


# Tomorrow's Investment Rules 2.0

Investor attitudes on nonfinancial  
reporting

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**“It's not about how you spend the money you make.  
It's about how you make the money you spend”**

Dr. Kellie A. McElhaney  
Founding Faculty Director of the Center for Responsible Business at the Haas School of Business  
University of California, Berkeley  
At Ernst & Young 'Entrepreneur of the Year', June 2007

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## Externalities

Value for society  
and the environment

2

## Shared value

1

## Value captured by the organization

(The only layer of  
value currently  
measured consistently)

# New insights on nonfinancial performance from global institutional investors

## Summary of research effort



institutional investors surveyed



from firms > US\$10b under management

## Survey participant profiles:



**Portfolio  
manager**



**Equity  
analyst**



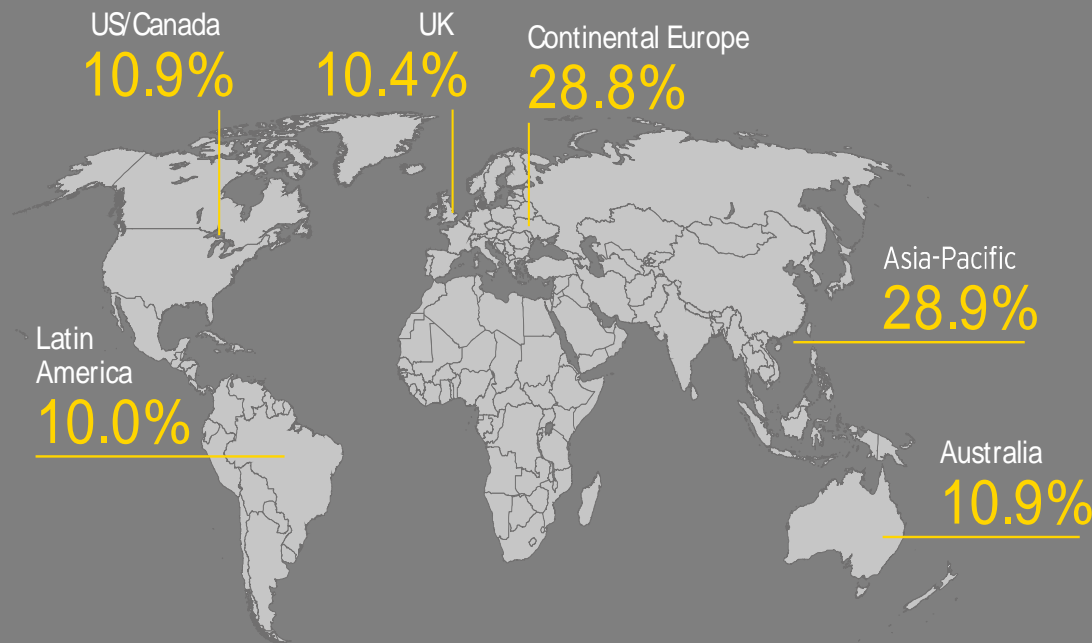
**Director of  
research**



**Chief  
investment  
officer**

# New insights on nonfinancial performance from global institutional investors

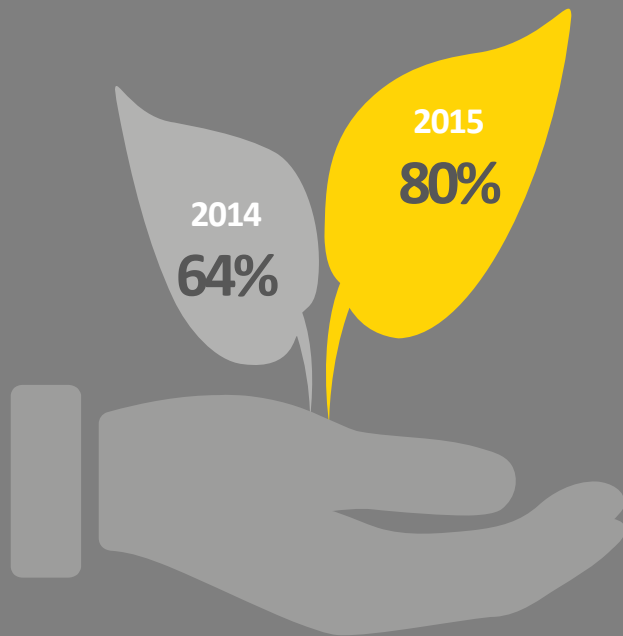
## Geographic representation of responses



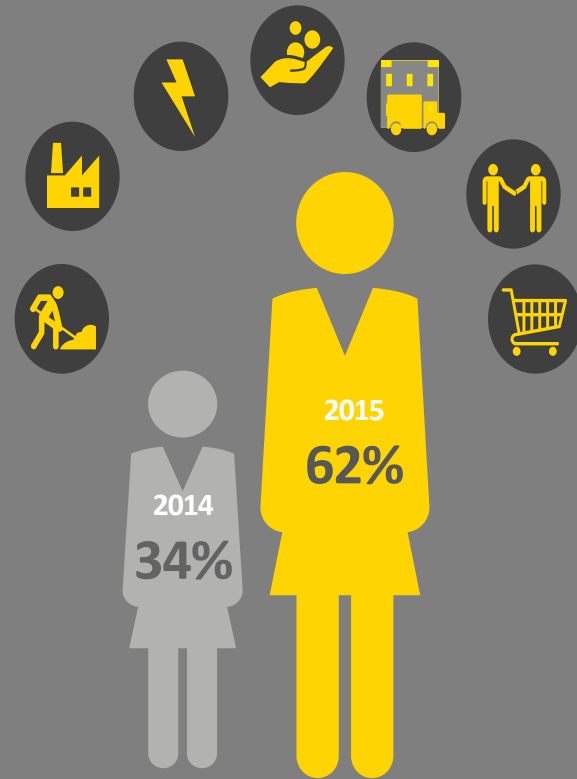
## Emerging areas of investor sentiment

- ▶ Links between nonfinancial risk and performance
- ▶ Growing understanding of ESG and stranded asset risk
- ▶ Preferred nonfinancial disclosure methods
- ▶ Perceived value of integrated reports
- ▶ Sector considerations and ESG
- ▶ By-region integration of nonfinancial information

# Toward a new value paradigm - growing reliance on nonfinancial information



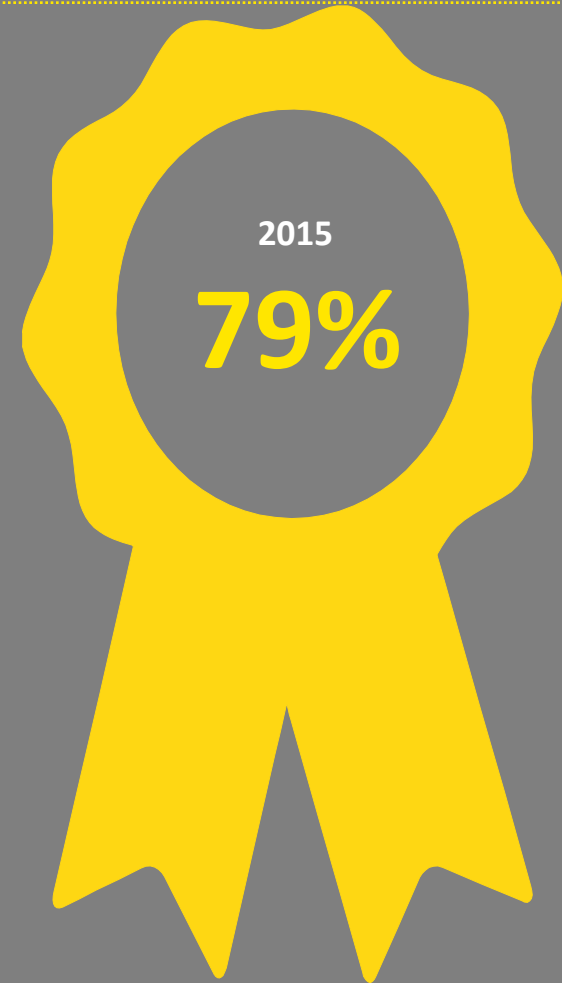
Percentage of respondents who consider mandatory board oversight of nonfinancial performance reporting “essential” or “important”



Percentage of respondents who consider nonfinancial information relevant to all sectors

# Toward new measures of performance

Percentage of respondents who conduct evaluations of environmental and social disclosures



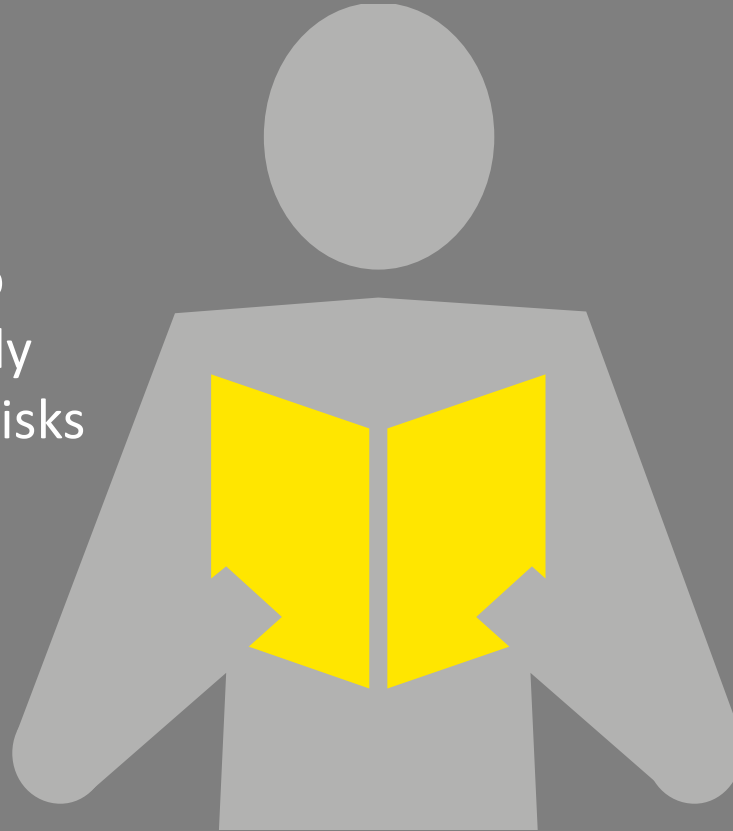
# New expectations for nonfinancial reporting, disclosures and approaches

**64%**

believe  
companies do  
not adequately  
disclose ESG risks

**74%**

believe sector or industry-  
specific content would be  
beneficial

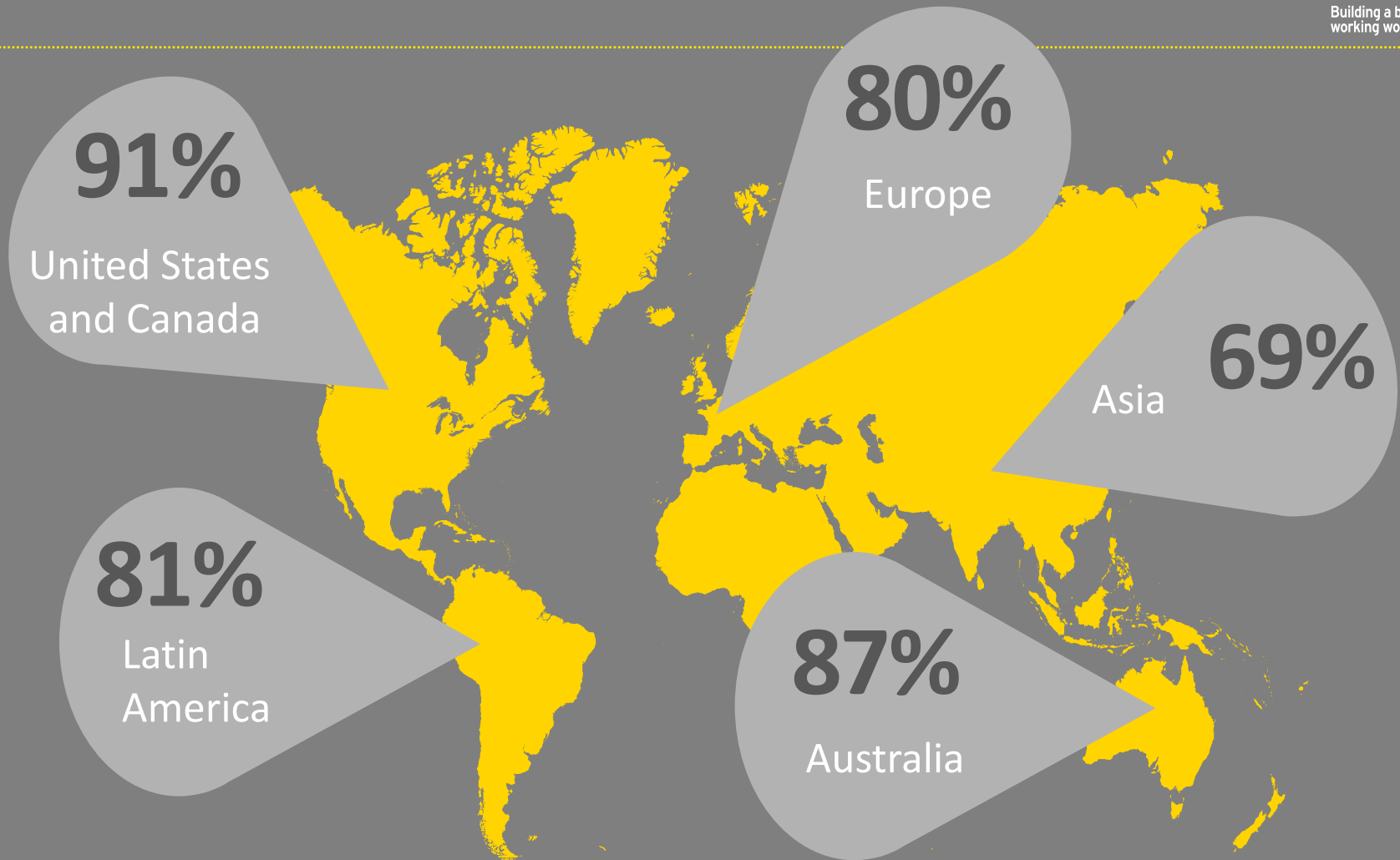


**72%**

believe metrics  
on expected  
future  
performance  
and nonfinancial  
risk would be  
beneficial



# ESG evaluations now common practice globally



Percentage, by region, that report using some degree of ESG evaluation before making an investment

**Thank you for your attention!**