



**Universität
Zürich^{UZH}**

Who Walks the Walk:

Sustainable Investing in Private Banks

3. September, 2019 | Basel

A woman with dark hair tied back, smiling warmly. She is wearing a light-colored, possibly white, blouse with a subtle pattern. The background is slightly blurred, showing what appears to be a modern office or library with bookshelves.

HI, I'M TAEUN

The person at the front here.

Head of Wealth Management Programs

PARTICIPANTS

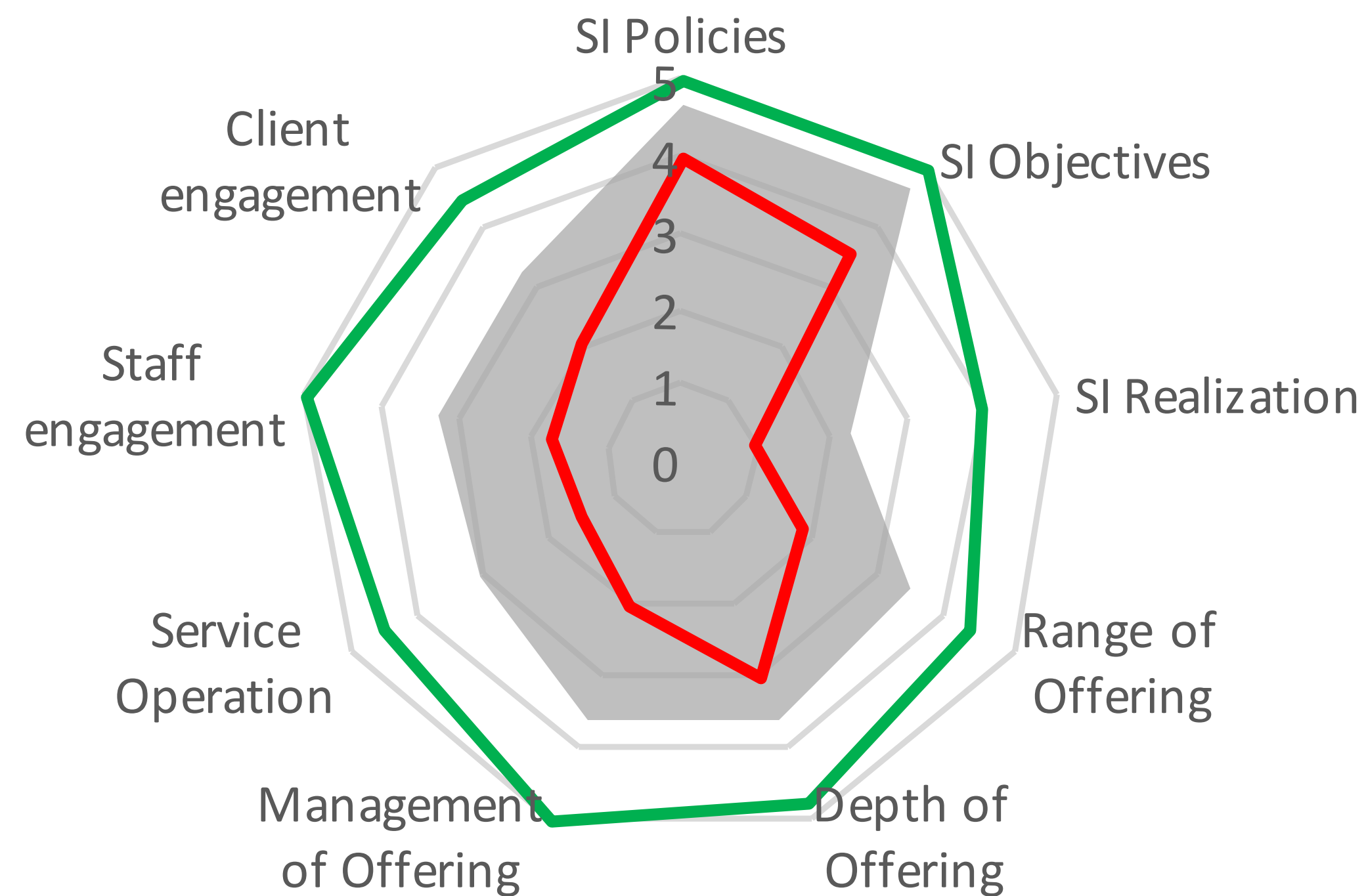
| Institutions | WM AuM (billion USD) | HQ | Institutions | WM AuM (billion USD) | HQ |
|----------------------|-------------------------|---------------|--------------|-------------------------|-------------|
| ABN Amro | 181.70 | Netherlands | Triodos | 4.20 | Netherlands |
| BNP Paribas | 361.00 | France | UBS | 2,260.00 | Switzerland |
| Credit Suisse | 1,347.30 | Switzerland | Vontobel | 56.30 | Switzerland |
| Edmond de Rothschild | 120.71 | Switzerland | ZKB | 295.19 | Switzerland |
| Globalance | - | Switzerland | Bank A | - | Switzerland |
| HSBC | 330.00 | UK | Bank B | - | Switzerland |
| Julius Baer | 382.10 | Switzerland | Bank C | - | UK |
| LGT | 198.20 | Liechtenstein | Bank D | - | Germany |
| Lombard Odier | - | Switzerland | Bank E | - | France |
| Pictet | 210.00 | Switzerland | Bank F | - | Denmark |

FRAMEWORK

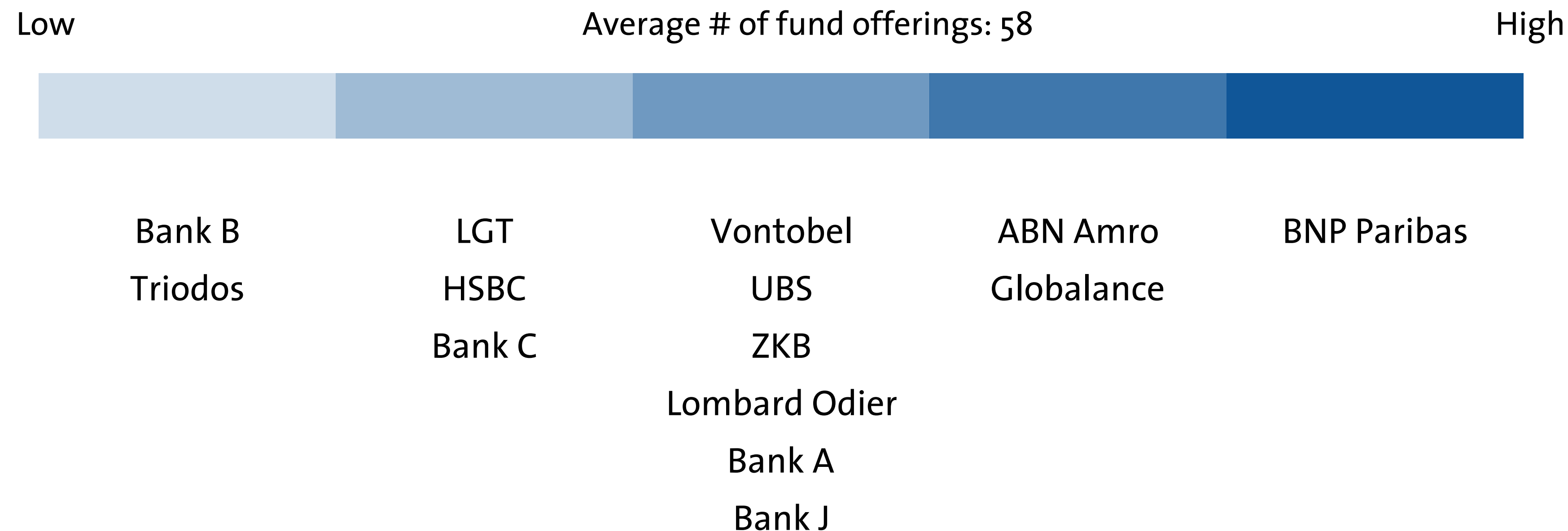


MARKET STATUS

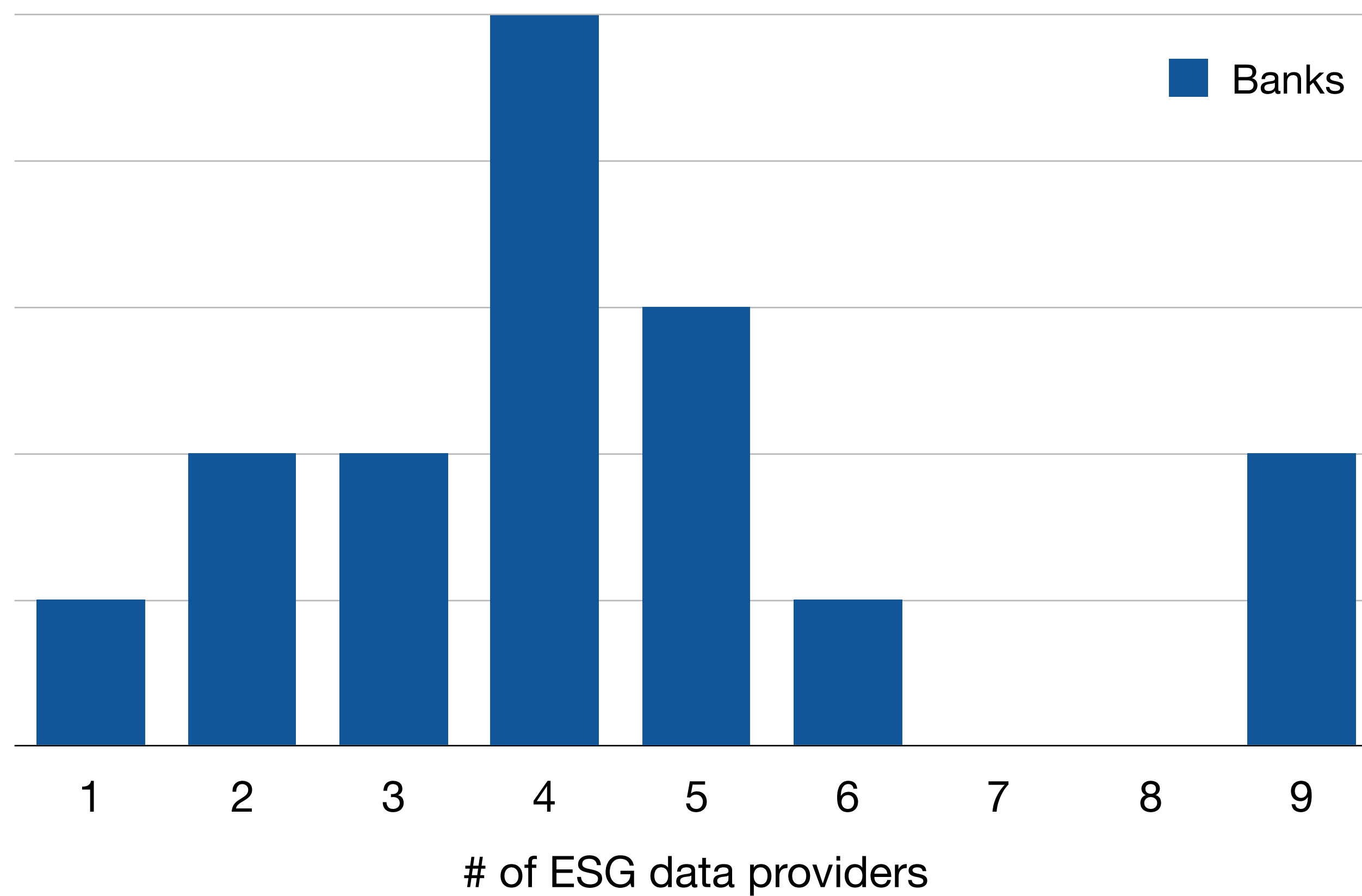
■ Peer Avg. ■ Highest Rating ■ Lowest Rating



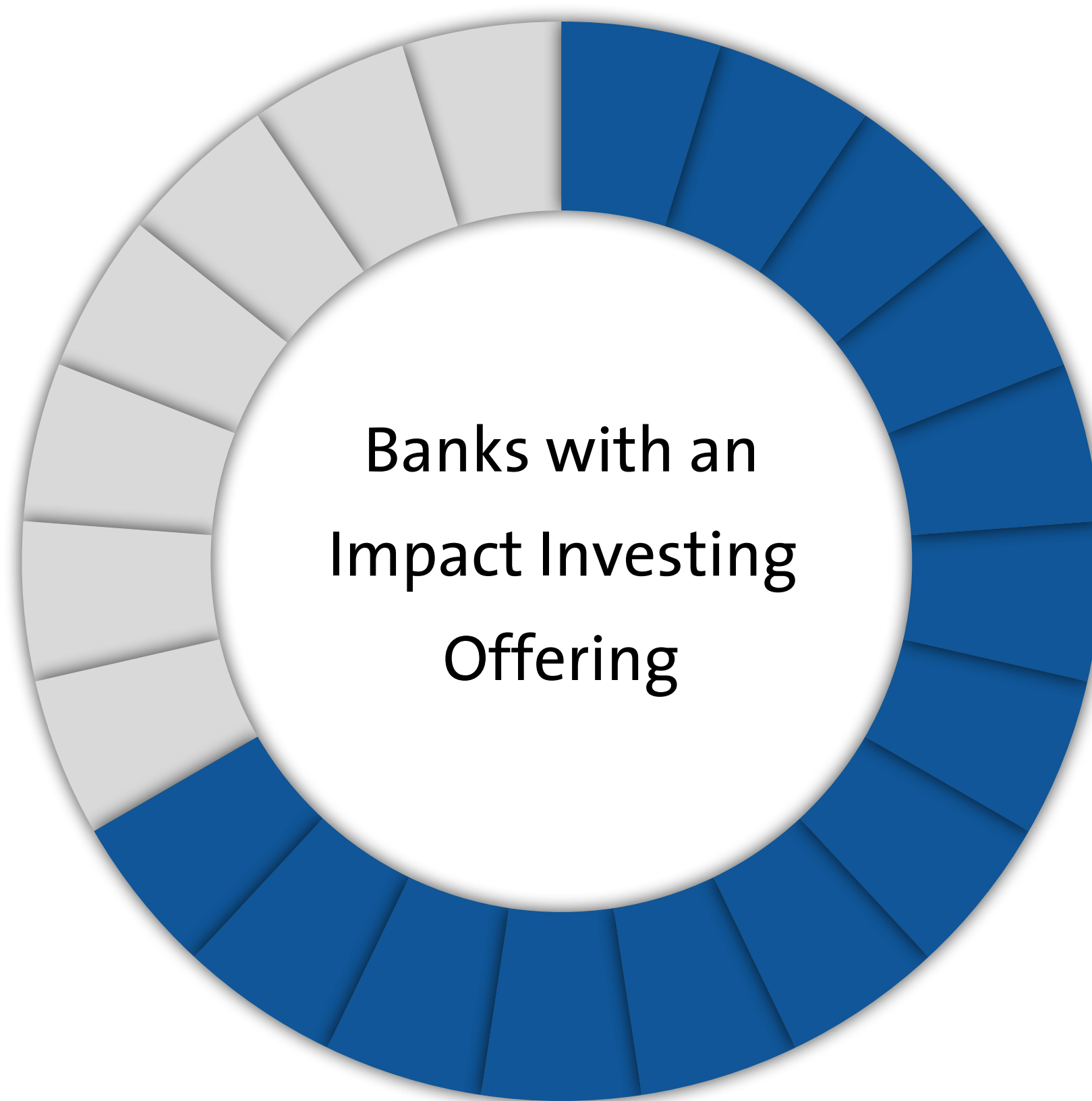
RANGE OF OFFERINGS | QUANTITY



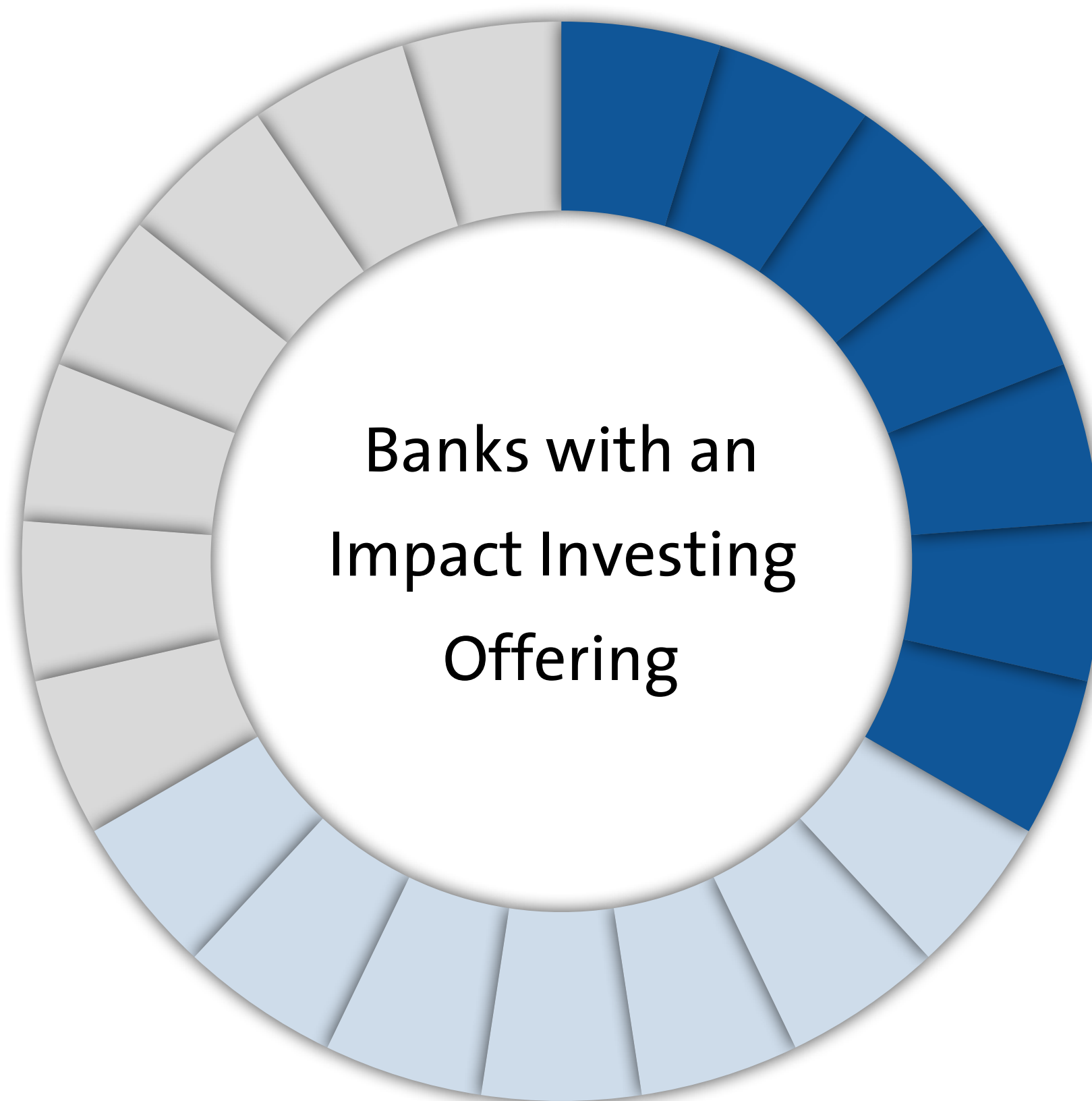
DEPTH OF PRODUCTS | ESG INTEGRATION



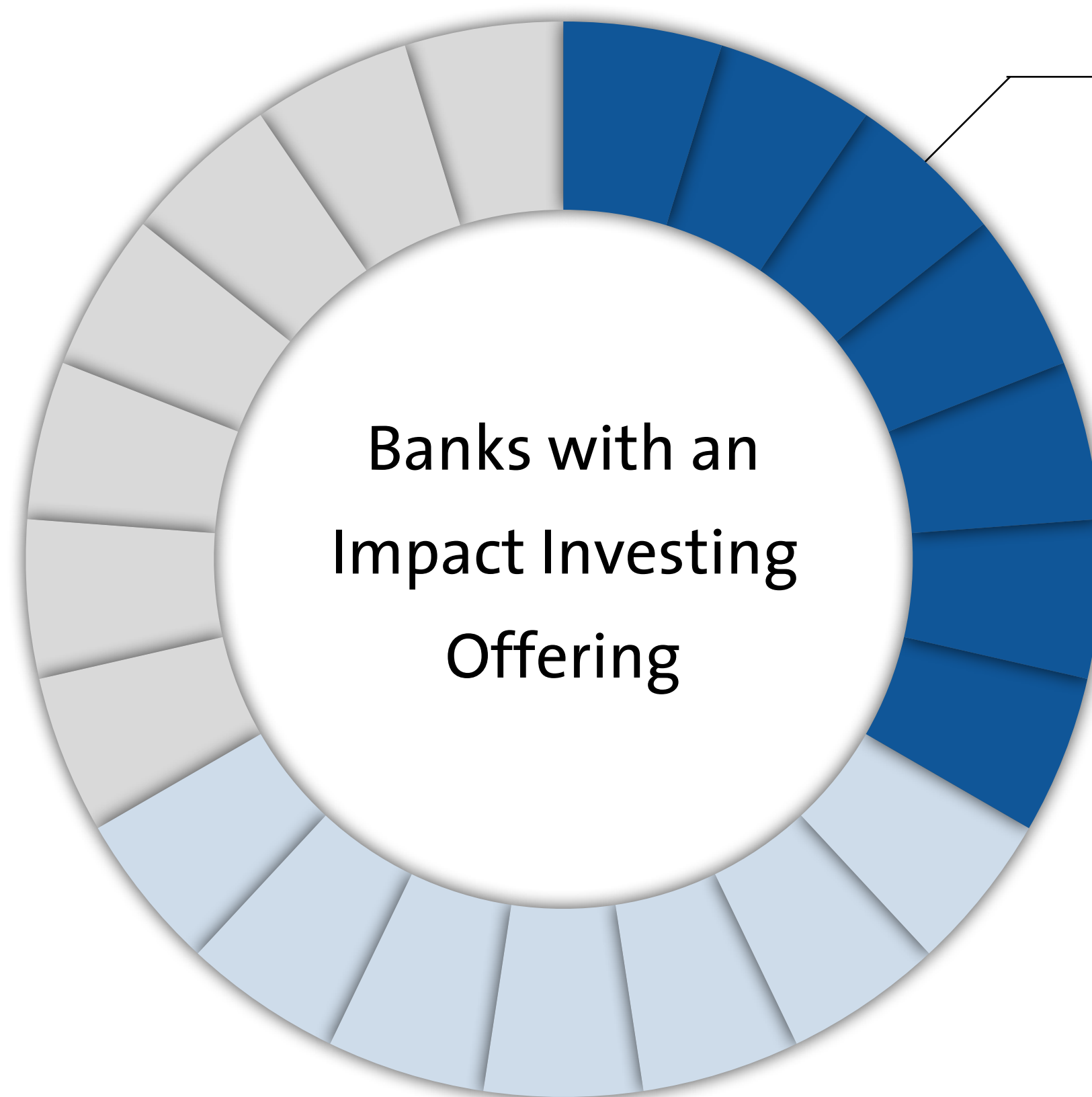
DEPTH OF PRODUCTS | IMPACT INVESTING



DEPTH OF PRODUCTS | IMPACT INVESTING



DEPTH OF PRODUCTS | IMPACT INVESTING

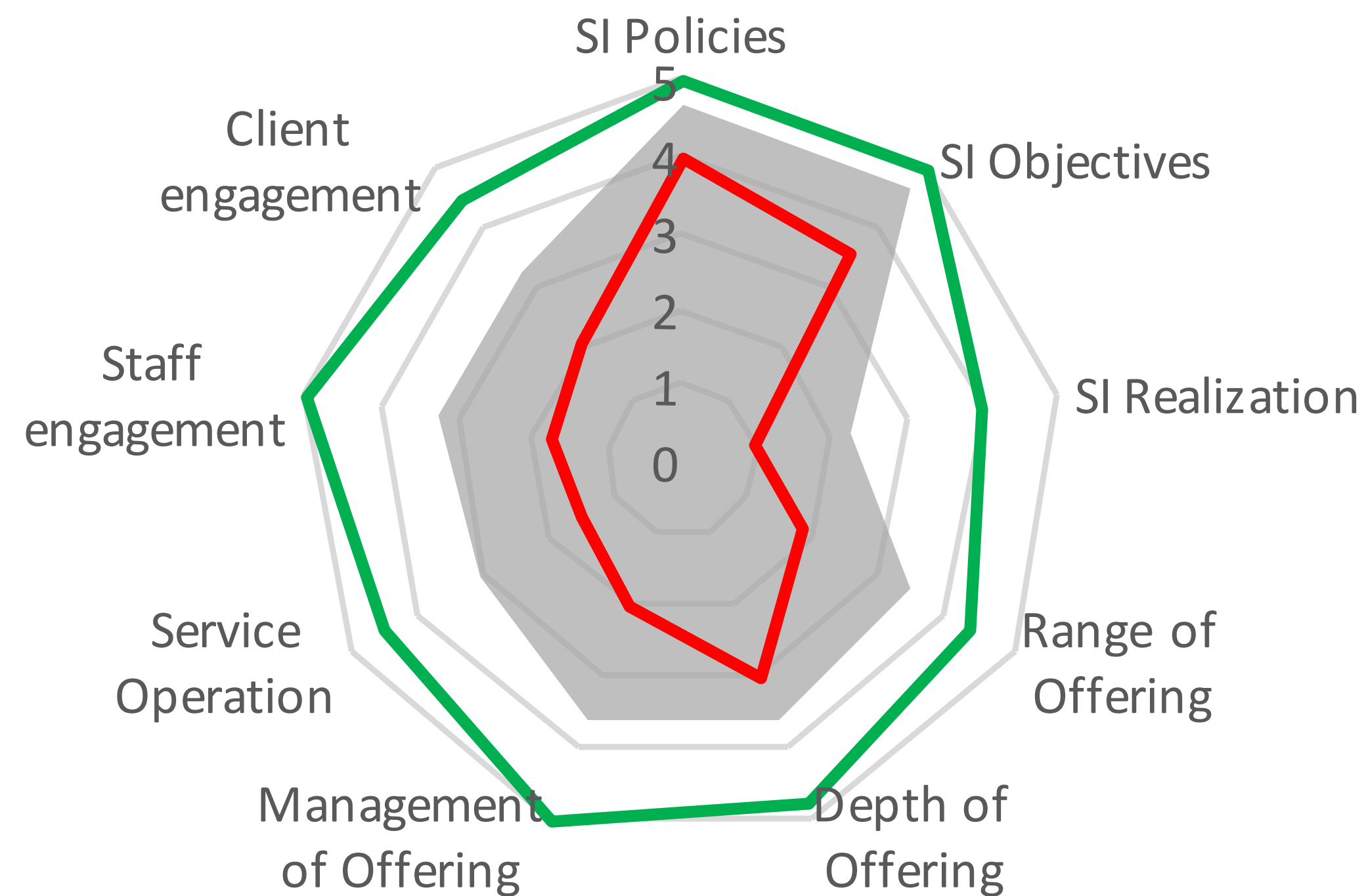


How?

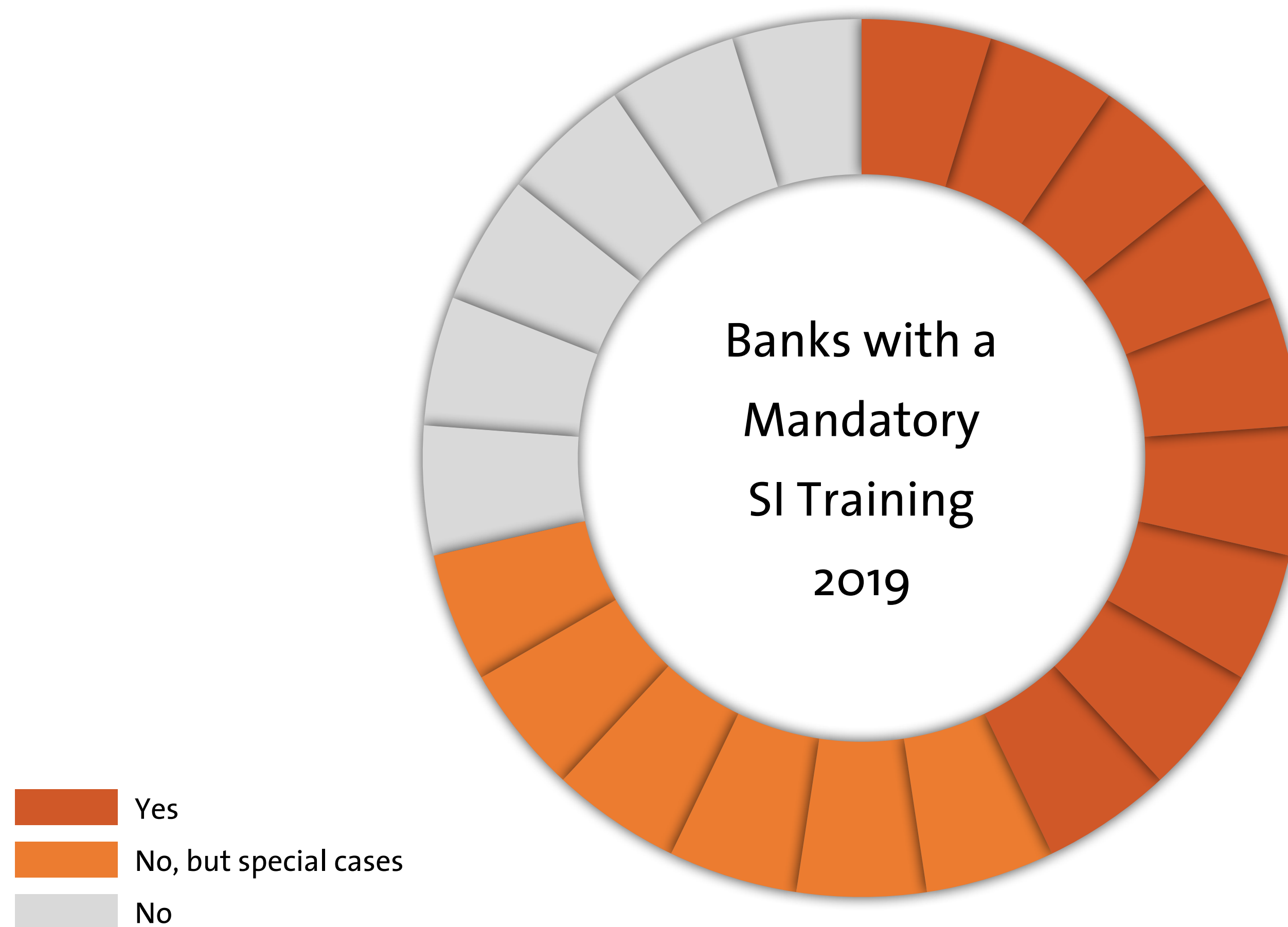
- In-house impact funds
- Exclusive product development & distribution
- In-house selection capabilities
- Work with external advisors for sourcing and selection

MARKET STATUS

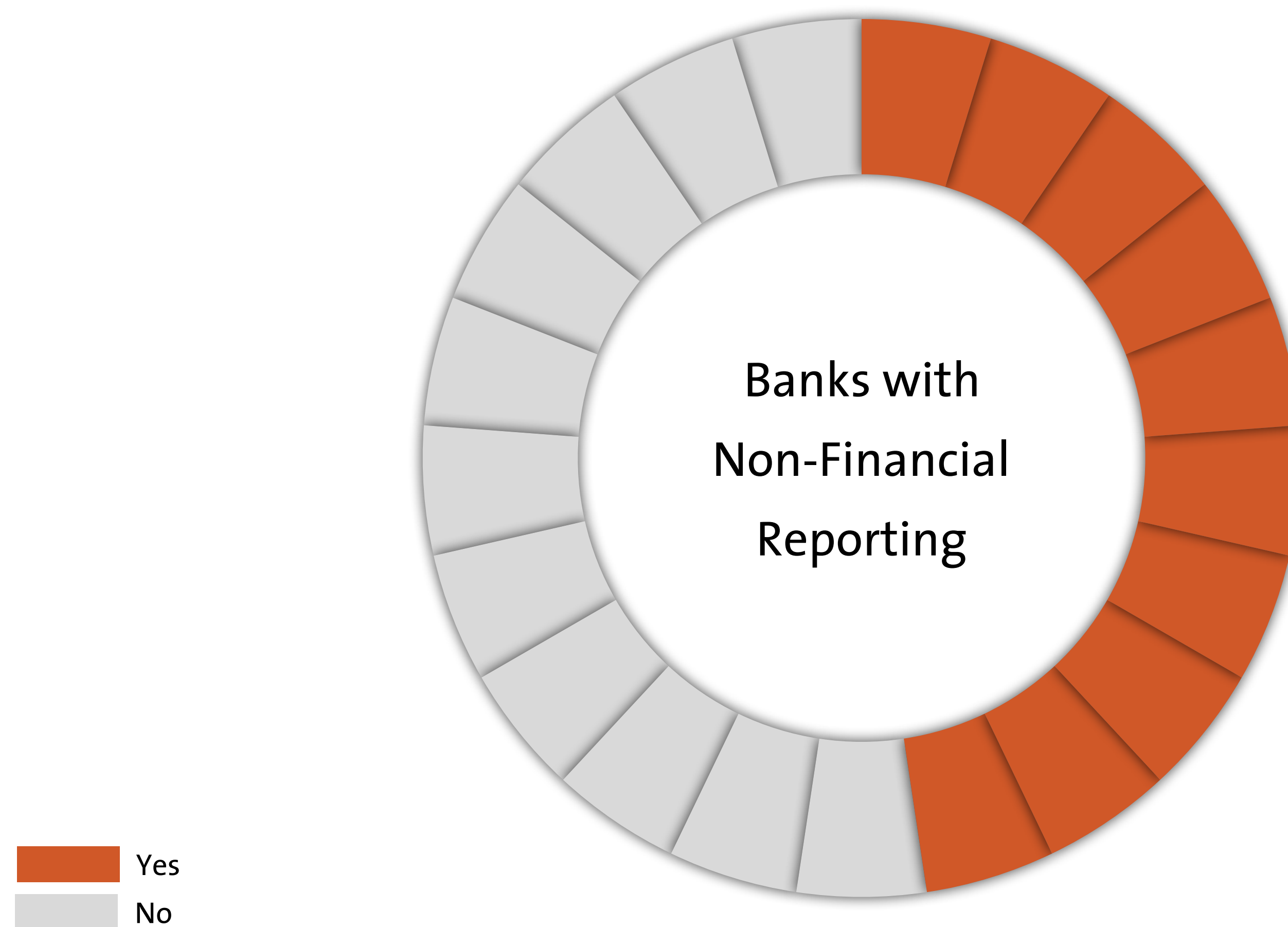
■ Peer Avg. ■ Highest Rating ■ Lowest Rating



STAFF ENGAGEMENT | STAFF TRAINING



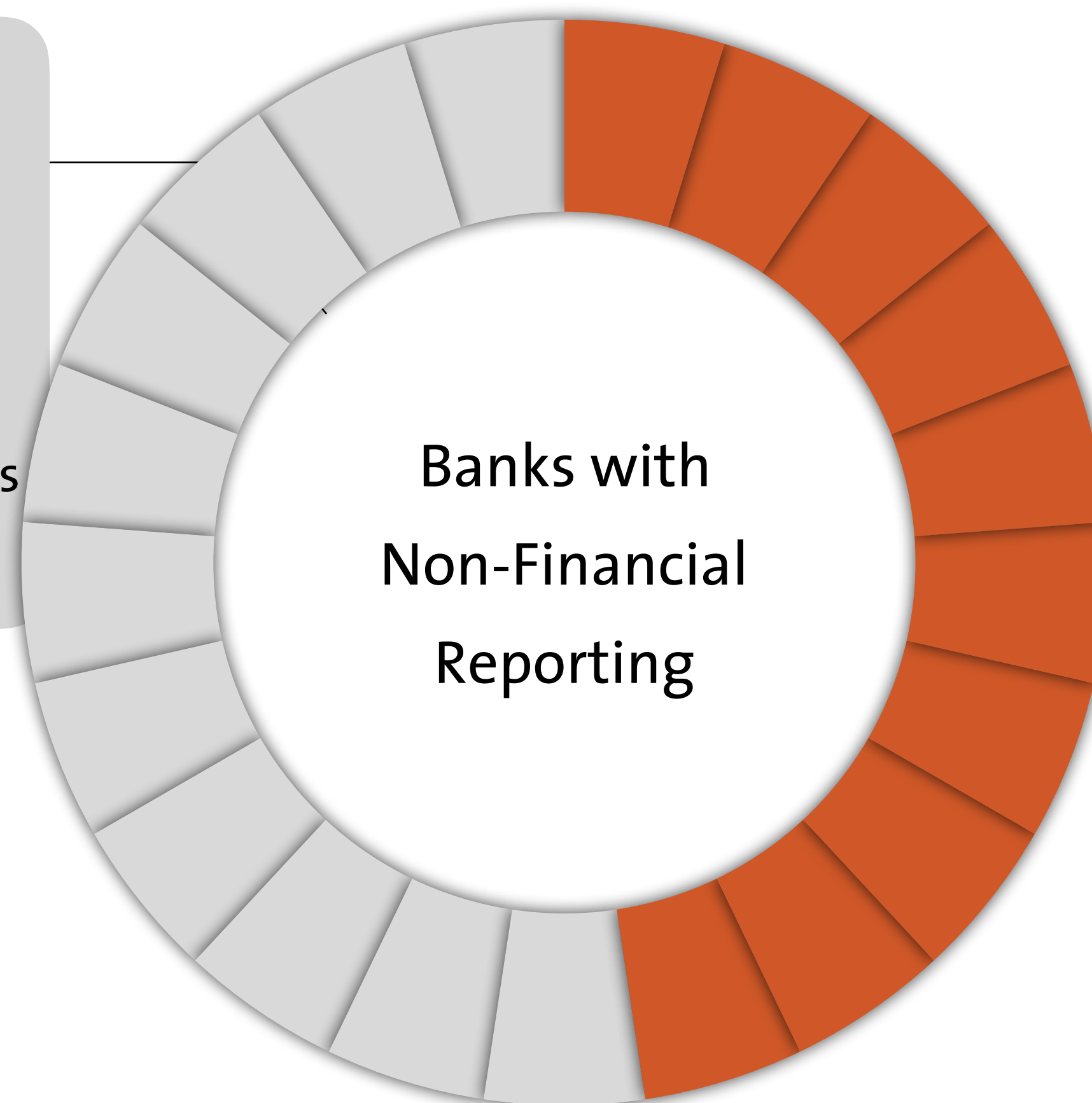
CLIENT ENGAGEMENT | REPORTING



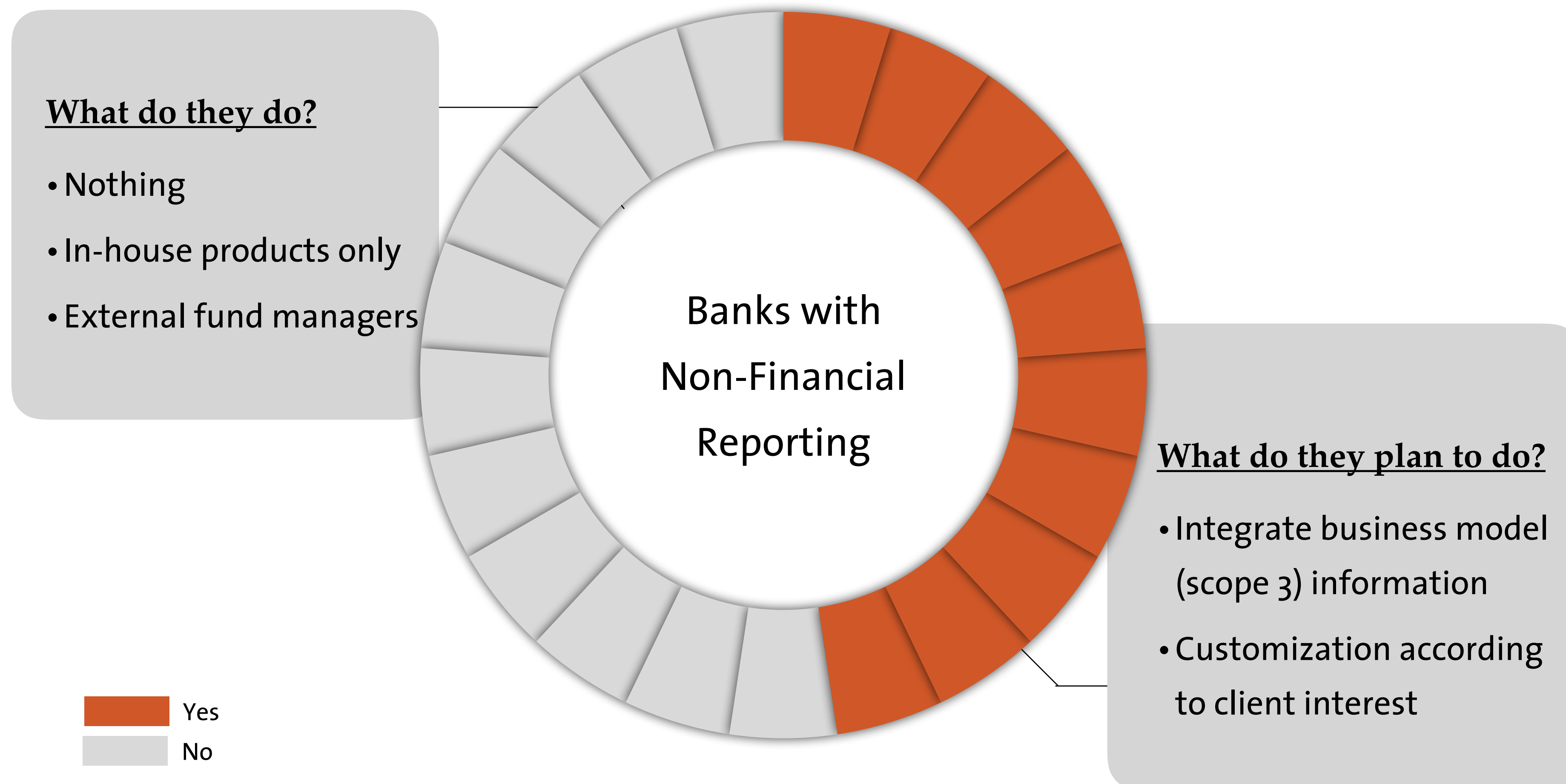
CLIENT ENGAGEMENT | REPORTING

What do they do?

- Nothing
- In-house products only
- External fund managers



CLIENT ENGAGEMENT | REPORTING



Final report will be published by end of September!

www.csp.uzh.ch

More on...

Regulatory environment

Active ownership

Impact investing

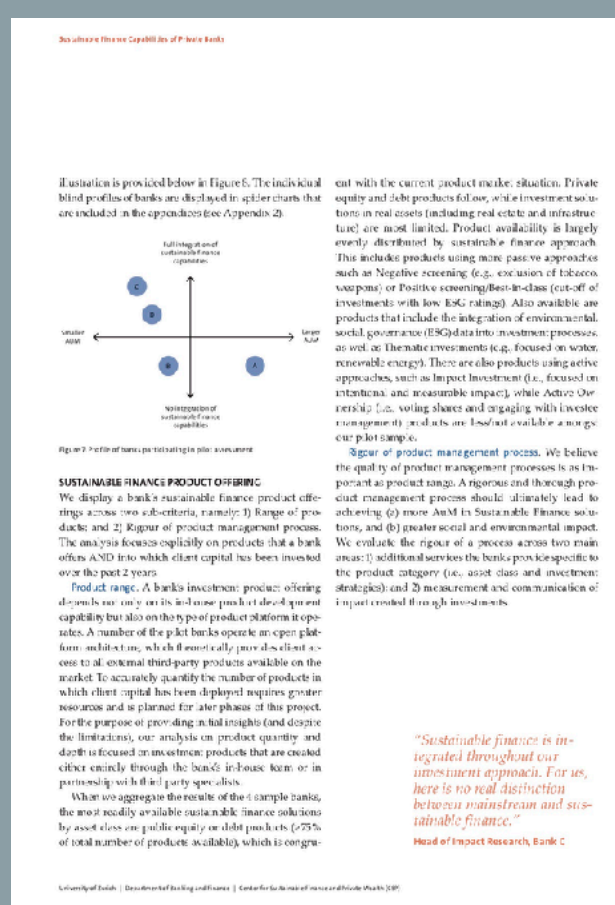
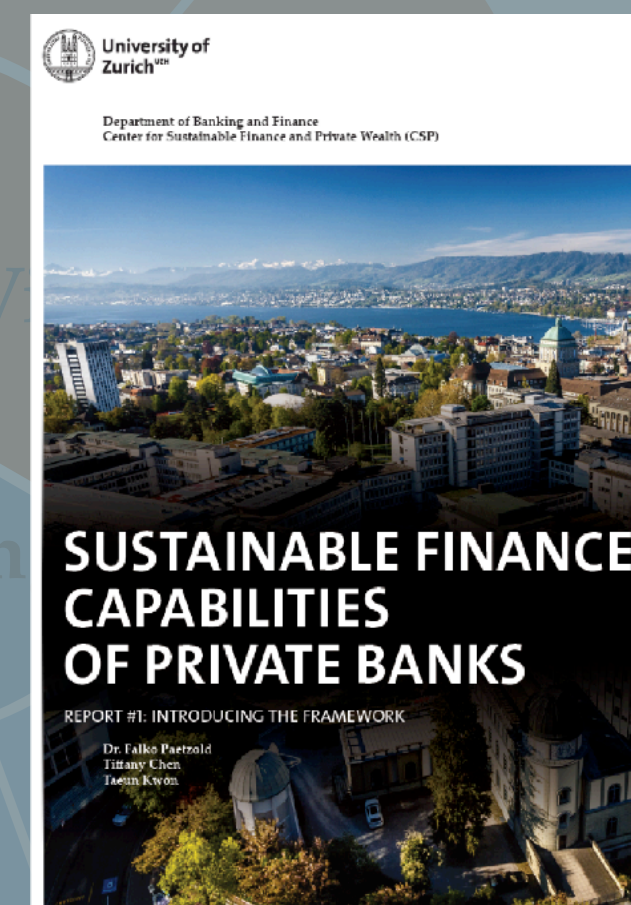
Appendix

FRAMEWORK

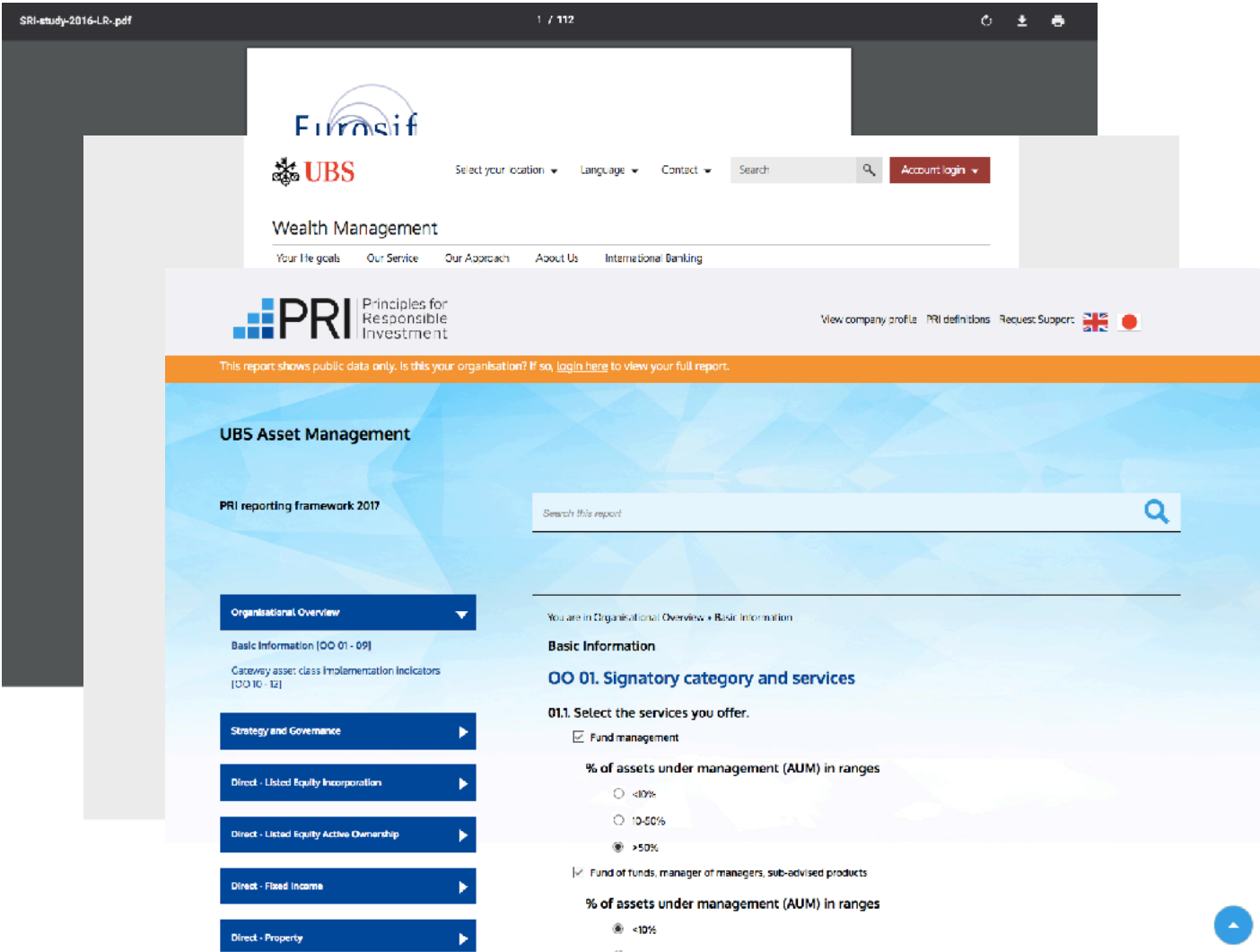
SOUNDING BOARD

| Name | Organization |
|-------------------------|--------------------------|
| William Chin | Principal |
| Tiffany Chen | Principal |
| Rakesh Chand | Kaura Foundation |
| Fernando Scodro | Principal |
| Julia Balandina-Jaquier | JBJ Consult |
| Peter Wüthrich | VALUEworks |
| Sebastian Utz | University of St. Gallen |
| Name not publicly | Principal |

1st REPORT: INTRODUCING THE FRAMEWORK



RESEARCH



| Data Source | # of Documents |
|------------------|----------------|
| UN PRI reports | 18 |
| Annual reports | 142 |
| CSR reports | 59 |
| Industry reports | 7 |
| Media | 16 |
| Other | 300+ |

About CSP

The Center for Sustainable Finance and Private Wealth (CSP) is the first university unit to focus on mobilizing private wealth toward sustainable development through multidisciplinary research and diffusion of research insights - entirely funded by wealth owners.

