



# Scotiabank

# Lucy Li

## Sustainable Finance Summer Analyst

### About Sustainable Finance

- Sustainable Finance embeds Environmental, Social, and Governance (ESG) considerations into financial decision-making and investment strategies. This approach aims to mobilize capital through utilization of ESG-aligned financial instruments to support corporate sustainability initiatives that promote long-term impact and enables just transition while pursuing financial returns.
- The Sustainable Finance Group at Scotiabank offers advice and solutions to corporate, commercial, financial, public sector, and institutional clients across Canada, the United States, Latin America, the Caribbean, Europe, and Asia Pacific.

Advisory	Sustainable Financing	ESG Risk Management
<ul style="list-style-type: none"> <li>• ESG Advisory</li> <li>• M&amp;A Advisory</li> <li>• Equity Raising</li> </ul>	<ul style="list-style-type: none"> <li>• ESG-Labelled Bonds and Loans</li> <li>• Sustainability-Linked Products</li> </ul>	<ul style="list-style-type: none"> <li>• Environmental Markets</li> <li>• Renewable Energy Team</li> <li>• Coverage of Key Energy Transition Verticals</li> </ul>

### Roles and Responsibilities

- Analyzed regulations and reporting standards to mitigate Line of Businesses' portfolio and credit risks from potential physical and transition factors.
- Conducted and compiled sector-specific market research for a variety client pitch presentations, entailing policy analysis & interpretations and project finance structuring.
- Learned and developed industry benchmark on sustainability reporting standards, market players, product offerings, and Second Party Opinion Providers (SPOs).
- Collaborated with internal stakeholders on strategizing enterprise climate strategy.
- Attended various ESG-related Conferences and Events to gain market insights on industry specific trends, emerging technologies and markets. Key conferences included:
  - Scotiabank ESG Conference and Sustainability Summit
  - Deloitte & Farm Credit Canada Agricultural Emissions Workshop
  - RBC Canadian Climate Action 2024
  - Climate Positive Energy Research Day 2024
  - The Net-Zero Edge: Navigating the New Realities for Canadian Competitiveness

### Learning Outcomes

- **Effective Communication** – synthesized complex regulatory requirements into easily comprehensible visual presentations to effectively communicate to meet diverse expectations and stakeholders.
- **Time Management** – utilized effective organization skills to balance conflicting priorities.
- **Ambiguity** – demonstrated ability to thrive in ambiguous environment with limited guidance, utilized proactive communication approach to seek clarity when needed and adapt quickly to changing dynamics.
- **Industry Insights** – enhanced understanding of the Canadian Sustainable Finance Market through quantitative analysis, recent deal transactions, and valuable coffee chats with industry professionals.

### Core Project Contributions

#### Snapshot of Indigenous Equity Participation in the Canadian Energy Transition

- Conducted in-depth market analysis of recent Indigenous Equity Investment transactions and identify key enablers such as AIOC and SIIFC, along with provincial and federal grants and incentives.
- Synthesized research and revenue opportunities for internal stakeholder collaboration, enhancing enterprise commitment and Indigenous participation.

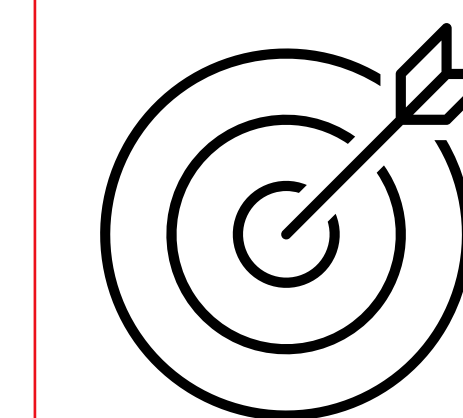
#### ESG Advisory for a Canadian Maritime Shipping Company

- Developed and assisted in an ESG Advisory Client Pitch. Discussion items ranged from ESG report feedback, peer benchmarking, industry sustainability trends, target setting, and understanding the current Canadian and EU regulatory reporting requirements.

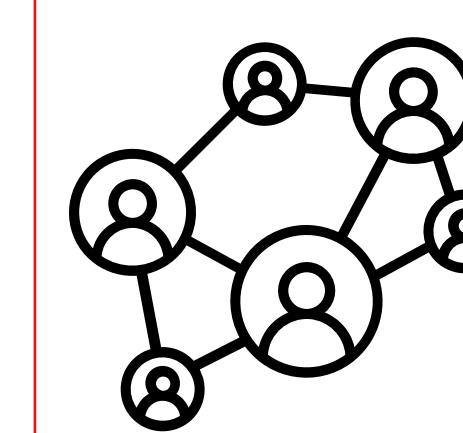
### Key Takeaways



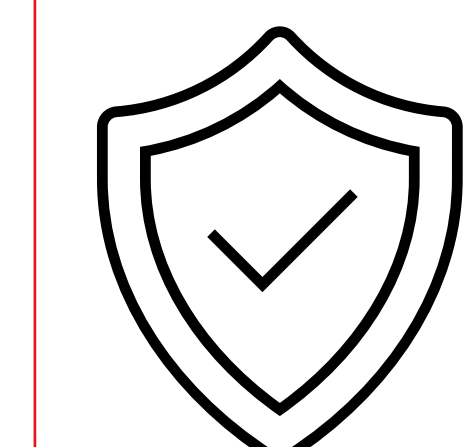
The Financial Services Sector is instrumental in advancing the Net-Zero transition and facilitating climate change adaptation and mitigation.



Tailoring solutions to client needs through effective storytelling enhances stakeholder engagement and foster long-term commitment to sustainability.



Expanding Professional Network through participating in industry events and seeking insights from industry professionals are essential for broadening one's understanding of sustainability and embracing diverse perspectives.



Proactive Risk Management is critical to navigate the complex and evolving regulatory landscape.