



Institutional
Investors and
Environmental
Investing,
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Institutional Investors and Climate Change

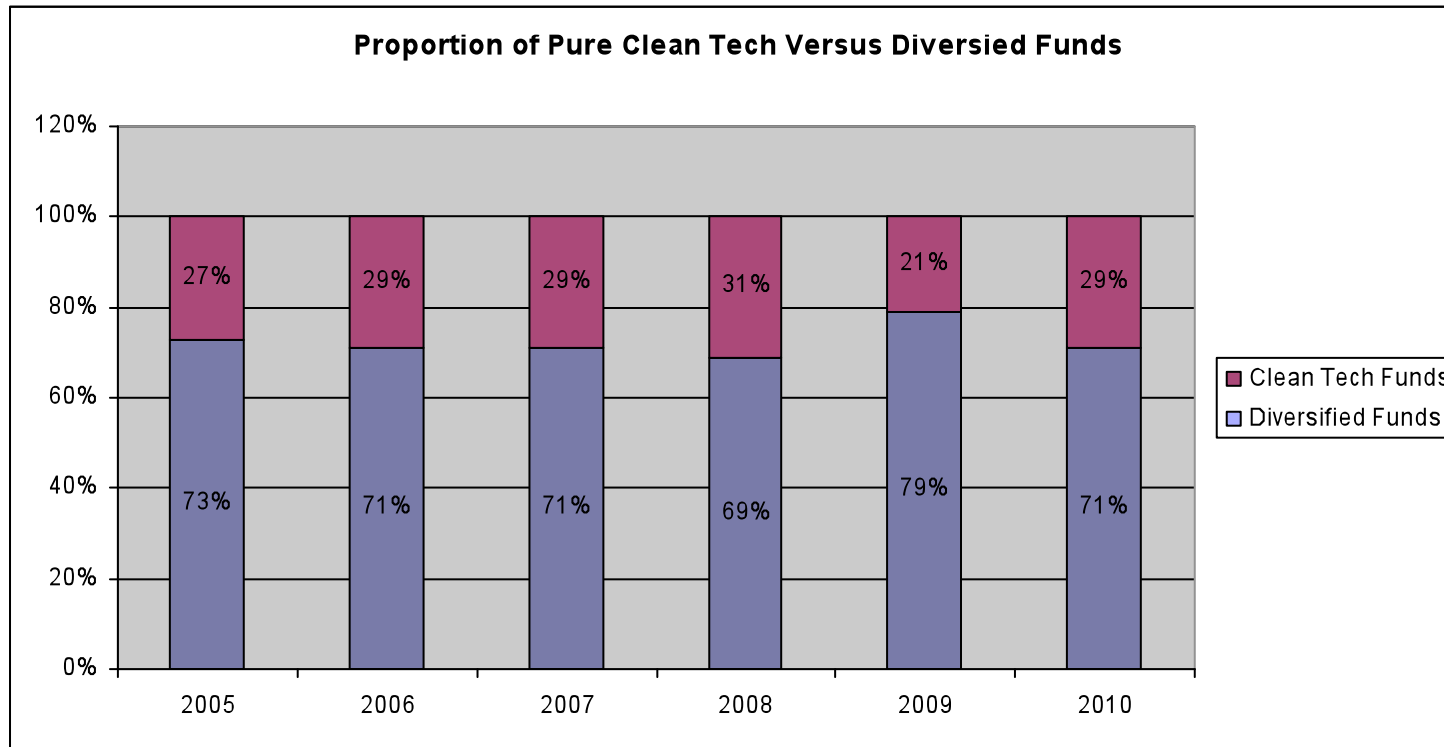
- Key knowledge: integration of sustainability/ environmental factors leads to enhancement of investment returns
 - Specific knowledge about sustainability factors creates information advantage
 - Minimize risk of potential claims of stakeholders
 - Greater ability to attract and retain talent
 - Appreciation of environmental policy from customers
 - More holistic approach suggests high standard for operational practices

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- Theme investing increasingly popular among institutional investors:
 - Targeted exposure to Climate Change
 - Most intuitive way to be able to benefit from high investment returns while addressing Climate Change (solution to perceived potential conflict of interest with fiduciary responsibility)
 - Leading institutional investors have paved the way; many others are following rapidly

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Dedicated Clean Tech investments are increasingly important part of overall allocation



Source: Robeco SAM Clean Tech Private Equity database, Preqin