At Aberdeen Standard Investments (ASI), we are responsible investors. As such, we ensure environmental, social and governance (ESG) considerations are embedded in everything we do. Our goal is to make a difference – for our clients, society and the wider world. It's about doing the right thing, while aiming to achieve our clients' long-term financial goals. Here’s how this applies to our active Equity team.

**Our core beliefs**

There are three reasons why we think it’s vital to integrate ESG factors into our equities process.

- **ESG factors are financially important and directly affect corporate performance.** Indeed, those companies that take their ESG responsibilities seriously tend to outperform those that don’t.
- **Understanding ESG risks and opportunities alongside other financial metrics, helps us to make better investment decisions for our clients.**
- **Informed and constructive engagement help corporations improve practices – protecting and enhancing the value of our clients’ investments.**

**How we do it**

A systematic and globally-applied approach to ranking stocks allows us to compare companies consistently on their ESG credentials – both regionally and against their peer group. Some of the key questions we ask are detailed below.

- How material are ESG issues for this company – and how are they being addressed?
- What is our assessment of the quality of this company’s governance, ownership structure and management?
- Are incentives and key performance indicators aligned with the company’s strategy and the interests of shareholders?

Having considered the regional universe and peer group in which the company operates, we then allocate it an ESG score between one and five. This is applied across every stock we cover globally.

**Investment strategy and process**

We conduct extensive and high-quality fundamental and first-hand research to fully understand the investment case for every company in our research universe.

**Our engagement process**

Our Process consists of four interconnected and equally important stages.

<table>
<thead>
<tr>
<th>Monitor</th>
<th>Contact</th>
<th>Engage</th>
<th>Act</th>
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</thead>
<tbody>
<tr>
<td><strong>Ongoing due diligence</strong></td>
<td><strong>Frequent dialogue</strong></td>
<td><strong>Exercise rights</strong></td>
<td><strong>Consider all options</strong></td>
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<tr>
<td>• Business performance</td>
<td>• Senior executives</td>
<td>• Attend AGM/EGMs</td>
<td>• Increase or decrease our shareholding</td>
</tr>
<tr>
<td>• Company financials</td>
<td>• Board members</td>
<td>• Always vote</td>
<td>• Collaborate with other investors</td>
</tr>
<tr>
<td>• Corporate governance</td>
<td>• Heads of departments and specialists</td>
<td>• Explain voting decisions</td>
<td>• Take legal action if necessary</td>
</tr>
<tr>
<td>• Company’s key risks and opportunities</td>
<td>• Site visits</td>
<td>• Maximise influence to drive positive outcomes</td>
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**Everything’s Future**
Invest today. Change tomorrow.
Gaining a fuller picture
We also use a combination of external and proprietary in-house quantitative scoring techniques to complement and cross-check our analyst-driven ESG assessments.

Staying engaged, driving change
Once we invest in a company, we are committed to helping them maintain or raise their ESG standards further, using our position as a shareholder to press for action as needed.

Our engagement isn't limited to the company's management team. It can include many other stakeholders such as non-government agencies, industry and regulatory bodies, as well as activists and the company's clients. What gets measured gets managed – so we strongly encourage companies to set clear targets or key performance indicators on all material ESG risks.

Our ESG scoring system
Having considered the regional universe and peer group in which the company operates, we then allocate it an ESG score between one and five. This is applied across every stock we cover globally. Examples of each category and a small sample of our criteria are detailed below.

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<tr>
<td>• ESG considerations are a material part of the company's core business strategy</td>
<td>• ESG considerations are included in strategy but not market-leading</td>
<td>• ESG risks are considered as part of principal business risks</td>
<td>• Evidence of some financially material controversies</td>
<td>• Significant, financially material controversies</td>
</tr>
<tr>
<td>• Excellent disclosure of data on material risks and clear policies</td>
<td>• Most key risks are mitigated to some extent</td>
<td>• Initiatives in place to address the most material ESG risks</td>
<td>• Lack of attention to ESG risks</td>
<td></td>
</tr>
<tr>
<td>• Strong ESG governance structures</td>
<td>• ESG KPIs/targets in place</td>
<td>• Some KPIs/targets on most material risks</td>
<td>• Does not address some key ESG issues</td>
<td>• No KPIs or strategies relating to non-financial risks</td>
</tr>
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</table>

Our Equity team
To uncover the best companies globally takes resources, experience and the right people on the ground. We have over 140 equity professionals around the world, each meeting companies, conducting in-depth research and sharing their insights with the wider team.

Our central ESG Investment team and ESG equity analysts support the investment managers’ first-hand company analysis. They produce research into specific themes (e.g. labour relations or climate change), sectors (e.g. forestry) and ESG topics to help us understand and highlight best practice.

The Equity team also works with specialists from across the company, namely our credit, real estate, multi-asset, strategy teams and specialist quant and risk analytics teams. Lastly, the team leverages the knowledge and market views of more than 30 economists within the Aberdeen Standard Investments Research Institute.

This level of support means our equity specialists can focus on what they do best: delivering compelling market-leading investment insights for our investors.

“By taking account of ESG factors, we get a more complete view of a company and the risks and opportunities it presents”

Devan Kaloo
Head of Global Equities

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Our commitment to responsible investing

Our Equity team doesn’t work in isolation. It is supported by our experienced ESG Investment team, which undertakes sector and thematic research, engagement and voting. As a company, we seek to accomplish our clients’ long-term goals through our core capabilities.

- ESG specialists and champions are also an integral part of each team.
- We carry out thematic sector and asset-level research to help inform our investment decisions.
- We engage with the leadership of our holdings across all asset classes, and vote on every shareholder resolution globally.
- We engage with governments, regulators and industry bodies globally to raise standards, and work with other stakeholders to improve companies’ practices.
- We continually work to develop innovative client solutions.

ASI’s ESG principles

We put stewardship and ESG considerations at the heart of:

- **our investment process** – we integrate and appraise ESG factors in our investment process, with the aim of generating the best long-term outcomes for our clients
- **our investment activity** – we actively take steps as stewards to deliver long-term, sustainable value consistent with our clients’ objectives
- **our client journey** – we clearly define how we act in our clients’ interests in delivering our stewardship and ESG principles and transparently report on our actions to meet those interests
- **our corporate influence** – we actively advance policy, regulation and industry standards to deliver a better future for our clients, the environment and society.

About ASI

As a leading global asset manager, we at Aberdeen Standard Investments are dedicated to creating long-term value for our clients. Their investment needs are at the heart of what we do.

With this in mind, the consideration of ESG factors is a fundamental part of our equity process. It is vital in the way we assess the investment case for any company in which we seek to invest.

We offer a comprehensive range of investment solutions, as well as the very highest level of service and support.

>140 equity investment professionals
50 ESG specialists company-wide
£121 billion *(€135,295.2 billion) equity assets under management

Source: Aberdeen Standard Investments, as at June 2019

Everything’s Future
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Important Information

Investment involves risk. The value of investments, and the income from them, can go down as well as up and an investor may get back less than the amount invested. Past performance is not a guide to future results.

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