

## ESG INTEGRATION:

## TURNING CONSTRAINTS INTO A COMPETITIVE ADVANTAGE

CONFIDENCE  
MUST BE EARNED

**Amundi**  
ASSET MANAGEMENT



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This material is solely for the attention of "professional" investors (see more details and definitions at the back).

# Amundi, a committed partner for sustainable performance

## Amundi, A major global player

- **> € 1,000 bn** of assets under management<sup>1</sup>
- **No.1** European Asset Manager<sup>2</sup>
- **Top 10** Worldwide<sup>2</sup>
- Over **4,000** employees



## One of the largest SRI asset manager worldwide

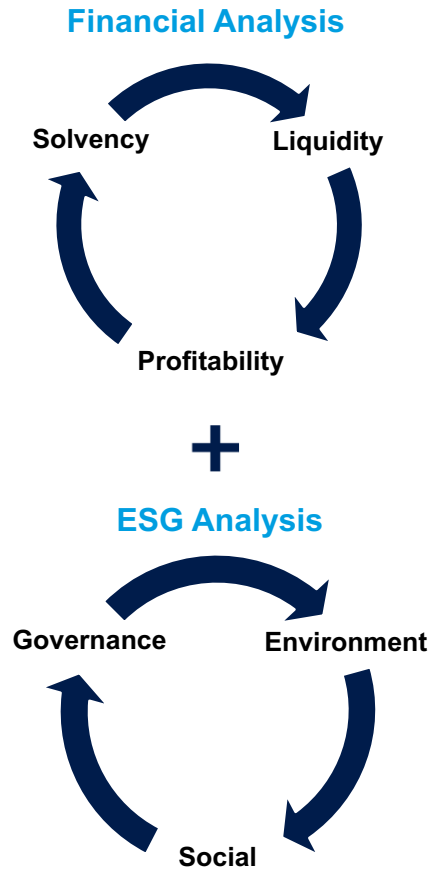
- **€ 160 bn** in SRI assets under management<sup>1</sup>
- Signatory to the PRI since 2006
- Demanding and transparent SRI investment principles
- 17 analysts specialised in SRI and ESG
- 1 proprietary expert software-tool
- 35 SRI fund managers



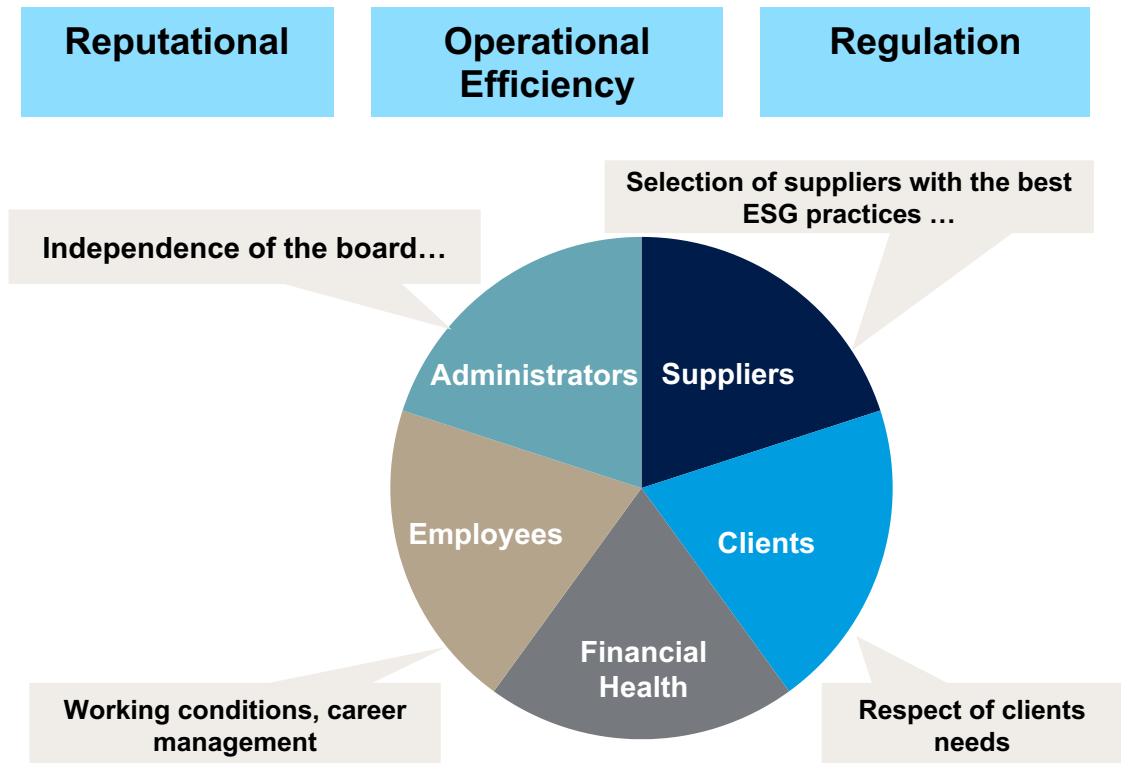
(1) Amundi figures as of 30 June 2016. (2) No.1 European asset manager based on global assets under management (AUM) and the main headquarters being based in continental Europe - Source IPE "Top 400 asset managers" published in June 2016 and based on AUM as at December 2015.

# ESG criteria consolidate value creation

## A 360° view of companies



## Better appreciation of risks and opportunities



# A standardized and rigorous ESG analysis

More than **4,500** issuers covered

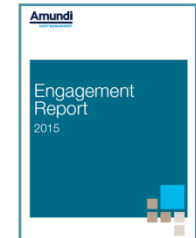
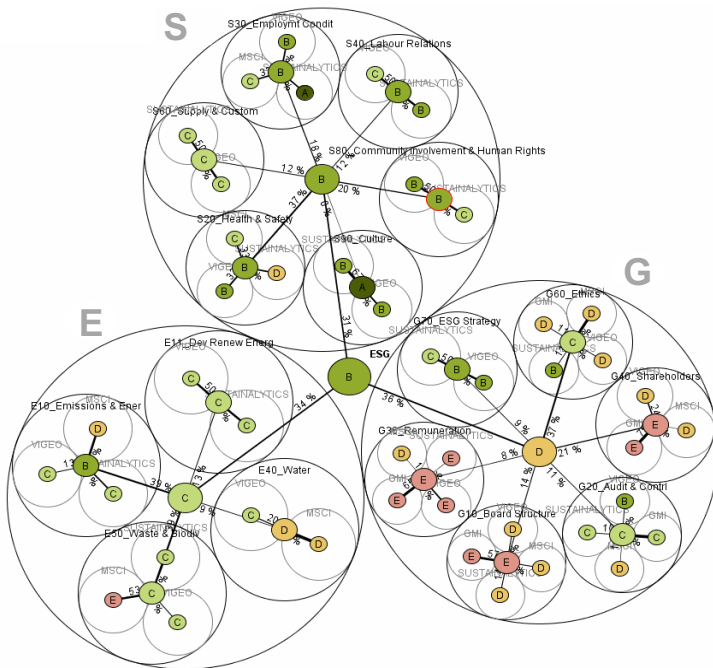
**100%** MSCI World

**98%** Barclays Global Corporate

**ESG RATING**  
A quantitative and qualitative process



**ENGAGEMENT**  
A 3-axis approach



- **Engagement for influence**
- **Data collection for rating purposes**  
ESG analysts meet with 300 companies and 100 senior management annually
- **Voting at general shareholders' meetings & pre-meeting dialogue**  
Votes on > 2,500 companies worldwide

# ESG Integration, along the whole Investment Process

- ESG investment solutions is multi-shape
- Amundi accompanies investors building-up their proper ESG approach

INVESTMENT UNIVERSE	MANAGEMENT STYLE	AMUNDI'S APPROACH	CLIENTS' SPECIFIC NEEDS
<p><b>All regions</b></p> <p><b>All asset classes</b></p> <ul style="list-style-type: none"> <li>• EQUITIES</li> <li>• BONDS</li> <li>• MONEY MARKET</li> <li>• DIVERSIFIED</li> <li>+ Real and alternative:</li> <li>• PRIVATE EQUITY</li> <li>• LOANS</li> <li>• REAL ESTATE</li> <li>• INFRASTRUCTURE</li> </ul>	<p><b>Passive</b></p> <p><b>Tilted</b></p> <p><b>Stock Picking</b></p>	<p><b>Amundi's set of criteria</b></p> <p><b>Best-in-Class approach</b></p> <p><b>Thematic solutions</b></p> <p><b>Normative exclusions</b></p> <p><b>Sector exclusions (Coal)</b></p>	<p><b>Specific sector exclusions</b></p> <p><b>List of excluded companies</b></p> <p><b>Exclusion of controversial activities</b></p> <ul style="list-style-type: none"> <li>• Weapons</li> <li>• Tobacco</li> <li>• Alcohol</li> <li>• Oil sand exploration and development</li> <li>• Oil in Arctic ...</li> </ul>

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