



Lincoln Private  
Investment Office

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## Lincoln - Responsible Investing

At Lincoln, we are committed to investing responsibly. Therefore, alongside our focus on delivering financial returns for our clients, we integrate ESG (Environmental, Social Impact and Governance) into our investment process. On behalf of our clients, we are long-term investors so the sustainability of the investments we make is of great importance.

There continues to be uncertainty in the financial services industry about how to approach investment decisions with ESG in mind. We are also concerned about 'greenwashing' or 'impact washing', terms that refer to a firm giving false or misleading information about the environmental or social impact of their investments. It is therefore important that we are completely clear about Lincoln's Responsible Investing Policy.

A key part of our investment approach is to find and access specialist fund managers for each area in which we invest. As a result, we do not invest directly in individual equities, so our influence is via direct engagement with the managers to whom we allocate.

We have considered a wide range of external approaches to analyse investments from a responsible investing perspective and concluded that there is no perfect methodology. As a result, we have developed our own proprietary framework to appraise investments through a responsible investing lens. This includes a thorough examination of each fund manager and strategy as well as a qualitative assessment to ensure we understand not only the policies a manager has, but also how seriously they apply them. We do not necessarily exclude investments we may have applied a lower rating to, but engage with our selected managers on an ongoing basis.

Whilst we are primarily investment-led, a number of the strategies we invest in have a specific focus on ESG or Impact themes. Where appropriate, these can form part of our clients' Discretionary portfolios or may be available through our Advisory service.

Lincoln's Responsible Investing Policy is fully integrated into our investment process. All clients can be assured that, on their behalf, we are continuously working with underlying managers to improve standards over time. Reflecting our commitment, we are signatories to the UN Principles for Responsible Investment and are proud to have achieved certification as a B Corporation.

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