



# EMA ESG DD study 2022

## Launch webinar

**KPMG**

29 November 2022

# Two administrative points



## **The webinar will be recorded**

(Your name is not visible to other participants, only to the panelists)



## **You can ask questions through the Q&A section on the bottom right**

(Your questions cannot be viewed by other participants, only by the panelists)

# With you today



**Benedikt Herles**

Host

EMA Head of ESG  
Insights & Innovation

KPMG Germany



**Florian Bornhauser**

Lead Author

Global Strategy Group,  
Deal Advisory

KPMG Switzerland



**Tomas Otterström**

Partner

Sustainable Finance  
Services

KPMG Finland



**Nicolas Cottis**

Associate Partner

Head of ESG Transaction  
Services & ESG Private  
Equity Lead

KPMG France



**Thimo Stoll**

Partner

Head of ESG Strategy &  
Value Creation

KPMG Germany



# Agenda

- |           |                           |        |
|-----------|---------------------------|--------|
| <b>01</b> | Introduction              | 5 min  |
| <b>02</b> | Discussion of key results | 25 min |
| <b>03</b> | Q&A                       | 15 min |



# Florian Bornhauser

Senior Manager  
Global Strategy Group,  
Deal Advisory  
KPMG Switzerland

# Key findings from talking to over 150 dealmakers

**01**

Something exciting is happening at the nexus of M&A and ESG

**02**

However, there are still major challenges faced by ESG DD practitioners

**03**

Nonetheless, there are clear indications of “what good looks like”

**04**

The immediate priorities for dealmakers are becoming clear

# Key findings from talking to over 150 dealmakers

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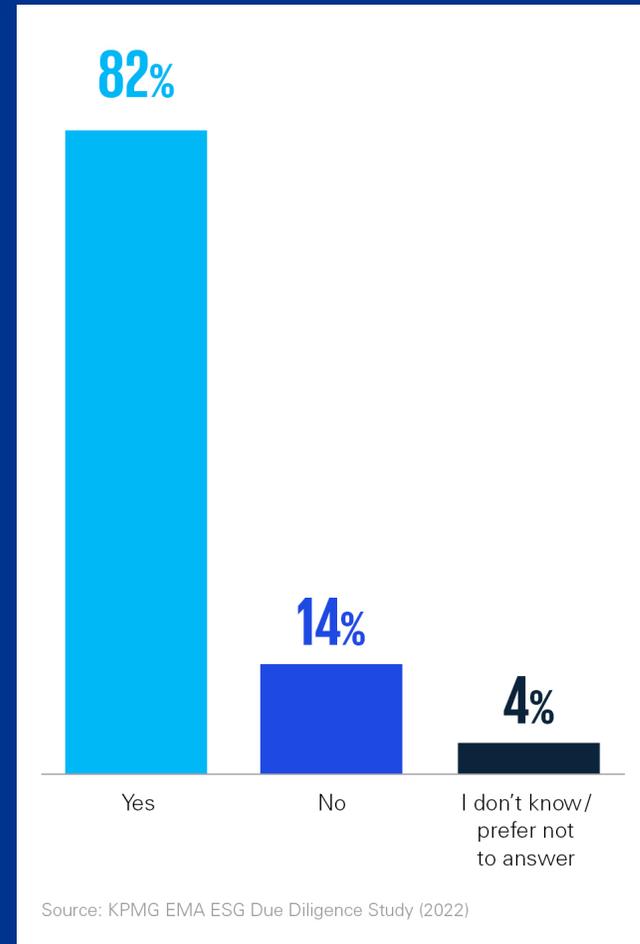
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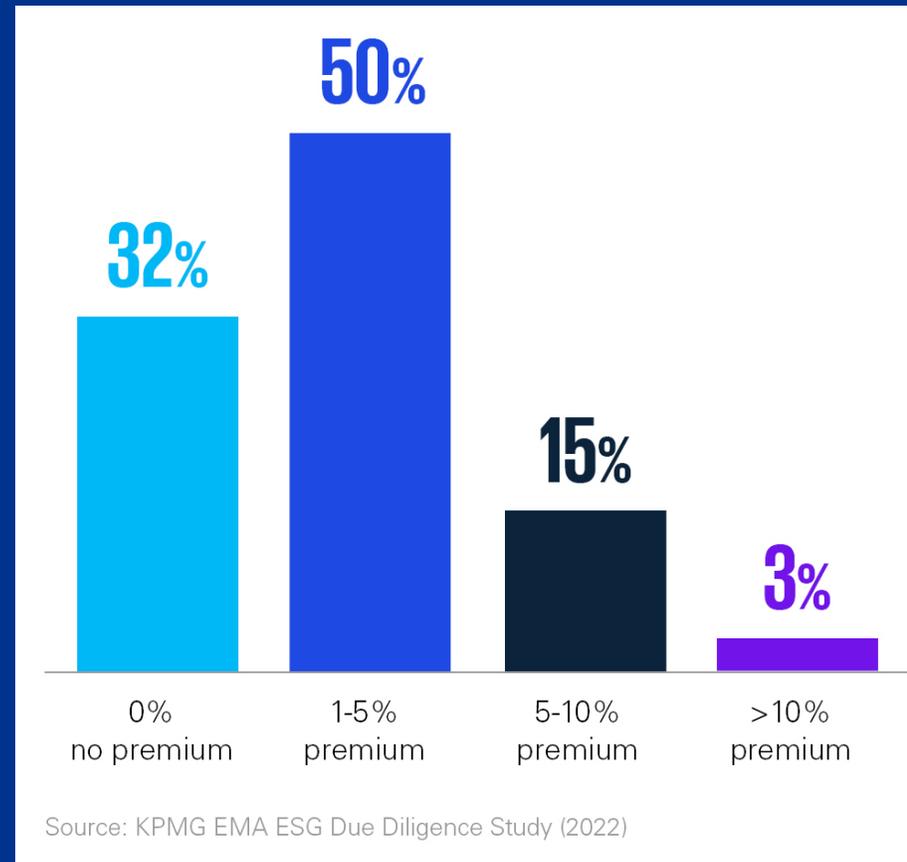
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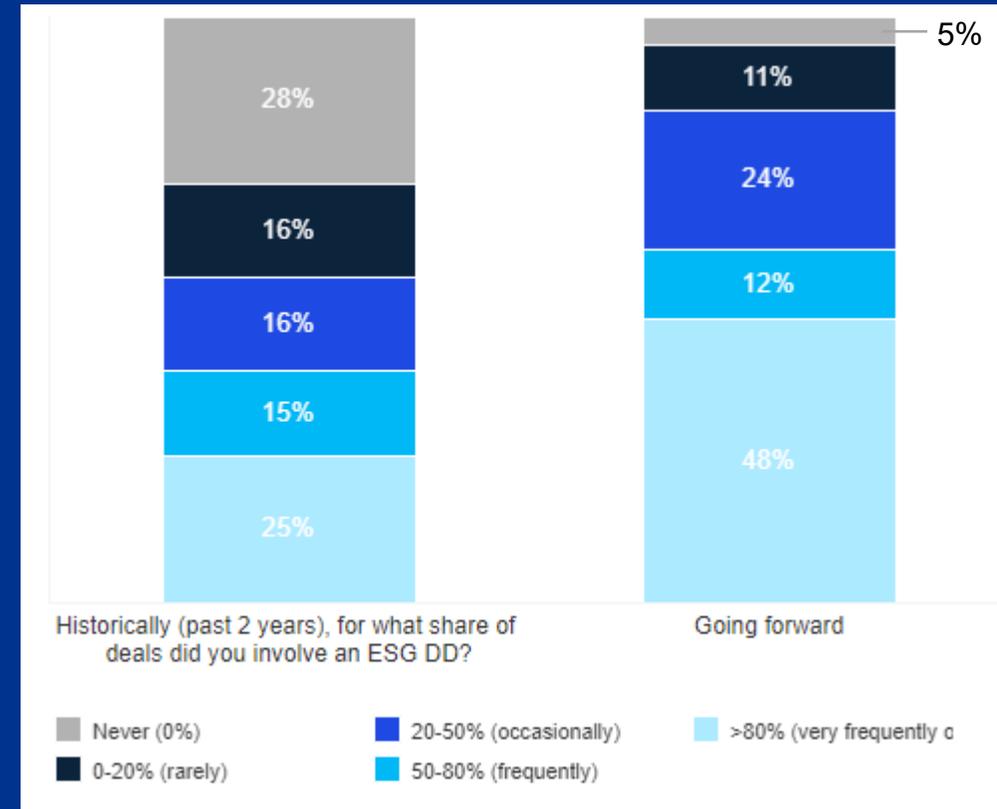
# Are ESG considerations currently on your M&A agenda?



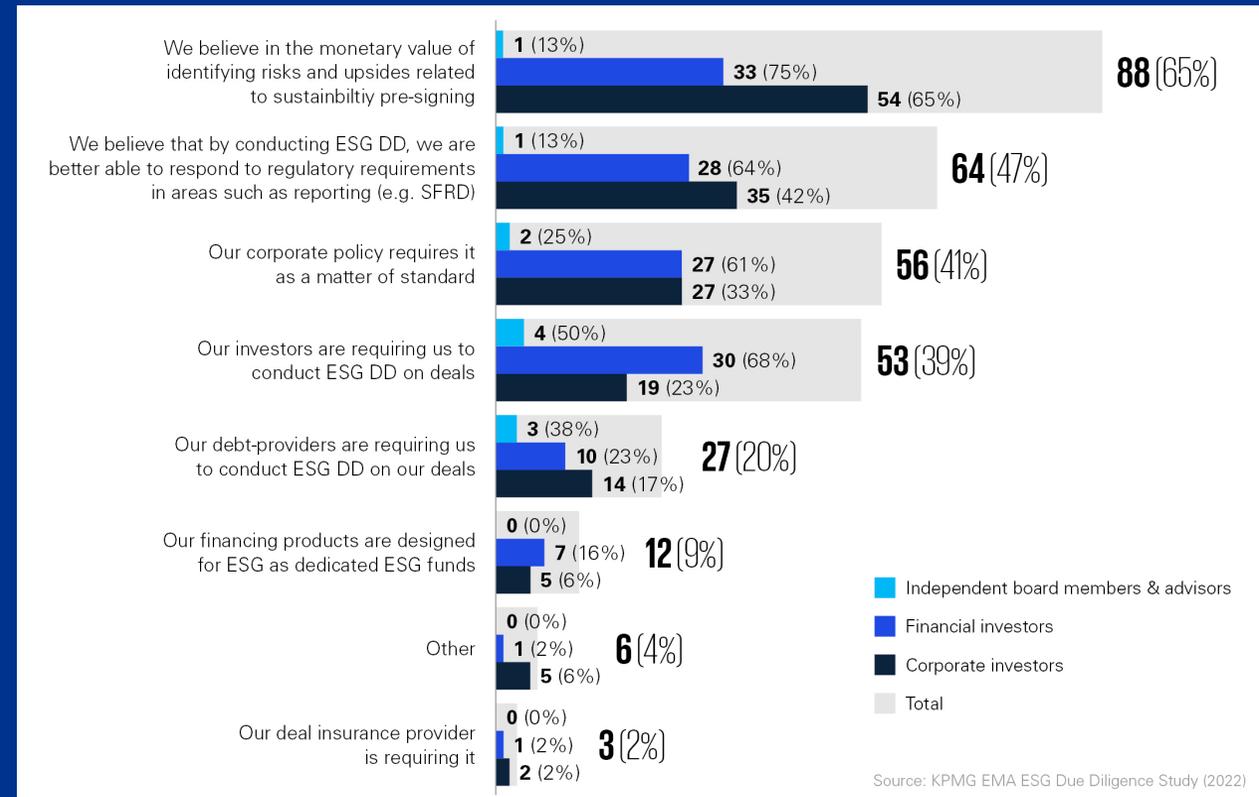
**As a buyer, how much would you be willing to pay more for a target that demonstrates a high level of ESG maturity in line with your ESG priorities?**



# How frequently did you / do you expect to involve an ESG DD on your deals?



# Why have you conducted / are you going to conduct ESG DD on your deals?\*



Note: \*Multiple answers were possible per respondent, hence the total number of answers can be higher than the total number of respondents

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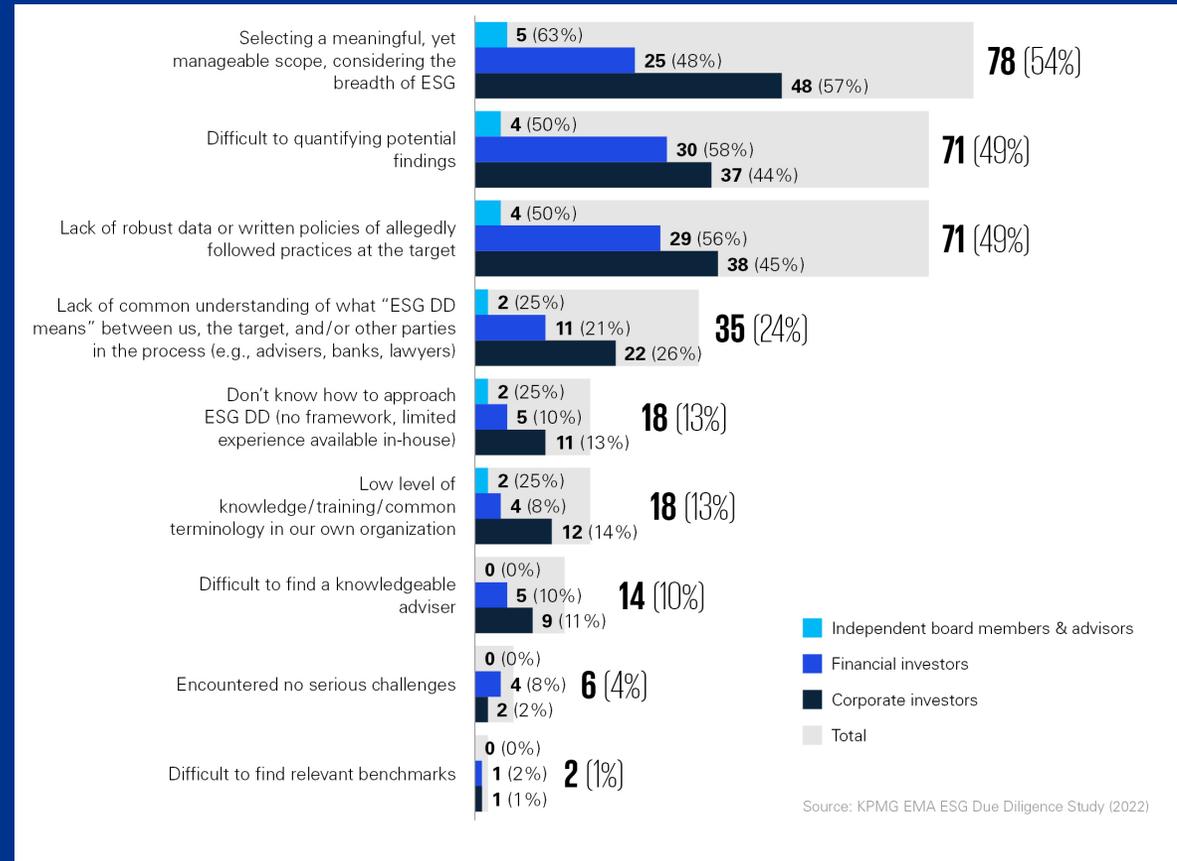
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# What are the key challenges you have encountered, or you expect to encounter in conducting ESG DD?\*



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# Thimo Stoll

Partner

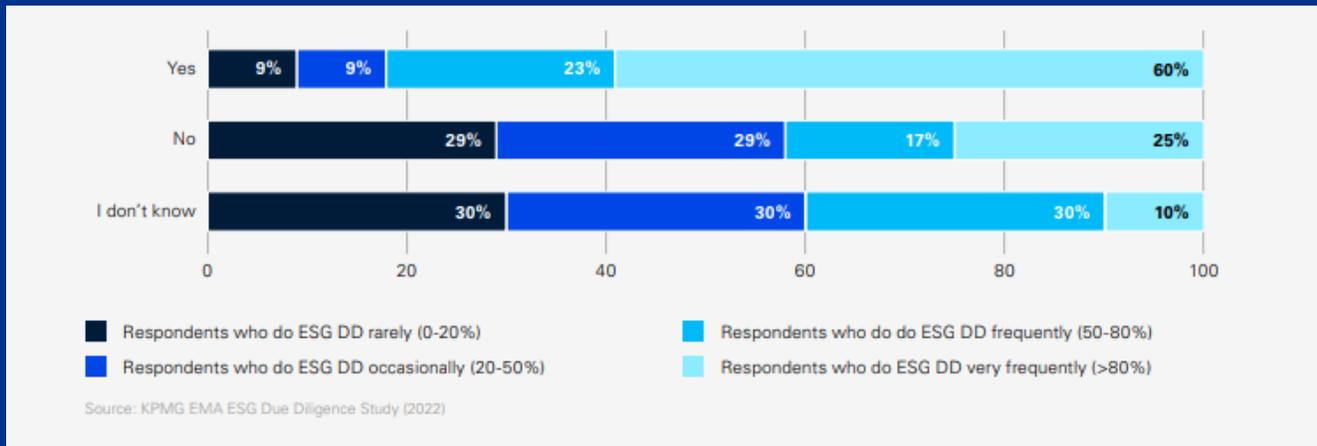
Head of ESG Strategy & Value  
Creation

KPMG Germany

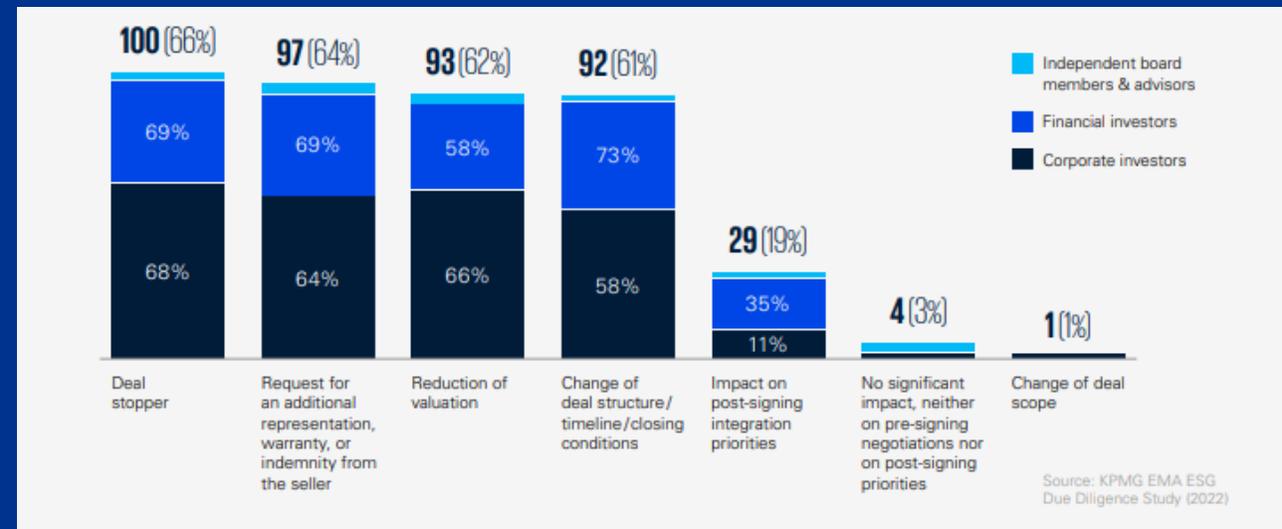
# Key findings from talking to over 150 dealmakers



# Have you ever had a material finding in an ESG DD that has had a significant deal implication?



# What consequences did those material findings have / could such material findings have for you?\*



Note: \*Multiple answers were possible per respondent, hence the total number of answers can be higher than the total number of respondents



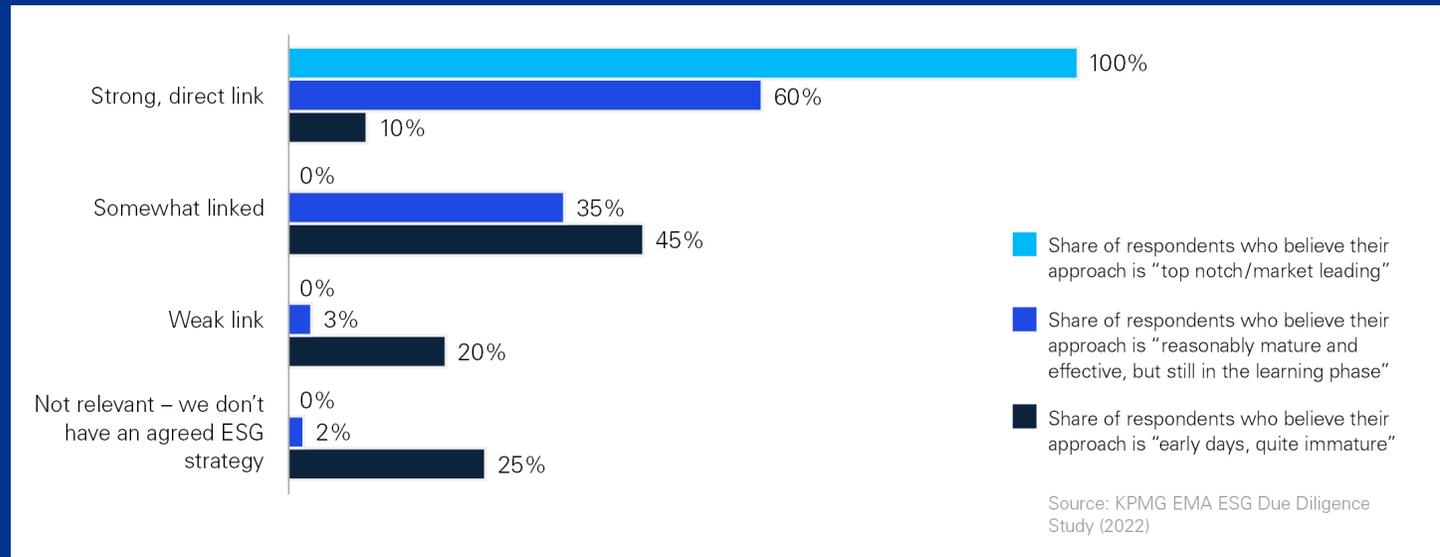
# Tomas Otterström

Partner

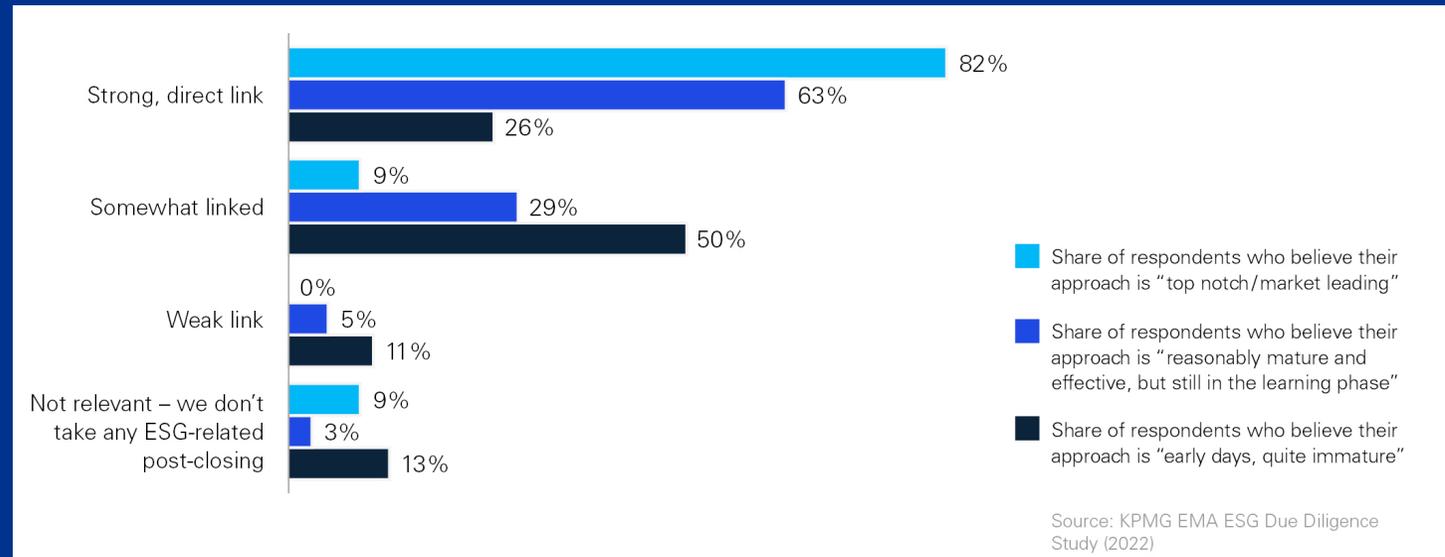
Global Leader, Sustainable Finance  
Services

KPMG Finland

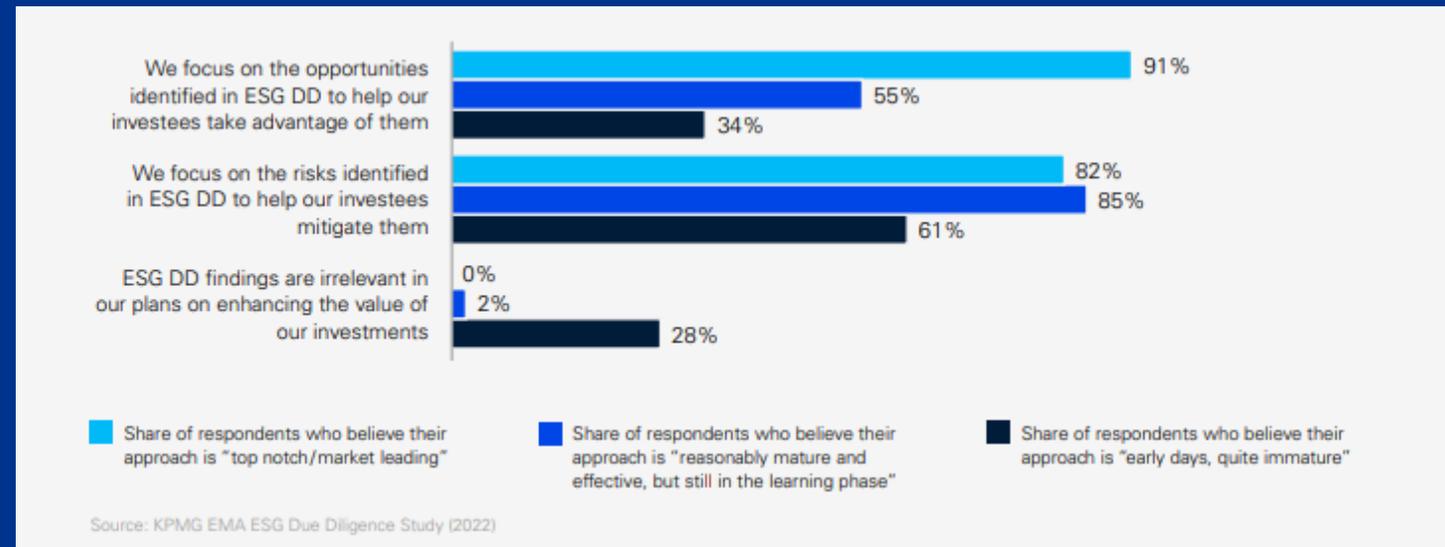
# In your view, how well connected is your pre-signing ESG DD approach to your ESG strategy?



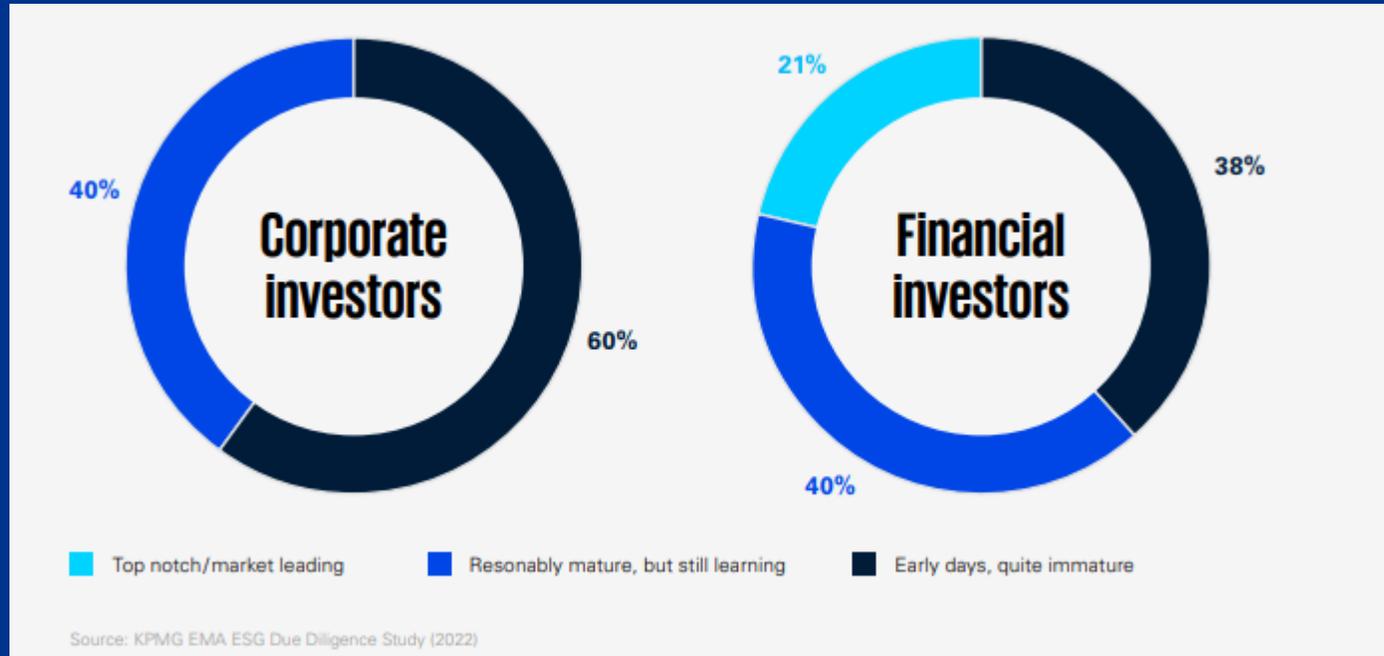
# How well do you make use of the findings of your ESG DD reports to establish a post-closing action plan?



# To what extent are the findings of ESG DD relevant in the value creation plans of your investment?



# Overall, as how mature would you describe your ESG DD approach?





# Nicolas Cottis

Associate Partner

Head of ESG Transaction Services  
& ESG Private Equity Lead

KPMG France

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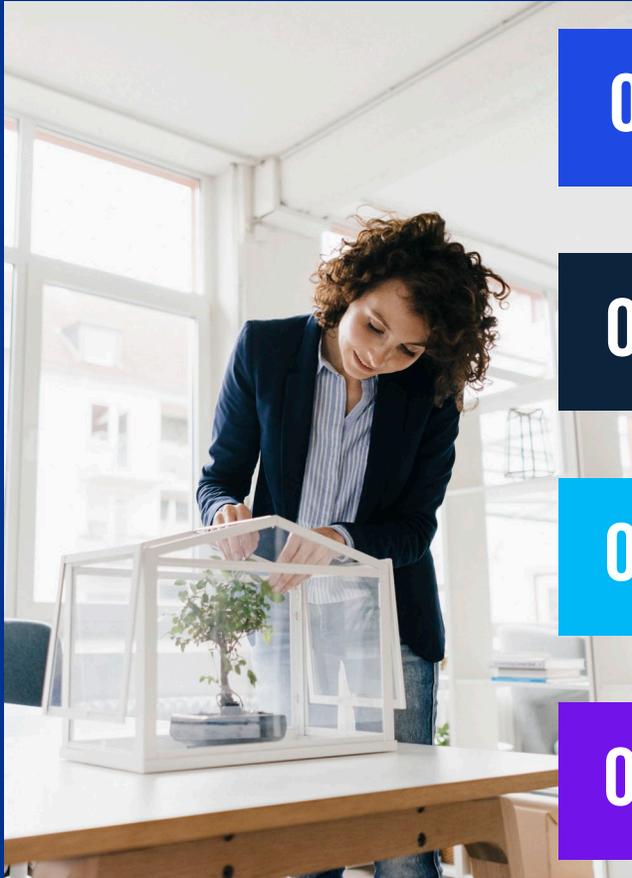
# The immediate priorities for dealmakers are becoming clear

01

02

03

04



01

**Establish link to corporate sustainability strategy**

02

**Develop your framework**

03

**Secure appropriate resources**

04

**Implement & improve**

# How KPMG can help



01

**Develop the corporate sustainability strategy**

02

**Link the M&A strategy to corporate strategy**

03

**Develop an ESG DD framework**

04

**Perform ESG DD procedures**



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# Q&A



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