

THE BUSINESS CASE

		ESG FACTORS <i>(not comprehensive)</i>					
		ENVIRONMENTAL		SOCIAL		GOVERNANCE AND BUSINESS INTEGRITY	
		Environmental standards and processes	Environmental products and services / Voluntary certifications	Labour and working conditions / OHS	Local communities	Corporate governance	Business integrity
BUSINESS SUCCESS FACTORS <i>(not comprehensive)</i>	Revenue growth / Market access	Revenue from voluntary emission reduction markets/schemes.	Access to premium markets.	Cost savings from preventing accidents.	Production of 'Base of the Pyramid' products and services that address local needs and markets.	More efficient and informed decision making	Ensuring the continuity of revenue streams
	Cost savings / Productivity gains	Lower input levels (e.g. raw materials, energy) and waste management costs.	Products with smaller environmental footprint may lead to cost savings (e.g. through the use of re-used materials).	Better staff productivity and lower compensation/remediation costs linked to accidents.	Lower compensation costs due to early engagement and adequate project design.		Eliminating the costs of paying bribes and other unlawful payments
	Access to capital	Easier access to funding. DFIs, Equator banks, Export Credit Agencies (ECAs) and other entities require compliance (within a reasonable timeframe) with Good International Industry Practices (GIIP).				Increased investor comfort in the organisation	Robust BI policies indicate a culturally aligned partner
	Risk management / Licence to operate	Less down time. Avoidance of fines.	Certification audits that identify and address risks/gaps.	Lower staff turnover and down time. Avoidance of fines.	Reduced risk of tensions with local communities. Secure social licence to operate.	Better identification of risks and opportunities	Reduced risk of prosecution/avoidance of fines
	Human capital			Lower staff turnover.	Employing workers from local communities.		More confident and valued workforce
	Brand value / Reputation	Improved reputation and higher brand value due to the implementation of GIIP and robust governance and BI policies and practices.					