BUILD A COMMON UNDERSTANDING: PRESENTING THE ESG BUSINESS CASE

		ESG FACTORS (NOT COMPREHENSIVE)					
		ENVIRONMENTAL		SOCIAL		GOVERNANCE & BUSINESS INTEGRITY	
		ENVIRONMENTAL STANDARDS AND PROCESSES	ENVIRONMENTAL PRODUCTS AND SERVICES/VOLUNTARY CERTIFICATIONS	LABOUR AND WORKING CONDITIONS/OHS	LOCAL COMMUNITIES	CORPORATE GOVERNANCE	BUSINESS INTEGRITY
BUSINESS SUCCESS FACTORS (NOT COMPREHENSIVE)	REVENUE GROWTH/ MARKET ACCESS	Revenue from voluntary emission reduction markets/schemes.	Access to premium markets.	Cost savings from preventing accidents.	Production of 'Base of the Pyramid' products and services that address local needs and markets.	More efficient and informed decision making.	Ensuring the continuity of revenue streams.
	COST SAVINGS/ PRODUCTIVITY GAINS	Lower input levels (e.g. raw materials, energy) and waste management costs.	Products with smaller environmental footprint may lead to cost savings (e.g. through the use of re-used materials).	Better staff productivity and lower compensation/ remediation costs linked to accidents.	Lower compensation costs due to early engagement and adequate project design.		Eliminating the costs of paying bribes and other unlawful payments.
	ACCESS TO CAPITAL	Easier access to funding. DFIs, Equator Banks, ECAs and other entities require compliance (within a reasonable timeframe) with Good International Industry Practices (GIIP).				Increased investor comfort in the organisation.	Robust Bl policies indicate a culturally aligned partner.
	RISK MANAGEMENT/ LICENCE TO OPERATE	Less down time. Avoidance of fines.	Certification audits that identify and address risks/gaps.	Lower staff turnover and down time. Avoidance of fines.	Reduced risk of tensions with local communities. Secure social licence to operate.	Better identification of risks and opportunities.	Reduced risk of prosecution/ avoidance of fines.
	HUMAN CAPITAL			Lower staff turnover.	Employing workers from local communities.		More confident and valued workforce.
	BRAND VALUE/ REPUTATION	Improved reputation and	higher brand value due to th	ne implementation of GIIP, r	obust governance and BI poli	cies and practices.	