG tracking and reporting capabilities to best support companies and financial institutions in meeting all ESG reporting requirements.



"Sweep for Finance can democratize climate action and make sure any employees or partners can understand, calculate, and act on their carbon footprint – from tracking commute to work to how much the emissions of a portfolio company feed into an investor's total footprint."

"In the same way we've embedded network-effects in Sweep, we want to collaborate with climate-committed leaders and organizations to make a real impact together."









Employees: 10,000+



Segments of Financial Services: Corporate Assessment & Reporting



Regions of operations: Europe, India, South Africa, United States, Canada, Singapore, Japan, Australia, New Zealand, United Arab Emirates

WealthMapper & Insurance-in-a-Box provide a full range of products and services spanning back office, advisory and digital channels for the insurance and wealth sector. Financial Institutions can leverage the WealthMapper for unlocking new market potential with goal-based savings, financial planning, automated-advisory, sustainable investing, automated rebalancing, micro-savings, lending and mortgages, portfolio management, funds and equities and many more accelerators. Insurers, Managing General Agents (MGAs) and brokers can use Insurance-in-a-Box for fast-tracking their digital greenfield start-ups or for transforming their current IT landscape in a future proof flexible platform. Both Property & Casualty as well as Life & Pension lines of businesses are supported. Together with their partners Tietoevry empower their customers with best-in-class solutions in an Open Ecosystem mode. Their modular and pre-packaged approach ensures flexible and optimum cost of ownership. Their customers are able to innovate and invent new services and business models. Tietoevry is a leading Nordic digital services and software company, creating digital advantage for businesses and society.





Founded 2014



Employees: 250-400



Segments of Financial Services: Corporate Assessment & Reporting



Regions of operations: Europe, North America, Asia

Tractable is an Applied AI company that uses the speed and accuracy of artificial intelligence to visually assess cars and homes. Its solutions aim to help people work faster and smarter, while reducing friction and waste - better for businesses and the planet. Trained on millions of data points, Tractable's Al-powered solutions process more than \$2 billion in vehicle repairs and purchases annually, and connect everyone involved in insurance, repairs, recycling and sales of cars and properties - helping people work faster and smarter, while reducing friction and waste. Founded in 2014, Tractable is the Al tool of choice for over 35 world-leading insurance and automotive companies, including over 10 of the Fortune Global 500.





Founded 2018



Employees: 51-100



Segments of Financial Services: ESG Intelligence & Data Analysis, Investing Products/Data



Regions of operations: United Kingdom, United States

Tumelo is an impact-focused financial technology firm. Tumelo empowers investment providers to give their customers transparency over the companies they are invested in and a voice on issues that matter, like climate change, human rights and gender equality. The Tumelo solution is delivered via APIs and/or a white-label user-facing dashboard. Their software connects with investment platforms and pension schemes to create a seamless user experience, improving customer engagement, insight, acquisition and retention. Tumelo works closely with fund management and stewardship teams so that the voice of underlying customers is heard in decision-making and future strategic development.







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Employees: 11-50

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Segments of Financial Services:ESG/Climate Risk, ESG Intelligence & Data Analysis



Regions of operations: United Kingdom, United States

Util is a sustainability data provider shining a light on the social and environmental impact of 45,000 listed companies. Investors work with Util to screen for equities aligned with, and report on portfolio performance relative to, the 17 UN Sustainable Development Goals (SDGs). Objective, reliable, and universal, Util's data is rooted in natural language processing, which is applied to 120 million peer-reviewed texts to identify relationships between products and sustainability concepts. Results are aggregated to a revenue- and geographically-adjusted company level to reveal the positive and negative impact of every public company. Its data and research have been recognised by a number of prestigious awards, including ESG Research of the Year at Environmental Finance's Sustainable Investment Awards 2022 (winner), Best Sustainable Investment Research & Ratings Provider and Best Sustainable Thought Leadership Paper at Investment Week's Sustainable Investment Awards 2021 (finalist), and Best Sustainable Investment Research & Ratings Provider at Investment Week's Sustainable Investment Awards 2021 (finalist).

worldfavor



Founded 2016



Employees: 51-100





Regions of operations: Europe / United States

Worldfavor was founded in 2016 based on the idea that every person and business can make a difference by being able to make truly sustainable decisions. But the problem that the founders saw was that there was no place for organizations (or consumers) to connect to access and share the sustainability information needed to do so. With this insight, it was clear that they needed to create the Worldfavor platform. They're here to accelerate transparency and empower sustainable decisions for businesses. Worldfavor are working hard each day to make sustainable business mainstream and shape a future where people, the planet, and the economy thrive together. They are a Stockholm-founded global platform for sustainable decisions – set to become the de-facto platform for sharing and accessing sustainability information (Environmental, Social and Governance, ESG, data). It's like LinkedIn but for companies to connect to access and share their ESG information.





Founded 2018



Employees: 11-50



Segments of Financial Services: ESG/Climate Risk, Corporate Assessment & Reporting, ESG Intelligence & Data Analysis, Supply Chain Screening



Regions of operations: Globally

YvesBlue is the only solution that delivers an end-to-end, ESG Software as a Service Platform (ESGSaaS). The YB platform significantly lowers costs, delivers integration of ESG/ impact investing in seconds, and systematically provides the required knowledge and expertise to transform data into meaningful and actionable insight. Their goal is to accelerate the adoption of ESG investing across the financial investment community helping to meet the rapidly growing demand in the market.











Employees: 51-100



Segments of Financial Services: Investing Products/Data, Regulatory Change Management



Regions of operations: United Kingdom, France, Germany, Luxembourg, Ireland, Australia, United States and India

Zeidler Group is a technology-driven provider of legal, regulatory, reporting and ESG services for the asset management industry. We're geo-neutral because it's a better way to serve our clients and meet the requirements and demands of the markets that they operate in. We champion fresh ways to work efficiently with our clients and redefine value. Our clients include some of the largest, most respected names in the industry, as well as boutique operators. Zeidler has offices in London, Frankfurt, Dublin, Paris, Luxembourg, Mumbai, Melbourne and New York.





Founded 2020



Employees: 1-10



Segments of Financial Services: Investing Products/Data



Regions of operations: United States, United Kingdom

Zeti uses its patent-pending ZERO platform to enable pay-per-mile finance contracts directly between investors (alternative investment managers, banks, private offices) and fleet operators. It is a environmental FinTech that is revolutionizing transport finance for good. Operators benefit from usage-based billing to truly understand the profitability of their fleet. Financiers benefit from real-time investment performance reporting. Both benefit from a realtime granular data set of the environmental benefits achieved by the investment to report to their stakeholders.







ABOUT US

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