



Borsa Italiana

Sustainable Finance Partnership

September 2021



BORSA ITALIANA

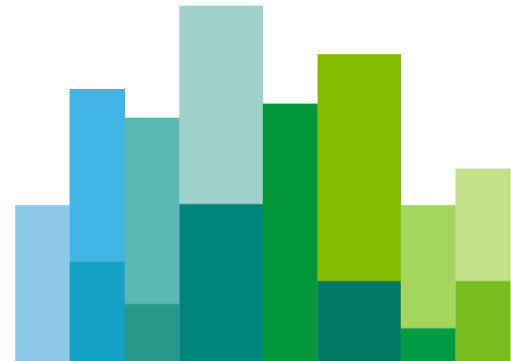


EURONEXT

1. Borsa Italiana approach to sustainable capital markets



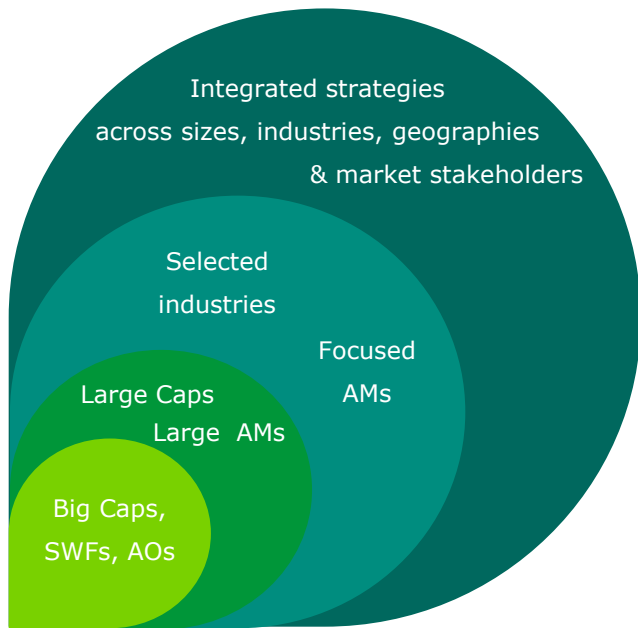
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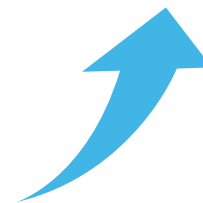
Developing Sustainable Capital Markets: our Journey

From Key Account Management to Product Development opportunities across asset classes

Market stakeholders' demand



Products & services development



Developing Sustainable Capital Markets: moving forward

Education, Awareness, Origination, New opportunities

CRM & Education

From large caps to mid&small caps

ESG Guidance



Supporting engagement with FTSE Russell ESG team:

- Education on FTSE Russell ESG methodology
- Engagement issuers/analysts

A wide group of events:

- GRI Standards
- UN CFO Taskforce
- Listed companies materiality assessments, AIR & other events

Participation to external events (examples)

Awareness & Origination

From investors' engagement to financing opportunities

ESG financing tools

Supporting issuers in understanding key benefits of ESG financing tools:

- Green, Social, Sust. & Transition Bonds
- Sustainable IPOs
- Closed End Funds

The Italian Flagship event:

- Digital events and video-interviews by opinion leaders and experts
- Video pills by corporates, MEF and Sustainable Finance Partners
- 870+ virtual 1to1 meetings between investors and corporates on ESG strategies
- Supported by UN Global Compact, UN SSE, UN PRI, Forum Finanza Sostenibile

Italian Sustainability Week

Developing opportunities

From on demand activities to a Sustainable Finance Partnership Program

Building a network of stakeholders to:

- Nurture innovation in the financial industry, focusing on sustainable transition and growth financing tools
- Create consensus around Sustainable Capital Market Developments
- Provide visibility to all the initiatives in order to improve the awareness

Sustainable Finance Partnership Program

Mission and the 5 Inspiring Features

Mission of Borsa Italiana **Sustainable Finance Partnership** is creating an integrated ecosystem for Italian Capital Markets at the hedge of **Sustainable Corporate Finance Solutions**



1

Innovation Hub for **Sustainable Corporate Finance Solutions**

2

Focus on **Financing Sustainable Growth and Transition**

3

Multi Asset Classes products

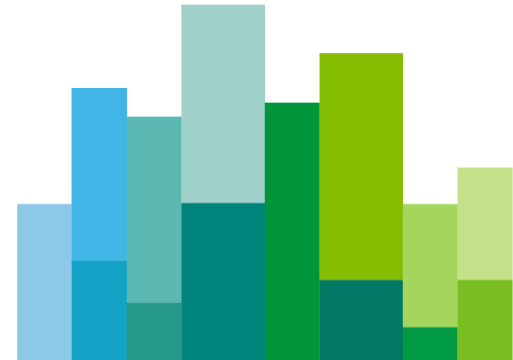
4

Multi Stakeholders network

5

Digital platform and tools

2. Borsa Italiana Sustainable Finance Partnership



Sustainable Partnership: a Synthetic Overview



Network of Partners to support the creation of **Sustainable Corporate Finance Solutions Hub for Italian Capital Markets**

Multi-stakeholders Approach



Partners

Experienced partners distinguished upon their sophistication degree, representing

- Banks
- Law Firms
- Advisors & Consultants
- Issuers
- Institutional Investors

Diversified Tools



Sustainable Finance Website

Dedicated session on Borsa Italiana website to gather and provide visibility to all activities



Events and networking opportunities

A range of opportunities for content sharing and networking, digital and onsite



Digital Tools

Integrated use of digital tools to favour creation of a community and foster dialogue and innovation sharing

[Link to Sustainable Finance Website](#)

Partner Services



Standard Partner

- 1 **Visibility through Borsa Italiana Website & Label**
- 2 **Visibility through Partnership Activities**
- 3 **Networking**
- 4 **Information & Training**

Premium Partner

- 1 All Services Provided to Standard Partner
- 2 **Visibility & Networking** (*upgrade*)
- 3 **Capacity building**

Well established track record
in Sustainability is required

[Link to Sustainable Finance Website](#)

Visibility through Borsa Italiana Sustainable Finance Website



Search Stocks, ISIN ...



STOCKS ETFS ETCS & ETNS FUNDS DERIVATIVES CW & CERTIFICATES BONDS **SUSTAINABLE FINANCE** NEWS ABOUT US

You are in: [Home page](#) > [Sustainable Finance](#) > Network

Capital Markets Sustainable Finance Partnership

+21,500 visitors and +25,800 visits from June to September 2020
+22,000 impressions for the LinkedIn post announcing the new website

- Partner profile with company description, skills, track record and contacts
- Video Interview
- Partner's Research Papers
- Partner's Events

[Link to Sustainable Finance Website](#)



EMPOWERING 
SUSTAINABLE GROWTH

Dedicated Page on Borsa Italiana Sustainable Finance Website

Borsa Italiana will create a **dedicated page to Sustainable Partners** within the «Sustainable Finance» section:

- **INSTITUTIONAL LOGO:** opportunity to insert **the company logo**
- **CORPORATE DESCRIPTION:** opportunity to provide a **detailed description of both its corporate identity** and its business focus
- **BROCHURE & MATERIALS:** opportunity to share **intellectual products** (studies, research, analyses, etc.) through a link to its own Studies & Researches section
- **VIDEO INTERVIEW:** opportunity to record a dedicated video interview
- **TRACK RECORD:** opportunity to report the main transactions followed on Sustainability or describe projects, actions and signatory
- **AREAS OF EXPERTISE:** opportunity to highlight the areas of competence
- **SPECIFIC SKILLS:** opportunity to highlight specific skills
- **CONTACTS:** opportunity to indicate the contacts that can be reach for further information

[Link to Sustainable Finance Website](#)

Sustainable Finance Label



Partners are provided with the «Borsa Italiana – Sustainable Finance Partner» Label.

Partners can use the Label to value their participation at the Partnership and their commitment to Sustainable Finance.

Contents Sharing and Networking Opportunities



Starting from the Italian Sustainability Week, the aim is to develop a wide range of opportunities for content sharing and networking

DIGITAL ITALIAN SUSTAINABILITY WEEK

FLAGSHIP EVENT – the First Sustainability Roadshow organized by a Stock Exchange worldwide officially recognized by UN bodies

- **One-to-one meetings** among **Italian mid-large caps** and **investors** on Sustainability Topics (+870 in 2021)
- **International and Domestic AMs** involved
- **Italian Pension Funds & Asset Owners**
- Educational Sessions for Issuers and Investors realised in cooperation with the Sustainable Finance Partners

BORSA ITALIANA SUSTAINABILITY WORKSHOPS SERIES

Thematic workshops organised by Borsa Italiana at least twice per year

PARTNERS WORKSHOPS

Thematic workshop organised by Partners and supported by Borsa Italiana

3. Sustainable Finance Partners



BORSA ITALIANA



Sustainable Finance Partners at a Glance (cont'd)

PREMIUM PARTNERS

AcomeA
SOCIETÀ DI GESTIONE DEL RISPARMIO

Banca Akros
BANCO BPM
GRUPPO

BANOR
SIM SpA

BlackRock

Cerved
RATING AGENCY

EQUITA

ERM

Fidelity
INTERNATIONAL

GIANNI ORIGONI &

IMPACT

INTESA SANPAOLO
IMI
CORPORATE & INVESTMENT BANKING

MORNINGSTAR

SIRCLE
SOSTENIBILITÀ INTEGRATA
CONSULNET
Rödl & Partner

UniCredit
Corporate & Investment Banking

STANDARD PARTNERS

BDO

BNP PARIBAS

carbonsink
the sustainable change

CRÉDIT AGRICOLE
CORPORATE & INVESTMENT BANK

Hogan Lovells

Intermonte

MOMentum
ALTERNATIVE INVESTMENTS SA

Nirtya
Corporate & Data

NN investment partners

V-FINANCE
VIGEO.EIRIS

BORSA ITALIANA

EMPOWERING
SUSTAINABLE GROWTH

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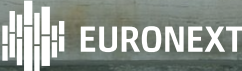
For generic questions please do contact
sustainablefinance@borsaitaliana.it



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