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Do you manage what you measure? Investor views on the question of climate actions with empirical results from the Swiss pension fund and insurance sector

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ABSTRACT

Despite the political mandate of Article 2.1(c) of the Paris Agreement (United Nations 2015. 'Adoption of the Paris Agreement.' *21st Conference of the Parties*, Paris, United Nations, 2) to align finance flows 'with a pathway towards low greenhouse gas emissions and climate-resilient development,' many investors do not manage physical and transitional climate risks. The Task Force on Climate Related Financial Disclosures' 2019 Status Report highlighted this asymmetry. The following paper seeks to evaluate the efficacy of informing investors about the alignment of their portfolios with the Paris Agreement. Based on survey feedback from a 2017 pilot study conducted with Swiss pension funds and insurance companies, the results suggest that after the pilot 40% of respondents implemented a climate strategy or integrated climate criteria into their investment process, showing the potential impact of climate assessments on portfolio strategy. This fact affirms both the positives of portfolio climate assessments, but also the need to explore alternative avenues for engaging with investors regarding climate risks.

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climate change; portfolio
management

1. Do you measure what you manage?

Not a new concept, 'What you measure is what you manage' simply implies that information remains essential to understanding existing processes and therefore informing where improvement is needed. From company performance (Dobbs and Koller 2005) to the spread and impact of technological innovation (Cruz-Cázares, Bayona-Sáez, and García-Marco 2013) the idea to collect data in order to manage better and more efficiently has been applied in various sectors and backgrounds (Solomon, Graves, and Catherwood 2015; Henman 2016). The literature also notes the caveats of pure outcome-based performance management which can lead to the manipulation of numbers to communicate desired outcomes (Lowenstein 1996; Otley 1999; Broadbent 2007; Lowe 2013; Micheli and Mari 2014).

Reflecting these limitations, financialization and profit maximization in recent decades have ceded ground to a more nuanced perspective of financial performance, which seeks to

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reconcile the externalities of socioeconomic systems (Hill et al. 2007). Aided by the democratization and proliferation of information and computation, investors can measure performance with a surfeit of financial and non-financial information. Both empowering and overwhelming, investors have access to a multiplicity of environmental, social, and governance criteria to consider. As, Mooij (2017) observes, this has made the measurement of performance both more sophisticated and confusing.

Still, Lowenstein (1996) stresses the importance of disclosure and transparency to create equitable and efficient markets. He argues that financial and non-financial communications to stakeholders and the public makes corporate executives behave more accountable and diligently (Lowenstein 1996). These disclosures are a critical tool for practitioners and researchers when addressing sustainability issues (Searcy 2012; Montiel and Delgado-Ceballos 2014). Knox-Hayes and Levy (2011) for example examined how carbon disclosure can be used as a governance instrument to improve transparency and accountability. Likewise public initiatives that establish a standardized reporting system (i.e. CDP) enable benchmarking and comparison among firms (Knox-Hayes and Levy 2011). Naidoo and Gasparatos (2018) and Raihani and Aitken (2011) argue that the reputational benefits of out-performing peers leads companies to adopt environmentally friendly behavior. While in contrast, the Task Force on Climate-related Financial Disclosures identifies the ‘reputational risk tied to changing customer or community perceptions of an organization’s contribution to or detraction from the transition to a lower-carbon economy’ (FSB 2016, 6).

Beyond the individual reputational and financial benefits of addressing climate risks, it is also necessary to consider the broader, maturing landscape of policy and regulation that incentivizes and mandates action from financial institutions. Article 2.1(c) of the Paris Agreement (United Nations 2015, 2) and France’s Article 173-IV of the Law for the Energy Transition and Green Growth are two pioneering initiatives in this regard. Article 173-IV of the French Law for the Energy Transition and Green Growth now requires the disclosure of investor contributions to climate objectives, while Article 2.1 (c) of the Paris Agreement commits the international community to aligning financial flows with climate goals. Ramirez et al. (2017) notes policy like these serves as a critical driver for the alignment of portfolios and / or investment strategies with climate goals.

From both a policy perspective and as a measurement tool, the Swiss insurance and pension pilot study presented a unique opportunity to support the regulatory environment by assessing the alignment of Swiss insurance and pension portfolios with the 2°C goal across climate-relevant sectors. The ‘climate sentiment’ of the insurance and pension sectors is noteworthy due to their institutional and financial power, and more critically, their organizational mandate to measure and manage long term risks (OECD 2018a, 2018b). Based on OECD (2018a, 2018c) estimates, the Swiss pension and insurance sectors in 2017 managed US\$1.8 trillion in assets or roughly 2.5 times the Swiss GDP. Pensions in Switzerland also have fewer regulatory constraints in terms of regional, asset type, and currency exposure compared to other countries (OECD 2018b). Still many assets in the Swiss insurance and pension sectors are exposed to climate change transition risks caused by a shift to a low-carbon economy (FSB 2016). Current estimates suggest a third of oil reserves, half of gas reserves and more than 80 percent of known coal must remain exploited to meet the Paris Agreement climate goal (McGlade and Ekins 2015). Testing for transition risks, Thomä and Chenet (2017) observes needs to be one of the

key risk management processes for financial institutions. Likewise, Caldecott (2017) also stresses the importance of measuring exposure to stranded assets.¹

This article will analyze the survey evidence whether measurement improved the management of transition risks – specifically, to what extent the pilot mobilized climate actions among Swiss pension funds and insurance companies. The following section will discuss climate goal alignment for the insurance and pension sectors. The third section provides background on the pilot and analysis, and the fourth section will describe the methodology of this article and present the findings of the survey. At last, the conclusion will provide final remarks and discuss some of the caveats of the findings, as well as areas of future research.

2. Measuring climate goal alignment in the Swiss finance sector

While Swiss pensions and insurance funds have clear fiduciary duties and mandates to measure and manage risks, they are faced with the intertemporal dilemma of achieving steady returns now and addressing the fat-tailed uncertainties of future climate change (IPCC 2018; OECD 2018a, 2018b). Compounding the severity of these competing priorities, fund managers must balance multiple climate trajectories, translating uncertainties to decisive shifts in asset allocation, which in turn, ideally catalyzes economic outcomes, and must importantly, remain in compliance with their fiduciary duties.

In theory, investors with sufficient information can cope with the long-term fuzzy abstractions and risks of climate change, but in practice, most pension and insurance fund managers continue to finance carbon intensive activities (FSB 2016). The OECD (OECD 2018a, 15–17, 2018b, 14) observes a pervasive cultural of short-termism in the insurance and pension sectors. Even for investors that do manage environmental risks, abstention does not equal mitigation, and mitigation unless on global scale does not reduce the catastrophic future calamities of current emission trends (IPCC 2018). As Caldecott, Howarth, and McSharry (2013) find – so far the direct financial impact of divestment has been relatively limited.

With these considerations in mind, Swiss Federal Office for the Environment (FOEN) and the Swiss State Secretariat for International Financial Affairs (SIF) partnered with the 2° Investing Initiative to test voluntarily the compatibility of Swiss pension funds' and insurance companies' listed equity and corporate bonds portfolios with the Paris Agreement. The pilot provided a opportunity for Swiss pension funds, insurance companies, and regulators to measure the alignment of financial portfolios across climate-relevant sectors and ideally support risk management. The project's objective was to contribute to the implementation and monitoring of Art. 2.1(c) of the Paris Agreement, which creates a political mandate to '[make] finance flows consistent with a pathway towards low greenhouse gas emissions and climate-resilient development' (United Nations 2015, 2). The findings will primarily be based on feedback from 31 Swiss pension funds and insurance companies of the 79 institutions that participated in the pilot.

3. Background on the pilot

In total, 79 Swiss pension funds and insurance companies participated in the climate scenario analysis described above. Three of these parties provided portfolios for both their insurance arm as well as their pension fund. Sixty-six pension funds submitted US \$173

billion in assets under management, and 16 insurance companies submitted US \$118 billion. In total, over 131 portfolios were submitted, containing over 2,000 funds. [Figure 1](#) provides an overview of the submissions and the estimated share of participants relative to the total Swiss pension fund and insurance market.

In the spring of 2017, participating institutions had three months to submit their listed equity and corporate bonds portfolios to the 2° Investing Initiative. Investors were contacted via the Swiss Pension Fund Association (ASIP) and the Swiss Insurance Association (SVV), both of which endorsed the project. 2° Investing Initiative then conducted the analysis in the summer and sent the results in October 2017 in the form of a 28-page standardized report summarizing the results. This individual but standardized assessment report included a primer on how to read the charts, individual sector analysis for each asset class, as well as a concluding section, ‘Options for Action’ which summarized the potential actions that investors could take on the basis of the results. The briefing also provided a brief background on the methodology. In addition to the briefing, further background material on the methodology, the pilot itself, and related information was provided on the project website (PACTA 2019).²

The analysis was built on the PACTA model developed in the context of an EU-funded LIFE project. The model was built on the principles established by a previous EU-H2020 funded project, the Sustainable Energy Investment Metrics, through partnership with the Climate Bonds Initiative, CDP, Kepler Markets, University of Zurich, Frankfurt School of Finance, WWF Germany, WWF European Policy Office, and Cired.

The PACTA analyzed portfolio alignment of the Swiss pension and insurance funds with the 2°C scenario of the International Energy Agency (IEA 2016) by scaling corporate bonds and listed equities across the fossil fuel, power, automobile, cement, steel, aviation, and shipping sector. This assessment was not explicitly focused on risk as an indicator but rather ‘physical volumes’. The results were provided both in reference to the 2°C scenario and the ‘market average’, showing investors not just their misalignment – in terms of portfolio exposure – with the 2°C scenario, but also their deviation from the market average and their position relative to peers.

In addition to the written report, participating investors were invited to two workshops (one in Geneva in French, one in Zurich in German), as well as the offered opportunity for

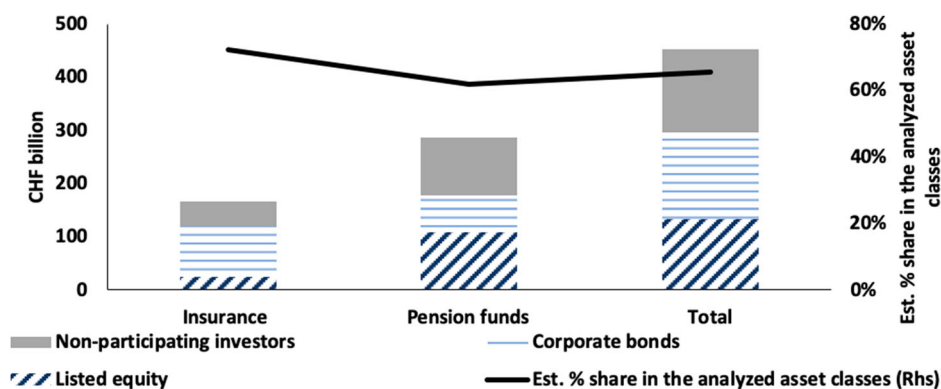


Figure 1. Nearly two-thirds of the Swiss pension funds and insurance companies participated in the pilot (Source: Thomä et al. 2017, 5).

bilateral briefings. Around 50 investors participated in the workshops and roughly 25 sought bilateral briefings, consisting of a minimum of one-hour calls.

Following the pilot project, participating investors were asked to fill out an online survey (available in French and German, questions in [annex 1](#)). In total, 31 out of the 79 investors filled out the survey. Given the anonymized nature of the survey, there is no way to establish the representativeness of the survey relative to all pilot participants. Another caveat is that given the limited sample size of insurance companies, the survey did not discriminate across respondents in terms of the services they provide.

4. Survey results

Despite the shortcomings of the design, the survey represents one of the few controlled experiments with regard to the question of whether ‘measurement’ of an issue by pension funds and insurance companies – in this case their alignment with climate goals – leads to action. It should be noted that the survey results will be discussed in the context of the bilateral briefings, to the extent that the discussion in the bilateral briefings were either consistent or inconsistent with the survey findings.

Specifically, the survey sought to provide answers to the following two macro questions:

- 1 Did the initiated pilot project lead to concrete actions?
- 2 If yes, what type of actions? If no, what was the reason?

According to the respondents of the survey, roughly four-fifths of the investors participated in the pilot project as a result of the ‘interest of the organization on the topic’; another 20 percent based on the recommendations of the pension fund and insurance associations; and the rest either in response to political pressure or for other reasons (see [Figure 2](#)). The overall response to the pilot project was mixed; 48 percent found the initiative ‘helpful’ or ‘very helpful’, 42 percent took a neutral attitude, and 10 percent viewed the results as not helpful. These findings are largely consistent with the oral feedback provided and demonstrate that not only ‘cheerleaders’ or supporters of the initiative responded to the survey.

Another relevant aspect to highlight is that the pilot represented the first exposure to climate scenario analysis for 96 percent of respondents, and more generally the first ‘climate analysis’ for 46 percent of respondents (see [Figure 3](#)). Across the approaches, carbon foot printing represented the most popular type previously conducted analysis among 42 percent of participating investors.

Across those that responded to the question whether or not they already conducted other types of climate compatibility analysis on their portfolio in the past or if they plan to conduct other tests in the future, the primary reasons provided for ‘No’ include the issue of costs, and the fact that sustainability considerations so far had been considered more generally, without a specific consideration of climate change and the transition to a low-carbon economy. Three respondents also flagged that they did not consider transition risks or 2°C alignment a relevant parameter in their investment strategy.

[Figure 4](#) shows that among the 31 participants in the survey, 29 provided an answer to the question, whether they would – on the basis of the pilot tests – integrate climate criteria

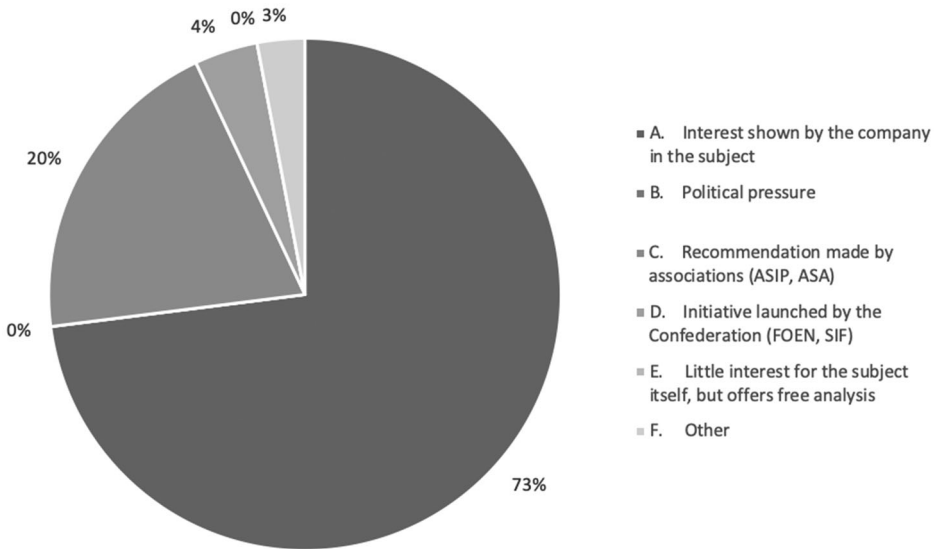


Figure 2. Results of the question of why they participated in the pilot project (Source: Authors).

into their investment processes and / or develop a climate strategy. Of the 29, 59 percent said ‘No’, and 41 percent said ‘Yes’.

When asked for the reasons, respondents who replied ‘No’ to the question whether or not they already conducted other types of climate compatibility analysis on their portfolio in the past or if they plan to conduct other tests in the future, 21 percent said they already considered a climate strategy and another 21 percent of respondents said that their results suggested their positive results did not warrant further action (see Figure 5). Another 16 percent answered that they would need to conduct analysis before taking action, with 42

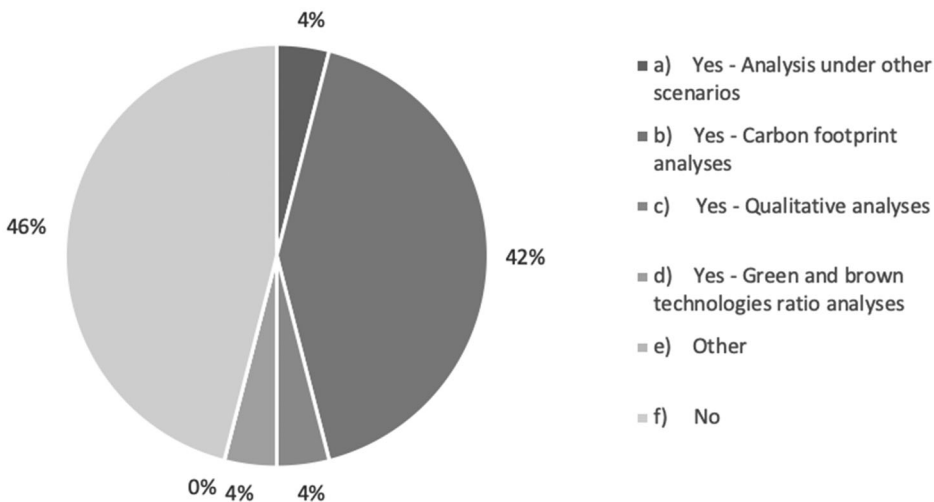


Figure 3. Results of the question whether or not participants already conduct other types of climate compatibility analysis on their portfolio in the past or whether they plan to conduct other tests in the future (Source: Authors).

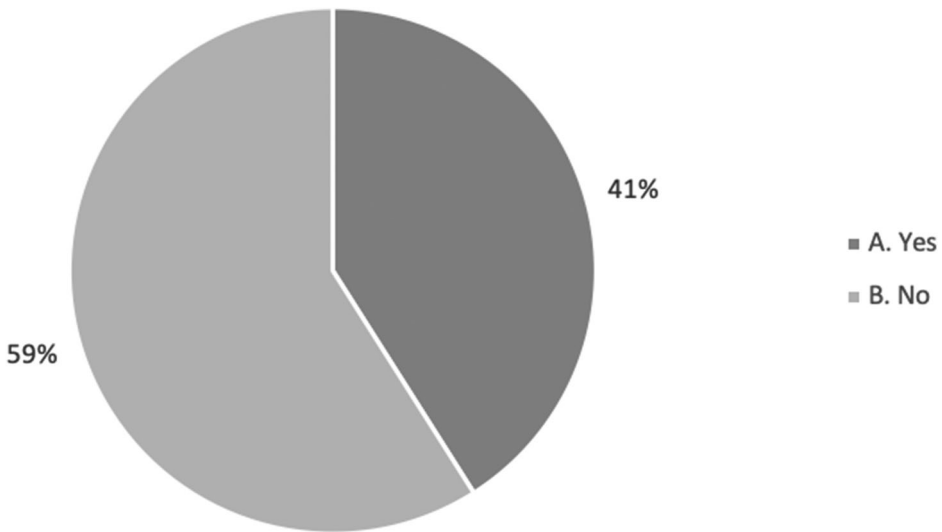


Figure 4. Results of the question of whether or not participants plan to integrate climate criteria into their investment processes and/or develop a climate strategy (Source: Authors).

percent answering ‘other reasons’ or the lack of perceived relevance of the 2°C goal for their investment processes.

In the context of investors that either did not have ‘2°C aligned’ results or no current climate strategy in place, roughly 56 percent said they would implement a climate strategy on the basis of the results.

For investors that answered yes ($n = 14$) to the second question about the type of actions that participating investors were targeting, Swiss pension funds and insurance companies came down squarely in the middle between a ‘portfolio allocation’ – involving changes to the portfolio itself and an ‘engagement’ approach – involving no specific

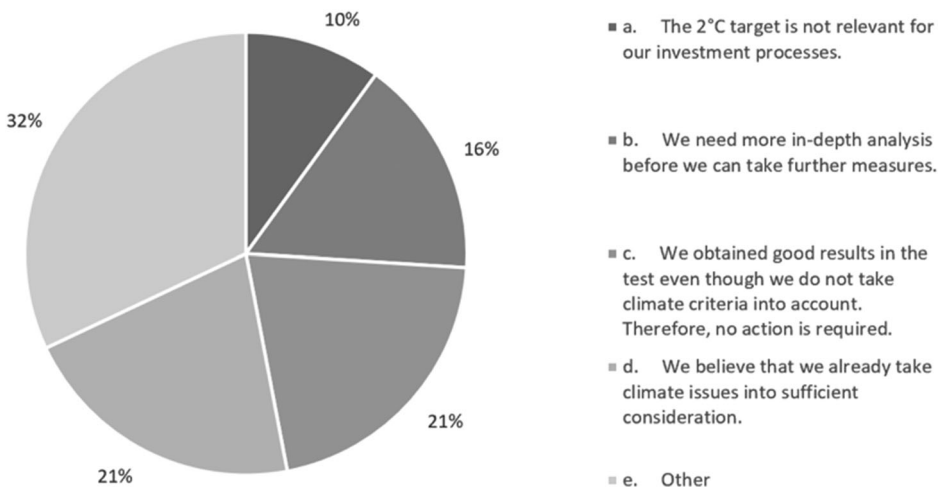


Figure 5. Results of the question ‘Why not’, when respondents replied with ‘No’ to the question whether or not they already conducted other types of climate compatibility analysis on their portfolio in the past or if they plan to conduct other tests in the future (Source: Authors).

changes to the portfolio. Of the respondents which sought no specific changes to the portfolio, 43 percent pursued engagement with portfolio constituents, and the 14 percent answering ‘Other’ (see [Figure 6](#)).

Within portfolio allocation, 36 percent of respondents preferred an approach associated with reducing exposure to CO₂-intensive investments whereas 7 percent preferred an approach related to increasing exposure to ‘green’ investments. The choice likely signals a preference for an approach consistent with the ‘transition risk’ perspective in terms of reducing exposure to potential stranded assets.

As part of the survey, investors were asked whether they would disclose their results. Of the 14 investors that said they would take climate action, only three suggested that they would publicly disclose their results, with one investor highlighting that they would disclose it through their communication channels to their clients via a bulletin. Thus, of the 14 investors committing to take action, 10 chose this pathway independent of the decision whether to disclose publicly the results, or even their participation in the pilot, an aspect, which was also anonymized.

It is important not to overstate the findings. They are based on the responses of 31 investors across a sample of 79 investors that represent roughly two-thirds of the Swiss pension fund and four-fifths of the Swiss insurance market. In this, they are not necessarily representative of the sample, nor of the market more generally. The survey does however describe the specific experience of 31 investors in the context of ‘measuring’ a specific aspect of their portfolio – their alignment with the Paris Agreement – and the response to that measurement experience.

Of course, that response is directly linked to the results themselves. One of those aspects is the ‘quality’ of the analysis and its relevance to the users. Thus, eight of the fourteen investors planning to take action had previously conducted another type of climate

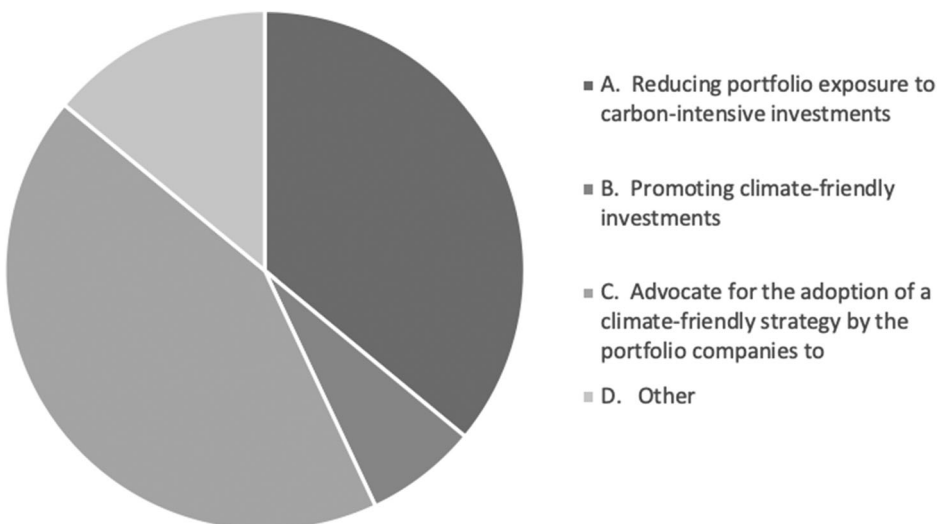


Figure 6. Results of the question what options participants would consider, when replying with ‘Yes’ to the question whether or not they already conducted other types of climate compatibility analysis on their portfolio in the past or if they plan to conduct other tests in the future (Source: Authors).

assessment, primarily carbon foot printing, a type of climate analysis identified with a number of shortcomings (Thomä, Dupré, and Hayne 2018).

5. Analysis of results

The survey results are striking – they suggest that one in two investors conducting climate scenario analysis – subsequently decided to implement a climate strategy and / or integrate climate criteria specifically into their investment processes. If those results hold true for all investors participating in the pilot – recognizing that the survey is not necessarily representative – the findings would suggest that through this pilot project over 30 institutional investors initiated a ‘new’ climate strategy. While in absolute numbers this may not seem high, these 30 institutional investors would be expected to represent around 25–35 percent of the entire Swiss pension and insurance market.

In the context of the literature and public disclosure on the theme of ‘what you measure is what you manage’, the role of external stakeholders is frequently highlighted as critical. Public disclosure creates accountability and the basis for a dialogue with stakeholders and assists with pressuring companies or investors to take action. In this pilot, public disclosure was not mandated, so as to maximize participation among those investors unsure as to whether they would seek to disclose their results. The public disclosure that was provided was only at the ‘meta level’ and anonymized. While participating pension funds and insurance companies did face pressure to disclose the results in the media and as part of the Swiss ‘Klima-Allianz’ NGO initiative, disclosure remained voluntary. While not conclusive as to the merits of public disclosure, these findings highlight a potential alternative channel for climate action measurement independent of the pressure for public disclosure.

Another aspect of the results is the message they send to investors in terms of the need for action. As highlighted in the survey response, roughly 12 percent of respondents had results that appeared to suggest no additional action was needed to align the portfolio. In juxtaposition, it is likely that investors with poorer performance were more likely to take action. Notable in the bilateral briefings with investors that ranked in the bottom decile or quintile, their regard was not necessarily focused on misalignment with the 2°C scenario, but rather the extent to which their strategy deviated significantly from the median exposure. For the Swiss investors that considered climate actions after the assessment, the results were evenly divided between active and passive strategies.

This revealed an interesting dynamic in the bilateral conversations, investors that scored in the top decile or quintile in terms of performance generally exhibited a positive attitude towards the project and – even if this result was not a function of a specific climate strategy – adopted a mantle of ‘climate leadership’, while those investors at the bottom in terms of scores – even if not taking a view on climate – exhibited a desire to take action so as to align with the median. Moving forward, this type of dynamic can potentially create a virtuous cycle, where the median and mean continuously improve as investors compete with each other. This response mirrors similar conclusions from the ‘herding behavior’ literature (Cipriani 2008; Cipriani and Guarino 2012; Boortz et al. 2013) and suggests the following – ancillary to public accountability, anonymous disclosures can also pressure internal stakeholders to improve risk management.

6. Conclusion

This article sought to provide insight into the proverb ‘what you measure is what you manage’ based on empirical findings among Swiss pension funds and insurance companies on the topic of climate change and the alignment of the portfolios with climate goals. The results – while not necessarily representative for the market more broadly – show that among the 31 investors participating in the pilot, over 40 percent took action on the basis of the analysis. They highlight that meaningful and accessible analysis can drive action even on non-core financial issues like climate goals. In this regard, the results also revealed that measurable comparisons between investors inspired action and created a virtuous cycle of escalating ambition. Finally, the survey demonstrated that not everyone manages what they measure, suggesting a set of additional interventions are required to catalyze change.

In terms of future research and policy recommendations, there are two key elements: First, at this stage, the survey exclusively documented the goal to take an action. It did not record or otherwise track the action itself. Given the anonymous nature of the survey, it can be assumed that the survey was answered truthfully. Of course, taking action is not necessarily easy. For policymakers and regulatory institutions, it would be relevant to track action over time and identify the challenges in taking action beyond measurement. The Swiss government is planning a potential follow-up of a more comprehensive climate alignment test in 2020 that could explore these questions.

Second, the assessment framework informing this survey focused exclusively on the listed assets, and not the impact of portfolio strategies, physical risks, or unlisted assets. Within this constrained universe, the assessment does not reflect current investor engagement, sentiment shifts, or non-linear socioeconomic dynamics (PACTA 2019). The analysis examined investors *current* alignment with 2°C scenario and is *not* a forecast. Pilot design plays a crucial role. As outlined by Weber and Thomä (2017), various climate scenario and disclosure regimes can be explored. These disclosures frameworks will particular relevant for multilateral organizations like development banks which have pledged to align their portfolio with the Paris Agreements. Large, internal finance organizations will face a number of challenges on how manage high disclosure requirements in the context of climate risks. In this regard, notable solutions include the Network for Greening the Financial System (NGFS) disclosure handbook for banks; the French legislation Art. 173 of the French Energy Transition Law regulation of climate change related disclosures; and initiatives by financial supervisors like the California Insurance Commissioner and the Bank of England. Each of these initiatives involves different design, results, etc. In the future, analysis as to the ‘impact’ of these initiatives in terms of investor action can inform future policy design – both in this issue and other public policy interventions at the interface of pension funds, insurance companies, and financial markets.

Notes

1. Detailed definition and discussion of stranded assets to be found in: Caldecott, Howarth, and McSharry (2013) Stranded Assets in Agriculture: Protecting Value from Environment-Related Risks. Smith School of Enterprise and the Environment, University of Oxford.
2. See www.transitionmonitor.com.

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Annex 1

Survey questions

1. Why did you participate in the pilot test?

- a. Interest shown by the company in the subject
- b. Political pressure
- c. Recommendation made by associations (ASIP, ASA)
- d. Initiative launched by the Confederation (OFEV, SIF)
- e. Little interest for the subject itself, but offers free analysis
- f. Other

2. How do you rate the pilot test initiative overall?

- a) Very useful
- b) Useful
- c) Neither useful nor useless
- d) Useless

2.1 Because [Open question]

3. Did you conduct other types of climate compatibility analysis on your portfolio in the past or do you plan to conduct other tests in the future?

- a) Yes - Analysis other scenario analyses
- b) Yes - Carbon footprint analyses
- c) Yes - Qualitative analyses
- d) Yes - 'Green / brown share' analyses
- e) Other
- f) No

3.1 If the answer is no: why? [Open question]

4. Based on the results of the pilot test, do you plan to integrate climate criteria into your investment processes and/or develop a climate strategy?

- a. Yes
- b. No

5. If the answer is yes: what are the options you would consider?

- a. Reducing portfolio exposure to carbon-intensive investments
- b. Promoting climate-friendly investments
- c. Advocate for the adoption of a climate-friendly strategy by the portfolio companies ('Engagement')
- d. Other

6. If the answer is no: why?

- a. The 2°C target is not relevant for our investment processes.
- b. We need more in-depth analysis before we can take further measures.
- c. We obtained good results in the test even though we do not take climate criteria into account. Therefore, no action is required.
- d. We believe that we already take climate issues into sufficient consideration.
- e. Other

7. Individual test report:

Ranging from 1 to 5, please indicate how comprehensible the various graphs and explanations in your test report were to you, (5) implying very clear and (1) not clear at all.

- a) Portfolio shares analyzed (part 1, climate compatibility analysis context)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- b) Bar graphs on electricity production industry, fossil fuel industry and automotive industry (Part 2, top graphs)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- c) Illustrations of exposure to different sources (renewable energy, gas, coal, etc.) in the electricity production industry, the fossil fuel industry and the automotive industry (Part 2, mid-section graphs)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- d) Graphs on rankings (part 2, graph below)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- e) Overview of funds (part 2)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- f) Concrete and steel sector (Part 2)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- g) Aerial and maritime sector (Part 2)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- h) Options for action – Active portfolio management (part 3)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- i) Options for action – Selection of funds (part 3)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- j) Options for action – Engagement (part 3)
 - a. 5 Very clear ... 1 Not at all
 - b. No assessment
- k) Comments [Open question]

8. Background information on the test and model:

Ranging from 1 to 5, please indicate how useful the various documents and the support provided were to you, (5) implying very useful and (1) not at all.

- a) Document with background information (attached to the invitation sent in April 2017)
 - a. 5 very useful ... 1 Not at all
 - b. No assessment
- b) Webinar prior to the pilot test
 - a. 5 very useful ... 1 Not at all
 - b. No assessment
- c) The website ‘transitionmonitor.ch’
 - a. 5 very useful ... 1 Not at all
 - b. No assessment
- d) Individual test report
 - a. 5 very useful ... 1 Not at all
 - b. No assessment
- e) Meta-analysis published by the FOEN *Out of the fog: Quantifying the alignment of Swiss pension funds and insurances with the Paris agreement*
 - a. 5 very useful ... 1 Not at all
 - b. No assessment

- f) Workshops held in October 2017 in Zurich and Geneva
 - a. 5 very useful ... 1 Not at all
 - b. No assessment
- g) The team of the 2° Investing Initiative
 - a. 5 very useful ... 1 Not at all
 - b. No assessment

9. Do you intend to publish the results of your analysis (in whole or in part) over the next few months?

- a. Yes, because [Open question]
- b. No, because [Open question]

10. Have you received any requests or comments from your customers?

- a. Yes, regarding ... [Open question]
- b. No.
- c. No indication

11. If this analysis were to be offered again, would you participate?

- A. Yes
- B. No

a) If the answer is yes: In your opinion, what changes should be made for the follow-up test? [Open question]

b) If the answer is no: why? [Open question]

12. In total, 79 pension funds and insurance companies joined the pilot test. About two thirds of the shares and corporate bonds under management were tested. Switzerland has around 1600 registered pension funds, which implies that a large number of small funds did not participate. Why do you think this is the case (information non-delivered, lack of time, lack of interest, etc.)? [Open question]