NET ZERO ASSET MANAGERS INITIATIVE

Biannual meeting of Signatories
21st March 2022
<table>
<thead>
<tr>
<th>Time</th>
<th>Agenda Item</th>
<th>Presenter(s)</th>
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<tbody>
<tr>
<td>12.00</td>
<td>Welcome and introduction on behalf of the Network Partners</td>
<td>Stephanie Pfeifer, CEO, IIGCC</td>
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<tr>
<td>12.10</td>
<td>Opening remarks on behalf of the Advisory Group</td>
<td>Edward Mason, Director, Generation IM</td>
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<tr>
<td>12.15</td>
<td>Updates for signatories from the Network Partners</td>
<td>Daisy Streatfeild, Programme Director, IIGCC</td>
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<tr>
<td>12.25</td>
<td>Target Disclosures</td>
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<td>Updates on the online disclosure platform and overview of the disclosure publication</td>
<td>Daisy Streatfeild, IIGCC</td>
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<td>Update on NZAM communications for the disclosures report</td>
<td>Kat Sutton, Communications Director, IIGCC</td>
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<td>Case study: Target Setting</td>
<td>Barnaby Wiener, Chief Sustainability Officer &amp; Franziska Jahn-Madell,</td>
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<td>Director of Global Stewardship, MFS Investment Management</td>
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<td>Q&amp;A on target disclosures</td>
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<tr>
<td>13.15</td>
<td>Annual Reporting</td>
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<td>Overview of the process for 2022</td>
<td>Mahesh Roy, CDP</td>
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<td>Case Study: LGIM’s climate action plan</td>
<td>Catherine Ogden, Manager - Sustainability &amp; Responsible Investment, LGIM</td>
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<td></td>
<td>Q&amp;A/Discussion on annual reporting and climate action plans</td>
<td>All participants</td>
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<tr>
<td>13.55</td>
<td>Wrap up and Close</td>
<td>Stephanie Pfeifer, IIGCC</td>
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Introduction and key developments

Net Zero Asset Managers

236 Asset Managers with $57 trillion AUM

Committed to net zero emissions goal by 2050 or sooner

43 initial target disclosures made ahead of COP26, with an average of 35% AUM already being managed in line with net zero and subject to interim targets

3 new Advisory Group members selected:
- Takeshi Wada, Sumitomo Mitsui Trust Asset Management
- Silva Deželan, Stafford CP
- Charles Nguyen, Neuberger Berman
The Network Partners are developing the resourcing and management structure for NZAM to support the growing number of signatories and ensure responsive management of the initiative.

The Network Partners, with guidance from the Advisory Group, are developing a Civil Society Engagement approach to manage engagement with civil society through a consultation group.

The Network Partners continue to develop and provide activities to support implementation of the commitment. An updated overview of these activities has been circulated to signatories.

Based on learning from the initial wave of target disclosures, the Network Partners have:

- Clarified the expectation regarding ‘Total’ AUM to be disclosed by asset managers
- Developed a webform for target disclosures to enable more consistent and comparable disclosures
  - Deadline extension for disclosures due in March until 12 April
Overview of the online platform for target disclosures
Signatories to the Net Zero Asset Managers initiative are required to disclose initial objectives and targets in line with the Net Zero Asset Managers commitment statement within one year of making the net zero commitment.

The following disclosure deadlines apply:
- Wave 1 signatories: October 2021 (complete)
- Wave 2 signatories: 12 April 2022
- Wave 3 signatories: 20 April 2022
- Wave 4 signatories: 06 July 2022
- Wave 5 signatories: 15 October 2022
- Signatories from November 2021: 1 year from date of signatory approval

A downloadable version of this disclosure form is available in word doc [here link will be inserted when form is finalised]. However, asset managers should use the online form to submit disclosures to the initiative. Word documents submitted via email will not be accepted.

You may save your organisation’s disclosure and return at time prior to the relevant disclosure deadline.
Net Zero Asset Managers initiative - target disclosure 2022

Asset Manager Details

1. Name of asset manager *
   
2. Primary contact name *
   
3. Primary contact email address *
   
4. Primary contact telephone number

Back  Next
**Scope of Targets**

5. Total AUM (USD billion) *
   - [AUM Definition]

6. Date for which stated AUM applies
   - [Blank]

7. Proportion of AUM to be managed in line with net zero (expressed as a % of total AUM) *
   - [Blank]

8. Proportion of AUM to be managed in line with net zero (expressed in USD billion) *
   - [Blank]

9. Which asset classes are considered within scope of your target setting and represented within the proportion of AUM declared? *
   - Listed equity — Please Select —
   - Corporate fixed income — Please Select —
   - Real estate — Please Select —
   - Sovereign bonds — Please Select —
   - Infrastructure — Please Select —
   - Private equity — Please Select —
   - Other(s) - please specify below — Please Select —

   Comments
   - [Blank]

10. Please use the space below to provide any further detail or explanation.
    - [Blank]

Wards used 0 out of 200.
Methodologies

The Net Zero Asset Manager’s initiative expects signatories to use one (or a combination of) the three target setting methodologies endorsed by the Investor Agenda:

- The Paris Aligned Investment Initiative's Net Zero Investment Framework 1.0
- The Science Based Targets initiative for Financial Institutions
- The United Nations-convened Net Zero Asset Owner Alliance and the Target Setting Protocol

Signatories may use one or a combination of these to set their targets with respect to point 1. of the commitment, as well as to support broader implementation of relevant elements of the commitment such as stewardship and engagement.

12. Please select the methodology(ies) used to set targets.

- The Net Zero Investment Framework
- UN Asset Owner Alliance Target Setting Protocol
- Science Based Target initiative of Financial Institutions
- Other(s) - Please specify
Science-Based Target Initiative for Financial Institutions

13. Please select which methodology(ies) you use within the SBTi framework.
   - [ ] Sectoral Decarbonisation Approach (SDA)
   - [ ] Temperature Ratings
   - [x] Portfolio Coverage Approach

14. Baseline year

15. Target year

Portfolio Coverage Approach

16. Quantified target(s) to be achieved by target year (e.g. 90% of portfolio companies setting a Science Based Target)

17. Baseline year performance for target metric (e.g. 40% of portfolio companies setting a Science Based Target)
Additional Information

10. Confirm and describe the coverage of scope 1, 2 and the extent of scope 3 emissions.

17. Underlying science-based net zero scenario(s)/pathway(s) from which targets are derived.

18. Briefly describe how your organisation considers the target to be consistent with delivering a fair share of the 50% global reduction in CO2 emissions by 2030 identified as a requirement in the IPCC special report on global warming of 1.5°C.
19. Please provide any information on targets for operational emissions, if set.

20. Has the organisation adopted a science-based policy on coal and other fossil fuel investment?
   - Yes
   - No

21. Please provide a link to information on this policy (or a provide a brief summary), and indicate the scope of AUM to which the policy applies.

22. Please provide any link(s) to further information in relation to targets or net zero strategy (must be in public domain).
Target disclosure has been submitted

Thank you for submitting your target disclosure to the Net Zero Asset Managers initiative. You will now receive an email with a link to your submitted form, should you wish to edit the form before the deadline date.

Your submission will be reviewed by the relevant NZAM network partner (AIGCC, CDP, Ceres, IGCC, IIGCC, UN PRI). The NZAM network partner may contact you to request any clarifications and/or to provide feedback.

Thank you for submitting your target disclosure for the Net Zero Asset Managers initiative.

Use the link below to make edits to your form before the deadline date.

Target Disclosures Publication and Communications
Target-setting case study: MFS
NZAM target setting at MFS
IIGCC Biannual signatory meeting

Barnaby Wiener, Chief Sustainability Officer
Franziska Jahn-Madell, Director Global Stewardship

21st March 2022
Who we are

• Founded 1924, headquartered in Boston (Massachusetts Financial Services)
• Long term, long only
• $630bn AUM; 85% Equity, 15% Fixed Income and Multi-asset
• Global client base: 60% Retail; 40% Institutional
• Global footprint: multiple offices across Asia, Europe and Americas...
• ...but one firm (integrated, not siloed)
NZAM Targets and Rationale

Targets:
• All equity and corporate credit (92% of current AUM) to be managed in line with net zero
• 90% of in scope AUM to be aligning or aligned with a pathway to 1.5 degrees by 2030

Rationale:
• Spirit of the NZAM initiative: we need to be ambitious
• Integrated organizational structure: one investment platform
• Focus on issuers (real world emissions) rather than portfolio emissions
• Engagement is our primary tool; target directly aligned with engagement objective
• Every issuer is unique; contextual analysis is important
NZAM targets to be submitted at the end of March

- Portfolio alignment
- We expect all covered assets to be ‘aligned to a net zero pathway’ by 2040, and ‘achieving net zero’ by 2050, as defined by the NZIF methodology
- MFS used a combination of methodologies to set the initial targets
  - NZIF to assess portfolio holding companies
  - Entity information from SBTi, Climate action 100+, TPI and others
  - MFS applies a proprietary approach to assess the strength of the carbon management and policies of companies as part of the research and stewardship process
  - Third party data will be used for monitoring and reporting purposes

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<tr>
<th>Target</th>
<th>2025</th>
<th>2030</th>
<th>2035</th>
<th>2040</th>
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<tbody>
<tr>
<td>1. %AUM in scope: ‘managed in line with attainment of Net Zero by 2050’</td>
<td>~90% Exc. Sovereigns, municipal bond, structured debt, commodities strategies, derivatives</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
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<tr>
<td>2. AUM alignment with net zero/1.5 degrees</td>
<td></td>
<td>90% aligning, aligned or net zero</td>
<td>90% aligned or net zero</td>
<td>100% aligned or net zero</td>
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<tr>
<td>3. Financed emissions in material sectors engaged</td>
<td>70%</td>
<td>90%</td>
<td>90%</td>
<td>90%</td>
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Steps taken to define the engagement programme

• Aggregated holdings at the institutional level, Equity and FI

• Filtered by holding size, % shareholding, sector

• Structured into priority tiers by:
  o Materiality
  o External commitments, e.g. CA100+
  o Company commitments/progress to date

• Structured into phases based on:
  o Clarity of objective/pathway and presence of an SBT methodology
  o A mixture of challenging engagements and easier wins
Structuring a climate engagement programme

Tier 1: Climate priorities

Tier 2: Active engagement

Tier 3: Monitor and encourage
E.g. CC letter, voting policy

Tier 4: Broad outreach

Net zero or aligned!

Active engagement programme

Cannot/will not align
## Timeline to 2030

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<tr>
<th></th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
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<th>2028</th>
<th>2029</th>
<th>2030</th>
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<td><strong>Aligned</strong></td>
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<tr>
<td><strong>Tier 1</strong></td>
<td>Research, engage, assess, re-engage</td>
<td>Engage w/ board</td>
<td>Engage w/ board, vote against or AGM statement</td>
<td>Escalation e.g., file shareholder proposal</td>
<td>Research, engage, assess, re-engage</td>
<td>Research, engage, assess, re-engage</td>
<td>Engage w/ board, vote against or AGM statement</td>
<td>File shareholder proposal</td>
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<tr>
<td><strong>Tier 2</strong></td>
<td>Research, engage, assess, re-engage</td>
<td>Engage with board</td>
<td>Engage, vote against or AGM statement</td>
<td>Engage, vote against or AGM statement</td>
<td>File shareholder proposal?</td>
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<tr>
<td><strong>Tier 3</strong></td>
<td>Research, engage, assess, present clear ask</td>
<td>Assess, repeat ask</td>
<td>Assess, repeat ask, vote against</td>
<td>Assess, repeat ask, vote against</td>
<td>Research, engage, assess, present clear ask</td>
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<tr>
<td><strong>Tier 4</strong></td>
<td>Letter campaign</td>
<td></td>
<td>Letter campaign</td>
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Roadmap ahead – 2022 and beyond

• Implement firm wide net-zero engagement strategy
• Develop internal sectoral pathways in line with NZAM targets
• Onboard **further** NZAM aligned climate related data
• Implement specific climate related voting guidelines to support ratchetting of asks including pre-declaration of votes, supporting and filing shareholder proposals
• Develop and publish MFS Climate Action Report aligned with the Investor Agenda’s Expectation ladder
• Play a proactive role in policy advocacy and collaborative engagements
• Adopt formal climate lobbying framework
• Roll out of internal communication strategy on climate and net-zero
• Address outstanding asset classes:
  • Sovereign bonds
  • Municipal bonds
• NZAM and TCFD related portfolio reporting
Thank You
Q&A on target setting and target disclosures
Annual reporting
NZAM Reporting via CDP for 2022
CDP & Net Zero Asset Managers

DATA & ENGAGEMENT
- Capital Markets Signatory
- Banks & Supply Chain program
- Non-Disclosure, SBTi & Say on Climate Campaigns
- Capacity Building

REPORTING & VALIDATION
- TCFD Aligned Financial Services Questionnaire
- Reporter Services

TARGET SETTING
- Science Based Targets for Financial Institutions
- Glasgow Financial Alliance for Net Zero (GFANZ)

PORTFOLIO ALIGNMENT & TRANSITION PLANS
- CDP Datasets
- PCAF
- GFANZ Taskforce
- Investor Agenda ICAPs
- CDP & ACT Scores
Reporting in 2022 FAQ

What is the window to disclose?
- Window opens on 7th Apr, officially closes 27th Jul for scoring, late submissions end Aug
- Can I only respond to relevant questions?
  - Yes, but if you choose to do this, see our advice around scoring

Do I have to be scored?
- No, choose the minimum version (if turnover <$250m) or submit after scoring deadline

How much does it cost?
- Admin fee is waived for first time responders, otherwise standard is USD 2725

Does my response (and score if applicable) have to be made public via CDP?
- No, it can be made non-public on CDP’s site, however NZAM requests that it be made public, so we suggest publishing on your website or similar if you choose non-public
Reporting in 2022 FAQ (Cont’d)

What support will I receive?
- Register for webinars on 4th (Europe) 5th (Americas/ Europe) & 6th (APAC) April
- FAQ document and guide to using system to be released in the coming weeks
- Email netzero_fi@cdp.net with queries (global team supporting)
- Contact your CDP Disclosure Account Manager and/or Capital Markets Account Manager
- Enhanced support on responding is available for a fee with Reporter Services

What are the benefits to being scored and completing a full disclosure
- Companies reporting to CDP have been shown to increase their environmental ambition over time through the process of reporting
- CDP reporting is TCFD & ICAPs aligned
Case Study: LGIM’s Climate Action Plan
Net Zero Asset Managers Initiative

Catherine Ogden
Manager, Sustainability & Responsible Investment
Reaching Net Zero: LGIM’s approach
Translating commitments into practical action in portfolios

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<tr>
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<th>LGIM’s Net Zero portfolio framework</th>
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<tr>
<td>1</td>
<td>Set targets for 2050 and 2030</td>
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<tr>
<td>2</td>
<td>Adopt a decarbonisation pathway</td>
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<tr>
<td>3</td>
<td>Engage for change with companies and policymakers</td>
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<tr>
<td>4</td>
<td>Exclude misaligned companies making insufficient progress</td>
</tr>
<tr>
<td>5</td>
<td>Grow ‘green’ opportunities</td>
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The Climate Impact Pledge in numbers

1,000

companies covered under our expanded Climate Impact Pledge…

Engagements helped improve the climate strategies and disclosures of companies…

…applied across a growing proportion of our assets…

Subaru*, Kroger*, Dominion Energy*, Occidental Petroleum* reinstated in select funds following progress

130

companies voted against for not meeting minimum standards

13

companies removed from select funds, incl. ExxonMobil*, China Construction Bank*, AIG*, PPL*

...leading to external recognition

LGIM ranked #1 among asset managers for our approach to climate change²

LGIM “continue to exhibit best practice” on climate engagement - InfluenceMap³

74%

success rate to our requests for climate engagements in 2020-21

...with key companies subject to in-depth engagement

...responsible for c.60% of greenhouse gas emissions from listed companies

...with clear voting and divestment sanctions for increased effectiveness...

Exclusions cover the investments of over 4 million members…

and circa £60bn in assets¹

³For illustrative purposes only. Reference to a particular security is on a historical basis and does not mean that the security is currently held or will be held within an LGIM portfolio. The above information does not constitute a recommendation to buy or sell any security.
The Climate Impact Pledge

Targeted engagement with clear sanctions – 2021 results

Key industries

Assessment criteria
- Governance
- Strategy
- Risks & opportunities
- Scenario analysis
- Metrics and targets

Direct engagement with companies

Improvements made
- Reinstated companies:
  - Kroger*, Subaru*, Dominion Energy*, Occidental Petroleum*

Selecting the universe
- c.1000 companies with publicly available climate ratings linked to voting
- 15 climate-critical sectors: apparel, autos, airlines, banks, buildings (REITs), chemicals, cement, food, insurance, mining, oil and gas, shipping, steel, tech and telecoms, utilities
- c.60 companies targeted for in-depth engagement

Setting red lines and promoting Paris-alignment
- Quantitative: monitoring minimum standards (e.g. disclosure of total carbon footprint, emissions reduction targets.)
- Qualitative: engagement with key companies to encourage alignment of strategy with net zero (e.g. capex plans, R&D, green revenue trajectory etc.)

130 companies subject to data-driven voting sanctions

>20% of companies with net-zero targets…

…but concerns remain

Vote against and/or divest holding from relevant funds
- Sanctioned companies in 2021:
  - PPL*
  - ICBC*
  - AIG*
  - China Mengniu Dairy*

Remaining divested:
- ExxonMobil*, Rosneft*, Japan Post*, CCB*, MetLife*, KEPCO*, Hormel*, Loblaw*, Sysco*

*For illustrative purposes only. Reference to a particular security is on a historical basis and does not mean that the security is currently held or will be held within an LGIM portfolio. The above information does not constitute a recommendation to buy or sell any security.
Policy advocacy

Leadership from the top, supported by an integrated policy approach
Our commitment to transparency
Climate ratings and ESG scores and methodology public on our website

Climate Impact Pledge ratings

Toyota Motor Corp

LGIM Climate Impact Pledge dashboard

The company’s performance against key indicators is shown in a ‘traffic light’ system below. LGIM encourages companies to address any highlighted gaps in their disclosure and strategies and will sanction companies failing short of its minimum standards. Aggregate ratings against 5 categories are shown for comparability only.

Scores are updated bi-annually. This rating was last updated 31/10/2021.

For further information, visit: https://esgscores.lgim.com/
Our commitment to transparency
How we support our clients

Publications
- Measuring and demonstrating impact
- Annual Active Ownership report
- Quarterly ESG Impact reports
- TCFD report
- Policy updates
- Articles and guides
- Blog posts and podcasts

Stewardship
Public views on ESG credentials:
- Next day votes and rationales
- ESG scores covering thousands of companies globally
- Climate Impact Pledge scores covering c.1,000 companies globally
- Firm-wide voting and engagement statistics and case studies: by theme and region
- Fund level-reporting of climate, voting and engagement:
  - Tailored monthly voting records
  - PLSA vote template reporting, including significant votes
  - Engagement reporting

Investments
- We are developing tailored, portfolio-level reporting of voting and engagement activity

For funds we manage, LGIM will also report on:
- Carbon footprint
- Total carbon emissions
- Weighted average carbon intensity
- Temperature alignment
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Q&A and discussion
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<tr>
<td>Asia</td>
<td>Jane Ho</td>
<td>Investor Initiatives Manager</td>
<td>Asian Investors Group on Climate Change</td>
<td><a href="mailto:jane.ho@aigcc.net">jane.ho@aigcc.net</a></td>
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<td>Harrison Smith</td>
<td>Manager</td>
<td>Investor Group on Climate Change</td>
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<td>Adrian Fenton</td>
<td>Investor Practices Senior Programme Manager</td>
<td>Institutional Investors Group on Climate Change</td>
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<td><a href="mailto:mackensey.king@cdp.net">mackensey.king@cdp.net</a></td>
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