

## Article 10 (SFDR)

# Publication of information on Article 8 financial products on the website

## **People & Planet (“Responsible Strategy” in the context of the Calie DIFs)**

Product name: People & Planet (hereinafter the “Mandate”)

Legal entity identifier: 549300UA2M7UCJX8SE64

Does this financial product have a sustainable investment objective?

Yes

No

It will make a minimum proportion of **sustainable investments with an environmental objective**: \_\_\_%

in economic activities that are considered environmentally sustainable under the EU taxonomy

in economic activities that are not considered environmentally sustainable under the EU taxonomy

It will make a minimum proportion of **sustainable investments with a social objective**: \_\_\_%

It **promotes environmental and social (E/S) characteristics** and, although it does not have a sustainable investment objective, it will include a minimum of 20% sustainable investments

having an environmental objective in economic activities that are considered environmentally sustainable under the EU taxonomy

having an environmental objective in economic activities that are not considered environmentally sustainable under the EU taxonomy

having a social objective

It promotes E/S characteristics, but **will not make sustainable investments**



## A. Summary

The Mandate seeks to generate strong capital growth over the medium to long term (six or more years), mainly through investment in equity markets, with a particular focus on environmental and social themes. The Mandate will invest in full in equity, bond, money market and diversified investments, as well as in structured products or instruments in foreign exchange and commodities markets, with investments in UCI equity funds comprising between 40% and 75%.

The Mandate, which invests in a selection of undertakings for collective investment (UCIs), particularly, but not exclusively, from the Indosuez Wealth Management Group ("Internal" UCITSs and "External" UCITSs) with superior ESG profiles, promotes environmental and/or social ("E/S") characteristics, by applying a rigorous methodology that seeks to:

- Not to finance companies in targeted business sectors
- Not to finance companies that do not comply with certain international standards, in particular those relating to fundamental rights (human rights, labour laws, prevention of corruption and protection of the environment)
- Not to finance controversial behaviour that could affect the long-term reputation of the investments
- To promote best environmental, social and governance practices applying a "best-in-class" approach based on an assessment of the social and environmental profile.

In addition, the Agent draws on the analysis of external providers, which have dedicated resources and teams with ESG-related experience. The ESG scores given to target investments are based on an analysis of environmental, social and governance criteria.

Accordingly, the Agent identifies companies performing best relative to their peers in their sector in terms of environmental or social characteristics and that are no worse than their peers in the sector on the other criterion.

Eligible UCIs are selected based on the following criteria:

1. Where the Mandate invests in UCIs, a look-through analysis is carried out on the underlying investments to ensure that the selected UCIs meet the agent's standards on promoting environmental and social characteristics. The selection of External UCIs is also based on the quality of the ESG analysis of the issuers carried out by the external UCI management company using investment due diligence (IDD)
2. Quality of the SFDR-related pre-contractual appendices and non-financial reports (periodic information or other non-financial reports)
3. Consideration of adverse impacts on sustainability.

The binding elements of the investment strategy used to select the investments to attain each of the environmental or social characteristics promoted by this financial product are described in the "Investment Strategy" section below.

The sustainability indicators used to measure the achievement of all the environmental and social characteristics promoted by the Mandate correspond to the following investment restrictions:

- Exposure to UCIs that promote, inter alia, environmental or social characteristics within the meaning of Regulation 2019/2088 (the "SFDR") and/or UCIs that have a sustainable investment objective within the meaning of the SFDR and/or UCIs that, following a look-through analysis, meet the Agent's standards in relation to promoting environmental and/or social characteristics.

Finally, the Mandate also undertakes to make a minimum of 20% sustainable investments.



## B. No sustainable investment objective

This financial product promotes environmental or social characteristics, but does not have the objective of sustainable investment.

### How have the indicators of adverse impacts been taken into account?

The adverse impact indicators have been taken into account in the first do no significant harm/DNSH filter. This is based on the monitoring of the mandatory indicators of the Principal Adverse Impacts in table 1 of Annex 1 to Delegated Regulation (EU) 2022/1288 where reliable data is available.

In concrete terms, PAIs are integrated at various upstream stages in the construction of managed portfolios through exclusions and through the investment process via analysis of issuers and the monitoring of controversies.

Similarly, environmental and social indicators are included in the analysis of companies' ESG profiles and affect their "best-in-class" ranking.

The way in which external UCIs take these indicators into account depends on the due diligence carried out by their management company. The analysis, carried out on a look-through basis, serves to identify the underlying assets that could cause harm or breach the Indosuez Wealth Management Group's standards. Where necessary, dialogue and an engagement process are initiated with the manager of this UCI.

### To what extent do the sustainable investments comply with the OECD Guidelines for Multinational Enterprises and the United Nations Guiding Principles on Business and Human Rights?

For internal UCIs for which a look-through sustainability analysis has been carried out, the compliance of sustainable investments with the OECD Guidelines for Multinational Enterprises and the United Nations Guiding Principles on Business and Human Rights is tested and ensured as part of the sustainable investment identification process. These guidelines are incorporated into the Agent's exclusion policy and into the frames of reference used by the various rating agencies engaged by the Agent. The first step in the Mandate's investment process is normative screening based on these Global Standards: companies that do not meet these standards are excluded from the investment universe.

The extent to which External UCIs comply with the OECD Guidelines for Multinational Enterprises companies and the United Nations Guiding Principles on Business and Human Rights depends on the due diligence carried out by their management company and can only be monitored on a best efforts basis by analysing their ESG practices and performance, taking account of the limits of the approach adopted, namely that it will depend on the methodologies developed by the management companies of these UCIs with regard to this principle. Where necessary, dialogue and an engagement process are initiated with the manager of this UCI.



## C. Environmental or social characteristics of the financial product

### What environmental and/or social characteristics are promoted by this financial product?

The Mandate, which invests in a selection of undertakings for collective investment (UCIs), particularly, but not exclusively, from the Indosuez Wealth Management Group ("Internal" UCITSs and "External" UCITSs) with superior ESG profiles, promotes environmental and/or social ("E/S") characteristics, by applying a rigorous methodology that seeks to:

- Not to finance companies in targeted business sectors
- Not to finance companies that do not comply with certain international standards, in particular those relating to fundamental rights (human rights, labour laws, prevention of corruption and protection of the environment)
- Not to finance controversial behaviour that could affect the long-term reputation of the investments
- To promote best environmental, social and governance practices applying a "best-in-class" approach based on an assessment of the social and environmental profile.

In addition, the Agent draws on the analysis of external providers, which have dedicated resources and teams with ESG-related experience. The ESG scores given to target investments are based on an analysis of environmental, social and governance criteria.

Accordingly, the Agent identifies companies performing best relative to their peers in their sector in terms of environmental or social characteristics and that are no worse than their peers in the sector on the other criterion.

Eligible UCIs are selected based on the following criteria:

1. Where the Mandate invests in UCIs, a look-through analysis is carried out on the underlying investments to ensure that the selected UCIs meet the agent's standards on promoting environmental and social characteristics. The selection of External UCIs is also based on the quality of the ESG analysis of the issuers carried out by the external UCI management company using investment due diligence (IDD)
2. Quality of the SFDR-related pre-contractual appendices and non-financial reports (periodic information or other non-financial reports)
3. Consideration of adverse impacts on sustainability.

No benchmark index has been designated for the purpose of achieving the E/S characteristics promoted by the Mandate.

### **What are the objectives of the sustainable investments that the financial product partially intends to make and how does the sustainable investment contribute to such objectives?**

The Mandate promotes environmental or social characteristics but does not have sustainable investment as its main objective. Nevertheless, the Mandate partially invests in sustainable investments that contribute positively to environmental and/or social objectives.

These sustainable investments are identified and measured through an analysis of issuers whose main activity is the development of products and services that contribute to the achievement of one or more of the 17 environmental or social Sustainable Development Goals ("SDGs") defined by the United Nations (such as health products and services, services relating to education, solutions for saving and providing access to water, solutions to energy efficiency, services promoting digitisation, sustainable mobility services, etc.).

The Mandate targets a minimum exposure to sustainable investments of 20%. A company's sustainability will be assessed based on its alignment with the objectives of the taxonomy or its net positive contribution to the United Nations objectives. The net positive contribution is the difference between positive and negative impact contributions. Based on the United Nations SDG framework, the net positive contribution factors in (1) the extent to which the investee company's products and services contribute to the achievement of the SDGs and (2) the negative impacts of their activities along the value chain.

### **How do the sustainable investments that the financial product partially intends to make, not cause significant harm to any environmental or social sustainable investment objective?**

The Agent ensures that the Mandate's sustainable investments do not cause significant harm to a sustainable investment objective from an environmental and/or social point of view by carrying out an analysis of issuers in several stages:

1. Taking account of the principal adverse impacts on the sustainability factors (hereinafter "PAIs") listed in table 1 of Annex 1 of Delegated Regulation (EU) 2022/1288, which reduces the adverse impacts of the investment, including:

(1) by combining several components to avoid and/or reduce its exposure to activities or behaviours that could affect another environmental or social objective (such as the Global Standards compliance filter and the exclusion of ESG controversies of the highest severity or activities that are the most damaging to other environmental and/or social objectives).

(2) via an impact calculation methodology based on an assessment of the positive and negative contributions made by the company's products and services to the SDGs, in order to optimise the net positive (resulting) contribution.

2. In the case of investments in UCIs, a look-through analysis is carried out in order to identify the underlying assets that could cause harm or breach the Indosuez Wealth Management Group's standards. Where necessary, dialogue and an engagement process are initiated with the manager of this UCI.



## **D. Investment strategy**

### **What investment strategy does this financial product follow and how is it implemented continuously in the investment process?**

The Mandate seeks to generate strong capital growth over the medium to long term (six or more years), mainly through investment in equity markets, with a particular focus on environmental and social themes. The Agent prioritises investments that offer considerable upside potential and therefore accepts a high level of risk. The Mandate will invest in full in equity, bond, money market and diversified investments, as well as in structured products or instruments in foreign exchange and commodities markets, with investments in UCI equity funds comprising between 40% and 75%. The international dimension of the strategy may result in foreign exchange risk.

Environmental, social and governance (ESG) factors are considered in the selection of instruments so as to assess the ability of issuers to take into account the risks and opportunities related to sustainable development in their business. It also commits to maintaining a minimum proportion of sustainable investments by investing in companies whose main activity is the development of products and services that contribute to the achievement of the 17 environmental or social SDGs defined by the United Nations (such as health products and services, services relating to education, solutions for saving and providing access to water, solutions to energy efficiency, services promoting digitisation, sustainable mobility services, etc.).

The recommended investment period is at least six years.

**What are the binding elements of the investment strategy used to select the investments to attain each of the environmental or social characteristics promoted by this financial product?**

The constraints on direct investments (exclusion rules based on the exclusion and controversial activities policy and rules on the minimum proportion of instruments with best-in-class ESG integration) apply on a look-through basis to investments made through the UCIs. However, as the Agent cannot actively control the investments made in these UCIs, it will engage with the manager in relation to investments considered to be problematic rather than systematically excluding the UCI in question. At the end of the engagement procedure, depending on the response provided, the Agent may reclassify the investment.

Mandatory investment restrictions apply to:

- companies that do not comply with the principles set out in the Global Standards,
- companies involved in controversial business activities, and
- companies involved in ESG controversies of the highest severity.

These exclusions are set out in the Agent’s Global Sustainable Investment Policy, which is available at this address: [Our approach to compliance in France | Indosuez | Indosuez](#)

In addition, the Agent sets rules concerning the minimum proportions of instruments under this Discretionary Management Mandate with best-in-class ESG integration (categorised as “ESG” investments), i.e. categorised as the best performers in their sector based on environmental and/or social characteristics. This minimum proportion is 33.5% of the assets. Conversely, the Mandate is limited to investing a maximum of 10% of assets in companies or issuers with a low level of ESG integration (categorised as “non-ESG” investments in the Global Sustainable Investment Policy).

**What is the policy to assess good governance practices of the investee companies?**

For internal UCIs:

The governance criteria considered in the best-in-class approach as well as the exclusions and analysis of controversies help to ensure that the target issuers of the internal UCIs apply good governance practices. These criteria make it possible to ensure, in particular, that the internal UCIs in which the Mandate invests do not contribute to the violation of human or labour rights, corruption or other actions that could be considered unethical. This approach is based on global standards and principles, which include (but are not limited to) the United Nations Global Compact, the OECD Guidelines for Multinational Enterprises, the UN Guiding Principles on Business and Human Rights. The quality of an issuer’s governance will be used to categorise it as ESG, neutral or non-ESG in terms of ESG integration, bearing in mind that the agent undertakes to prioritise ESG investments and limit non-ESG investments.

For external UCIs:

The assessment of good governance practices by companies that have received investments from External UCIs and in which the Mandate has invested depends on the policies put in place by the management companies of these UCIs and can only be monitored on a best efforts basis by analysing their ESG practices and performance, taking account of the

limits of the approach adopted, namely that it will depend on the methodologies developed by the management companies of these UCIs with regard to this principle.

**Does this financial product take into account indicators concerning the principal adverse impacts on sustainability factors?**

Yes, the Mandate considers the Principal Adverse Impacts on sustainability factors as follows:

Adverse impacts that affect investments can take all forms, and can be both environmental and social in nature. There are numerous examples: high carbon footprint, significant use of water, discharge of toxic materials, poor treatment of suppliers, lack of job satisfaction, etc.

The principal adverse impacts are monitored at the level of the underlying investments made by the portfolio as a whole through PAIIs (Principal Adverse Impact Indicators). PAIIs are environmental and social indicators that seeks to minimise adverse impacts on sustainability factors.

For more information on the PAIIs associated with this Mandate, please refer to the question "How have the indicators of adverse impacts been taken into account?" detailed above.

Further information on how the Principal Adverse Impacts on sustainability factors have been taken into account will be available in the Mandate's periodic reports.

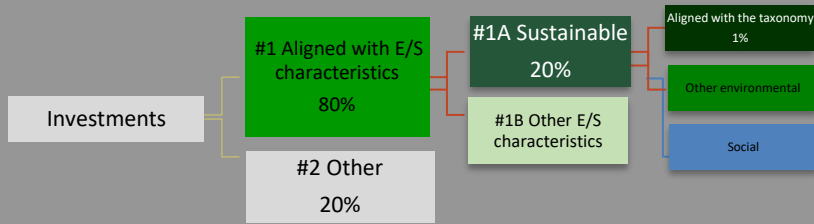
No



**E. Proportion of investments**

**What is the asset allocation planned for this financial product?**

A minimum of 80% of assets will be invested in issuers that are aligned with the E/S characteristics promoted (#1 Aligned with the E/S characteristics); among these investments, those considered sustainable investments will represent at least 20% of assets (#1A Sustainable). The rest (<20%) will consist of cash, cash equivalents as well as unscreened investments and will not be aligned with the E/S characteristics promoted (#2 Other).



Category **#1 Aligned with E/S characteristics** includes the investments of the financial product used to attain the environmental or social characteristics promoted by the financial product.

Category **#2 Other** includes the remaining investments of the financial product which are neither aligned with the environmental or social characteristics, nor are qualified as sustainable investments.

The category **#1 Aligned with E/S characteristics** covers:

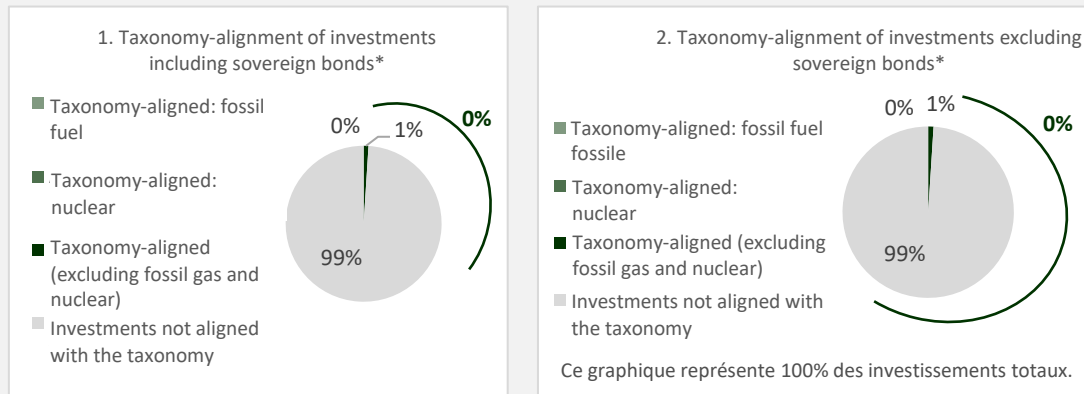
- the **#1A Sustainable** sub-category covering sustainable investments with environmental or social objectives.
- the **#1B Other E/S characteristics** sub-category covers investments aligned with the environmental or social characteristics that do not qualify as sustainable investments.

**To what minimum extent are sustainable investments with an environmental objective aligned with the EU taxonomy? (Include the methodology used to calculate alignment with the EU taxonomy and why; and the minimum share in transitional and enabling activities)**

The methodology used by the Agent to assess investee companies' alignment with the EU taxonomy is based on data provided either by the investee companies or by third-party providers. As this data is currently limited, the agent commits to 1% of the portfolio's investments being sustainable investments with an environmental objective aligned with the EU taxonomy.

Sustainable investments that are aligned with the EU taxonomy (referred to in the chart above as "taxonomy-aligned") comprise investments in companies whose economic activities contribute substantially to one or more of the six environmental objectives defined in Regulation (EU) 2020/852 ("Taxonomy Regulation") in accordance with the eligibility and technical screening criteria ("EU Taxonomy Technical Screening Criteria").

**The charts below show the minimum percentage of investments aligned with the EU taxonomy in green. Given that there is no appropriate methodology for determining the alignment of sovereign bonds\* with the taxonomy, the first graph shows the alignment with the taxonomy for all investments in the financial product, including sovereign bonds, while the second graph represents alignment with the taxonomy only for investments in the financial product other than sovereign bonds.**



**\*For the purposes of these graphs, "sovereign bonds" include all sovereign exposures.**

The agent does not commit to investing in transitional and/or enabling activities within the meaning of the EU taxonomy.

**What is the minimum share of sustainable investments with an environmental objective that are not aligned with the EU taxonomy?**

The Agent does not undertake to realise a minimum share of sustainable investments with an environmental objective that are not aligned with the EU Taxonomy. As a whole, the sustainable investments made under the Mandate may include investments with an environmental objective that are not aligned with the EU taxonomy and, although the Mandate does not commit to a minimum share of sustainable investments with an environmental objective that are not aligned with the EU taxonomy, such investments may be freely allocated as part of the overall commitment in relation to sustainable investments published by the Agent (at least 20%).

**What investments are included under "#2 Other", what is their purpose and are there any minimum environmental or social safeguards?**

Category "#2 Other" consists of unscreened investments for diversification purposes, investments for which all data is not available or cash held in the form of ancillary liquid assets. There are no minimum environmental or social guarantees for such investments.



## F. Control of environmental or social characteristics

### What sustainability indicators are used to measure the attainment of each of the environmental or social characteristics promoted by this financial product?

The sustainability indicators used to measure the achievement of all the environmental and social characteristics promoted by the Mandate correspond to the following investment restrictions:

- Exposure to UCIs that promote, inter alia, environmental or social characteristics within the meaning of Regulation 2019/2088 (the "SFDR") and/or UCIs that have a sustainable investment objective within the meaning of the SFDR and/or UCIs that, following a look-through analysis, meet the Agent's standards in relation to promoting environmental and/or social characteristics.

### How are environmental or social characteristics and sustainability indicators monitored throughout the life cycle of the financial product and what is the associated internal/external control mechanism?

The Agent monitors the portfolio's sustainability indicators throughout the Mandate's life cycle. Independent controls are carried out by the Management Company to ensure compliance with commitments.



## G. Methods

### What is the method used to measure the achievement of environmental or social characteristics promoted by the financial product using sustainability indicators?

The Indosuez Wealth Management Group has developed a non-financial investment process that equips its investment teams with a methodology for extra-financial classification.

This process is systematically applied to the following asset classes:

- Funds (internal funds and funds from third-party fund managers).
- Bonds or other fixed income products issued by companies or governments.
- Shares.

Under this non-financial classification methodology, issuers are analysed from three different perspectives:

- The first relates to the eligibility of the financial instrument. In practice, we exclude controversial activities and behaviours for issuers through a basic and in-depth analysis. This analysis reveals the funds whose managers we will engage with.
- The second aspect is the analysis of the extent to which ESG considerations are integrated into the financial instrument, which measures its issuer's exposure to ESG risks and how it manages environmental, social and governance issues.
- The third aspect relates to the sustainability of the instrument, which assesses the contribution made by the issuer's products and services to environmental and social objectives.

The Mandate holds UCIs that are the subject of detailed look-through analysis of the ESG profile of the corresponding issuers, by applying the Indosuez Wealth Management Group's ESG methodology, as described below.

The Indosuez Wealth Management Group draws on the analysis of external providers, which have dedicated resources and teams with ESG-related experience. The ESG scores given to target investments are based on an analysis of environmental, social and governance criteria.

Accordingly, the analysis identifies companies performing best relative to their peers in their sector in terms of environmental or social characteristics and that are no worse than their peers on the other criterion.

Where investments are made in UCIs, a look-through analysis is carried out on the underlying investments to ensure that the selected UCIs meet the Group's standards on promoting environmental and social characteristics.

This process is applied to the financial instruments that form part of the Indosuez Wealth Management Group's investment services universe and serves to identify the appropriate sustainability category for each issuer.

However, derivatives and physical gold are not assessed or screened because, by their very nature, ESG integration is difficult to assess for these instruments, or because sufficient data cannot be collected in order to categorise them appropriately. They will therefore be classified as "uncategorised".



## H. Data sources and processing

### **What data sources are used to achieve each of the environmental or social characteristics, including the measures taken to ensure the quality of the data, how they are processed and the proportion of estimated data?**

Indosuez Wealth Management manages sustainability risk through the systematic and in-depth selection and ESG classification of financial instruments.

This process is based on objective information and market data provided by ESG/sustainability data providers such as ISS, Sustainalytics, MSCI and TruCost (non-exhaustive list).

Data relating to the ESG and sustainability characteristics of the underlying financial instruments is integrated into Indosuez Wealth Management's data systems and made available to the relevant departments.

#### **Data quality**

Data quality controls for external data providers are managed by a dedicated unit. Controls are deployed at different stages of the value chain, including pre-integration controls, post-integration controls and post-calculation controls, to name only the controls of proprietary scores.

#### **Data processing**

The ESG rating process for our external suppliers is based on a combination of material ESG criteria and weightings based on the company's activity and sector. The three dimensions, Environment, Social and Governance, are analysed through a number of sub-indicators, available based on the materiality and coverage of the issuers. These scores are then consolidated into an overall ESG score. Indosuez Wealth Management then assigns an instrument label by reference to the ranking of issuers, from best to worst, based on these different scores, on a sector-by-sector basis.

This data is then inputted into Indosuez's systems to be used by portfolio managers, and by risk, reporting and ESG teams, in a clear and transparent manner.

#### **Estimated proportion of data**

ESG ratings are based on quantitative data obtained from external data providers and/or qualitative analyses. Some data - such as greenhouse gas emissions, carbon intensity or diversity on governance bodies - is, to an increasing extent, provided directly by companies but other data is currently still difficult to obtain from companies, with the result that estimates remain a key aspect of the methodology used by data providers.



## I. Limitations to methodologies and data

### **What are the limitations to methodologies and data sources? (Include how these limits do not affect the achievement of environmental or social characteristics and the measures taken to address these limitations)**

The data used may be subject to the following limitations:

- Lack of data (or audited data) disclosed by companies (limitations concerning the existence and, sometimes, the quality of the data);

- The complexity of certain ESG indicators and the difficulty of quantifying them in a uniform manner;
- Different specialised data providers.

Our non-financial investment process may change and be adapted to take account of regulatory and technical developments.

The selected external UCIs may implement ESG strategies that differ from those implemented within the Indosuez Wealth Management Group. As such, they may have different approaches to taking into account non-financial criteria, which may lead to inconsistencies in the non-financial analysis of the Mandate.

No benchmark index has been designated for the purpose of achieving the E/S characteristics promoted by the Mandate.



## J. Due diligence

### What is the due diligence performed on the underlying assets and what are the internal and external controls in place?

The due diligence principles applicable to the underlying instruments of our discretionary management mandates are described in our global sustainable investment policy. A dedicated team verifies the ESG and sustainability classifications for each new instrument entering the discretionary management universe and also periodically monitors this data.

Each quarter, ESG instruments are recalculated in accordance with the quantitative methodology described. The results of this calculation are then reviewed by the ESG analysts, who carry out a number of consistency checks on changes within the universe, including (without limitation): significant changes in the ESG score, and change of ESG instrument category.

#### Participatory policies

Companies invested or potentially invested at the issuer level are involved in this process, regardless of the type of holdings held (equities and bonds). The issuers involved are selected primarily according to their level of exposure to the object of the holding, since the environmental, social and governance issues that companies face have a major impact on society, both in terms of risks and opportunities.

All our discretionary management mandates have the option of investing in funds. In order to limit any adverse impact on the third-party funds we distribute, Indosuez Wealth Management applies an engagement policy with external fund managers that allows them to change their investments, provide any additional explanations they may have or, if they do not respond accordingly, allows those funds to be excluded from our selection.



## K. Engagement policies

### Is engagement part of the environmental or social investment strategy?

- Yes  
 No



## L. Designated benchmark

### Is a specific index designated as a reference benchmark to determine whether this financial product is aligned with the environmental and/or social characteristics that it promotes?

- Yes
- No