

NatWest Group: Sustainable Finance - Putting purpose at the heart of our strategy

Paul Edwards, Regional Managing Director South West and Wales

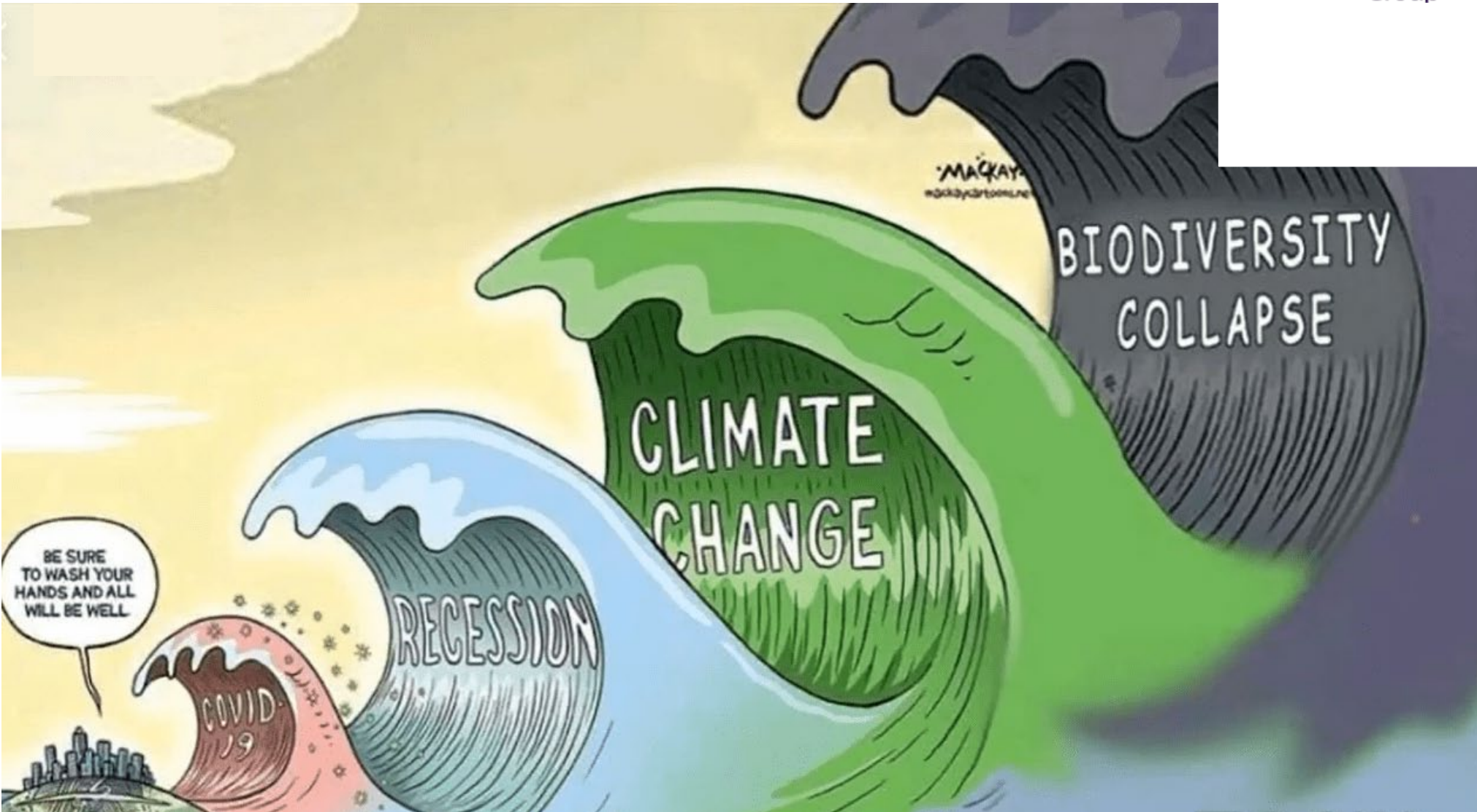
Cllr Rishi Madlani, Head of Sustainable Finance & Just Transition

Ian Burrow, Head of Agriculture and Renewable Energy

22nd October 2020

Information Classification – Internal

Climate action must remain a global priority



Why we do it - The role of business is evolving



"Shared success means playing our part to help tackle the problems that hold the country back, like the threat from climate change, a lack of financial confidence and barriers to enterprise and growth. These pillars will form part of our strategy. Simplifying what we do and making bold choices about how we deliver for customers, will also be part of an ambitious plan for the future."
 Alison Rose, CEO



Philanthropy

Being generous

- Donating
- Foundation models
- Not aligned to core business



Corporate Social Responsibility

Being responsible

- PR driven, damage and risk mitigation
- Some mention of additional issues
- Acknowledging and mitigating the negative effects of business (externalities)



Sustainability

Being good

- More holistic plans with forward targets focused on a range of sector specific issues
- Prioritisation of material stakeholder & business issues
- Executed by sustainability teams outside of core business

NWG is here



Creating Shared Value

Being competitive

- Solving social problems using core business models
- Focus on actions that drive commercial and societal value
- Deep integration into the business, part of competitive strategy, owned and executed through the business
- Building a social value proposition into corporate strategy



Net Positive

Being part of the solution

- Overall positive impact greater than any negative effects
- Purpose-led business model
- Systematic identification of impacts, and how to maximise or mitigate as necessary
- Clear links to external frameworks, e.g. UN SDGs and Paris Agreement
- Understanding of interplay between different issues and impacts











We champion potential, helping people, families and businesses to thrive



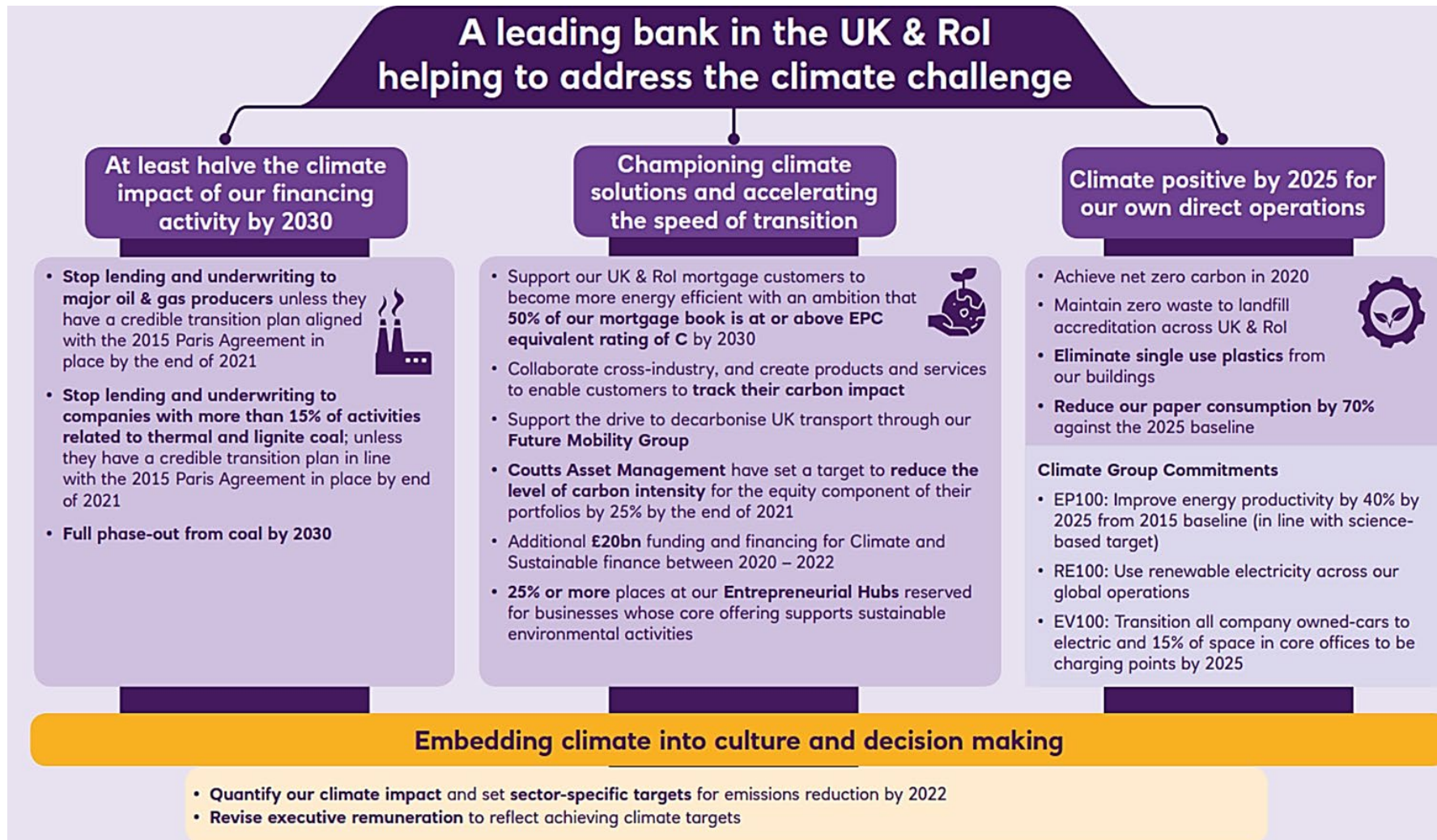
We will balance the needs of all our stakeholders

We have areas of focus that align to the most pressing issues for our stakeholders

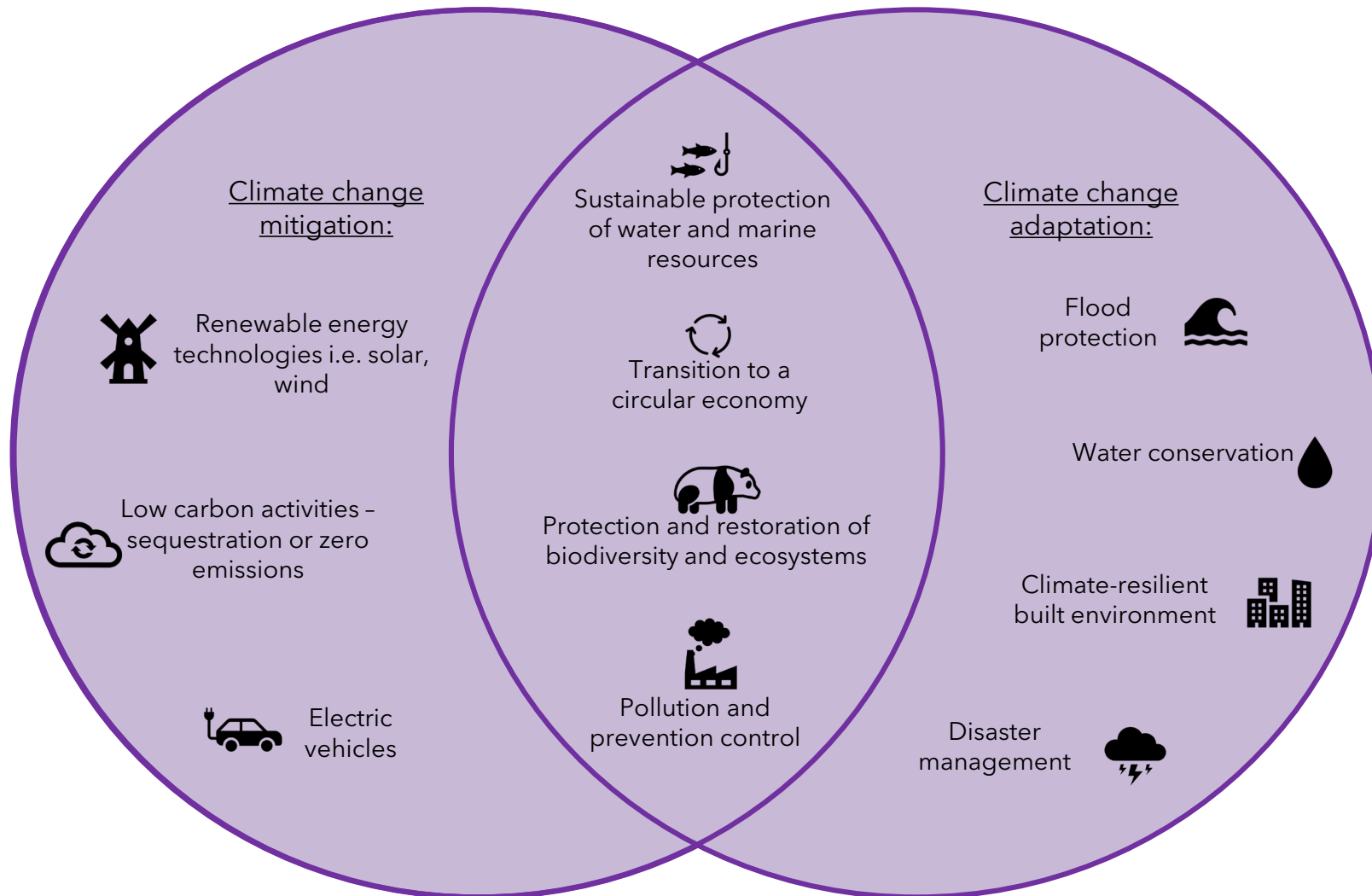


Our areas of focus	 Enterprise	 Learning	 Climate
Our ambition	The biggest supporter of start-ups in the UK & RoI	Leading learning organisation; enhancing the financial ability of the UK & RoI and the skills of employees	Leading bank in the UK & RoI helping to address the climate challenge
Successes to date	12 Accelerator hubs operated	25 Years of operation of MoneySense education programme	£9.9bn Funding to the sustainable energy sector (since 2018)
Our targets	50k Incremental new businesses created by 2023 through inspiring and supporting 500k+ people	2.5m People reached through financial capability interactions each year	Climate positive Own operations by 2025
	60% Of those inspired and supported will be female	2m Additional customers helped to start saving by 2023	50% Of our UK & RoI customers' homes at or above EPC equivalent rating C by 2030
	75% Of those inspired and supported will be based outside London & South East	100% Front-line colleagues professionally qualified/accredited within first 12 months in role	£20bn Additional funding and financing for climate and sustainable finance by 2022
External Recognition	NatWest Accelerator hubs endorsed by the Scale Up Institute  	First bank to be awarded Corporate Chartered Status by the Chartered Banker Institute  	Leading lender to the UK renewables sector by number of transactions (last 10 years, 2009-2019)  
 Powered by innovation, collaboration and partnerships			

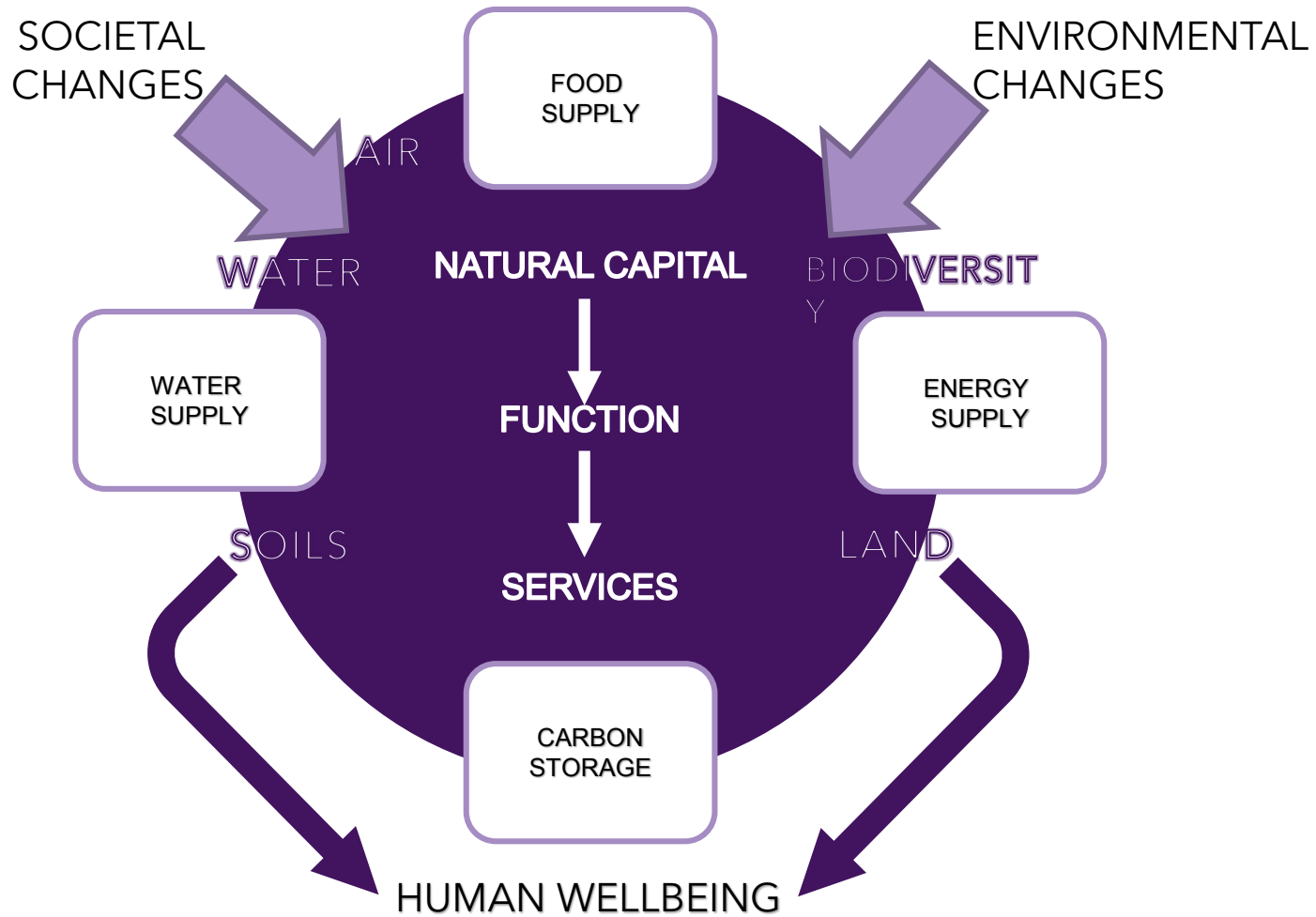
Addressing the climate challenge is our priority



Businesses play a vital role by building and investing into climate resilience



NatWest Group Agriculture



NatWest Group Agriculture



Useful links and contact us



Useful Links:

NatWest Group - Our Purpose

<https://www.natwestgroup.com/our-purpose.html>

NatWest Group - Climate and Sustainable Finance Inclusion Criteria

https://www.natwestgroup.com/content/dam/natwestgroup_com/natwestgroup/pdf/natwestgroup-climate-inclusion-criteria-2020.pdf

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