

Clearwater International ESG Advisory

Analysing and assessing
material ESG KPIs to
pro-actively manage
risk and maximise value
of your business

Denmark | France | Germany | Ireland | Italy | Netherlands | Portugal | Spain | Sweden | UK

clearwaterinternational.com



Overview

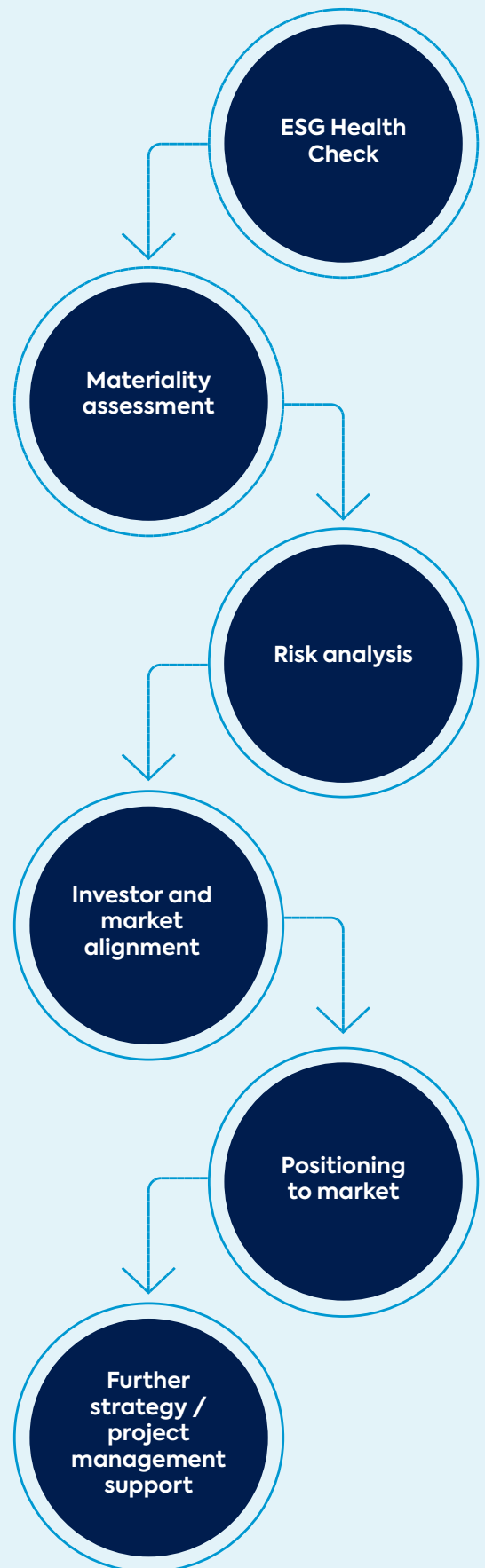
Our dedicated impact team are focused on delivering a bespoke Environmental, Social and Governance (ESG) advisory service, designed to improve ESG performance and company valuations in the mid-market.



The ESG Advisory service delivers on Clearwater’s Vision pillar, part of the business’ ESG and impact strategy. The Vision pillar focuses on adopting an enterprising approach to ESG-integrated transaction advisory services.

With a growing proportion of buyers now linking sustainable business practices with better long-term company resilience, we help our clients to manifest a positive ESG trajectory pre-transaction, and to improve their positioning, with the aim of attracting the interest of buyers and to elevate bids and valuations when it matters most.

Our ESG Advisory service ensures this important area of risk, and value creation, is addressed as early as possible.



Solutions

We provide expertise for mid-market businesses supporting long term sustainable growth. As part of our service offering, our clients will benefit from the following;

- A full 360 proprietary review of the business' ESG strategy through our ESG Health Check
- A comprehensive report focusing on risk and opportunity analysis
- Positioning guidance based on investor and market expectations

Post-Health Check, our team can provide additional advisory and project management services that include:

- Creating an ESG strategy and implementation roadmap to maximise proactive positioning to market
- Further embedding and integrating ESG into existing strategic plans
- Supporting in the delivery of the recommendations of the report

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Mid-market businesses often lack the expertise and capacity to ensure their growth and investment aspirations are underpinned by a robust ESG strategy. With stakeholder decision making increasingly shaped by ESG factors, our ESG Advisory service addresses this capability gap, ensuring it doesn't become a limiting factor for high-growth companies. Clearwater is in a strong position, with access to management and potential investors, providing services at a key juncture in a business' development. It's the optimal point to establish a consistent and scalable ESG reporting framework and a delivery plan that lays the groundwork for long-term success. We're aiming to be a positive force multiplier by encouraging thoughtful capitalism and helping companies transition to a more impact-driven economy.”

Jo Daley,
Head of Impact,
Clearwater International

ESG Health Check

A key component of our service is the ESG Health Check. This means every new client will be assessed against 38 KPIs, resulting in an overall grade, balanced scorecard and outline recommendations.

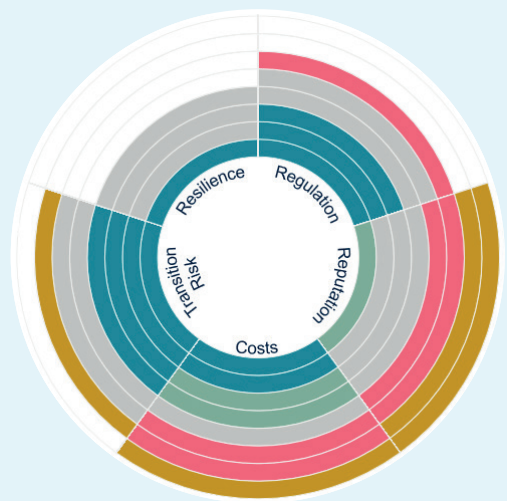
We use a focused, material approach, aligned with globally recognised Sustainability Accounting Standards Board (SASB) standards, featuring ten sectors and 33 sub-sectors to ensure that the assessment is directly relevant to the client’s industry and operations.

The Health Check report includes:

- Sector ESG status update
- Risk analysis
- Regulatory preparedness
- Sustainable Development Goal (SDG) mapping – to understand which of the goals the business is supporting within its existing operations
- Recommendations

Risk categorisation

ESG risk categories sit across five key areas as highlighted below. These are mapped to highlight areas of priority within their environmental and social KPIs.



SDG mapping

We provide Sustainable Development Goals (SDG) mapping, in line with the UN SDGs, to all our clients as part of our Health Check assessment to enable them to understand the positive impact of their business, and align with, and communicate to potential investors.



Why work with Clearwater International?

ESG has a significant impact on how investors value a business, with investors increasingly including analysis of ESG factors which present material risks and growth opportunities in potential investees.

We understand that a company with a strong and integrated ESG strategy, offers a de-risked proposition. A business which is proactively positioned for upcoming legislation challenges and operates efficiently with demonstrable considerations human and social factors and good governance, will inherently increase its value.

We combine our years of sustainability expertise working across multiple sectors developing robust material assessments to understand how to maximise value from ESG integration.

We work collaboratively with our clients throughout the entire process, to broaden their knowledge and understanding of the importance of ESG in developing resilient, future-proofed businesses.

As an integrated service, we work seamlessly with the wider deal team to maximise positive ESG positioning to market.

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*When looking for an adviser who understands ESG and sustainable practices in the mid-market, **Clearwater International is highly experienced and well-positioned** to support both investors and businesses with their requirements. As an investor, knowing that a business has developed and integrated a **robust ESG and sustainability strategy** demonstrates effective management and, a resilient and future-proofed business model, which offers **strong investment potential to support continued growth**. Having a team of experts who undertake **crucial pre-transaction analysis and assessment** of a company's ESG and sustainability agenda is not only **highly valuable, but essential** to ensure our approaches align and that there is a smooth onboarding process. It is clear this matters to Clearwater International, and their knowledge in the industry demonstrates that.*

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Rachael Baker,
Partner, Graphite Capital

Our ESG and impact team



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