

# AfricaSIF.org Trends 2012 Report BASIC

## Introduction and Thank You

AfricaSIF.org and our project partners - Government Employees Pension Fund of South Africa, Investec Asset Management, Mergence Investment Managers, Old Mutual Investment Group, MSCI, Bloomberg, Frost & Sullivan, RisCura, B-Lab, and SinCo - are pleased to invite you to complete this online survey into the investment practices in Africa. Every two years, the global Sustainable Investment Forum organizations (see [www.africasif.org/global-sifs.php](http://www.africasif.org/global-sifs.php)) conduct a survey of investors to determine the size and characteristics of the investment industry. For the first time ever, in 2012 AfricaSIF.org is contributing an African perspective to this marketplace survey. We are integrating our results with global sustainable investment organizations and are therefore using harmonized terminology. For more on the project, please see <http://www.africasif.org/marketplace-and-trends-report.php>

Your response is critical to preparing a valid and meaningful global report and will help inform our understanding of ESG and sustainable investment. Please do not hesitate to contact AfricaSIF.org with any questions or concerns while completing this survey.

AfricaSIF.org defines "Sustainable Investment" in the report as: "an approach to investment in any asset class in Africa where environmental, social and governance (ESG) factors are proactively integrated at any stage of the investment life cycle."

### HOW TO COMPLETE THE SURVEY

Please work through these questions, part multiple choice and/or part text commentary or data capture. You may save and return to the survey later. Investment into Africa in the context of this survey is defined as investment in/into Africa in any asset class, regardless of domicile or total fund exposure.

Your answers will be treated in the strictest confidence and will be used only for purposes of this study. AfricaSIF.org is committed to maintain the confidentiality of all information collected and will not disclose disaggregated data to any third party, except with your prior consent.

As a courtesy, all respondents will be acknowledged and listed in the endnotes of the report in 2012. Please use data at 31 December 2011 in US\$ or local currency (just note which you are using).

We expect the 5 question survey will take a maximum of 20 minutes to complete depending on your fund / firm's data analysis and record keeping policies. We acknowledge gathering the data may require some work, and we thank you in advance for your efforts, and suggest that gathering data within your organisation on ESG may have an immediate benefit to your organization as the sustainability theme and ESG becomes increasingly important.

Thank you in advance.

If you have any questions, please email us [africasif@gmail.com](mailto:africasif@gmail.com)

AfricaSIF.org Trends 2012 Project Team  
<http://www.africasif.org/marketplace-and-trends-report.php>  
November 2012

## Information

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## 1. Please complete your basic information:

Name:

Company / Organization:

Title:

Website:

City/Town:

Country:

Email Address:

Phone Number:

## 2. Type of firm / organization?

- Asset owner
- Asset manager
- Multi-manager
- Fund-of-funds
- Other (please specify)

## 3. Please report all data using US\$

**OR please name the local currency (with ISO standard 3 letter code) used in your answers.**

**AfricaSIF.org analytics team will convert answers to US\$ as at 31 December 2011:**

## 4. Please complete missing data AuM data

**\*use data at 31 December 2011. \*\*ESG-integrated denotes a firm and/or fund strategy where ESG factors are integrated into the investment lifecycle.**

Total AuM of your firm / funds - any country, any asset class

Total AuM invested in Africa - any asset class

Total AuM invested in Africa - ANY kind of ESG

Any comments, weblinks etc

## ESG Screening

To explain screening - ESG Screening – for this survey we use the global SIFs' definitions of three ESG approaches to screening:

a. negative / exclusionary - exclusion of investments or classes of investment based on pre-determined environmental, social and governance (ESG) criteria. This can involve the simple screening of shares in companies that are involved in controversial activities like the manufacturing of weapons or tobacco, the screening out of entire sectors, or screening out poor performing companies, using an ESG analysis, from an investable universe. Screening out poor performing companies using a best-of-sector analysis is an example of negative screening.

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b. positive / best-in-class - Strategy that seeks out leading companies, based on ESG criteria, within an investable universe. Selecting or "screening in" top performing companies using an ESG analysis from a potential group of investments is an example of positive or best-in-class screening - for example - oil & gas major with lowest carbon footprint; company board diversity with maximum board representation across gender profiles.

c. norms-based screening - screening of investments based on compliance with international norms and standards - for example - the UN Global Compact, OECD Guidelines for Multinational Enterprises, the ILO Tripartite Declaration of Principles concerning Multinational Enterprises and Social Policy, or the UN Draft Human Rights Norms for Business, etc.

## 5. For AFRICA INVESTMENTS in any asset class, what %AuM uses ESG approaches to screening. Please complete the missing data for your screened portfolios (at 31 December 2011):

%AuM in Africa using ANY screening	<input type="text"/>
Value AuM in Africa using ANY screening	<input type="text"/>
%AuM using norms-based screening	<input type="text"/>
%AuM using negative / exclusionary screening	<input type="text"/>
%AuM using best-in-class / positive screening	<input type="text"/>
Any comments, weblinks etc	<input type="text"/>

## ESG Integration

Integration - Integration is the explicit consideration of environmental, social and governance factors in the investment decision-making process. Integration must be demonstrated to be guided by a transparent and systematic process that is informed by ESG research and analysis. For example...

## 6. For AFRICA INVESTMENTS in any asset class, what %AuM and value uses an ESG integration approach (at 31 December 2011):

%AuM using ESG integration in Africa	<input type="text"/>
Value of AuM using ESG integration in Africa	<input type="text"/>
Any comments, weblinks etc	<input type="text"/>

## Sustainability / ESG - themed funds

Sustainability-themed investing - investment funds that address specific sustainability issues, sector or industries such as climate change, corporate governance, food security, water, micro-finance / -insurance, renewable energy / clean technology, agriculture, health & wellness etc.

**7. For AFRICA INVESTMENTS in any asset class, what %AuM and value uses a sustainability theme, for example, investment funds that address specific sustainability issues, sector or industries such as climate change, food security, water, renewable energy / clean technology, agriculture, etc., at 31 December 2011?:**

%AuM overall in sustainability-theme in Africa	<input type="text"/>
Value of sustainability-theme AuM in Africa	<input type="text"/>
Any comments, weblinks etc	<input type="text"/>

## Impact investing

Impact Investing - Impact investing is a strategy within socially responsible investing referring to targeted investments, typically made in private markets, aimed at solving social or environmental problems. Impact investing includes community investing, where capital is specifically directed to traditionally underserved individuals or communities, or financing that is provided to businesses with a clear social or environmental purpose, or to enterprising (i.e. revenue-generating) non-profits.

**\*8. For AFRICA INVESTMENTS in any asset class, what %AuM / value uses an impact investing theme (at 31 December 2011)?:**

%AuM in impact investing in Africa	<input type="text"/>
Value of impact investing AuM in Africa	<input type="text"/>
Any comments, weblinks etc	<input type="text"/>

## Attitudes

**9. In African investment in the NEXT 2 years, if / how do you expect demand to vary for investment with ESG characteristics thru 2014?**

- Demand is unchanged
- Reduced demand
- Demand increases
- Demand increases 20%+
- Other (please specify)

**10. NOTES: Any final comments or context?**