

Important information

This webinar is solely for Professional Advisers and should not be construed as investment advice.

Remember that the value of investments, and the income from them, can fall as well as rise and that investors may not get back the amount originally invested. Past performance, and any yields quoted, are not a guide to future performance.

Different funds carry varying levels of risk depending on the geographical region and industry sector in which they invest. Investors should make themselves aware of these specific risks prior to investing.

Some ethical funds may, by definition, have a limited investment universe; this may affect performance.

<https://professionals.tilney.co.uk/>



NAVIGATING THE GREEN MAZE WITH TILNEY

Louie French

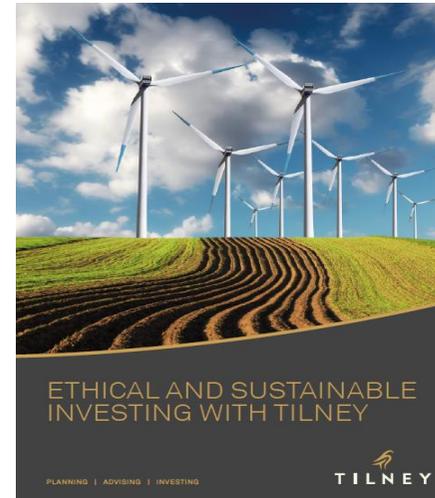
26 November 2020

For professional advisers only not for retail distribution



Who we are

- Louie French, Senior Analyst and Sustainable Portfolio Manager at Tilney
- Harriette Collings, International Business Development, Tilney for Professionals
- Tilney has market leading expertise and experience of managing ethical and sustainable money from 2005
- Client guides, podcasts, video, plus our analysts help design new funds and judge the ESG Investment Awards
- TAP & MPS Sustainable services
- Bespoke portfolios and charity accounts
- Signatory to UN PRI



Success in the new world?

Going green and being able to talk to clients about sustainable investing

Why green and sustainable investing is important

For financial advisers and clients

1

Growing client interest and demand

2

Increasing regulatory focus on ESG

3

Market performance and the green recovery

The “Attenborough Effect” and future proofing your business

- Growing consumer interest and focus on sustainability now filtering through to investments and savings across age profiles.
- Plus generational wealth shift estimated to see £1 trillion of assets move between generations over the next 9 years.
- Industry research shows that approximately 2/3^{rds} of clients’ children do not take on their parents adviser.
- Are you ready to talk to the next generation of clients and future proof your business?



Icebergs and plastic carrier bags

The regulatory backdrop – are you prepared?

- **MiFID II ESG factors**– the new regulations set for 2021 provide a greater link between client suitability and sustainability considerations. ESG factors will be considered in product classifications, firms’ processes and risk management, and suitability assessments.
- **EU Sustainable Finance Disclosure Regulations (SFDR)**
- **EU Taxonomy Regulation**
- **IA Responsible Investing Framework**
- **Taskforce on Climate-related Financial Disclosures**
- **The Paris Agreement on Climate Change (UNFCCC)**
- **UK Stewardship Code**
- **UN Global Compact Principles**
- **UN Sustainable Development Goals (SDGs)**
- **UN Principles for Responsible Investment (PRI)**

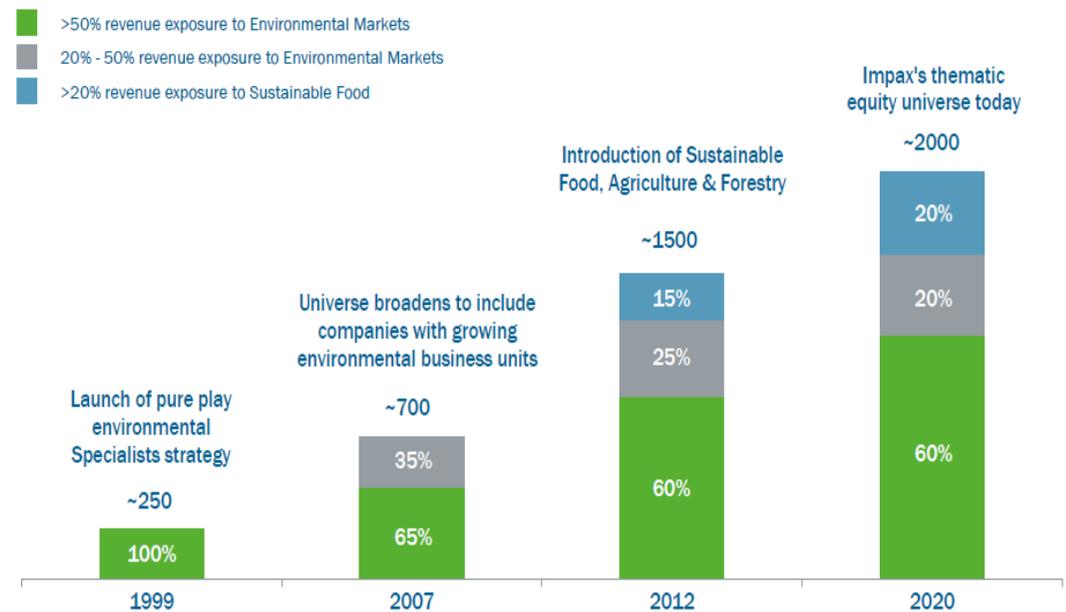


Market growth and performance that can't be ignored – the headlines

- November 2020, Morningstar: ESG fund assets in Europe reach the \$1 trillion mark.
- 300+ new 2020 fund launches in Morningstar's European “sustainable” fund universe taking the total to just under 3000 to select from.
- Growth also in the number of underlying stocks that pass screens, as new markets develop and ESG disclosures improve.
- However, greenwashing remains a real challenge for investors.

The 20-year transformation of the Environmental Markets

Number of companies in Impax's thematic equity universe



Source: Impax Asset Management. Data as at 30 September 2020.

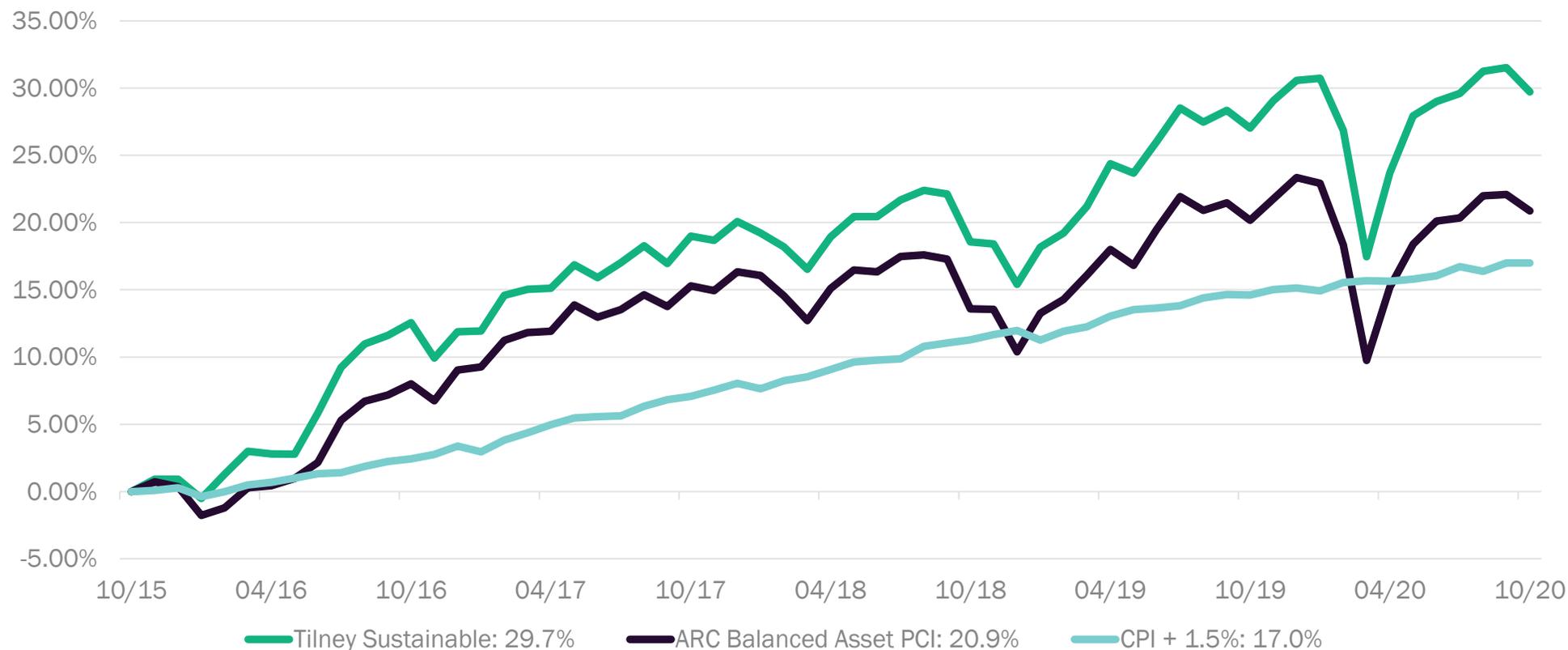
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IMPAX Environmental Markets plc

Tilney Active Portfolio Sustainable

You don't have to sacrifice performance

Over 5 years vs. ARC Balanced & CPI + 1.5%



Source: Morningstar Direct as at 31/10/2020. These returns are shown net of 0.75% management fee, admin charge of 7bps (taken within the unitised fund which includes a 2.5bps fund administration charge paid to Tilney), underlying fund charges, with interest and dividends reinvested. These are investment related charges only and do not take into account any Platform or Custody Charge or costs associated with Financial Planning advice. For the Tilney Income Portfolio, performance data prior to 20 Sept 2019 is based on the performance of the relevant IFSL Tilney Bestinvest fund. For the Tilney Cautious and Sustainable Portfolios, performance data prior to the launch of the Clean share classes (1 Feb 2017) is based on 0% AMC adjusted upwards to 0.75% AMC.

We have compared our performance with the relevant Asset Risk Consultants Private Client index (ARC PCI) which comprises real private client returns submitted to ARC by UK private client investment managers. For further information, please visit www.assetrisk.com.

As investments may go down in value as well as up, you may not get back the full amount invested. Past performance is no indication of future performance.



Any Questions?

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