

The State of Sustainable Business 2018

Results of the 10th Annual Survey of Sustainable Business Leaders

2018



BSR®

The Business of a Better World

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Introduction + Key Findings

About This Research

- **The 10th Annual BSR/GlobeScan State of Sustainable Business Survey** provides insight into the world of sustainable business and identifies common perceptions and practices of corporate sustainability professionals.
- In addition to measuring shifting priorities and challenges in corporate sustainability, this year's survey presented a unique opportunity to understand how business is responding to the changing social landscape.
- To hone in on actions of companies within the sustainable business community, this year's data draws from the responses of one sustainability practitioner at each of 152 BSR member companies who participated.
- The survey was fielded fully online among the BSR member network, with responses collected between March 22 and May 16, 2018. All field work and stakeholder outreach was managed independently by GlobeScan.

Sample Breakdown: All Company Respondents

Sector	Consumer Products and Retail	24%
	Information and Communications Technology	12%
	Healthcare	11%
	Energy and Extractives	10%
	Transport and Logistics	9%
	Other*	8%
	Food, Beverage, and Agriculture	7%
	Financial Services	7%
	Professional Services	5%
	Media and Entertainment	3%
	Heavy Manufacturing	3%
	Power and Utilities	2%
	Infrastructure	1%
	Travel and Tourism	1%

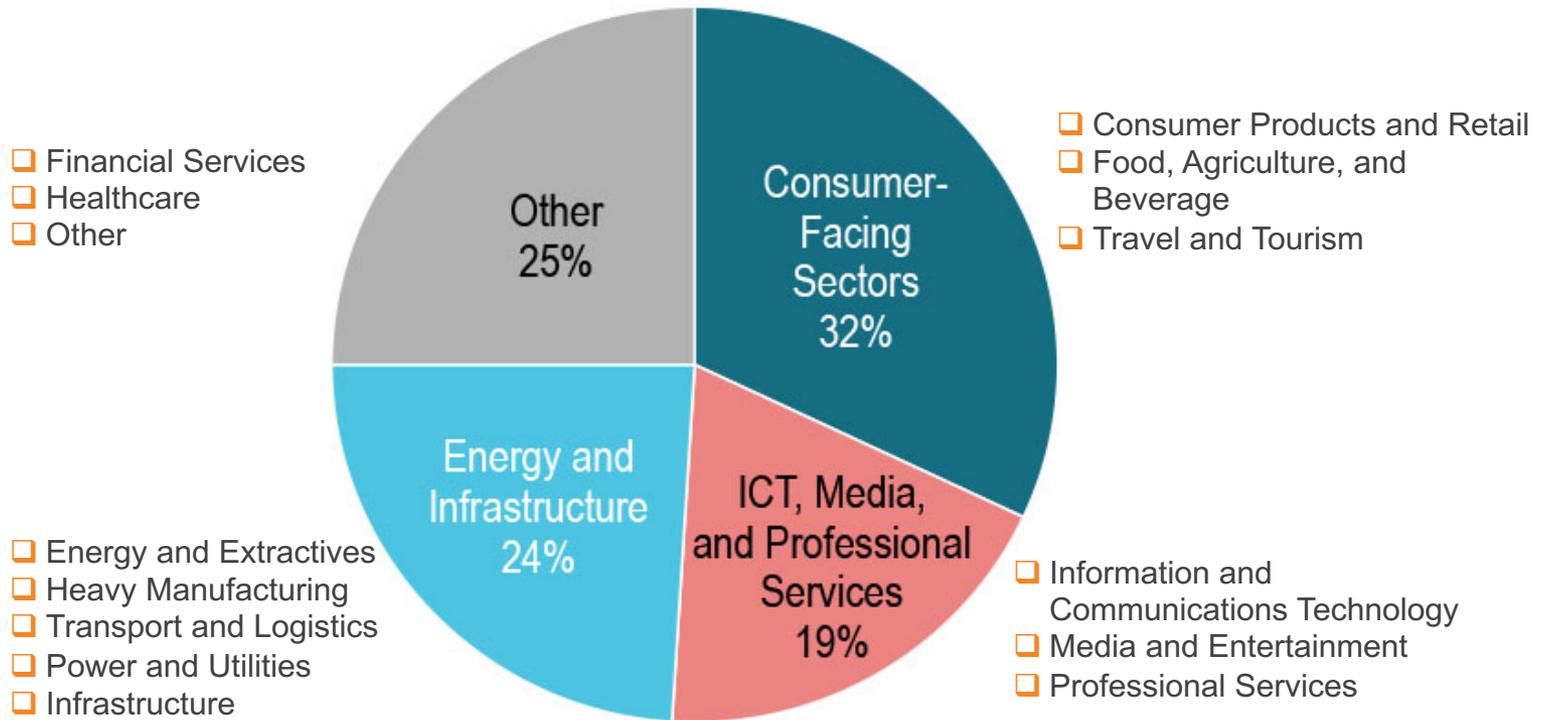
*Examples of "Other" sectors named include Conglomerate, Chemicals, Business Services, Packaging, and Education.

Region	North America	53%
	Europe	24%
	Other regions	23%
	Asia	18%
	Latin America	2%
	Oceania	2%
	Africa	2%

Job Level	Vice president or above	24%
	Director	33%
	Manager or below	41%
	Other	3%

Sample Breakdown: Sector Reporting Groups

Sector Groupings Included in This Report
All Company Respondents, 2018



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Key Findings

- **Companies are defining a new sustainability agenda:**
 - Corporate integrity and diversity and inclusion, while longstanding corporate issues, are top priorities for sustainability efforts in 2018—perhaps a reflection of recent political, technological, and social transformations that have accelerated socially responsible activism.
 - Climate change and human rights remain in the top four priority issues, while less than half of companies are prioritizing inclusive growth or public policy frameworks.
 - Disruptive technologies, such as artificial intelligence, concern over data privacy and ownership, and disruptions to climate and energy systems are shaping future business strategies.
 - Priority issues are still more driven by risk management than value creation.
- **Sustainability needs to be integrated into strategy:** Three-quarters of practitioners observe that effectively navigating global megatrends means ensuring that sustainability is a mainstream business issue, necessitating both organizational integration and new approaches to strategy and governance.
- **SDGs are driving strategy:** There has been a significant increase in companies using the SDGs to inform their goals.
- **Companies have limited focus on value chain impacts:** Companies take an inconsistent approach to addressing key issues across their value chains, with efforts to go beyond their own operations still limited.
- **There is a need for more cross-functional collaboration:** Sustainability teams still struggle to get traction with strategic planning and core business functions. There is surprisingly limited engagement with investor relations, marketing, or human resources—despite the recognized significance of investors, customers, and employees as key drivers of sustainability
- **There is room to improve communications:** Fewer than half of BSR members find their own sustainability communications to customers or consumers to be effective.

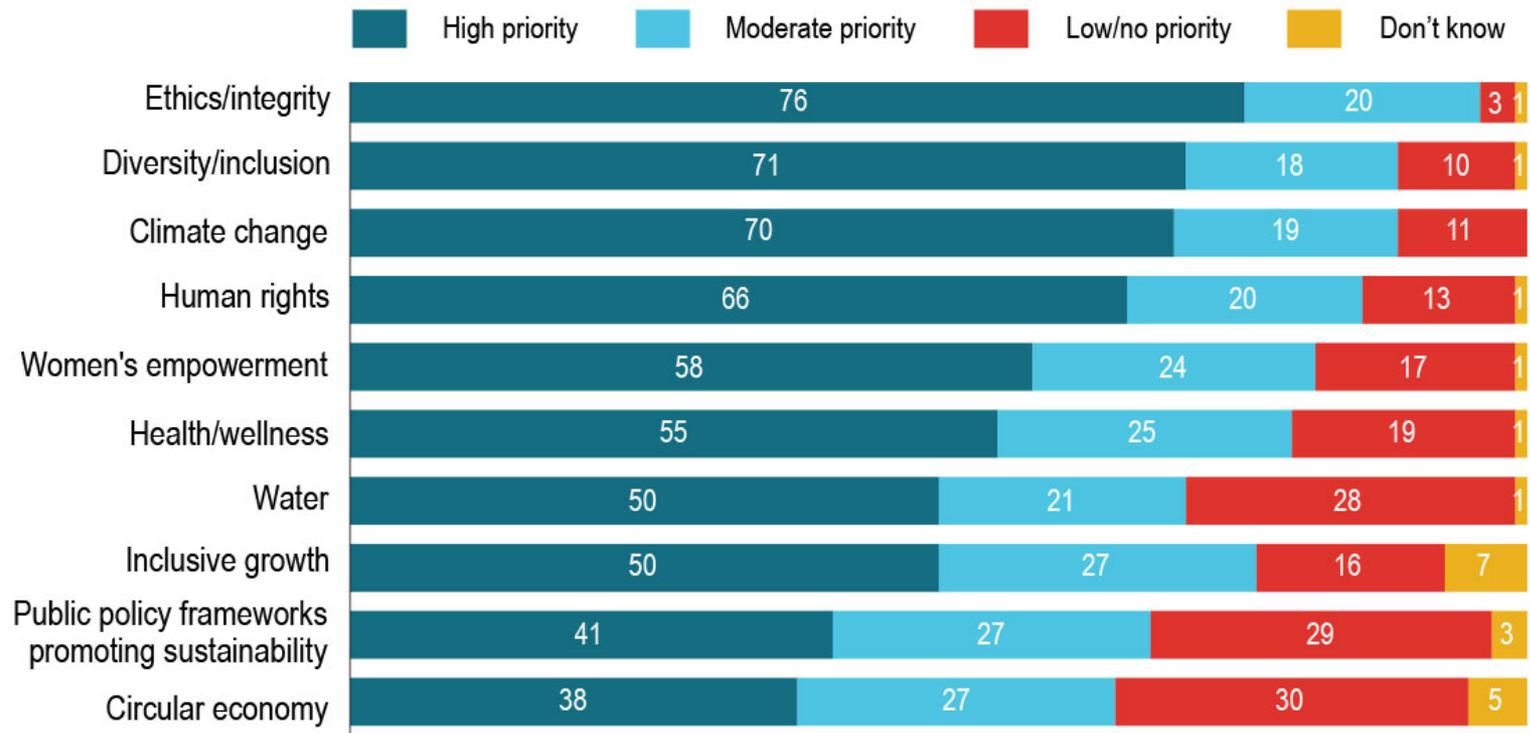
The Convergence of Ethics, Integrity, and Sustainability

- **Corporate integrity and ethics are top priorities for sustainability teams in 2018. Ethical issues have historically been dealt with by compliance and legal teams, but this is now evolving, thanks to the following trends:**
 - We are in an era of hyper-transparency where companies need to behave as if everything they say or do may become public; reputation management is complex and has high stakes.
 - There is increasing concern over corporate lobbying and tax from the public, accelerated by a new whistleblowing model of large-scale data leaks.
 - The growth of socially responsible activism, especially in the U.S., has driven a rethink on political engagement and corporate values and requires increasing coordination between legal, sustainability, and corporate affairs teams.
 - Uncertain and inconsistent regulation means that legal risk is no longer a good proxy for reputational risk.
 - Investor pressure to demonstrate social purpose and long-term resilience is increasing as awareness grows that good management of sustainability issues is aligned with good financial performance over the long term.
 - When compared to the social media conversation about company exposure to ESG risks, both companies and the public think ethics/integrity and diversity/inclusion are the top issues. The public, however, places a higher concern on corporate involvement in public policy issues, a concern not expressed by BSR members.
- **Companies are experimenting with new governance structures and approaches to manage evolving stakeholder concerns.** This necessitates closer coordination between the sustainability, ethics and compliance, and government/corporate affairs functions.

Sustainability Priorities

Over the next 12 months, companies indicate their sustainability efforts will be prioritized around ethics, diversity, climate change, and human rights.

Corporate Sustainability Priorities Over Next 12 Months
All Company Respondents, 2018

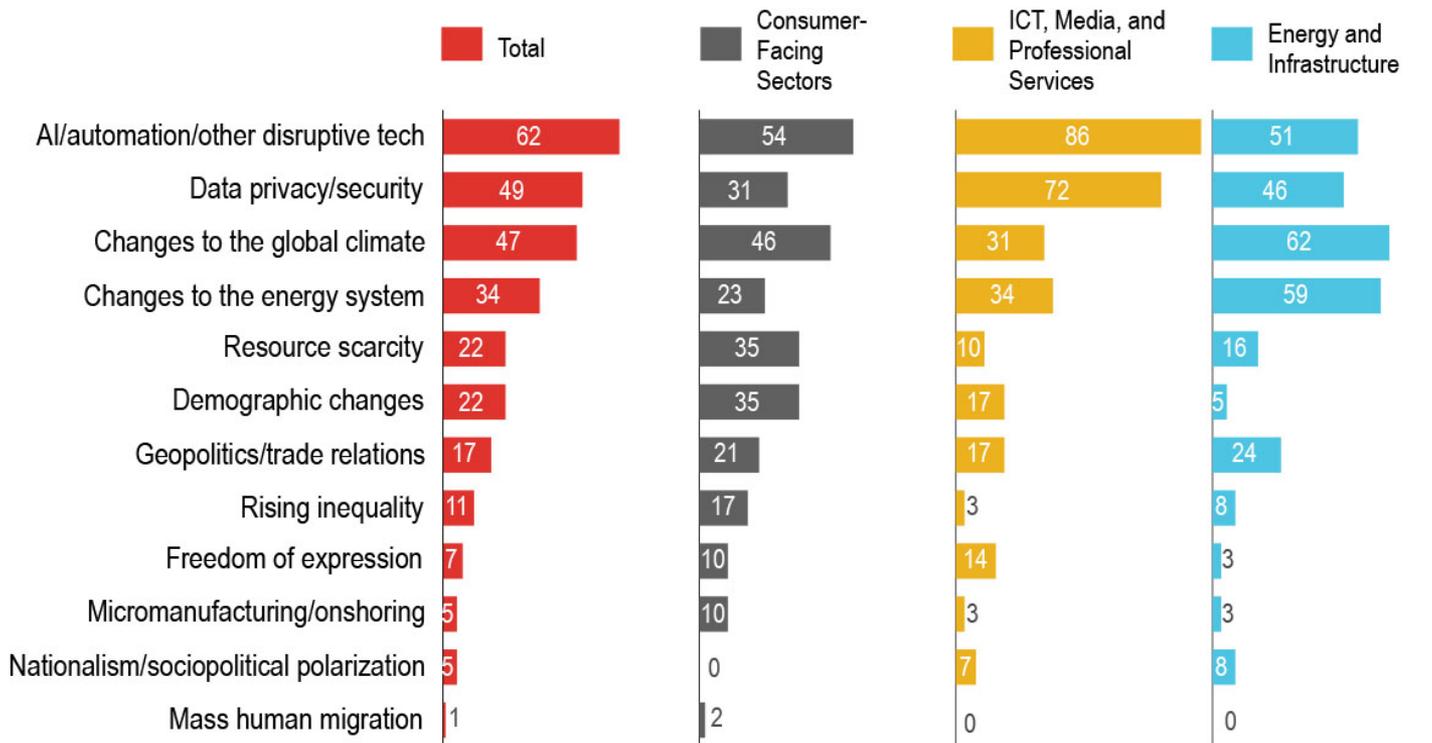


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Q2. When you think about the focus of your company's sustainability efforts in the next 12 months, how much of a priority is each of the following issues? Please use a 5-point scale where 1 is "not at all a priority" and 5 is "a very significant priority."

At the sector level, companies are placing a greater priority on those mega-trends most closely associated with their sector.

Priority of Global Mega-Trends in Business Strategy
All Company Respondents, Total Mentions, 2018



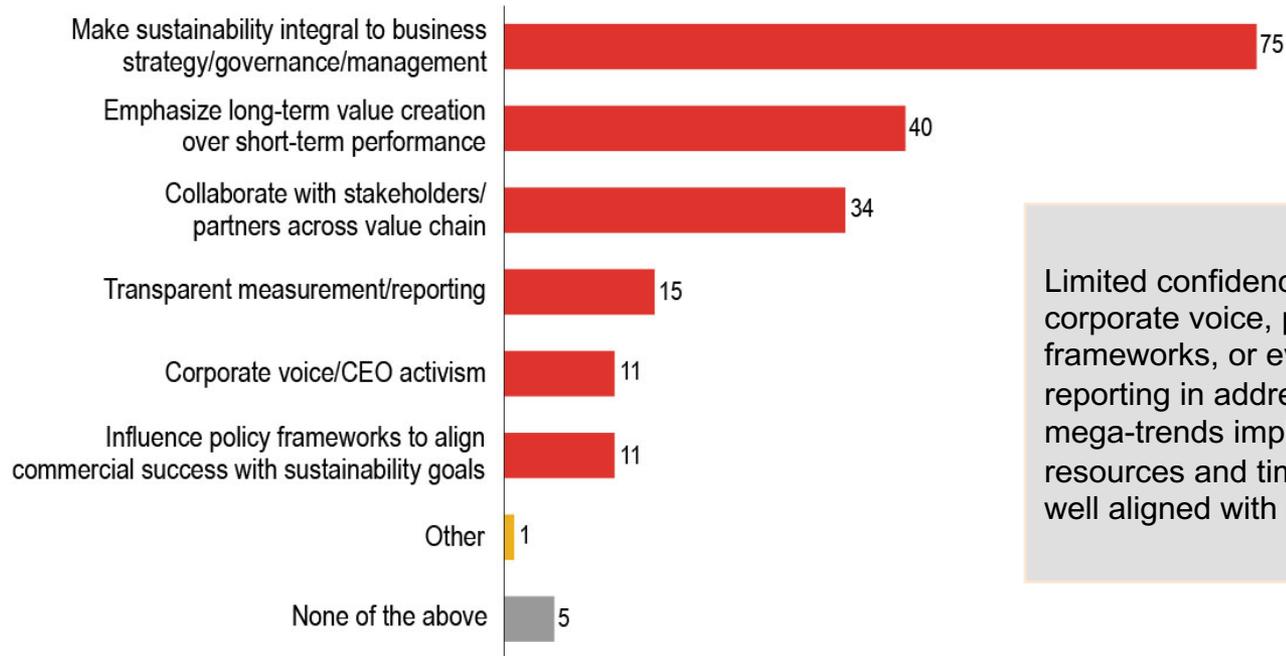
Given the impact that automation, artificial intelligence, and climate change are likely to have on employment and social upheaval, the low priority given to rising inequality, migration, and polarization is noteworthy.

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Q21. Which three, if any, of the following challenges/mega-trends is your company prioritizing the most in its business strategy?

Three-quarters of practitioners say that sustainability needs to be better integrated into business strategy to address global mega-trends.

Most Important Actions to Address Global Mega-Trends
All Company Respondents, Total Mentions, 2018



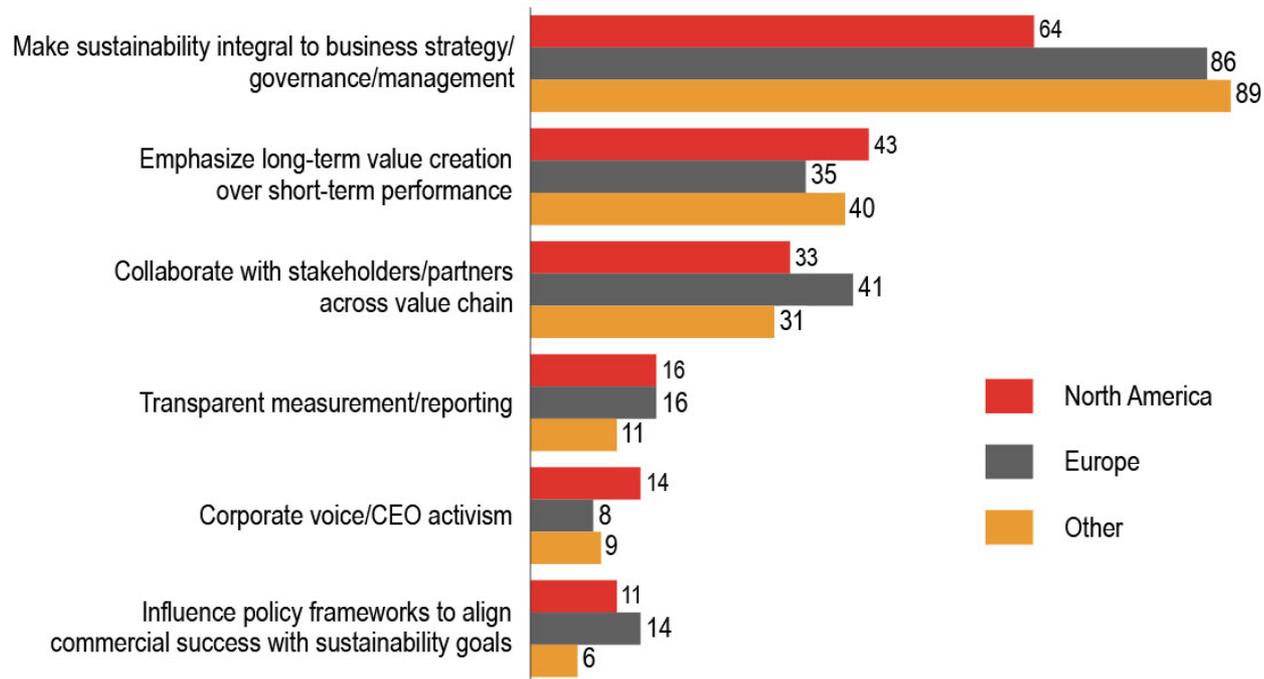
Limited confidence in the value of corporate voice, policy frameworks, or even transparent reporting in addressing global mega-trends implies that current resources and time may not be well aligned with priorities.

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Q22. Which, if any, of the following are most important actions for companies to address these new global opportunities and challenges?

The perceived importance of making sustainability integral to business strategy is more pronounced outside of North America; North American companies are more focused on long-term value creation and CEO activism than peers.

Most Important Actions to Address Global Mega-Trends
All Company Respondents, Total Mentions, by Region, 2018



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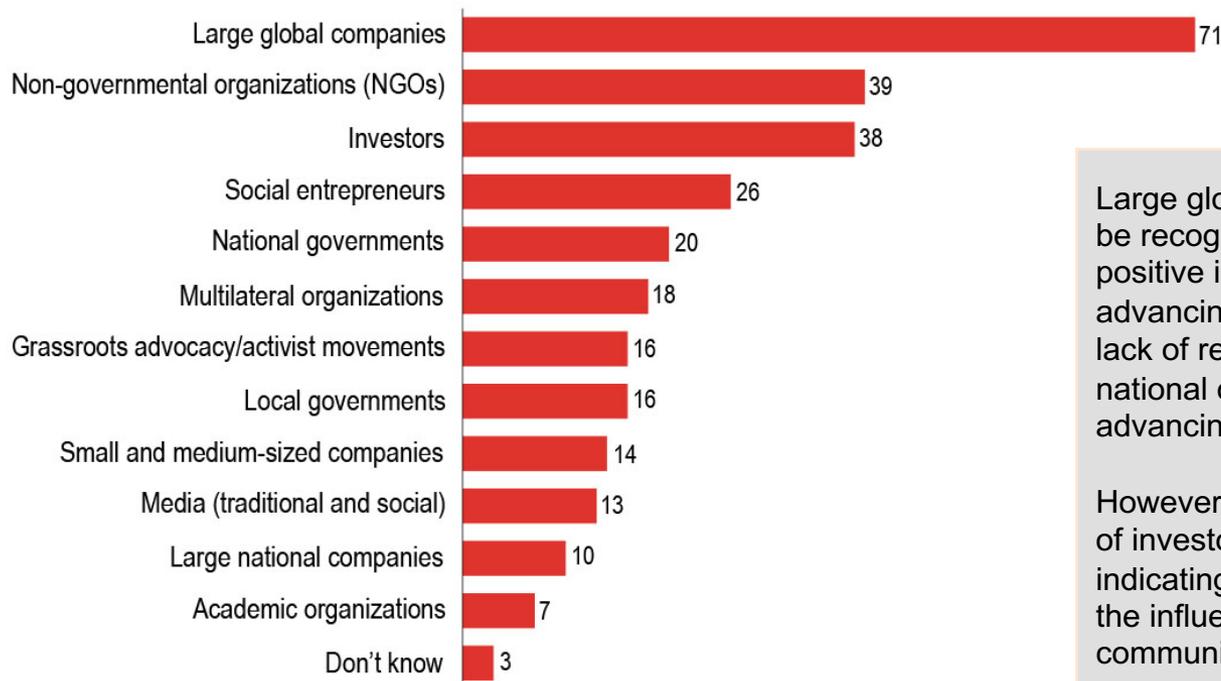
Q22. Which, if any, of the following are most important actions for companies to address these new global opportunities and challenges?

Sustainability Management

Sustainability professionals feel that large global companies, NGOs, and investors are all more effective than governments at advancing the sustainability agenda.

Organization Types Involved in Making Progress on Sustainability

All Company Respondents Identifying Each as a Top-Three Organization, 2018



Large global companies continue to be recognized as having the most positive impact with regard to advancing sustainability. The relative lack of recognition of the impact of national or local governments in advancing sustainability is stark.

However, the relatively high ranking of investors is an important finding, indicating that companies are feeling the influence of the investment community on sustainability.

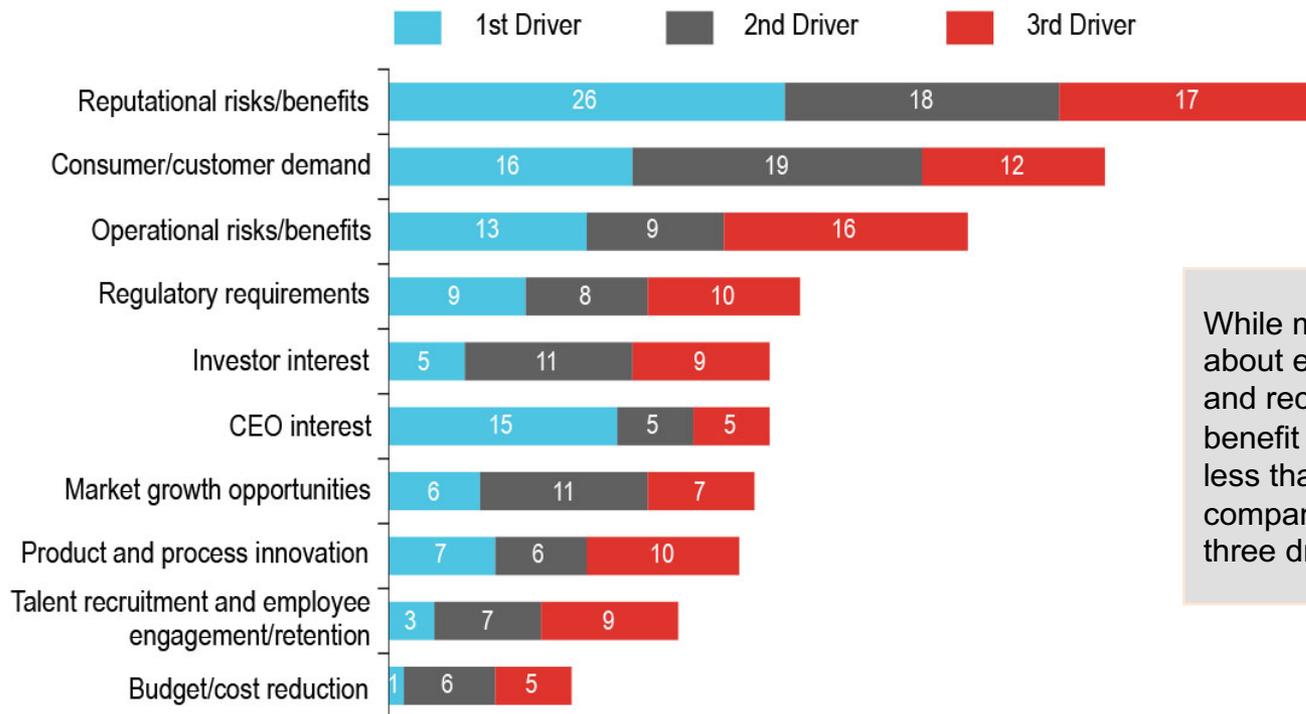
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Q3. Below is a list of types of organizations involved in making progress on sustainability. Please select up to three that you feel are currently having the greatest positive impact on advancing sustainability.

Reputation remains the most powerful driver of sustainability efforts, followed by consumer/customer demand and operational risk.

Drivers of Sustainability Efforts, Top Mentions, Ranked

All Company Respondents Identifying Issue as a Top-Three Driver, Combined, 2018



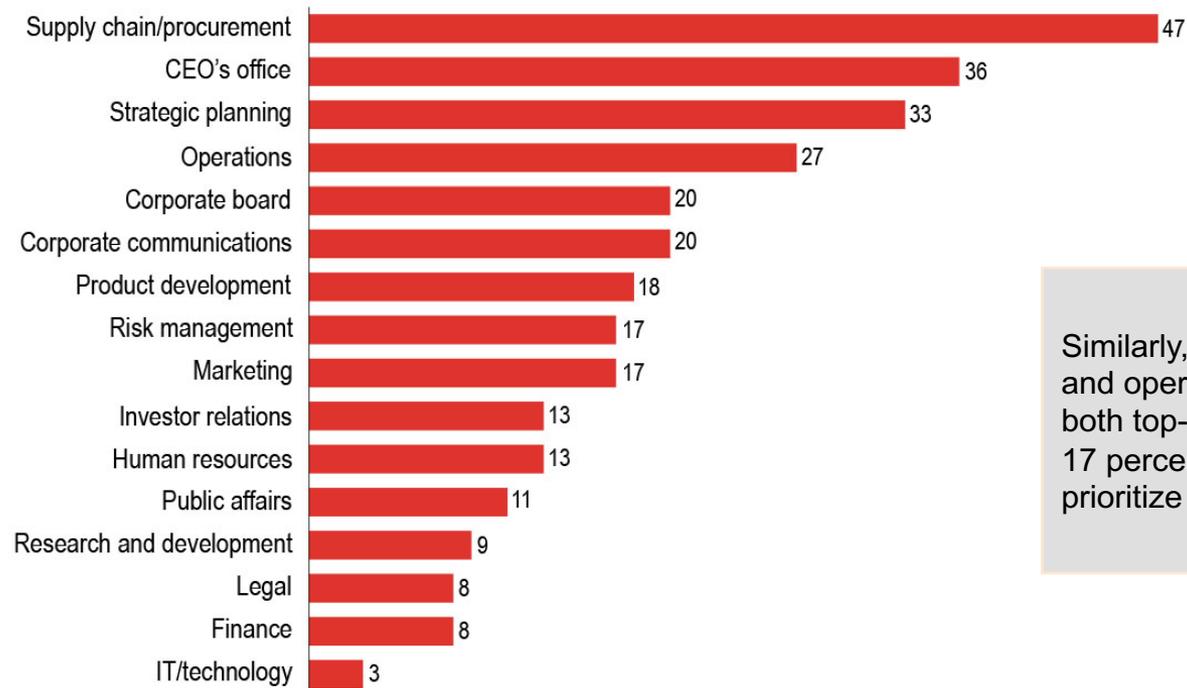
While many companies speak about employee engagement and recruitment as a primary benefit of sustainability efforts, less than 20 percent of companies view it as a top-three driver.

BSR18_4

Q4. Which of the following are the most important drivers for your company's sustainability efforts? (From the list below, please rank the three most important drivers by entering 1, 2, or 3 in the space provided, with 1 being "the most important.")

Despite consumer/customer demand being seen as a driver for sustainability, less than 20 percent of respondents see product development or marketing as critical functions for collaboration.

Function that Needs to Work Closest with Sustainability to Make Substantive Progress
All Company Respondents, Total Mentions, 2018



Similarly, while reputational and operational risk are both top-three drivers, only 17 percent of respondents prioritize risk management.

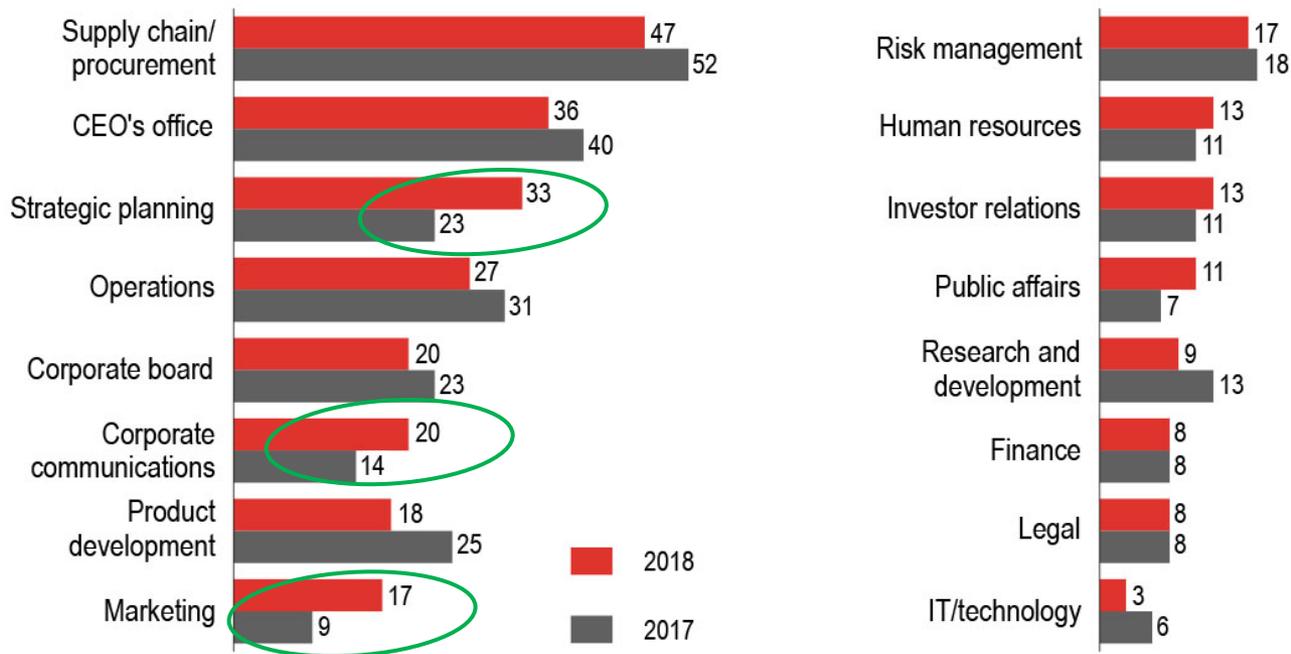
Q6. Which three functions listed below do you believe your sustainability function needs to work closest with to make substantive progress on sustainability within your company? Please disregard how closely you currently work with any of them.

BSR18_6

Recognition of the need to work with the strategic planning function has increased by 10 percentage points since 2017, which suggests an encouraging convergence between sustainability and core strategy.

Function that Needs to Work Closest with Sustainability to Make Substantive Progress

All Company Respondents, Total Mentions, 2018



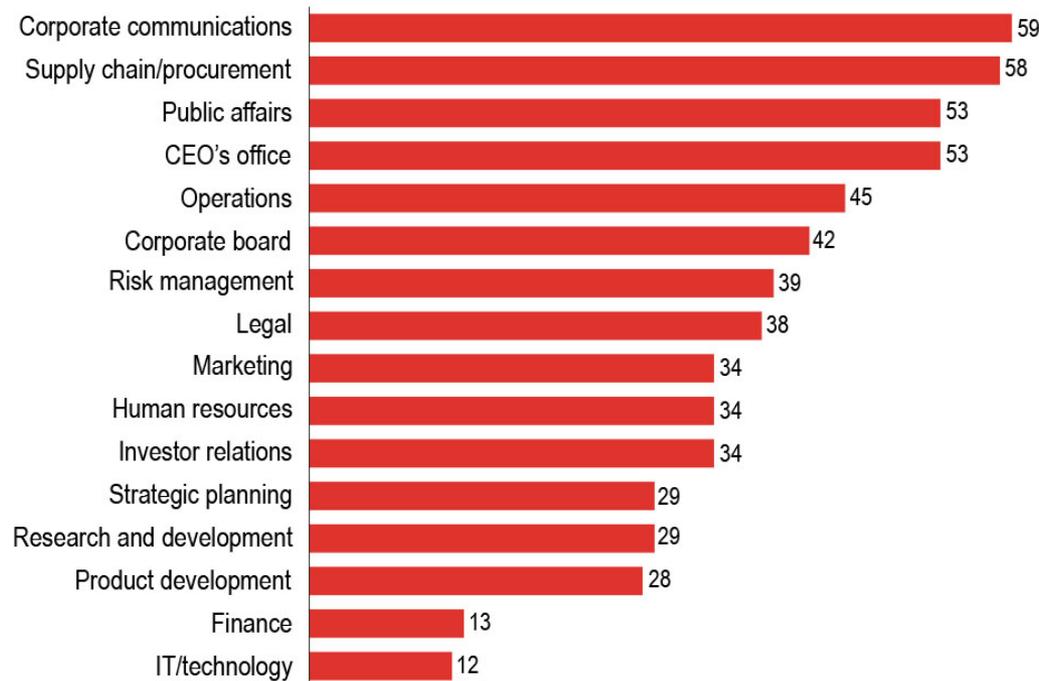
The perceived importance of marketing as one of the more critical functions for sustainability teams to work with has increased since 2017, and it will be interesting to see if this trend continues.

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Q6. Which three functions listed below do you believe your sustainability function needs to work closest with to make substantive progress on sustainability within your company? Please disregard how closely you currently work with any of them.

However, despite the perceived importance of working with strategic planning, less than one-third of companies are successfully working with that function.

Perceptions of Functions' Engagement with Sustainability
Engaged,* All Company Respondents, 2018



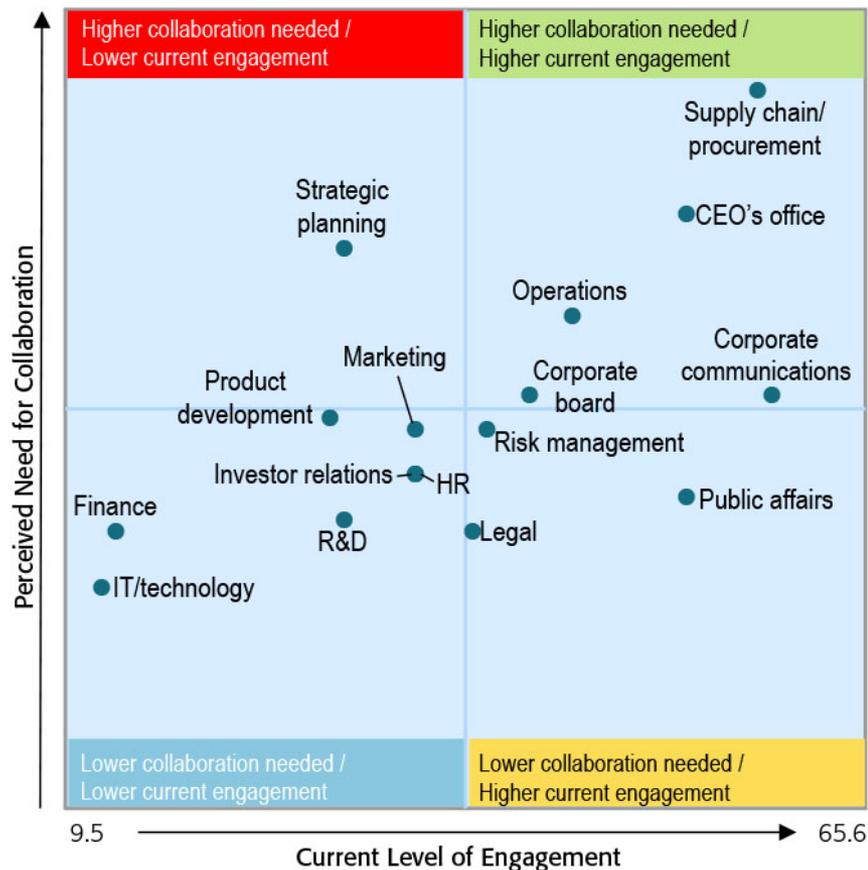
Sustainability teams rarely engage with Finance or IT, which may limit their understanding of the impact of disruptive technologies or ability to monetize their efforts.

BSR18_7

Q7. Please rate the level of engagement that each of the following functions within your company has with your company's sustainability function. *Percentage of respondents who selected a 4 or 5 on a 5-point scale where 1 is "Not engaged at all with sustainability" and 5 is "Very engaged with sustainability."

The biggest gap between where sustainability practitioners are currently focusing their efforts and where they most need to in order to make progress is with the strategic planning, marketing, and product development functions.

Current Functions' Engagement with Sustainability vs Perceived Need for Collaboration to Progress Sustainability - All Company Respondents, 2018



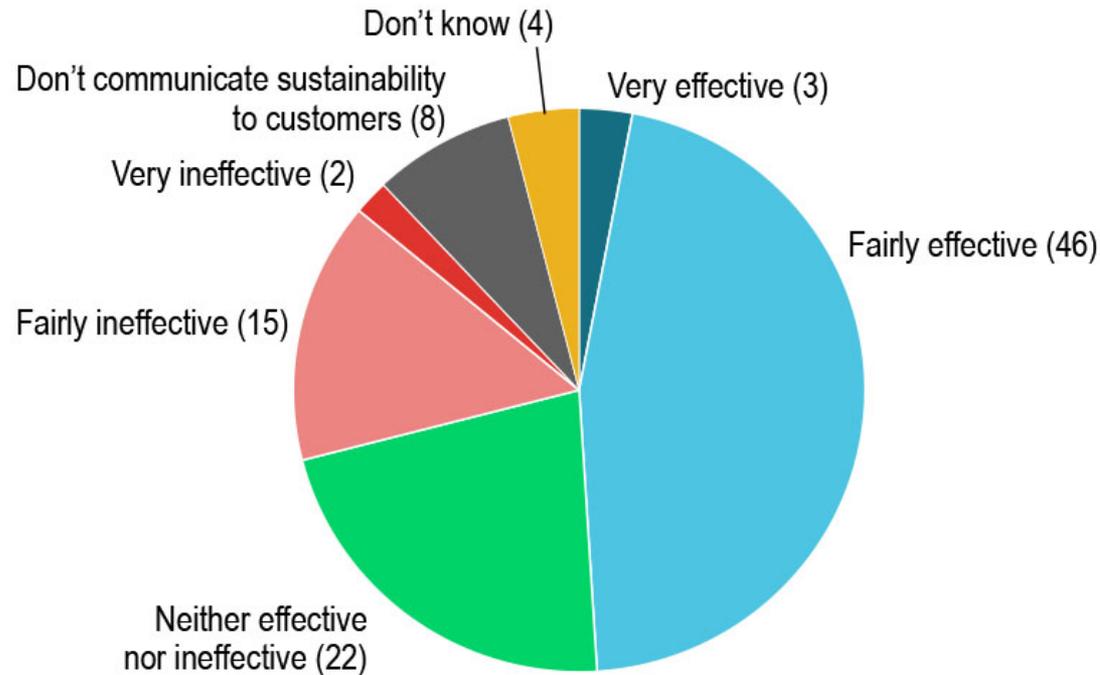
Q7. Please rate the level of engagement that each of the following functions within your company has with your company's sustainability function.

Q6. Which three functions listed below do you believe your sustainability function needs to work closest with to make substantive progress on sustainability within your company? Please disregard how closely you currently work with any of them.

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Fewer than half of sustainability professionals feel their company's sustainability communications to customers/consumers are effective.

Effectiveness of Communicating Sustainability to Customers/Consumers
All Company Respondents, 2018



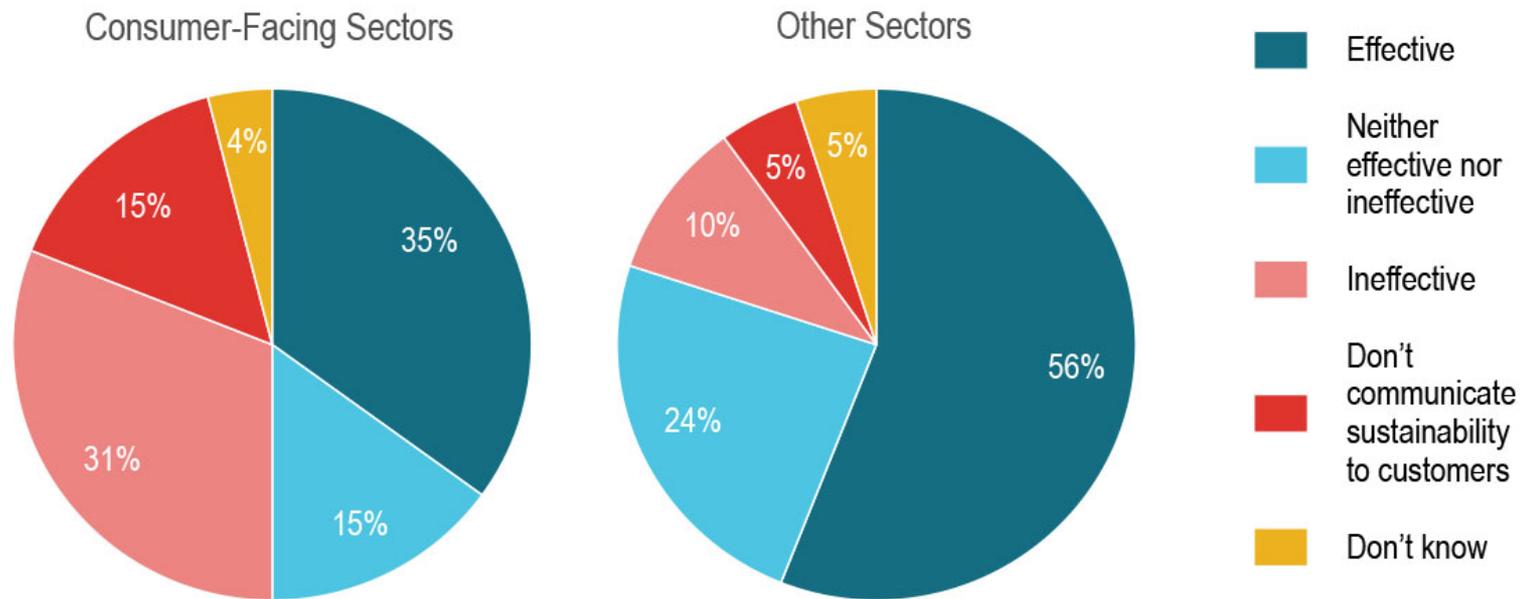
Only 3 percent of respondents consider their company's efforts to be "very effective."

BSR18_5

Q5. To date, how effective, if at all, has your company been in communicating your sustainability story to your customers/consumers?

This sentiment is particularly pronounced among companies in consumer-facing sectors, which communicate directly with their customers.

Effectiveness of Communicating Sustainability to Customers/Consumers
All Company Respondents, by Sector, 2018



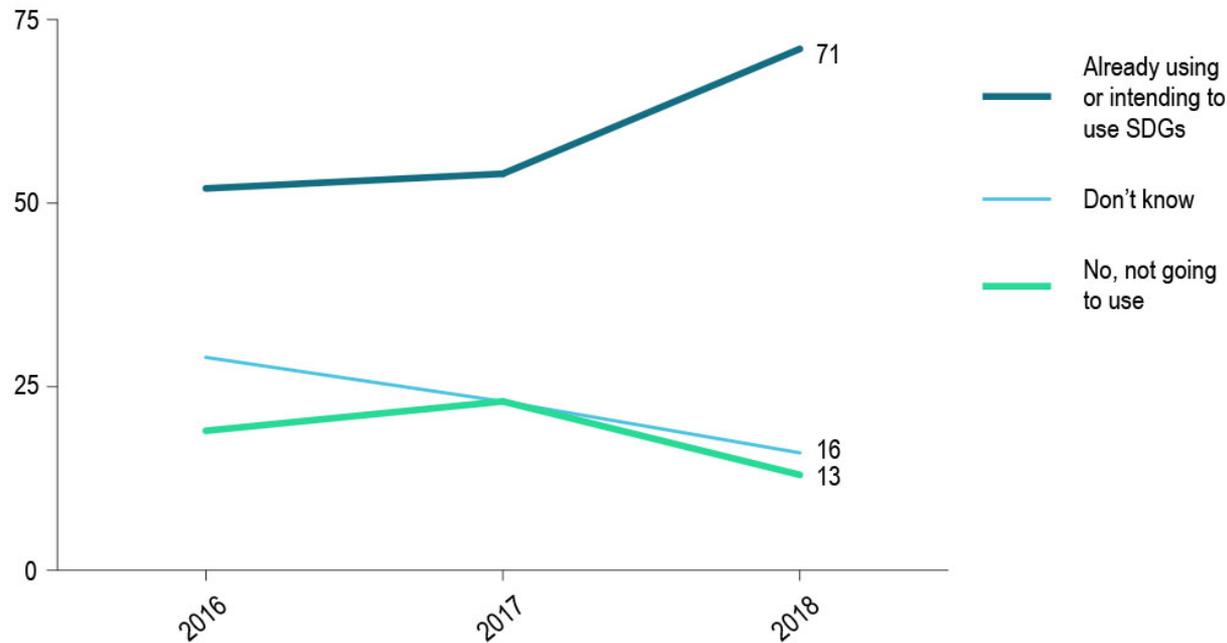
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Q5. To date, how effective, if at all, has your company been in communicating your sustainability story to your customers/consumers?

Sustainable Development Goals

Companies are increasingly using the Sustainable Development Goals as their strategic north star in setting targets.

Corporate Adoption of SDGs to Inform Target-Setting
All Company Respondents, 2016–2018



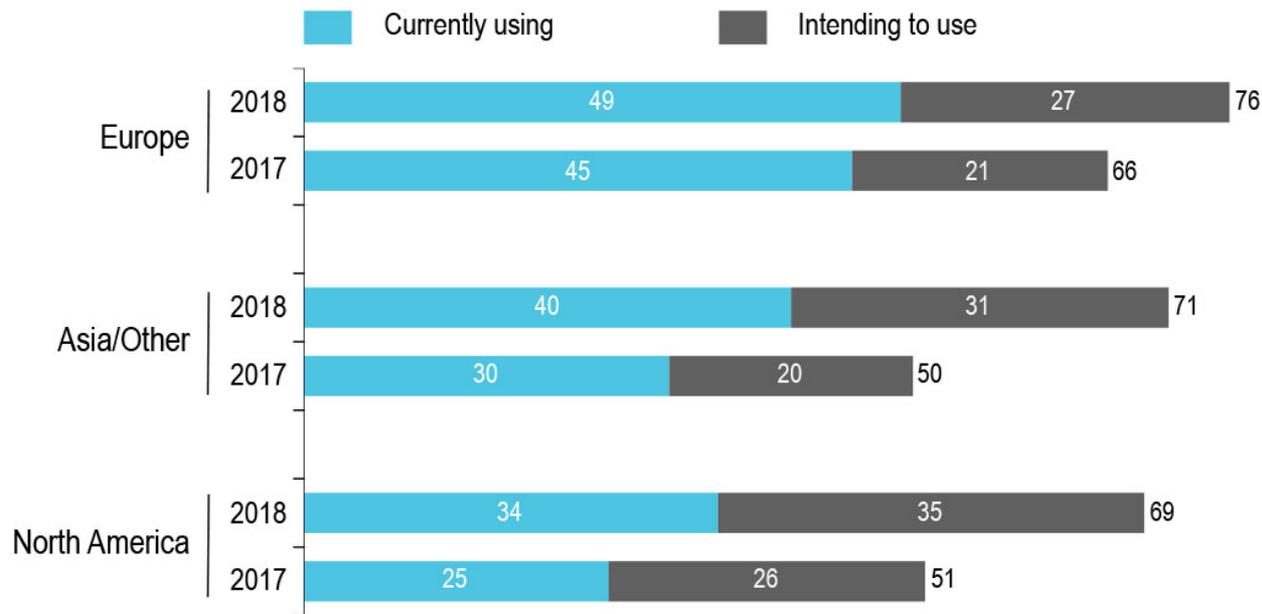
BSR18_16

Q16. Is your company already using or intending to use the UN Sustainable Development Goals to set corporate performance targets?

This increasing use of the SDGs to drive corporate performance targets is consistent across regions, although Europeans are somewhat more likely to be utilizing them.

Corporate Adoption of SDGs to Inform Target-Setting

All Company Respondents Currently Using or Intending to Use the Goals, by Region, 2017–2018



BSR18_16_trk

Q16. Is your company already using or intending to use the UN Sustainable Development Goals to set corporate performance targets?

Climate action, responsible consumption, gender equality, decent work, and economic growth get the most corporate attention, but there is an opportunity for companies to pioneer action in areas with less private-sector engagement.

Commitments toward Sustainable Development Goals
 All Company Respondents, Total Mentions, 2018

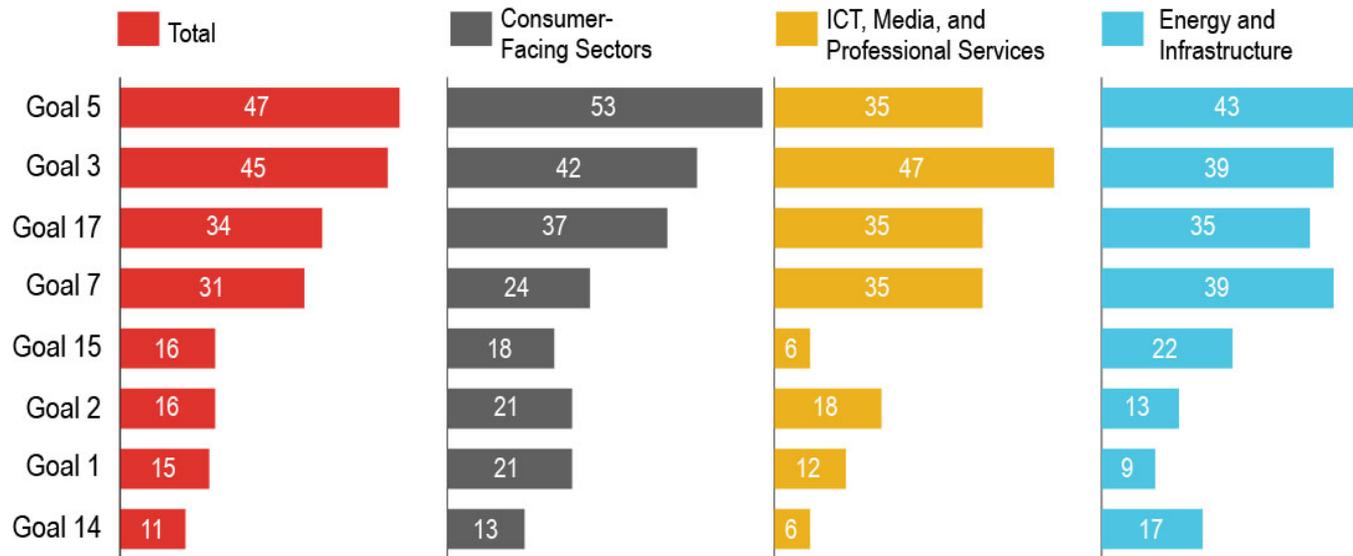


Q17. Toward which, if any, of the UN SDGs is your company pledging commitments?

There are some SDGs that are supported at similar levels across sector types: gender equality, health and well-being, partnerships, and clean energy have wide support, but others are notably underserved.

Commitments toward Sustainable Development Goals

All Company Respondents, Total Mentions, by Sector, 2018

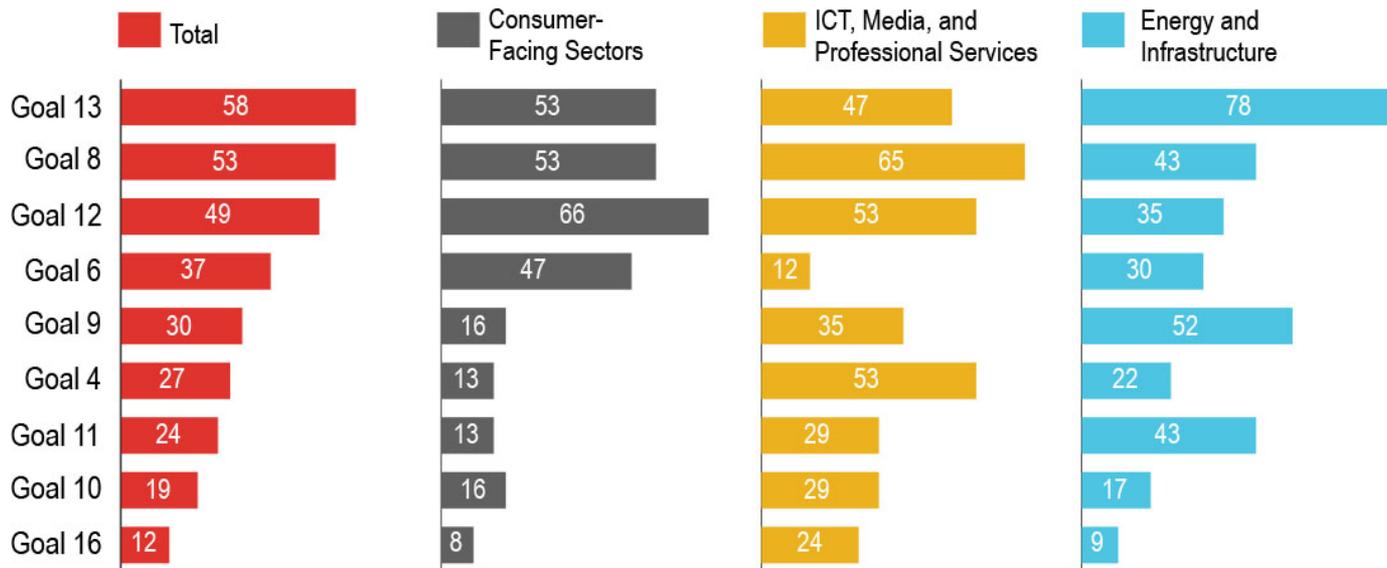


BSR18_17_sect1

Q17. Toward which, if any, of the UN SDGs is your company pledging commitments?

Commitments to some SDGs are more variable by sector, especially relating to clean water and sanitation, quality education, and strong institutions.

Commitments toward Sustainable Development Goals
All Company Respondents, Total Mentions, by Sector, 2018



BSR18_17_sect2

Q17. Toward which, if any, of the UN SDGs is your company pledging commitments?

Focus Areas



How are companies addressing key sustainability issues across the value chain?

- This section of this report details the findings of questions covering five key areas of corporate sustainability:

Climate Change



Human Rights



Inclusive Economy



Supply Chain Sustainability



Women's Empowerment

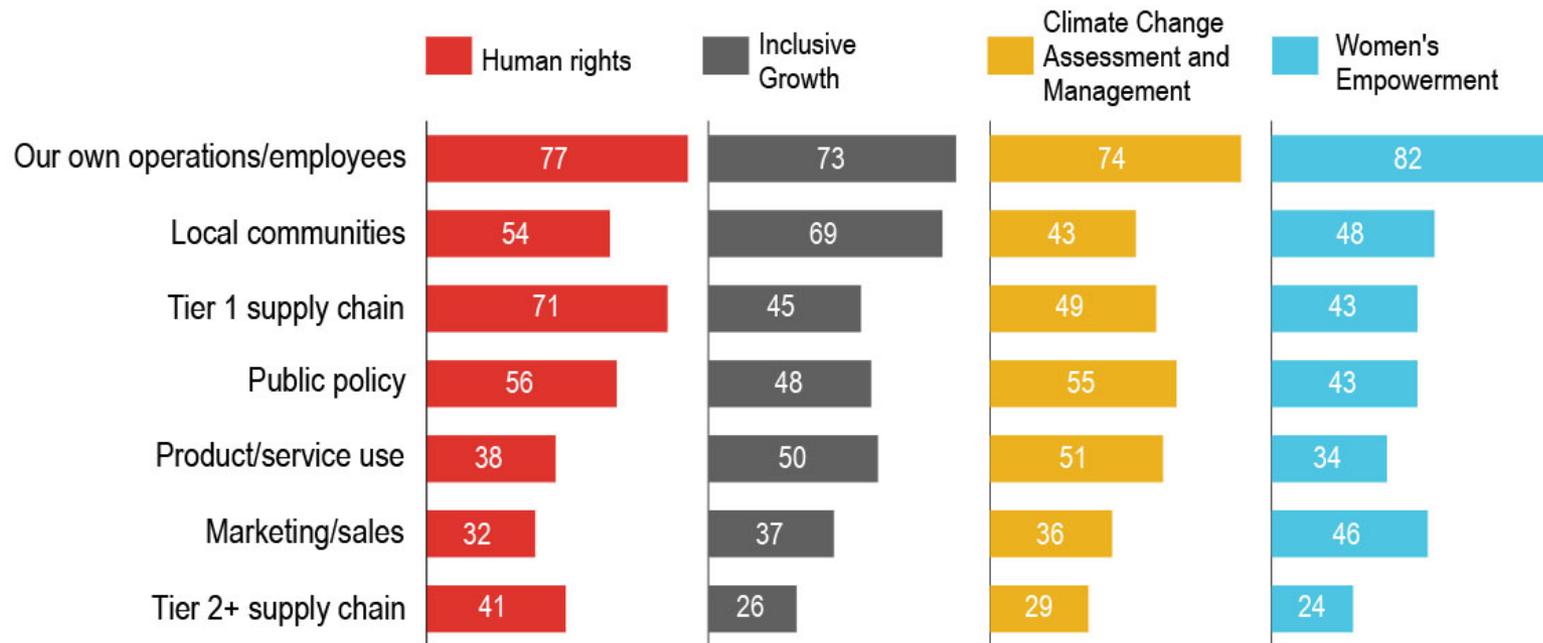


- In the sections of the survey dealing with climate change, human rights, inclusive economy, and women's empowerment, we asked corporate sustainability practitioners to indicate how much focus is placed throughout the company's value chain on sustainability efforts in each of these key areas.
- The chart on the next slide indicates that many companies are still finding it challenging to implement sustainability efforts widely across their value chains.

Across issues, most companies focus their activities on operations and employees, some focus on local communities and Tier 1 supply chain, and few pay attention to Tier 2+ suppliers, product use, or marketing.

Corporate Focus on Thematic Activities Throughout Value Chain

All Company Respondents, At least a fair amount,* 2018



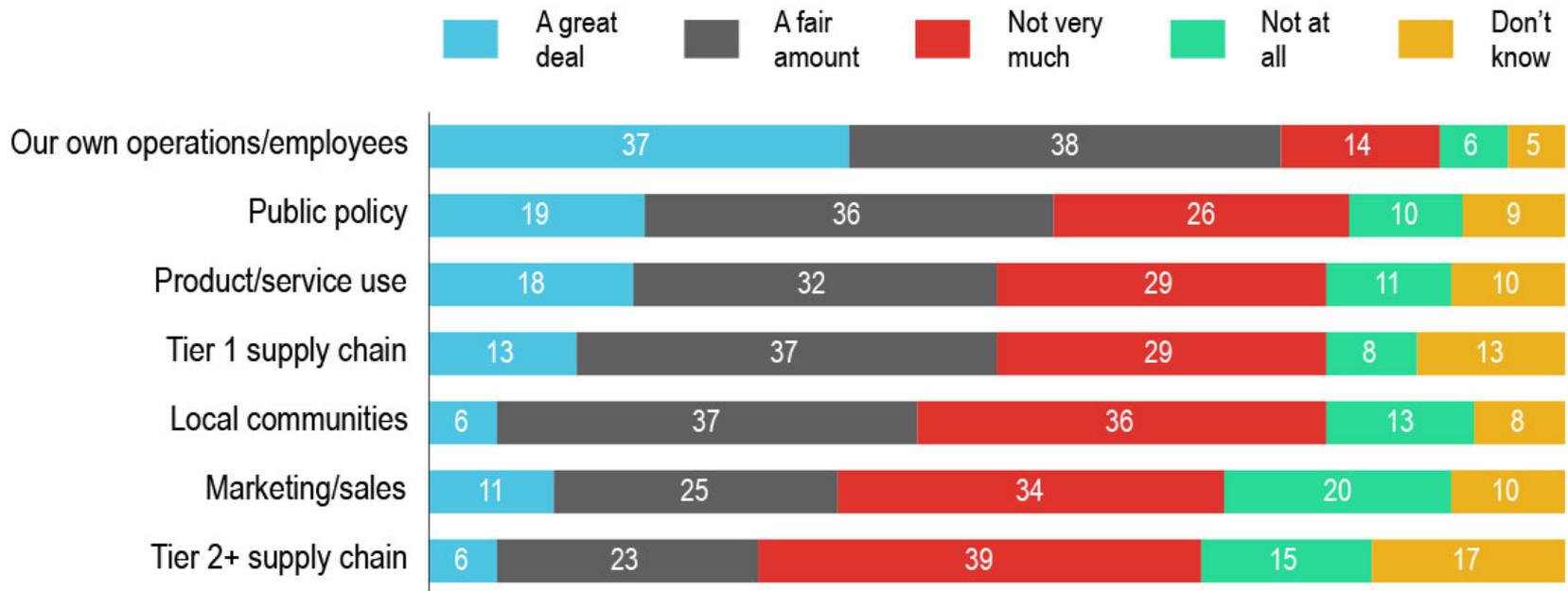
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Q19. How much, if at all, does your company focus on [TOPIC] through each of the following elements of the value chain? *At least a fair amount = "A lot" + "A fair amount"

Climate Change

Companies primarily assess climate change in their own operations and are much less likely to do so farther out in the value chain.

Level of Climate Change Assessment and Management through Value Chain
All Company Respondents, 2018

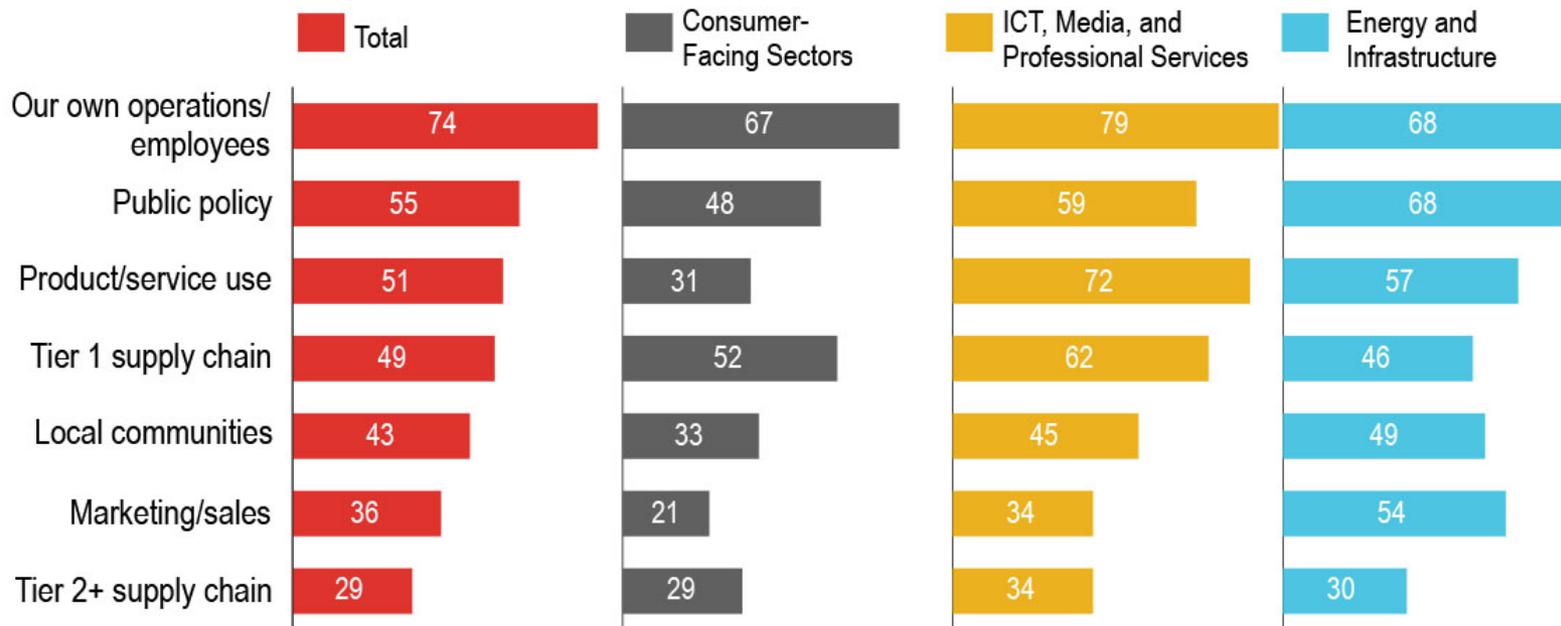


BSR18_12b

Q12. How much, if at all, does your company assess and manage climate change through each of the following elements of the value chain?

The ICT/media and energy and infrastructure sectors appear to be leading in addressing climate change across elements of the value chain, while consumer-facing sectors' focus is narrower.

Level of Climate Change Assessment and Management through Value Chain
All Company Respondents Selecting "A lot" (1+2), by Sector, 2018

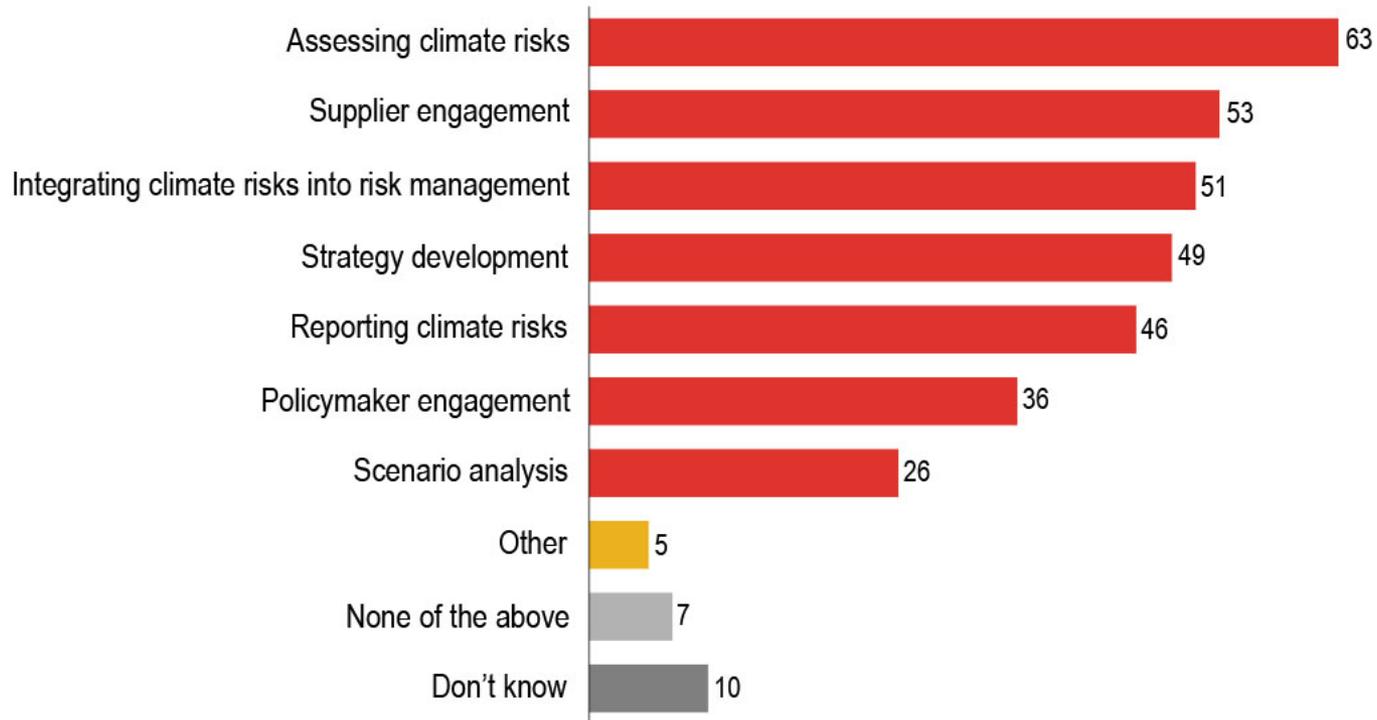


BSR18_12_sect

Q12. How much, if at all, does your company assess and manage climate change through each of the following elements of the value chain?

Efforts to build climate resilience have focused on risk assessment, risk management, and supplier engagement.

Actions Completed or Currently Underway to Mitigate Climate Risks and Impacts
 Percentage of All Company Respondents Identifying Each Action, Total Mentions, 2018



BSR18_13

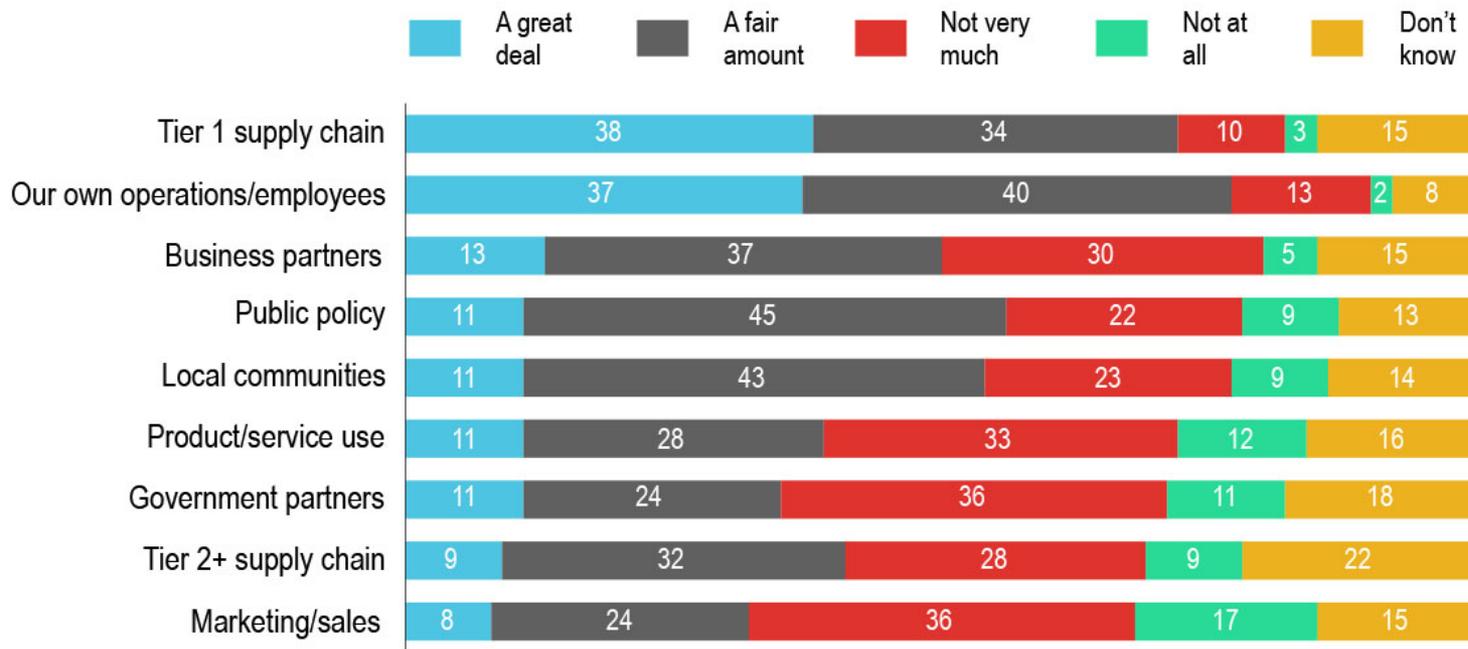
Q13. What activities have your company completed, or are currently undertaking, to build resilience to climate risks and impacts?

Human Rights



Companies have moved their human rights efforts beyond Tier 1 suppliers and own operations, with over half managing them at least a fair amount with business partners, in local communities, and through public policy.

Assessment and Management of Human Rights through Elements of Value Chain
All Company Respondents, 2018

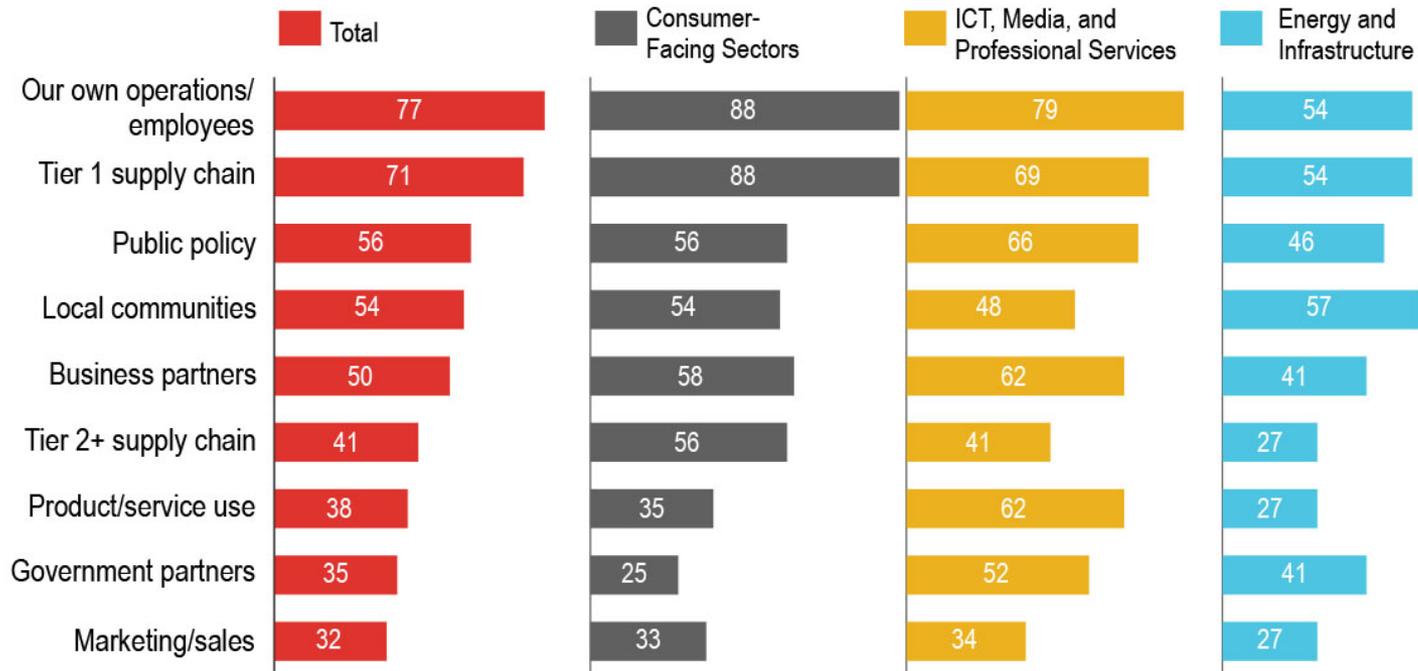


BSR18_10

Q10. How much, if at all, does your company assess and manage human rights through each of the following elements of the value chain?

At least seven in ten consumer-facing and ICT companies are focused on human rights in their Tier 1 supply chains; ICT companies are also expanding efforts to product/service use and government partners.

Assessment and Management of Human Rights through Elements of Value Chain
All Company Respondents, Total Mentions, by Sector, 2018



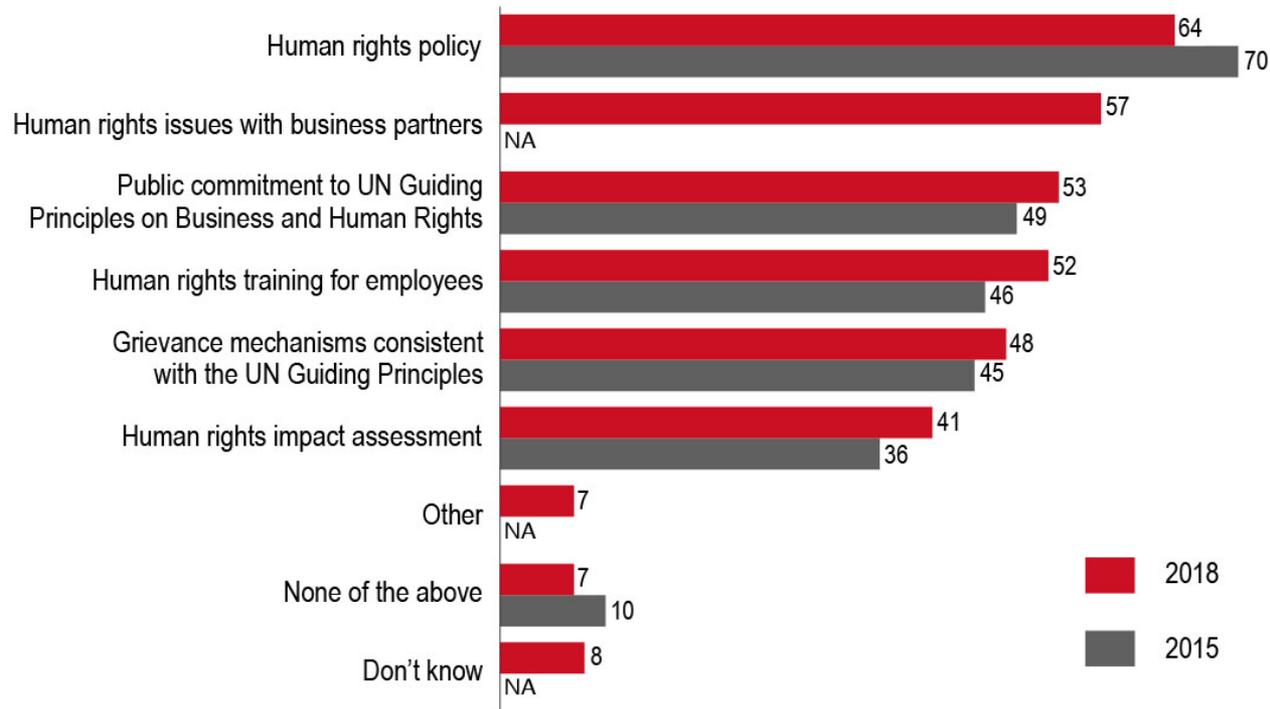
BSR18_10_hr

Q10. How much, if at all, does your company assess and manage human rights through each of the following elements of the value chain?

While human rights efforts have improved overall since 2015, fewer than half of companies are undertaking human rights impact assessments or have grievance mechanisms consistent with the UNGPs.

Activities Advancing Human Rights

All Company Respondents, Total Mentions, 2015 vs 2018



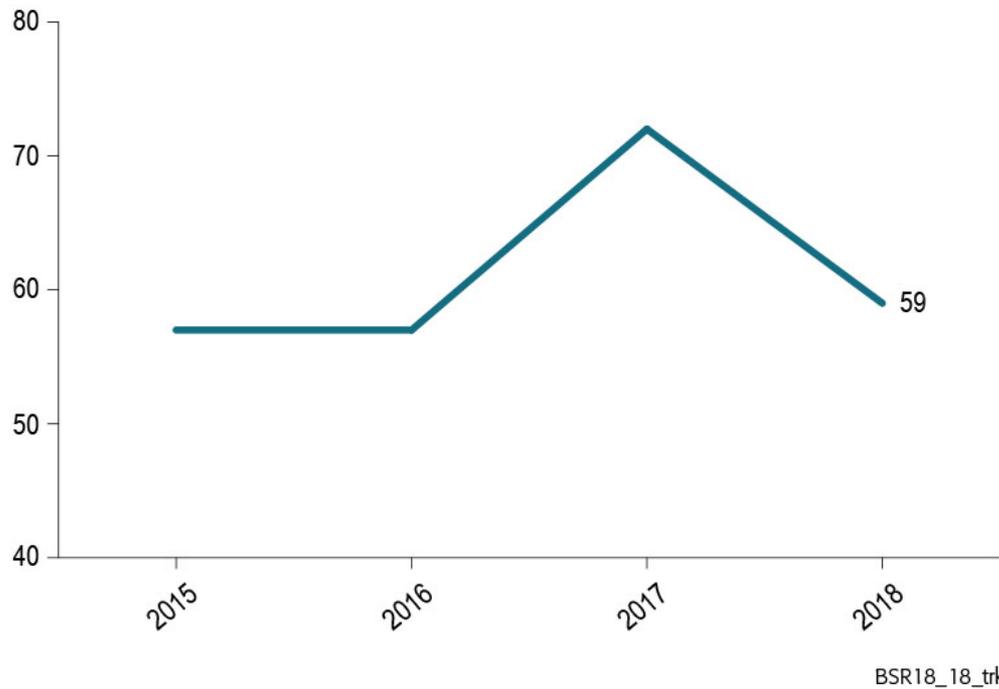
BSR18_11

Q11. What activities are you undertaking (or have you undertaken) to advance human rights in your company?
Please select all that apply.

Inclusive Economy

Corporate priority on inclusive growth has returned to the level seen in 2016, raising the question of whether the uptick in 2017 was driven by prominent social and political issues at the time.

Priority Placed on Inclusive Growth in Company
 “High Priority,” All Company Respondents, 2015–2018

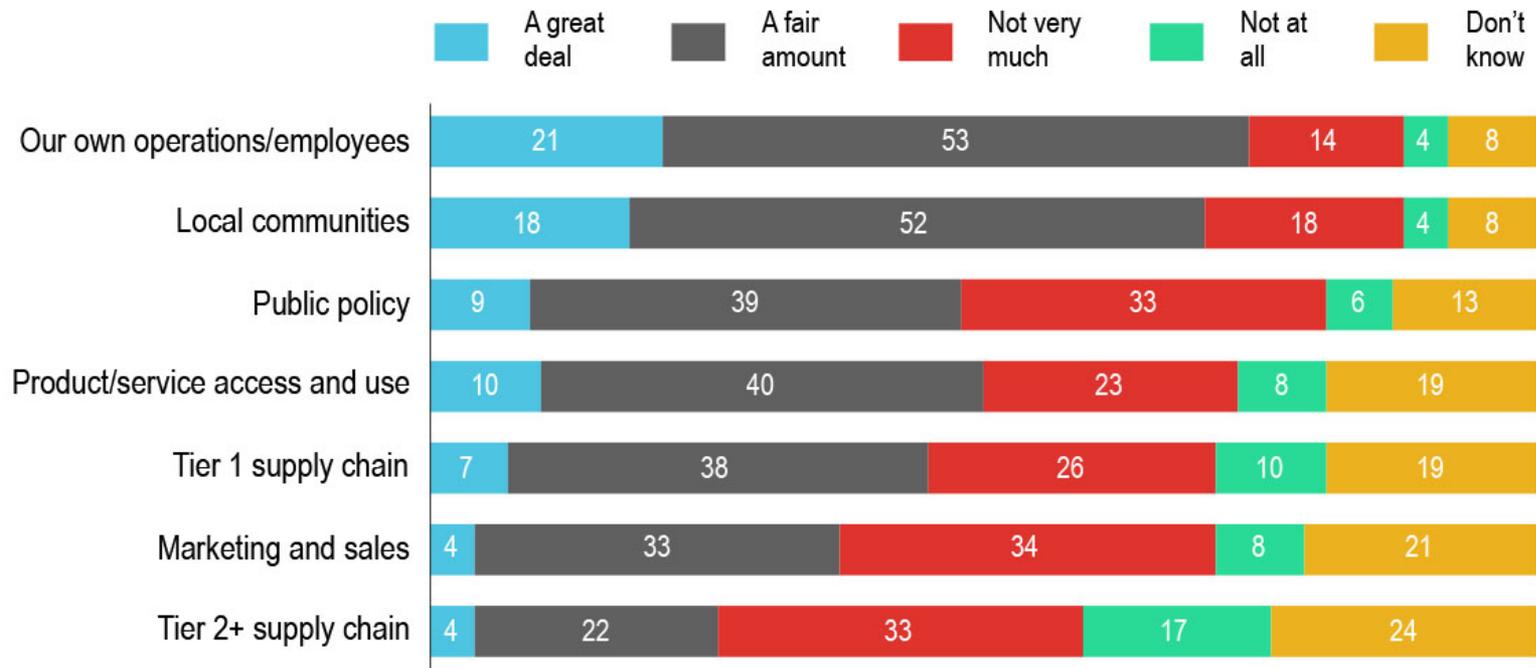


This may not mean that companies are deprioritizing inclusive growth, however. It could indicate a stronger, more purposeful response from companies in 2017 to mega-trends, such as Brexit and the U.S. election.

Q18. How much priority, if any, does your company place on inclusive growth?
 *(1+2) on a 4-point scale, where 1 is “A great deal” and 4 is “None at all”

Companies are primarily addressing inclusive growth through their own operations and local communities, with much less focus on supply chain, public policy, or product access.

Focus on Inclusive Growth Activities
All Company Respondents, 2018

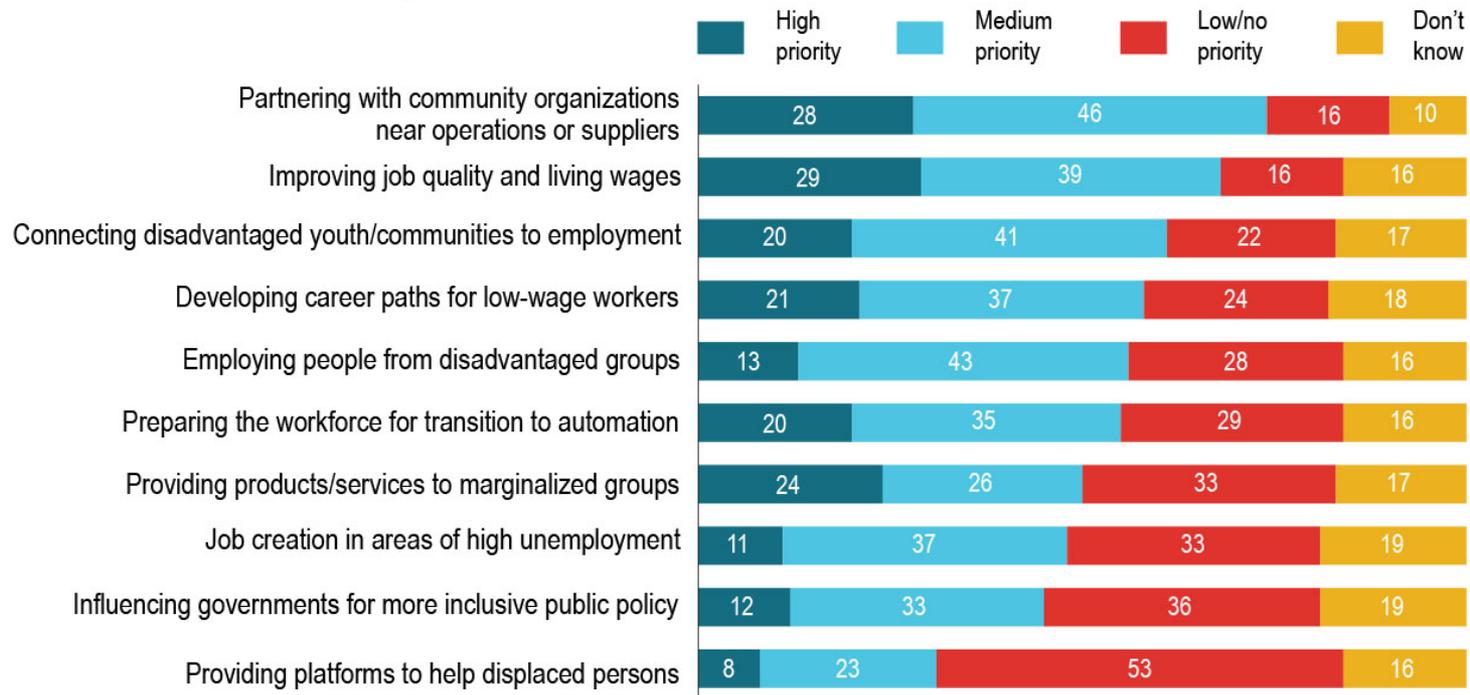


BSR18_19

Q19. How much, if at all, does your company focus on inclusive growth through each of the following elements of the value chain?

Companies are focusing on quality jobs and living wages as a means to act on inclusive growth, but partnerships with community organizations remain the most significant inclusive growth priority.

Inclusive Growth Priorities
All Company Respondents, 2018



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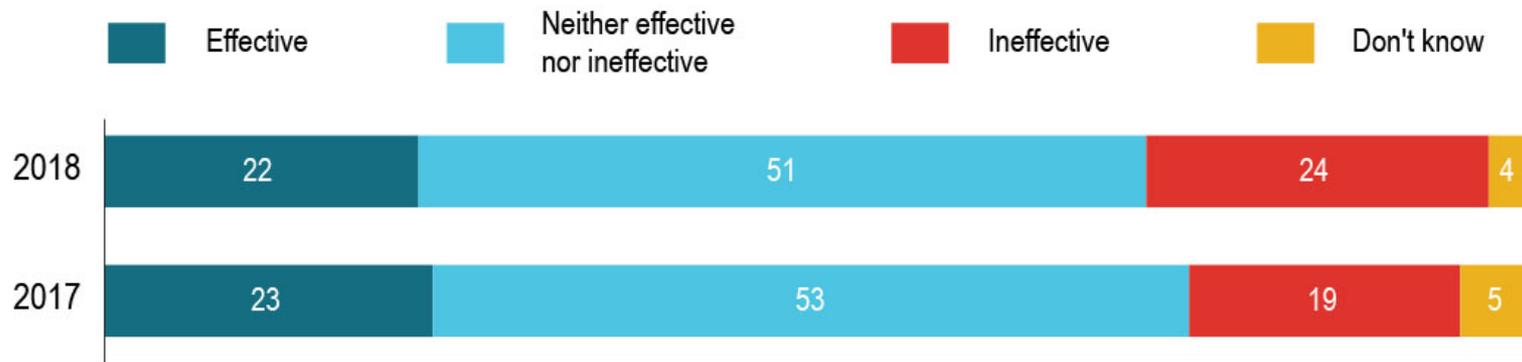
Q20. How much of a priority, if at all, will the following issues be for your company's inclusive growth work over the coming year?

Supply Chain



Only one in five sustainability professionals consider their company's supply chain sustainability efforts to be effective—and since last year, there has been an increase in the number of people finding them ineffective.

Effectiveness of Supply Chain Management Efforts in Addressing Sustainability Issues
All Company Respondents, 2018

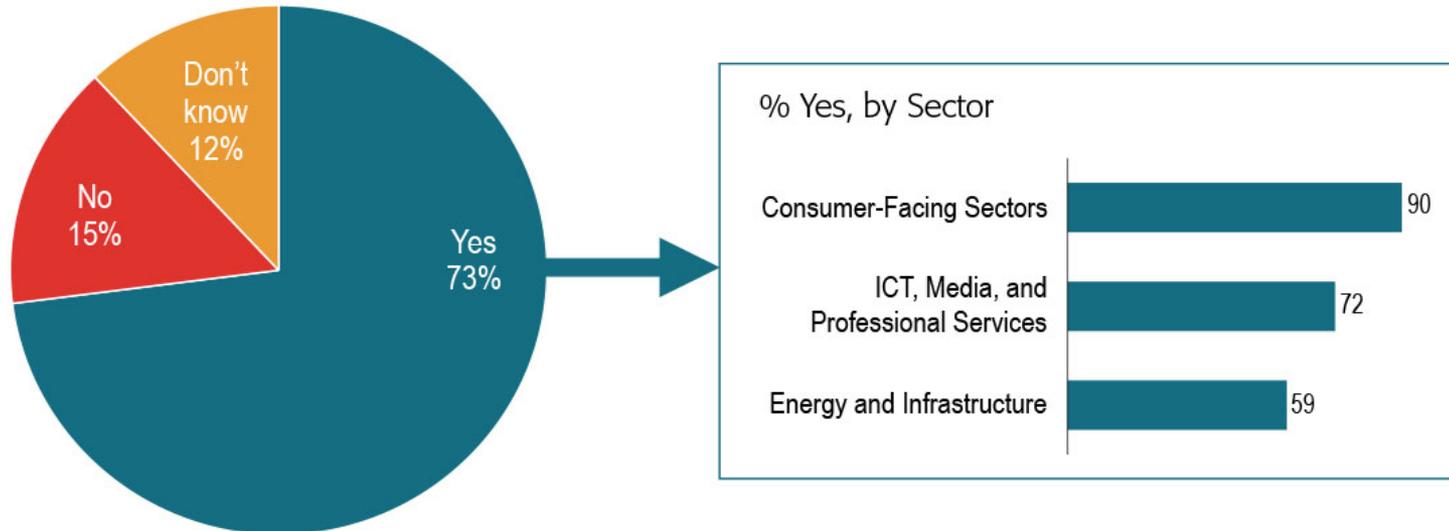


BSR18_8

Q8. How effective, if at all, do you believe your supply chain management efforts have been in addressing the most critical sustainability issues in your supply chain?

Nearly three-quarters of companies are applying new technologies or innovative approaches to address supply chain sustainability.

Companies Applying New Technologies to Address Supply Chain Sustainability
All Company Respondents, 2018

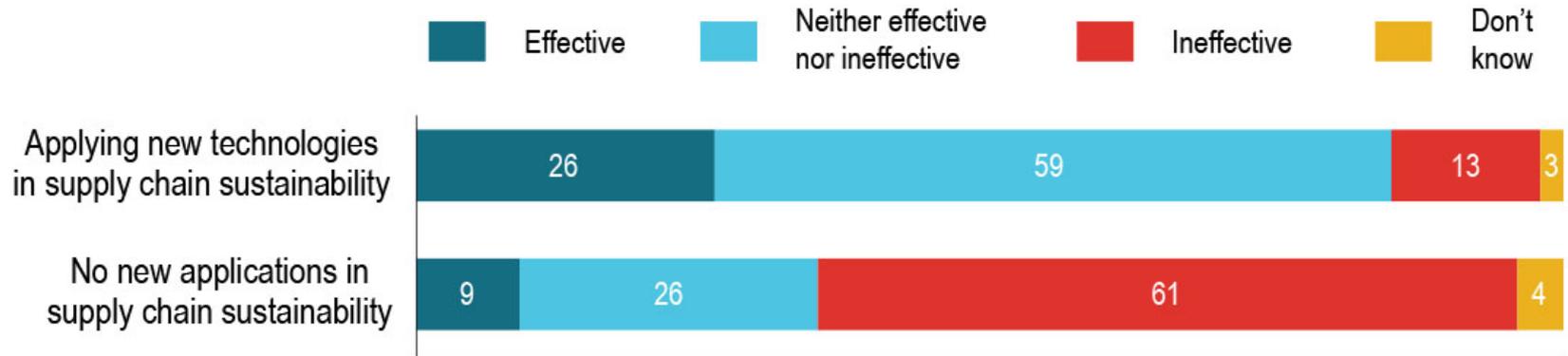


BSR18_9

Q9. Compared with three years ago, is your company applying **new** technologies or approaches to address sustainability in your supply chain?

Companies that are innovating in supply chain management are much more likely to see their overall efforts as effective.

Effectiveness of Supply Chain Management Efforts in Addressing Sustainability Issues
 Companies Applying New Technologies vs Those that Are Not, 2018



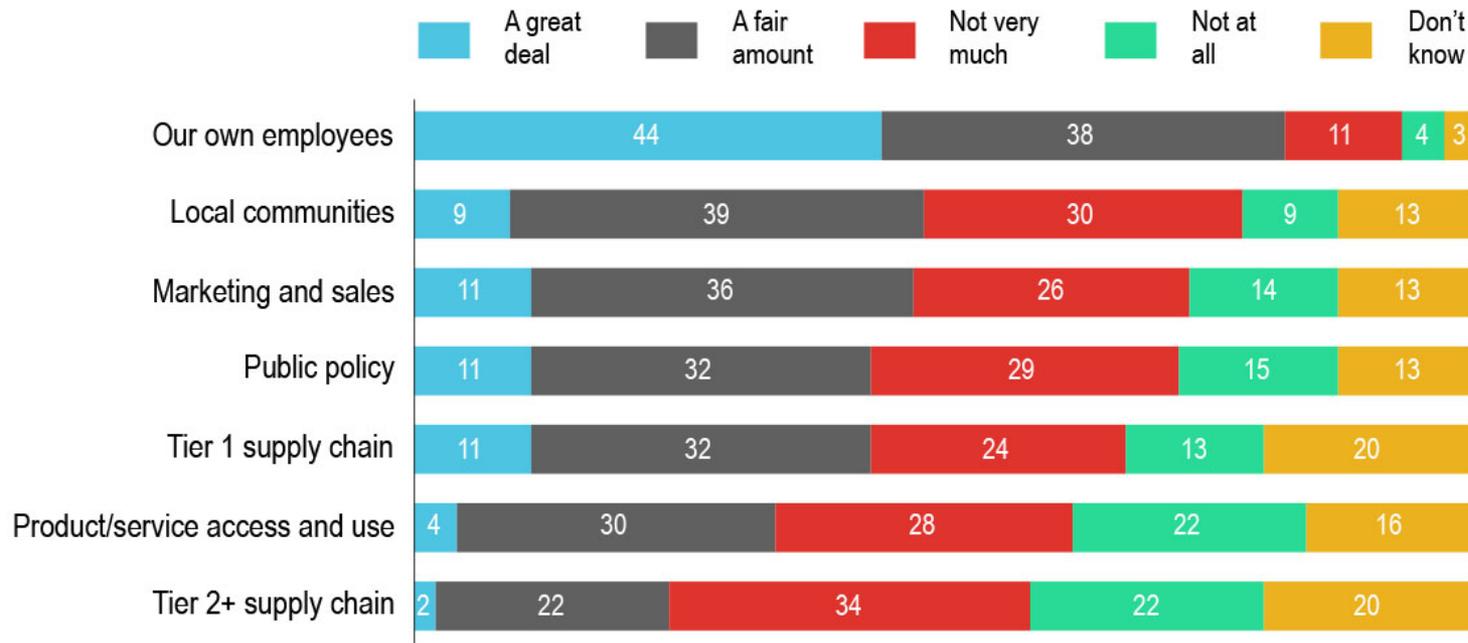
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Q8. How effective, if at all, do you believe your supply chain management efforts have been in addressing the most critical sustainability issues in your supply chain?

Women's Empowerment

Companies have an opportunity to expand women's empowerment efforts to other segments of the value chain, particularly as women make up a majority of consumers and workers in many global supply chains.

Focus on Women's Empowerment through Value Chain
All Company Respondents, 2018



BSR18_14

Q14. How much, if at all, does your company focus on women's empowerment through each of the following elements of the value chain?

Despite increased public attention on gender issues and harassment, four in ten companies report no change in their approach to women's empowerment.

Actions Taken in Response to Women's Empowerment Activism
 All Company Respondents, Total Mentions, 2018



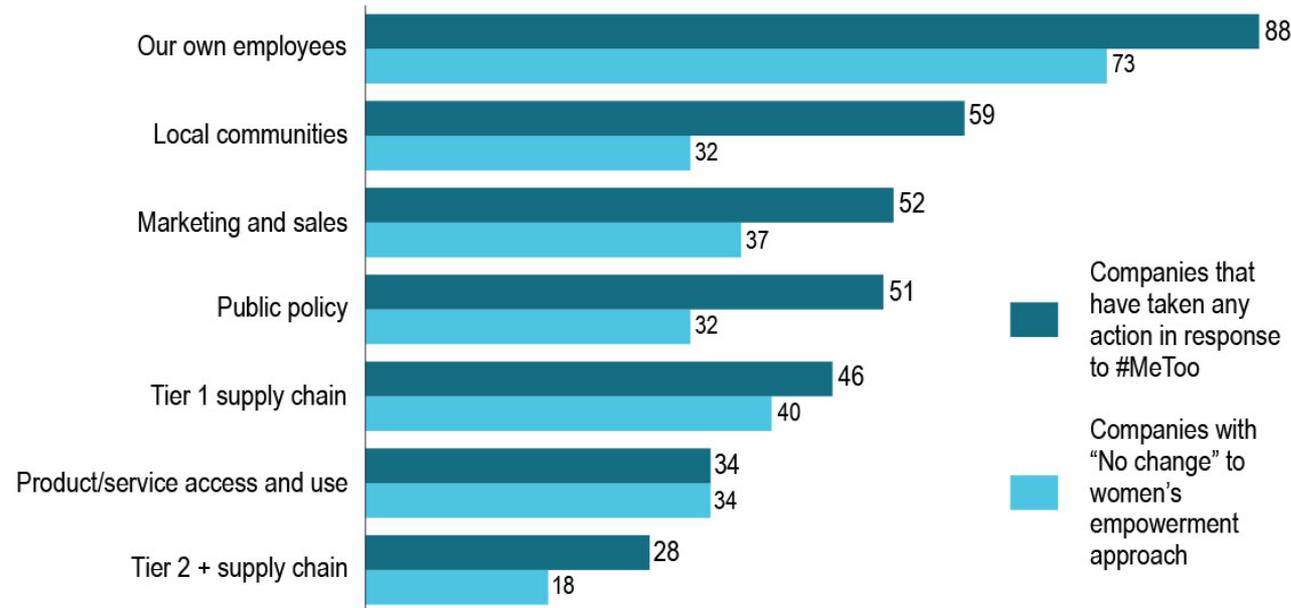
BSR18_15

Q15. In which, if any, of the following ways has the recent surge of global women's empowerment activism (e.g., women's marches, sexual harassment accusations, #metoo) affected change in your approach to women's empowerment?

Companies who have adjusted their women’s empowerment approach in response to recent activism are more likely to address it across elements of the value chain.

Focus on Women’s Empowerment through Value Chain

Companies Who Have Taken Any Action in Response to #MeToo vs Companies with “No Change to Our Approach,” 2018



BSR18_14_15

Q14. How much, if at all, does your company focus on women’s empowerment through each of the following elements of the value chain?

Q15. In which, if any, of the following ways has the recent surge of global women’s empowerment activism (e.g., women’s marches, sexual harassment accusations, #metoo) affected change in your approach to women’s empowerment?

Evolution of the Sustainability Function

Corporate sustainability professionals see the need for resilient business strategies, rather than stand-alone sustainability strategies, that leverage data and technology to create value and respond to mega-trends.

Ways the Sustainability Function Needs to Evolve, Unprompted
All Company Respondents, 2018

» The sustainability function will be increasingly strategic, resilient, and embedded across departments, rather than serving as a separate function.



« As more companies embrace sophisticated frameworks to progress sustainability (e.g. SDGs), reporting will also need to evolve and become more technologically advanced. The sustainability function should embrace opportunities in technology, like big data and AI. Better data and reporting will also provide needed evidence to quantify and communicate the business value of sustainability to financial stakeholders.

» Emerging global challenges will require the sustainability function to become more solutions-oriented and embrace innovation. Environmental threats are top of mind, with many saying that the sustainability function will need to lead in innovating solutions for climate resilience.

Q1. Thinking about the next 5 years, how do you think the corporate sustainability function will need to evolve in order to effectively respond to emerging global challenges?

Sustainability must evolve to be. . .

Strategic and Resilient

Aligned to core business and embedded across departments

Part of C-suite/corporate strategy

“To be completely integrated in the business and long term strategy processes of the company.”

“They will need to be integrated into the executive top committees, which isn't the case today. As long as it's considered as a support function and not a strategic function, we will only make cosmetic progress.”

Embedded across departments

“Integrate sustainability into all business activities instead of building up departments.”

“It must be integrated within each functional area, rather than be a 'department.' Reporting should be done similarly, integrated into each function.”

Aligned to core business

“This function will be increasingly be expected to incorporate sustainability into the core business and not to have separate sustainability initiatives outside of the core business.”

Sustainability must evolve to be. . .

Data-Driven

To elucidate the tangible benefits of sustainability and respond to transparency demands from external and internal stakeholders

Quantify value to business in terms of ROI

“Any meaningful project should be financially feasible, meaning it should provide an adequate ROI (something hard to measure given the intangible nature of sustainability benefits).”

“Sustainability functions will need to continue to provide solutions, strategies, and initiatives that add value to the organization and have a direct impact on increased revenue.”

Enhance understanding of impact

“Improve measurement so initiatives/impacts are concrete and can be communicated clearly to the public.”

“Data to show real-time change to demonstrate benefits.”

Increase focus on reporting and transparency

“More transparency will be expected from external stakeholders, so reporting is a function that will need to be strengthened.”

Sustainability must evolve to be. . .

Solutions-Oriented >>> Able to respond to dynamic trends and growing environmental challenges

>>> Embrace innovative approaches

“Account for maturing business models and innovative new models that will raise different sustainability questions.”

>>> Adapt to new technology

“Digitize and use new technology to drive sustainability performance and scale faster.”

“Employ smarter technological tools.”

“Adapt new technologies to sustainability challenges, e.g. blockchain.”

>>> Address environmental challenges

“Greater focus will have to be on environment-related issues.”

“The function will need to include material traceability and environmental concentration and develop new ways to reduce, recycle, and be transparent.”

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