

Using ESG to boost growth and value creation

**Workshop on ESG and Sustainability in Private Equity
11 December 2017, PWC**

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Investing in Norwegian SMEs Since 1996



Narve Reiten
Founder



Bård Ingerø
Managing Partner



John Bjerkan
Partner & CFO



Terje Bakken
Partner



Morten Viksøy
Partner



Asbjørn Lønning
Investment Manager



Line Tønnessen
Investment Associate



Mari D Stamsø
Finance & Accounting Manager



Nina Tverdal
Administration & Support



Lisbeth Næss
Finance & Accounting

Your preferred partner for growth

Providing financing:

- Equity
- Debt
- Bonds & hybrid
- Export credits

Helping our companies grow:

- Buy&Build
- Organic growth
- International expansion

Contributing to operations:

- Improvement programmes
- Reporting
- KPIs

Coaching our CEOs:

- Setting strategic agenda
- Discussion partners

Reiten Supports Geographical Expansion



Sustainability is more than environmental focus alone..



G20/OECD
Principles of
**Corporate
Governance**

Universal
Declaration of
Human Rights



THE BIG IDEA

Creating
Shared Value

How to reinvent capitalism—and unleash a wave of
innovation and growth by Michael E. Porter and
Mark R. Kramer

Harvard
Business
Review



Reiten & Co ESG mission statement:

“ Our mission is to deliver maximized returns to our investors, while at the same time continue to embrace our high standards on governance ethics and a sustainable utilization of both human capital and natural resources”

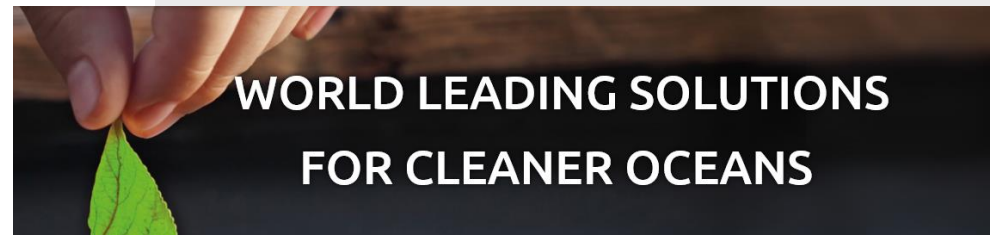
High willingness to pay

- Few show-cases
 - Seeking good ESG investments
 - Philanthropy investors
 - Family offices
 - Endowments, Trusts and Pension Funds
 - Private Equity
 - Perception, culture and access to best talent gives higher growth
- => Premium valuations

StormGeo



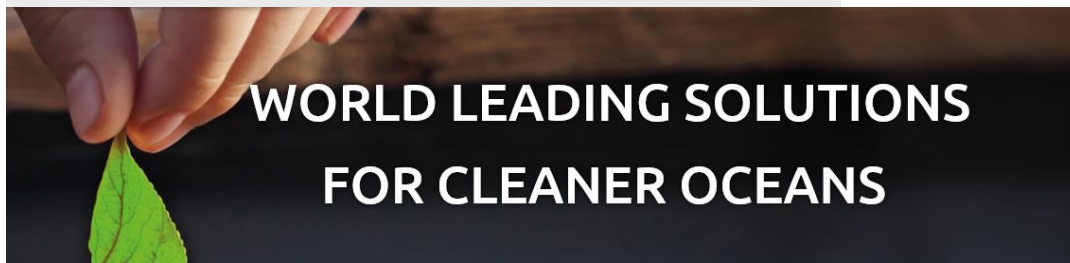
 **SCANSHIP**
Sustainable Solutions



Defining a company's purpose in an ESG context

- Redefining business model
- Strategic guidance
- Competitive advantage

SAFEROAD
Have a safe journey



StormGeo

Attracting talented people and employees with the right mind-set

WEBSTEP



data respons

EMBEDDED SOLUTIONS

questback



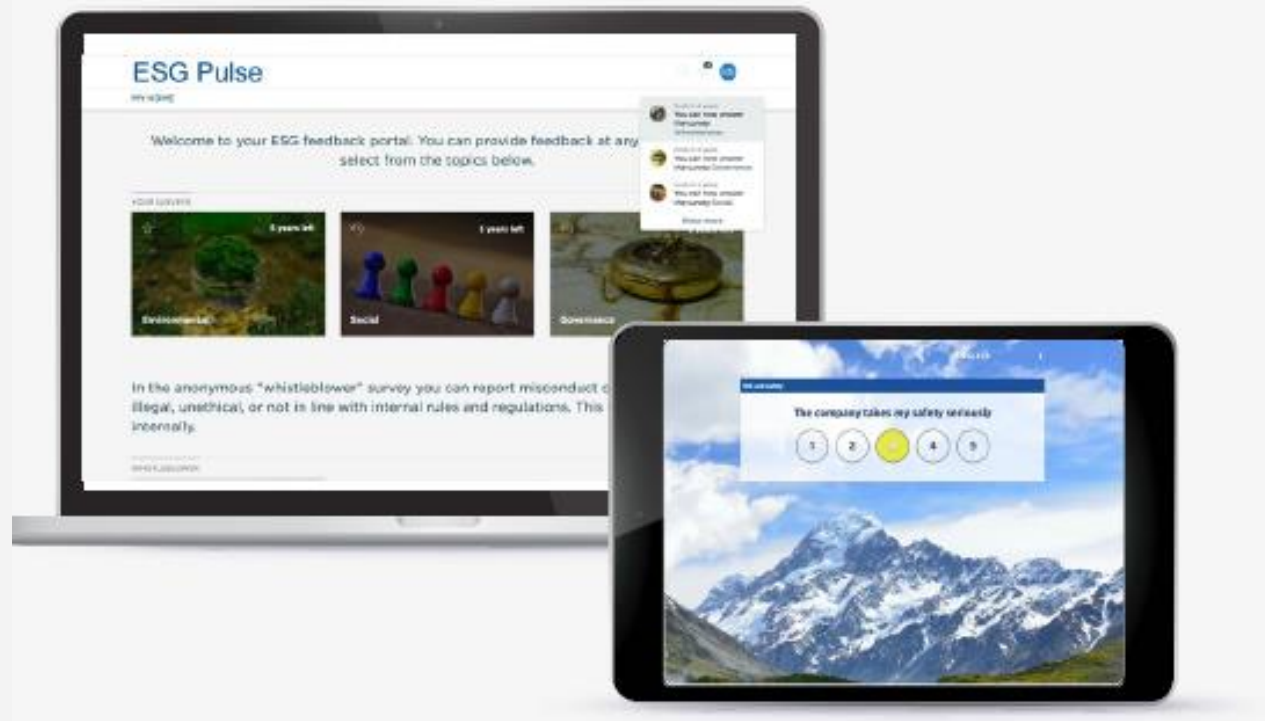
Continuously cultivating business culture

- Awareness of internal policies and codes of conduct
 - HSEQ
 - Anti-bribery and corruption
 - Equality
- => Measure and report



DEEPEN YOUR UNDERSTANDING, BOOST PERFORMANCE
AND PROTECT YOUR INVESTMENT WITH QUESTBACK ESG PULSE

QB ESG PULSE - FEATURES



ESG Pulse – Next Generation ESG Tool Drives Value

1.0 Voice of Management



2.0 Voice of the Employee

- Included in Annual Report
- Written report by Management and Board
- Summary of key issues during the year:
 - Environment
 - Health & Safety
 - Equal opportunity

ESG Pulse

MY HOME

Welcome to your ESG feedback portal. You can provide feedback at any time, please select from the topics below.

YOUR SURVEYS

Environmental 4 years left

Social 4 years left

Governance 4 years left

In the anonymous “whistleblower” survey you can report misconduct or activities deemed illegal, unethical, or not in line with internal rules and regulations. This will not be shared internally.

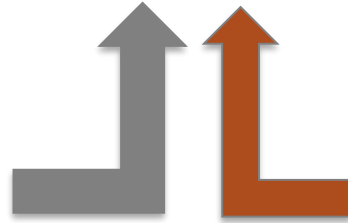
WHISTLEBLOWER

Whistleblower 6 years left

«ESG PULSE»

1

ESG SCORE



2

WHISTLEBLOWER

ENVIRONMENT

SOCIAL

GOVERNANCE

- ...
- ...
- ...

- ...
- ...
- ...

- ...
- ...
- ...

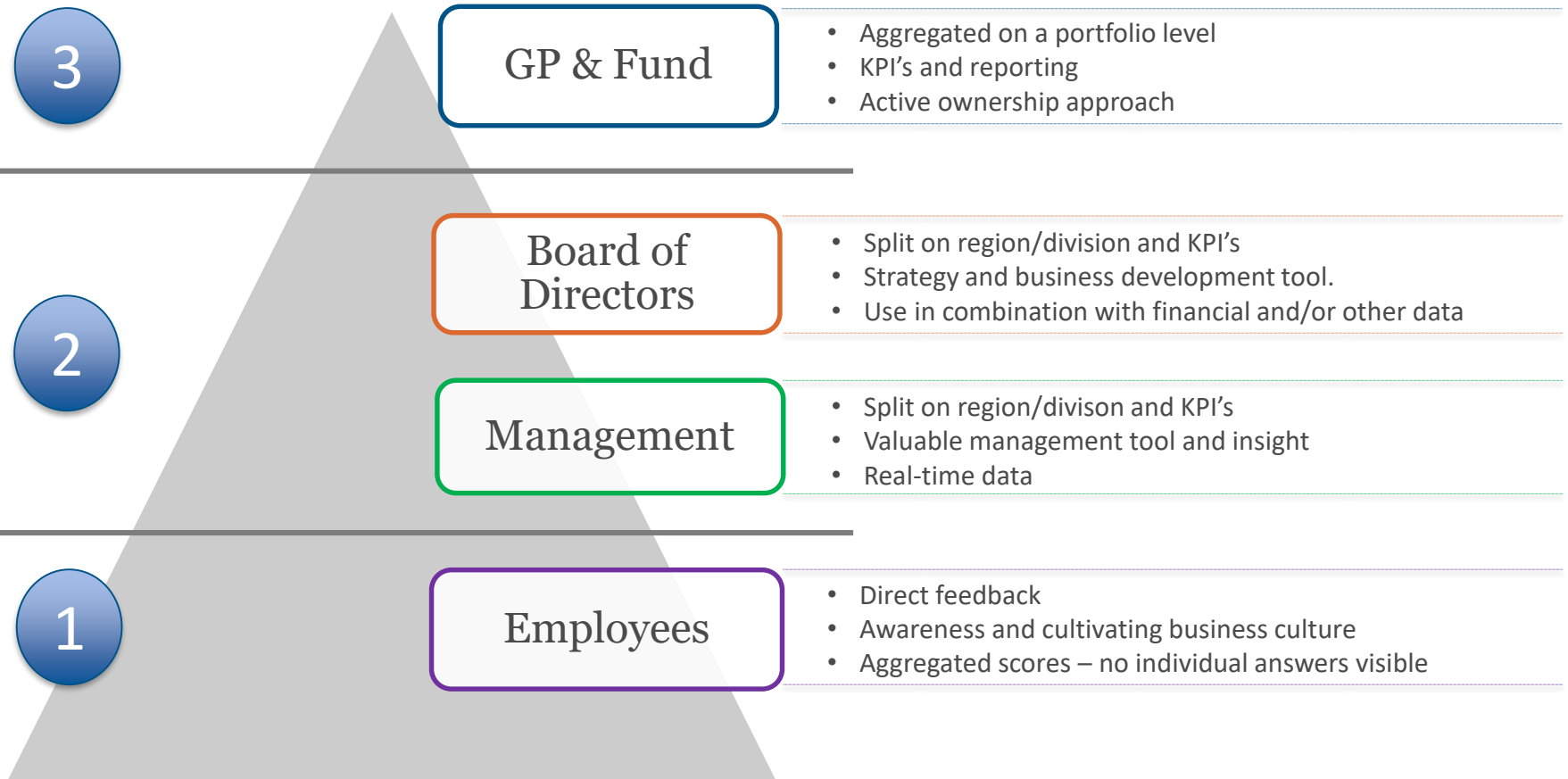
Thank you for your feedback!

You can provide additional feedback for the topics:
Governance, Social, Enviroment at any time.

Please select if you want to provide additional feedback
now or come back later.



Using ESG Pulse as input in our active ownership approach



Environment

Social

Governance

Total

Select date

Last 3 months

Country

(All)

Company

(All)

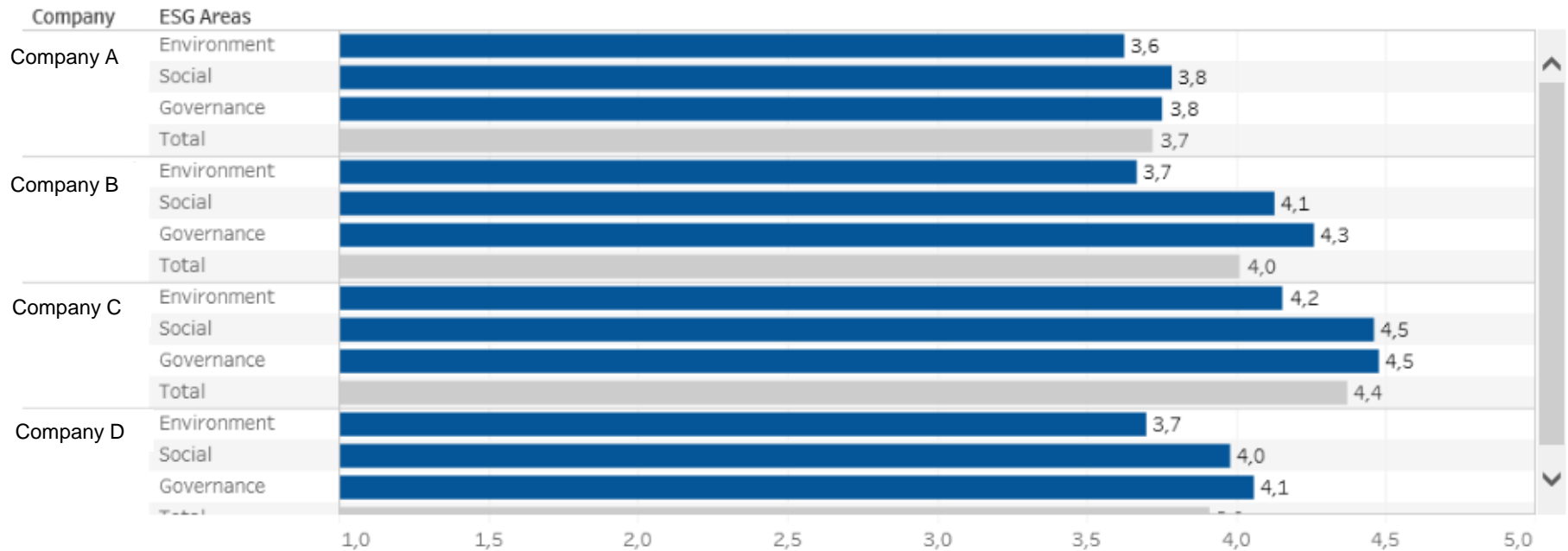
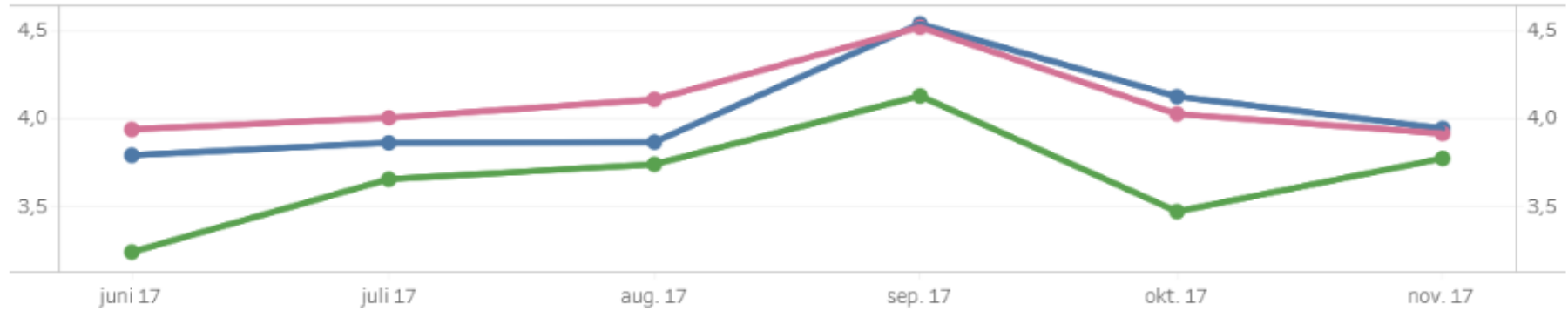


ESG trend by month

Environment

Social

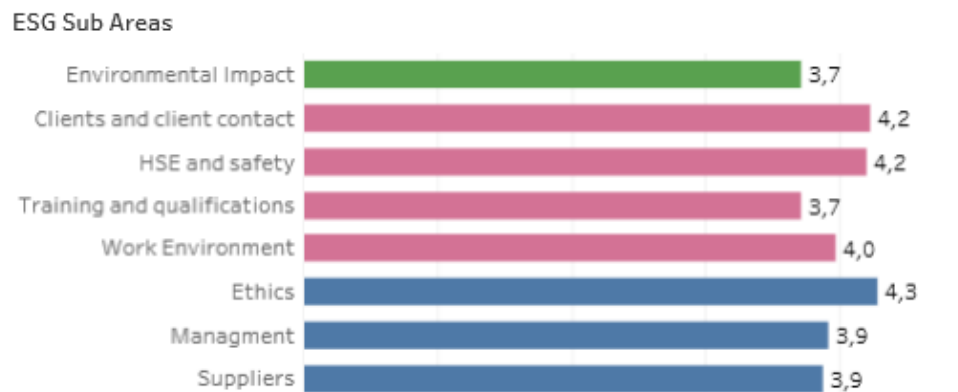
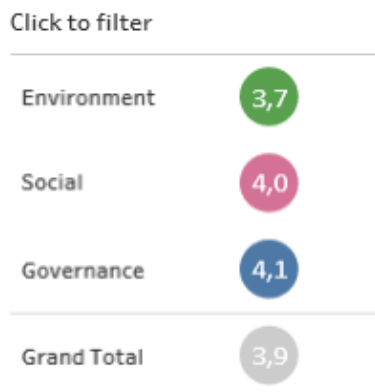
Governance



Select date
Last 3 months

Company
(All)

Country
(All)



All Questions



		Company A	Company B	Company C	Company D
Environment	Environmental impact	3,63	3,65	4,01	3,52
Social	Clients and client contact	3,97	4,29	4,18	4,02
	HSE and safety	4,35	4,00	4,12	4,00
	Training and qualifications	3,27	3,78	4,27	3,88
	Work Environment	3,56	4,15	4,08	3,98
Governance	Ethics	4,17	4,29	4,26	4,13
	Managment	3,32	4,30	4,39	3,80
	Suppliers	3,57	4,07	4,17	3,67

Our recommendation

1. Continuous work on Business Culture
2. Measure and identify the material ESG Factors
3. ESG on Board agenda

=> ESG creates value



Thank you!