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Corporate &
Investment Banking

Top 3 Takeaways from the Inaugural Sustainability Symposium

Opening remarks from **Jon Weiss**, Co-Head of Corporate & Investment Banking (CIB), Wells Fargo
Closing remarks from **Geneviève Piché,** Head of Sustainable Finance and Advisory, CIB, Wells Fargo

In September, Wells Fargo's inaugural Sustainability Symposium brought together leaders from business, civil society, government, and academia to discuss the opportunities and challenges ahead for supporting a more sustainable future.

1 Corporations play an important role in addressing environmental and social challenges — and getting the strategy right is crucial.

***The role of the corporation in solving environmental and social challenges* panel:**
Geneviève Piché
Dr. Robert Eccles, Professor, author, entrepreneur

Corporations have scale, influence, and resources that position them to make compelling contributions to the planet and the global markets. Professor, author, and entrepreneur, Dr. Robert Eccles discussed three key strategies that can help firms proactively define what it means to be a responsible business:

- Be honest about your key externalities, both positive and negative.
- Clearly articulate the business case for your sustainability-related activities.
- Leverage sustainability reporting standards to paint a candid narrative around your progress and impact.

Companies need to be clear with stakeholders about their purpose and value creation proposition, and measurably demonstrate how sustainability efforts contribute to the broader strategy. Companies must also acknowledge their limitations and understand what should be left to public policy Searching for common ground and identifying tangible solutions to address underlying issues can help bridge the partisan divide.

Accountability and transparency are key. To be successful, companies must make a genuine commitment, take a highly collaborative approach, and keep themselves accountable in their strategies and actions.

Top 3 Takeaways from the Sustainability Symposium

2 The challenges of getting capital where it's needed are real, but not insurmountable.

***Capital raising strategies for sustainable initiatives* panel featuring:**
Dr. Arun Gupta, Founder & CEO of Skyven Technologies
Charlie Gailliot, Partner, Global Co- Head of Climate at KKR
Matt Roskot, VP, Business Mgmt. & Finance, NextEra Energy Resources
May Jaramillo, Head of Energy Transition & Climate Tech, Corporate & Investment Banking, Wells Fargo
Daniel Nathan, Chief Project Development Officer, Climeworks

Companies from startups to multi-nationals are exploring ways to drive capital raising efforts for sustainability initiatives — and one size does not fit all. There are a variety of funding sources, and it takes creativity and collaboration to develop an effective financing stack to help companies achieve their sustainability-related product and innovation goals.

In recent years, a lack of discipline from investors and operators alike, combined with weakened capital markets and rising interest rates, have made it harder to raise capital — ultimately slowing down progress on sustainability-related initiatives. However, the Inflation Reduction Act (IRA), CHIPS Act, and Infrastructure Investment and Jobs Act infused hundreds of billions of dollars into the economy. This monumental federal investment to support a clean energy transition created new opportunities and financial incentives for companies. There was a time when equity was the only source of capital for meaningful corporate growth, but companies now have a menu of public and private options. The key is truly understanding the risk-return dynamics of every investment and then identifying the best form of capital.

Top 3 Takeaways from the Sustainability Symposium

3 Unprecedented public funding is galvanizing new financial pathways in the public and private sectors.

Driving impact through public-private partnerships **panel featuring:**
Jeff Schub, Interim Co-head of Enterprise Sustainability, Wells Fargo
Suzanne Fallender, VP of Global ESG, Prologis
Sadie McKeown, President, The Community Preservation Corporation
Leslie Rich, Senior Consultant, Department of Energy Loan Programs Office

Supercharged by the IRA, government programs have transformed the landscape for projects at the intersection of social justice and climate change. These programs aim to transform public incentives into opportunities for the private sector. The IRA moved us into an era of blended finance, where corporates, financial institutions, government entities, and non-profits have new ways of working together to advance progress around sustainability. Public-private partnerships (P3s) are increasingly becoming an important financial mechanism for enabling companies to advance sustainability. Risk reduction, cost sharing, and incentive maximization are just a few of the benefits that come along with P3s. The pooling of resources, expertise, and innovative ideas are fostering more impactful solutions and speed to market. Successful P3s have a few common denominators: collaboration, coordination, candid feedback loops, and mutual support.

Through blended finance models, sustainability-linked loans, public financing for infrastructure projects, sustainability incentive programs, innovative insurance and risk management products, and collaborative research and development, these partnerships between the private and public sectors are unlocking new streams of capital for sustainability efforts.