UNEP FI SIGNATORY ENGAGEMENT
2016 Interview Results

May 2017
CONTENTS

3    MEMBERSHIP STRATEGY
4    SUMMARY OF FINDINGS
5    RESPONSE RATES
8    METHODOLOGY
9    NEXT STEPS
10   INTERVIEW RESULTS
UNEP FI signatory engagement
2016 interview results

Membership Strategy

• UNEP FI conducted interviews with 47 of 213 Signatories in 2016.

• Findings informed the development of UNEP FI’s Membership Strategy for 2017-2020. This aims to enhance the role of UNEP FI members in shaping the global sustainable finance agenda.

• UNEP FI’s Membership Strategy sets out four strategic priorities:
  • Globally facilitate and promote leadership on sustainability by financial institutions.
  • Engage the broader membership in work programme implementation.
  • Strengthen regional co-ordination.
  • Strengthen financial sector commitment through growth in Signatories to UNEP FI’s Statement of Commitment on Sustainable Development.
Summary of findings

• **Clear recognition of UNEP FI value:** Global position / brand in the sustainable finance space, and the extent and richness of the network and quality of research.

• **Increased regional presence:** Members signalled desire for more regional engagement and outreach by UNEP FI.

• **Stronger focus on implementation:** Members encouraged emphasis on environmental, social and governance (ESG) implementation / integration, and more pragmatic approaches / practical outcomes.

• **Areas for improvement:** UNEP FI business model; overreach and need to focus; need for greater coordination and clarity around UNEP FI’s role; streamlining of communications.

• **Learning from each other:** Members highlighted the value they derive from sharing knowledge and best practice among UNEP FI Signatories.
Response rates

• Overall response rate: 22% of members
• Highest response rates were among members in Asia Pacific and North America - nearly one-third of members in these regions responded.
• Highest regional response rate as % of all responses: Europe and Asia Pacific, each with nearly one-third of total responses.
• Respondents per industry: 21% of banks, 29% of insurance, 16% of investment members.
• Each industry as % of overall responses: Banks (59.5%), insurance (32%), investment (8.5%)
UNEP FI SIGNATORY ENGAGEMENT
2016 INTERVIEW RESULTS

Response rates

As a % of members in each region

- Europe: 17%
- Latin America: 17%
- Middle East & Africa: 20%
- Asia: 31%
- North America: 32%

Overall: 22%
UNEP FI SIGNATORY ENGAGEMENT
2016 INTERVIEW RESULTS

Response rates

Each region as % of all 47 responses

- Asia Pacific: 32
- Europe: 32
- Latin America & Caribbean: 15
- North America: 13
- Africa & Middle East: 8
Methodology

- UNEP FI conducted interviews with a randomly selected sample of members between September and November 2016.

- Banking, insurance and investment members were interviewed in all five operating regions – Africa & the Middle East, Asia Pacific, Europe, Latin America & Caribbean and North America.

- A questionnaire with 25 open-ended and multiple choice questions covered priorities and drivers of sustainable finance; interest in and experience of UNEP FI’s activities and network, UNEP FI’s work programme and communications.

- Results were mainly collated through phone interviews in English, Spanish, Mandarin, and Japanese, with some in-person meetings. Some answered multiple choice questions in writing.

- A consultant and intern analysed results, helping to ensure that findings were evaluated independently.

- Question responses were all analysed by region and industry, but only the statistically significant deviations from the global results are presented.
Next steps

• UNEP Finance Initiative’s membership strategy for 2017-2020 was finalised by the Global Steering Committee in April 2017.

• The strategy builds on strengths identified in the interviews – UNEP FI’s networking platform for sharing information, global reach and membership network, brand strength and convening power.

• The strategy aims to address several areas for improvement identified by interviewees, including the need for a greater focus on facilitating leadership by members, enhancing membership engagement in UNEP FI’s work programme, strengthening consideration of members’ regional priorities and increasing the number of UNEP FI Signatories.

• The membership strategy is published separately [Click here].

• Members are invited to contribute to implementing the strategy and to participate in regular surveys on membership engagement and satisfaction on an ongoing basis, to help monitor progress.
INTERVIEW RESULTS
## INTERVIEW QUESTIONS

<table>
<thead>
<tr>
<th>Question Number</th>
<th>Section Overview</th>
</tr>
</thead>
<tbody>
<tr>
<td>1–4</td>
<td>Priorities and drivers of sustainable banking/insurance/investment</td>
</tr>
<tr>
<td>5–11</td>
<td>Interest and experience of UNEP FI’s activities</td>
</tr>
<tr>
<td>12–18</td>
<td>Experience of UNEP FI’s network of financial institutions</td>
</tr>
<tr>
<td>19–22</td>
<td>UNEP FI’s work programme</td>
</tr>
<tr>
<td>23–24</td>
<td>UNEP FI communications</td>
</tr>
</tbody>
</table>
What is highest on your agenda regarding environmental, social and governance (ESG) issues?
INTERVIEW RESULTS

ESG issues highest on members’ agendas

- Climate Change and Integration were the top two issues
- Social Issues, Natural Capital, Governance, Guidelines, Green Investments, and Energy were also high up on members’ agendas

Number of mentions
INTERVIEW RESULTS

ESG issues highest on members’ agendas

Regional breakdown

- European and North American focused more on Climate Change, while Africa/Middle East/Asia/Latin America members focused more on Integration

Global Averages:

<table>
<thead>
<tr>
<th>Region</th>
<th>Climate Change</th>
<th>Integration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>47%</td>
<td>13%</td>
</tr>
<tr>
<td>Latin America</td>
<td>100%</td>
<td>33%</td>
</tr>
<tr>
<td>Middle East &amp; Africa</td>
<td>50%</td>
<td>25%</td>
</tr>
<tr>
<td>Asia</td>
<td>33%</td>
<td>40%</td>
</tr>
<tr>
<td>North America</td>
<td>29%</td>
<td>43%</td>
</tr>
</tbody>
</table>

Integration

Climate Change
INTERVIEW RESULTS

ESG issues highest on members’ agendas

References to topics:
• Green Investment – 43% of Latin America respondents noted it, compared to 15% of overall respondents
• Energy – 27% of Insurance respondents noted it, compared to 13% of overall respondents
• Social Issues – 7% of Insurance respondents noted it, compared to 21% of overall respondents
Q2

What are the top 3 drivers for developing sustainable banking/insurance/investment within your organisation?

Multiple choice options provided:
• Risk management
• Business development
• Voluntary commitments
• Financial Sector Policy and Regulation
• Changing business operating conditions due to international policy developments
• Communications/branding
• CEO/Board-level strategic priorities
• Other
INTERVIEW RESULTS

Top 3 drivers for developing sustainable Banking/Insurance/Investment

- **Risk management** - two-thirds saw this as the top driver, with 74% regarding it as one of the three main drivers.
- **Business development** was a clear second, with 60% of members regrading it as a top driver, with 43% as 2nd
- **CEO/Board level priorities** and **Changing business conditions** were 3rd and 4th with 49% and 36% respectively

% of respondents that regarded topic as a top driver

<table>
<thead>
<tr>
<th>Topic</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Risk Management</td>
<td>74%</td>
</tr>
<tr>
<td>Business Development</td>
<td>60%</td>
</tr>
<tr>
<td>CEO/Board Priorities</td>
<td>49%</td>
</tr>
<tr>
<td>Changing Conditions</td>
<td>36%</td>
</tr>
<tr>
<td>Voluntary</td>
<td>30%</td>
</tr>
<tr>
<td>Financial Regulations</td>
<td>20%</td>
</tr>
<tr>
<td>Others</td>
<td>10%</td>
</tr>
<tr>
<td>Communication/Branding</td>
<td>0%</td>
</tr>
</tbody>
</table>
INTERVIEW RESULTS

Top 3 drivers for developing sustainable Banking/Insurance/Investment

Other drivers highlighted:

• Beneficiaries and society - the rest are all means to the end
• NGO activity with subsequent knock-on to CEO priorities
• Sustainability strategy and materiality assessment to 2020.
• Quality/equity issues
• Emerging investor interest
INTERVIEW RESULTS

ESG issues highest on members’ agendas

Regional comparison:

- **Latin America** – Respondents focused more on CEO Board Level Priorities and Business Development
- **North America** – Respondents focused less on CEO/Board Level Priorities and more on branding

### Latin America

<table>
<thead>
<tr>
<th>Category</th>
<th>Latin America</th>
<th>Overall</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO/Board Priorities</td>
<td>86%</td>
<td>49%</td>
</tr>
<tr>
<td>Business Development</td>
<td>60%</td>
<td></td>
</tr>
</tbody>
</table>

### North America

<table>
<thead>
<tr>
<th>Category</th>
<th>North America</th>
<th>Overall</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO/Board Priorities</td>
<td>0%</td>
<td>49%</td>
</tr>
<tr>
<td>Branding</td>
<td>13%</td>
<td>50%</td>
</tr>
</tbody>
</table>
How prominent are the Sustainable Development Goals (SDGs) in your organisation’s priorities? Do you see this as an important source of business development?
INTERVIEW RESULTS

How important are the SDGs in your priorities?

Overall Summary

Sustainable Development Goals – More than 80% of respondents said that they were at least somewhat important or prominent
INTERVIEW RESULTS

How important are the SDGs in your priorities?

Regional comparison:

Latin and North America – 86% of Latin America and 66% of North America respondents regarded SDGs as somewhat important, not important, or unsure, compared to 46% overall.
INTERVIEW RESULTS

How important are the SDGs in your priorities?

Members’ are taking the Sustainable Development Goals into account in the following broad categories (ranked by number of mentions):

• Strategic mapping / reference framework
• Business development tool
• Communications / engagement / reporting tool
• Still assessing relevance to organisation
• Strategy development tool
• Impact assessment / measurement tool / indicators

Note: Many respondents chose more than one option
Q4

Do you see the need for Principles for Sustainable Banking to be developed (similarly to the Principles for Sustainable Insurance and the Principles for Responsible Investment)? Please explain
INTERVIEW RESULTS

Do we need Sustainable Banking Principles?

- Yes: 49%
- No: 17%
- Maybe: 13%
- Update/consolidate existing statement: 13%
- N/A: 8%

62% of respondents overall see a need to develop Sustainable Banking Principles or to update/consolidate the existing statement.
The majority of respondents see a need to develop Sustainable Banking Principles, to update the existing UNEP FI statement or to consolidate insurance/investment industry principles for banking.

Sustainable Banking Principles – responses by industry

- **Banking:** 28 responses
- **Insurance:** 15 responses
- **Investment:** 4 responses
INTERVIEW RESULTS

Do we need Sustainable Banking Principles?

Sustainable Banking Principles – responses by region

61% of bank respondents see a need to develop Sustainable Banking Principles or to update/consolidate existing statement/principles from investment/insurance industries; of which most were in Europe or Latin America.
Q5

What do you see as UNEP FI's great strengths and weaknesses in contributing to financial institutions scaling up sustainable banking/insurance/investment? How would you recommend the Secretariat address any weaknesses?
INTERVIEW RESULTS

UNEP FI’s greatest strengths and weaknesses

Initial summary of responses on STRENGTHS:
- Global network to bring members together and exchange ideas (57%)
- UN & FI brand as a strong influence in policy (26%)
- Work product’s technical expertise, cross-cutting breadth and quantity (17%)

Strengths - Regional Notes
- Asia - Respondents cited Global Network more
- Europe - Respondents cited UN & FI Brand more
INTERVIEW RESULTS

UNEP FI’s greatest strengths and weaknesses

Initial summary of responses on WEAKNESSES:

- **Too global, need for more regional / local engagement, contact, impact, implementation, relevance** (48%)
- **Lack of practical focus, impact, need more alignment with business agenda, operations; too theoretical** (30%)
- **Staffing & resource limitations, business model of UNEP FI, need for more / better coordination** (15%)
- **Communications: Not enough dissemination** (7%)
INTERVIEW RESULTS

UNEP FI’s greatest strengths and weaknesses

Regional Notes

- **Europe** - Respondents were more likely to cite Not Practical and Lacks Resources, and less likely to cite Too Global
- **Asia** - Respondents were more likely to cite Communication and less likely Cite Lacks Resources
- **Latin America, Africa, and North America** - Respondents were more likely to cite Too Global

![Graph showing interview results]
INTERVIEW RESULTS

UNEP FI’s greatest strengths and weaknesses

Industry Notes

- **Lacks Resources** was a weakness that was cited differently depending on the industry

![Bar chart showing strengths and weaknesses in different industries. Banking: 5%, Insurance: 31%, Investment: 59%. Overall: 15%.]
Q6

Rank the following UNEP FI activities to support integration of ESG issues into operations in order of priorities. Please explain. (Rank 1-5; 1=priority)

1. Information sharing on ESG/E&S risk management and sustainability issues and trends and best practice in the financial sector
2. Development expertise, e.g. research tools, guidance and global capacity building
3. Enabling environment for market development, e.g. policy engagement to support national processes, principles and standards
4. Proactively shaping global industry developments (e.g. Disclosure, E&S risk management, ESG integration, Decarbonizing portfolios, etc)
5. Facilitating knowledge sharing and collaboration through UNEP FI’s network of financial institutions working on sustainable banking/insurance/investment
INTERVIEW RESULTS

Prioritising UNEP FI activities

Results: Based on a scaled approach, Information Sharing, Developing expertise, and Enabling Environment were the biggest priorities.
INTERVIEW RESULTS

Prioritising UNEP FI activities

Regional Results: Each region showed different priorities, except Africa & Middle East, which was similar to the overall results.

Note: The choices were scaled in the ranking results.
INTERVIEW RESULTS

Prioritising UNEP FI activities

**Industry Results: Investment** was similar to overall results, with **Insurance** showing less interest in Information Sharing, while **banks** showed more

---

**Banks**

- Information sharing: 146
- Development expertise: 125
- Enabling environment for market development: 121
- Facilitating knowledge sharing and collaboration: 122
- Proactively contributing to shaping global industry developments: 110

**Insurance**

- Information sharing: 48
- Development expertise: 65
- Enabling environment for market development: 65
- Facilitating knowledge sharing and collaboration: 61
- Proactively contributing to shaping global industry developments: 61

Note: The choices were scaled in the ranking results
Q7

What is the ONE thing UNEP FI could do differently?
INTERVIEW RESULTS

What is the ONE thing UNEP FI could do differently?

Top 4 by number of mentions:

- Implementation / more practical focus / tools
- Best practice sharing, e.g. case studies
- Regional strategy / relevance / policy engagement
- Greater focus & clarity around UNEP FI’s role

Other suggestions included:

- Communications on future and global trends
- CEO engagement
- Training materials / events / online courses
- Health insurance: Ageing population, access
- Better alignment of business and sustainability
- Raising awareness / reminding people of commitments
- Communications: Translating materials
Q8

Which UNEP FI activities bring you most value?
INTERVIEW RESULTS

Which UNEP FI activities bring you the most value?

UNEP FI activities of most value: % in each industry & overall

Note: choices are not mutually exclusive – some members signalled most value came from more than one of the three options.
INTERVIEW RESULTS

Which UNEP FI activities bring you the most value?

Regional/Industry Notes:

- **Industry work streams** – Showed the highest support across all regions and industries
- **Thematic work streams** – valued in Latin America and Insurance, less so in Asia and Banking
- **Regional work streams** – valued in Latin America and Banking, less so in Asia and Insurance
What activities have you engaged in during last year?
INTERVIEW RESULTS

Which activities have you engaged in during last year?

% of respondents participating in the last year

Note: participation can be in more than one activity; some members signalled they participated several times in a given activity (e.g. several calls or events).
INTERVIEW RESULTS

Which activities have you engaged in during last year?

Regional/Industry Notes:

- **Europe** – Respondents participated in more events than other regions by far (3.86 vs 1.56 rest), therefore much more likely to participated in each individual activities

- **Webinars** – Respondents in Latin America and Europe showed high participation rate
Q10

What are main barriers to participation?
INTERVIEW RESULTS

Main barriers to participation: time, resource, cost

Main barrier to participating in UNEP FI activities – % of respondents

- Time/resources: 64%
- Travel budget: 40%
- Cost: 28%
- Global focus: 21%
- Relevance: 17%
- Expertise: 6%
- Time zone: 6%
- UNEP FI's mgt: 6%
- Language: 4%
- Other: 4%

Note: many respondents chose more than one option
INTERVIEW RESULTS

Main barriers to participation: time, resource, cost

Regional Notes:

- **Time/Resource** – Respondents in Africa & Middle East saw this as the main problem, unlike those in North America.
- **Global Issues** – Respondents in North America saw this as a problem, unlike those in Europe.
Q12

What could UNEP FI do to help you participate more?
INTERVIEW RESULTS

What could UNEP FI do to help you participate more?

Top 4 by number of mentions:
• Greater regional focus & engagement
• More effective communication & e.g. webinars
• More specific value proposition / mandate clarity
• More pragmatic/ practical/ focused approach aligned with business opportunities

Other suggestions included:
• More visibility for members
• Member internships / secondments to UNEP FI
• Shorter time commitments, easier to contribute
• Better coordination with Principles for Sustainable Insurance, Principles for Responsible Investment, UN Global Compact e.g. AGMs in same place
Q12

How can UNEP FI support integration of E&S issues?
INTERVIEW RESULTS

How can UNEP FI support integration of E&S issues?

Note: many respondents chose more than one option, excluded those without answer
INTERVIEW RESULTS

How can UNEP FI support integration of E&S issues?

Regional Notes:

- **Africa & Middle East** – Respondents showed strong interest in facilitating collaboration, adapting to the regional level, and thought leadership (100% in all 3 areas)
- **Europe** – Respondents showed more interest in board level engagements (69% vs 49%)
INTERVIEW RESULTS

How can UNEP FI support integration of E&S issues?

Industry Notes:

• **Raising Awareness** – Respondents in Banking and Investment showed interest, Insurance showed low interest

• **Thought Leadership** – Insurance showed high interest, banking and investment showed low interest

• **Investment** – Respondents showed interest in strengthen UNEP Community and not in Regional Adaptation
Q13

What are the main benefits of being UNEP FI Signatory and part of an international network of financial institutions?
INTERVIEW RESULTS

Benefits of being UNEP FI signatory and member?

Top 5 ranked by number of mentions:

- Networking and peer exchange
- Access to top research / knowledge
- Sharing best practices
- Branding / reputation
- Influence / shape global agenda

Note: many respondents chose more than one option
Q14

How can UNEP FI strengthen the network?
INTERVIEW RESULTS

How can UNEP FI strengthen the network?

Ways to strengthen the network - % of respondents

- Global webinars/calls: 9%
- Global events: 13%
- Regional webinars/calls: 21%
- All of the above: 23%
- Expanding UNEP FI network: 26%
- Peer to peer learning: 34%
- Regional events: 43%

Note: many respondents chose more than one option
INTERVIEW RESULTS

How can UNEP FI strengthen the network?

Regional/Industry Notes:

• **North America** – North America members chose fewer options than other members (1.6 vs 2.86), especially global events (0% vs 33%) and peer-to-peer learning (20% vs 57%)

• **Latin America** – Latin America members had the strongest support for the option of Expanding Global Networks (48% vs 71%)

• **Banking** – Banking members chose fewer options than other members (2.2 vs 2.86), with less support for regional events (27% vs 43%) and peer-to-peer learning (42% vs 57%)
Q15

What would you most value in Regional Roundtables?
INTERVIEW RESULTS

What would you most value in Regional Roundtables?

% of respondents

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>60</td>
<td>Relevant industry-specific agenda</td>
</tr>
<tr>
<td>49</td>
<td>Agenda featuring industry practitioners/subject experts</td>
</tr>
<tr>
<td>36</td>
<td>Relevant cross-cutting agenda</td>
</tr>
<tr>
<td>32</td>
<td>High-level speakers (e.g. CEOs)</td>
</tr>
<tr>
<td>23</td>
<td>Geography</td>
</tr>
<tr>
<td>17</td>
<td>Cost</td>
</tr>
<tr>
<td>11</td>
<td>Piggy-backing off related industry events</td>
</tr>
<tr>
<td>8.5</td>
<td>Other</td>
</tr>
<tr>
<td>8.5</td>
<td>Timing and duration</td>
</tr>
</tbody>
</table>

Note: many respondents chose more than one option
INTERVIEW RESULTS

What would you most value in Regional Roundtables?

Regional Notes:

- **Latin and North America** – Respondents showed **sharp contrasts in preferences** for Regional Roundtables

- **Industry** – **Insurance** members thought **Geography** was more important, while **Investment** members prioritized **Cost**

![Chart showing preferences for different aspects of Regional Roundtables]

- **Cross-cutting Agendas**: 80% (Latin America), 40% (North America), 29% (Overall)
- **High Level Speakers**: 71% (Latin America), 0% (North America), 36% (Overall)
- **Industry Experts**: 80% (Latin America), 55% (North America), 29% (Overall)
Q16

Would you host an UNEP FI meeting or similar?
INTERVIEW RESULTS

Would you host an UNEP FI meeting or similar?

% of respondents – happy to host a meeting

- Yes: 66%
- No: 13%
- Maybe: 10.5%
- No response: 10.5%

Three-quarters of respondents are willing and definitely/possibly able to host a meeting or provide similar support.
INTERVIEW RESULTS

Would you host an UNEP FI meeting or similar?

• **Overall** – three quarters of respondents said they were could definitely or possibly host a meeting.

• **Need for relevance** – many of those saying ‘yes’ or ‘maybe’ suggested that this willingness was contingent on the topic and its relevance to them.

• **Smaller meetings** – some members signalled they would be willing to host but with a preference for smaller meetings.

• **No** – 10% said they were not able to host a meeting or similar, in most cases citing lack of resource.
Q17

How important is it for UNEP FI to expand network?
INTERVIEW RESULTS

How important is it for UNEP FI to expand network?

- Critical: 45%
- Important: 38%
- Not important: 11%
- No response: 6%
- Not important: 11%
INTERVIEW RESULTS

How important is it for UNEP FI to expand network?

83% of respondents consider it ‘critical’ or ‘important’ for UNEP FI to expand the network - though not at the cost of member engagement and retention.

- **Need to expand the network** – an overwhelming majority of 83% of respondents consider that expanding the network is ‘critical’ (45%) or ‘important’ (38%).
- **Retention & engagement** – a number of comments, including those in favour of expanding the network, made clear that this should neither be at the expense of quality of membership commitment, nor compromise quality of service to ensure retention and engagement of existing members.
- **Unimportant** – only 11% of respondents considered expanding the network to be unimportant.
INTERVIEW RESULTS

How important is it for UNEP FI to expand network?

Regional/Industry Notes:

- **Asia and North America** – Respondents in the two regions viewed expanding network less important.
- **Banking** – 38% of the members thought it was critical, compared to 47% overall.
- **Insurance** – 75% of the members thought it was critical compared to 47% overall.
Would you mentor—or “buddy”—new members?
INTERVIEW RESULTS

Would you mentor ("buddy") new members?

New member buddy system - % of respondents

- Yes: 53%
- Maybe: 15%
- No: 19%
- No response: 13%

More than two thirds of respondents are definitely or possibly willing to provide some kind of ‘buddy’ support to new members; over half gave a clear ‘yes’.
INTERVIEW RESULTS

Would you mentor (“buddy”) new members?

Regional Notes:

- **Africa & Middle East/ Latin America** – Almost all Respondents were interested in mentoring.
- **North America** – Respondents were much likely to be less interested
Q19

Which UNEP FI activities would you be interested in being more involved in?
INTERVIEW RESULTS

Which UNEP FI activities would you be interested in being more involved in?

Interest in more involvement: % of respondents

- Climate change (mitigation & adaptation): 58%
- Positive Impact: 44%
- E&S risk management and training: 35%
- Policy and regulatory engagement: 31%
- Green/sustainable lending/investment: 31%
- Energy efficiency: 31%
- Natural capital (biodiversity, ecosystems, water): 31%
- Sustainable insurance (through the PSI initiative): 29%
- Sustainable real estate: 27%
- Disclosure: 23%
- Fiduciary Duty: 21%
- I don’t know: 12.5%
- Sustainable Stock Exchanges: 12.5%
- Other (please explain): 8%

Note: many respondents chose more than one option
INTERVIEW RESULTS

Which of the following work areas would interest you?

Regional and Industry Notes:

- **Energy Efficiency** – Latin America & Caribbean and Africa & Middle East, were interested, less in North America and Asia
- **Green Investment** – North America and Africa & Middle East were interested, less in Latin America and Asia
- **Real Estate** drew stronger interest from Europe, **Disclosure** from North America, **Policy Engagement** from Latin America
- **Insurance** – Respondents drew more interest in **Sustainable Insurance**, less interest in **Natural Capital** and **Energy Efficiency**
Do you have adequate options to contribute to projects?
Over 60% of respondents felt they had ample options to contribute to the UNEP FI work programme, with only 10% signalling they needed more information.
INTERVIEW RESULTS

Do you have adequate options to contribute to projects?

• Overall – more than 60% of respondents felt they have adequate options to contribute to the UNEP FI work programme.

• A notable minority (10%) – felt that opportunities to participate were adequate – mainly due to a need for a better understanding of options.

• Communications – a few responses suggested making better use of technology to communicate, e.g. through the website rather than email and / or through webinars and more regional / local events.
INTERVIEW RESULTS

Do you have adequate options to contribute to projects?

Regional/Industry Notes:

- Asia – <40% of the members said they had enough
- North America – 33% of the members did not respond
- Insurance – 40% of the members did not respond
Q21

Which other related initiatives are you involved in?
INTERVIEW RESULTS

Which other related initiatives are you involved in?

Top six other initiatives - % of respondents

- Inclusive insurance: 33
- SME finance: 33
- Insurance Development Goals to help achieve SDGs: 23
- Sustainability guidelines across insurance business lines: 15
- Key sustainability issues for life & health insurers: 10
- Other: 10

Note: most respondents belong to more than one initiative. Nearly one third (31%) of survey respondents did not answer this question. The Principles for Sustainable Insurance (PSI) is a UNEP FI initiative, but 15% of respondents perceived it as “another initiative”.
INTERVIEW RESULTS

Which other related initiatives are you involved in?

- **Top five global initiatives** – the most notable participation is in: UN Global Compact (33%), Principles for Responsible Investment (PRI) (23%), Equator Principles (15%), and PSI and CDP (10% each).

- **Local or national level initiatives** – one-third of respondents (33%) signalled they also belong to local or national level initiatives, while one-third also participate in the UN Global Compact.

- **Long tail** – there are a number of global initiatives to which fewer than 10% of respondents belong, suggesting a degree of mushrooming and fragmentation in the field:
  - Global Reporting Initiative (8%)
  - Dow Jones Sustainability Index and World Business Council for Sustainable Development (6% each)
  - Caring 4 Climate, CERES, GHG Protocol, International Integrated Reporting Council (4% each)
  - B Team, WWF (2% each)

Note: Most respondents participate in more than one initiative. Nearly one-third (31%) of survey respondents did not answer this question.
INTERVIEW RESULTS

Which other related initiatives are you involved in?

Regional/Industry Notes:

• **Europe** – Joined Global Compact and PRI mostly
• **North America** – Joined Local/National Organizations mostly
• **Latin America** – Joined Equator Principles and Global Compact - higher percentage than any other region by far
• **Asia** – Most likely to not join any other initiatives
• **Banking** – Joined Equator Principles and Global Compact - higher percentage than any other industry by far
Which additional work areas should UNEP FI focus on?
INTERVIEW RESULTS

Which additional work areas should UNEP FI focus on?

Additional areas to focus on - % of respondents

<table>
<thead>
<tr>
<th>Area</th>
<th>% of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other</td>
<td>8</td>
</tr>
<tr>
<td>Key sustainability issues for life &amp; health insurers</td>
<td>15</td>
</tr>
<tr>
<td>Sustainability guidelines across insurance business lines</td>
<td>17</td>
</tr>
<tr>
<td>Insurance Development Goals to help achieve SDGs</td>
<td>21</td>
</tr>
<tr>
<td>Inclusive insurance</td>
<td>21</td>
</tr>
<tr>
<td>SME finance</td>
<td>25</td>
</tr>
<tr>
<td>Cities and/or infrastructure</td>
<td>25</td>
</tr>
<tr>
<td>Adapting ESG guidance to specific financial institutions/business lines</td>
<td>31</td>
</tr>
<tr>
<td>Social issues</td>
<td>33</td>
</tr>
<tr>
<td>Aligning lending &amp; investment with SDGs</td>
<td>44</td>
</tr>
</tbody>
</table>

Note: many respondents chose more than one option. Note that UNEP FI has an existing social issues work stream.
INTERVIEW RESULTS

Which additional work areas should UNEP FI focus on?

Five most popular additional areas for UNEP FI to consider:

- Aligning lending & investment with UN SDGs – 44%
- Social issues – 33%
- Adapting ESG guidance to specific financial institutions or business lines – highlighted by 31% of respondents
- SME finance was joint 4\(^{th}\) most popular, along with Cities and / or Infrastructure, each highlighted by 25% of respondents.
- Inclusive Insurance and Insurance Development Goals towards the SDGs were joint 5\(^{th}\), each signalled by 21% of respondents.

The remaining potential new areas of work for UNEP FI were:

- Sustainability guidelines across insurance business lines - 17%
- Key Sustainability Issues for Life & Health Insurers - 15%
- Other – 8% of respondents ticked ‘other’.

Note: many respondents chose more than one option
INTERVIEW RESULTS

Which additional work areas should UNEP FI focus on?

Regional/Industry Notes:

- **SME Finance** – More interest from Africa & Middle East, and among Investment, Less from Asia
- **Social Issues** – Less interest from Asia and Insurance

![SME Finance Chart](chart1)

![Social Issues Chart](chart2)
INTERVIEW RESULTS

Which additional work areas should UNEP FI focus on?

Adapting ESG Guidelines – More interest from Asia, Africa & Middle East and Investment. Less from Latin America & Caribbean

Adapting ESG Guidelines

<table>
<thead>
<tr>
<th>Region</th>
<th>Interest Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa &amp; ME</td>
<td>75%</td>
</tr>
<tr>
<td>Asia</td>
<td>50%</td>
</tr>
<tr>
<td>Latin America</td>
<td>0%</td>
</tr>
<tr>
<td>Investment</td>
<td>67%</td>
</tr>
<tr>
<td>Banking</td>
<td>50%</td>
</tr>
<tr>
<td>Insurance</td>
<td>7%</td>
</tr>
</tbody>
</table>

Overall 35%
Q23

What type of information would most help to strengthen understanding of sustainable banking/insurance/investment within your organisation?
INTERVIEW RESULTS

What kind of information would be most helpful with your organisation?

Preferred type of info on sustainable finance – % of respondents

<table>
<thead>
<tr>
<th>Type of Info</th>
<th>% of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other</td>
<td>8</td>
</tr>
<tr>
<td>Finance sector implications of UNEP policy &amp; green economy initiatives</td>
<td>17</td>
</tr>
<tr>
<td>Thought pieces by sector leaders (e.g. blogs)</td>
<td>17</td>
</tr>
<tr>
<td>Guidance</td>
<td>17</td>
</tr>
<tr>
<td>Research/information on specific topics</td>
<td>25</td>
</tr>
<tr>
<td>UNEP FI work stream/project updates</td>
<td>25</td>
</tr>
<tr>
<td>How members are implementing</td>
<td>38</td>
</tr>
<tr>
<td>Updating on industry developments</td>
<td>43</td>
</tr>
<tr>
<td>Best practice examples</td>
<td>45</td>
</tr>
<tr>
<td>Case studies</td>
<td>51</td>
</tr>
</tbody>
</table>

Note: many respondents chose more than one option
INTERVIEW RESULTS

What kind of information would be most helpful with your organisation?

Information of most value in strengthening understanding of sustainable finance fell into three categories:

• **Learning from each other** – over half (51%) would welcome Case Studies with a further 45% of respondents wanting Best Practice Examples and 38% wanting to learn how other members are implementing sustainable finance.

• **Updates on industry developments & projects** – 43% of respondents value updates on industry developments, with a further quarter welcoming UNEP FI work stream / project updates.

• **Research on specific topics** would be welcomed by a quarter of respondents.

• **Among the 8% who selected ‘other’**, examples include ‘slides that can be shown to management’, and Regional Events / Newsletters. The wish for more regional / local events is a recurring theme throughout the survey.

Note: many respondents chose more than one option
INTERVIEW RESULTS

What kind of information would be most helpful with your organisation?

Regional Notes:

• **Asia** – **More** interest in Best case examples (67% vs. 43%)
• **Europe** – **Less** interest in Best case examples, and UNEP policy implications (20% vs. 45%, 0% vs. 17%)
• **North America** – **Less** interest in Industry updates and Additional research (17% vs. 43%, 0% vs. 25%)
• **Latin America** – **More** interest in UNEP FI Work stream (57% vs 25%)
• **Africa and Middle East** – **More** Interest in UNEP policy implications (75% vs 17%)
Q24

How would you like UNEP FI to share information and strengthen our communications?
INTERVIEW RESULTS

How should UNEP FI share information and strengthen its communication?

Top communications preferences - % of respondents

- Regional email updates: 19%
- Issue briefings: 19%
- Briefings/training materials: 23%
- Briefings for your CEO/board: 23%
- Regional webinars/groups calls: 23%
- Summaries of work stream activities: 28%
- Publications/reports: 28%
- Powerpoint presentations to use internally: 30%
- Regional events/seminars: 36%
- UNEP FI website: 40%

Note: many respondents chose more than one option.
INTERVIEW RESULTS

How should UNEP FI share information and strengthen its communication?

Other communications preferences - % of respondents

<table>
<thead>
<tr>
<th>Initiative</th>
<th>% of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>CDP</td>
<td>10</td>
</tr>
<tr>
<td>PSI</td>
<td>10</td>
</tr>
<tr>
<td>Equator Principles</td>
<td>15</td>
</tr>
<tr>
<td>PRI</td>
<td>23</td>
</tr>
<tr>
<td>Local or national level initiatives</td>
<td>33</td>
</tr>
<tr>
<td>UN Global Compact</td>
<td>33</td>
</tr>
</tbody>
</table>

Note: most respondents belong to more than one initiative. Nearly one third (31%) of survey respondents did not answer this question. The Principles for Sustainable Insurance (PSI) is a UNEP FI initiative, but 15% of respondents perceived it as “another initiative”.

INTERVIEW RESULTS

What kind of information would be most helpful within your organisation?

Regional Notes:

- **Website** – More interest in Latin America, Africa & Middle East, and Asia, less in Europe and North America
- **Regional vs Global** – Latin America, Africa & Middle East, and Asia members wanted more regional than global, while European members wanted more global.
- **Internal Communication** – More interest in materials to communicate internally in Africa & Middle East, less in North America
- **Summaries of work stream activities/projects** – More Interest in Latin America and Asia
- **Number of Communications** – Respondents in Latin America and Africa & Middle East wanted more communications.
Thank you to those members who participated in the interviews (see Membership Strategy).

If you have any queries or comments, please contact Signatory Relations Manager Liesel van Ast at liesel.vanast@un.org