

ENTERPRISES ALREADY SPEND MORE ON ESG THAN ON MARKETING



11%

of budget spent on ESG initiatives



of budget spent on marketing¹

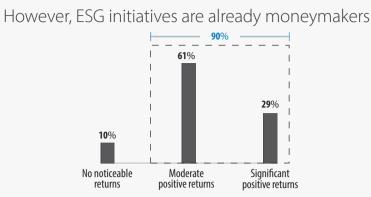
ESG BENEFITS GO BEYOND IMPROVING REPUTATION

Reputation is top priority for ESG now



1. Reputation

2. Impact 3. Financial benefits



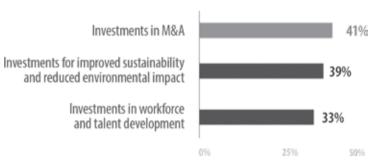
THE ESG MARKET IS PROJECTED TO GROW RAPIDLY ...



ESG business services set to grow from \$39 billion in 2021 to \$158 billion by 2025²

ESG-related assets under management expected to increase from \$18.4 trillion in 2021 to \$33.9 trillion by 2026³

BUT ECONOMIC PRESSURE THREATENS ESG'S TRAJECTORY



Investment categories to cut in recession⁴

7 out of 10 economists believe a global recession is likely in 20235

59% of CEOs say they plan to reassess ESG efforts in the next 6 months⁶

MOST COMPANIES UNSURE ABOUT ESG'S COST AND BENEFITS



83%

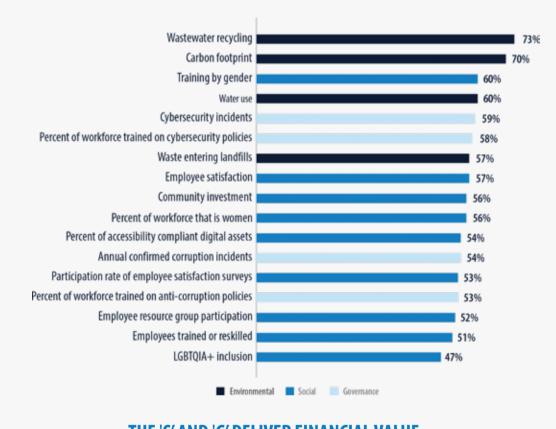
Uncertain about required investment



70%

Uncertain about return on investment

'E' IS TOP PRIORITY, BUT THE VALUE OF 'S' AND 'G' IS OVERLOOKED



THE 'S' AND 'G' DELIVER FINANCIAL VALUE Women are a minority on 75% of respondents' boards



However, a **10 percentage** point increase in women



DON'T LOSE SIGHT OF 'S' AND 'G'

on the board correlates with a **1 percentage** point increase in profit growth.

(CSO), an ESG board committee, and a CSO who clears capital expenditures correlates with a 2 percentage point increase in profit. Only 25% of respondents had all four elements in place.

The presence of a chief diversity officer, chief sustainability officer





customers — have profit growth that is **1 percentage** point higher.

Prioritize employees

in ESG efforts

Treat ESG as a value creator instead of a cost center



Share ESG requirements

and data throughout

value chain

- 2. Exponential Expectations for ESG, Harvard, November 17, 2022.
- 3. The State of Marketing Budgets and Strategy in 2022, Gartner, June 6, 2022. 4. How Inflation Is Affecting CFO Investment Priorities, Gartner, June 2022.
- 5. Global Recession Increasingly Likely as Cost of Living Soars, say Chief Economists, World Economic Forum, September 28, 2022. 6. 2022 U.S. CEO Outlook: Growth strategies for turbulent times, KPMG, October 4, 2022.

1. Worldwide Spending on ESG Business Services Is Forecast to Reach \$158 Billion in 2025, IDC, June 9, 2022.

References