

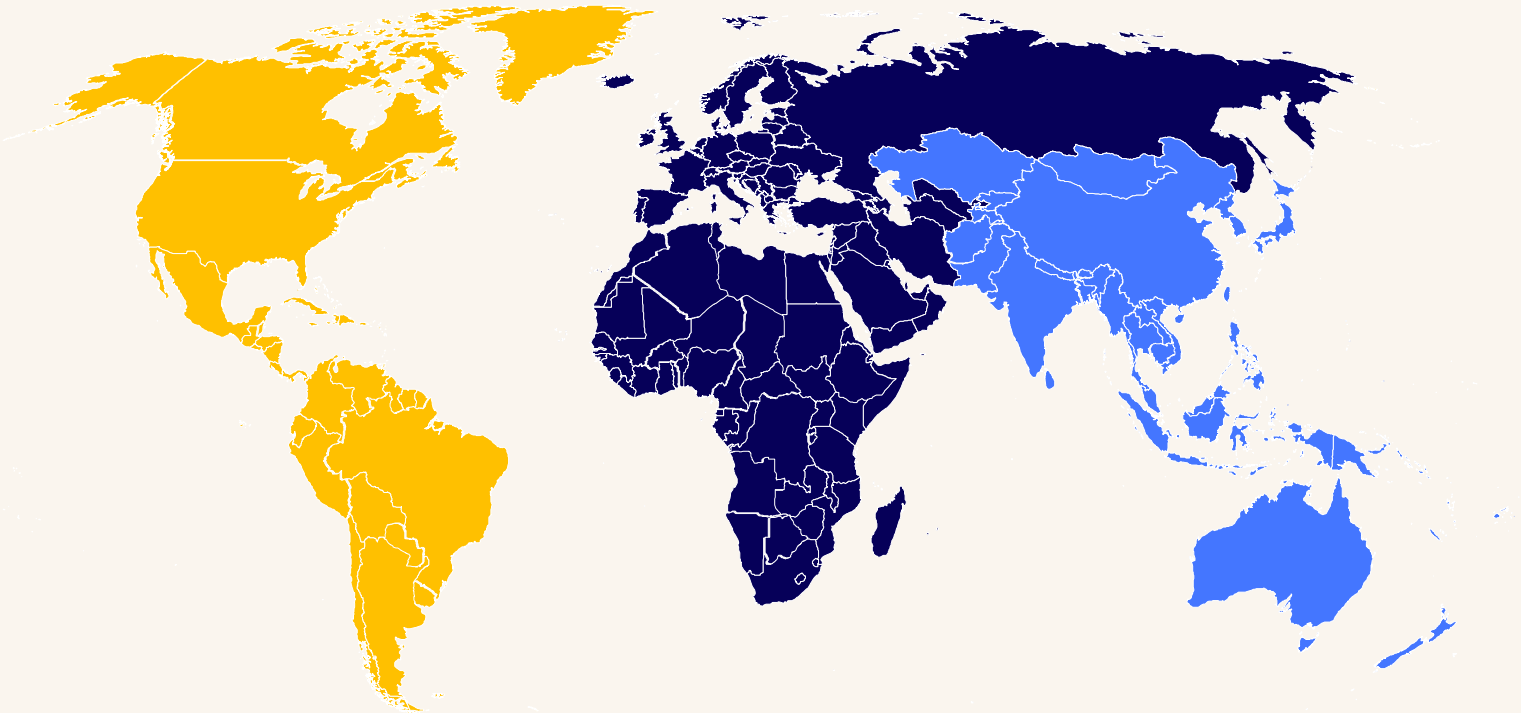
CFA Institute Overview

A Unique Force Within the Investment Profession

- A global not-for-profit organization.
- The world's largest association of investment professionals.
- Industry leaders promoting the highest standards of ethics, education, and professional excellence.
- A vast global network of members, societies, and relationships with key financial organizations around the world.



Membership, Candidates, and Societies



160 local societies
More than 190,000 members in 160 markets

Americas 57%
Members > 105,000
CFA Program Candidates > 48,000
Societies: 92

EMEA 22%
Members > 41,000
CFA Program Candidates > 36,000
Societies: 47

Asia Pacific 21%
Members > 39,000
CFA Program Candidates > 118,000
Societies: 21

Data As of 03/31/2022
In the mainland of China, CFA Institute accepts CFA Charterholders only.

Largest Association of Investment Professionals

Our large global network of members and relationships with key financial organizations, universities and regulators around the world provides global connectivity and a medium through which to engage on key industry issues and to positively affect the investment profession.

Americas

105,614 CFA Charterholders

92 CFA Societies

56,281 CFA® Program
candidates

365 Affiliated Universities

EMEA

41,668 CFA Charterholders

47 CFA Societies

44,490 CFA Program
candidates

204 Affiliated Universities

Asia Pacific

38,900 CFA Charterholders

21 CFA Societies

148,295 CFA Program
candidates

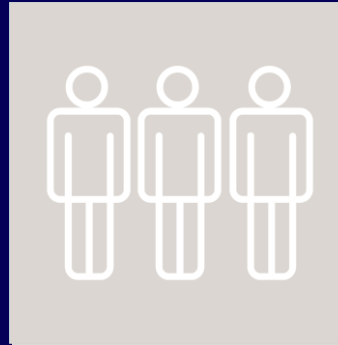
182 Affiliated Universities

We build relationships and engage with diverse organizations:
Institutional Investors | Investment Managers
Investment Consultants | Regulators | Universities

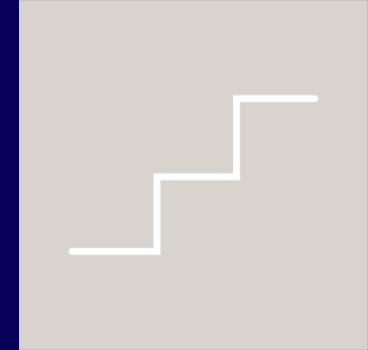
Our Strategy and Outcomes



Shape the Future of
Industry and the
Profession



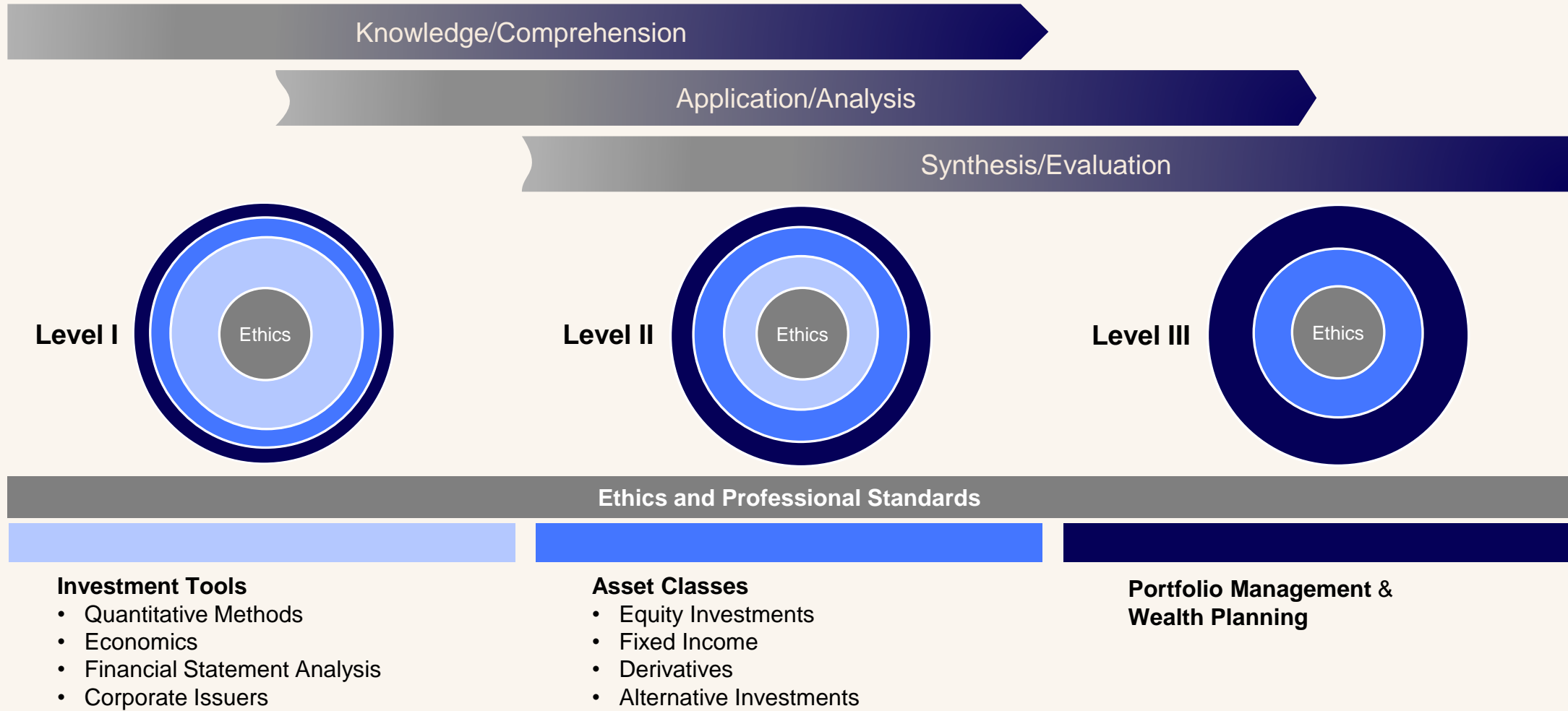
Build a Diverse
Portfolio of
Learning Products



Modernize and
Grow the CFA
Program

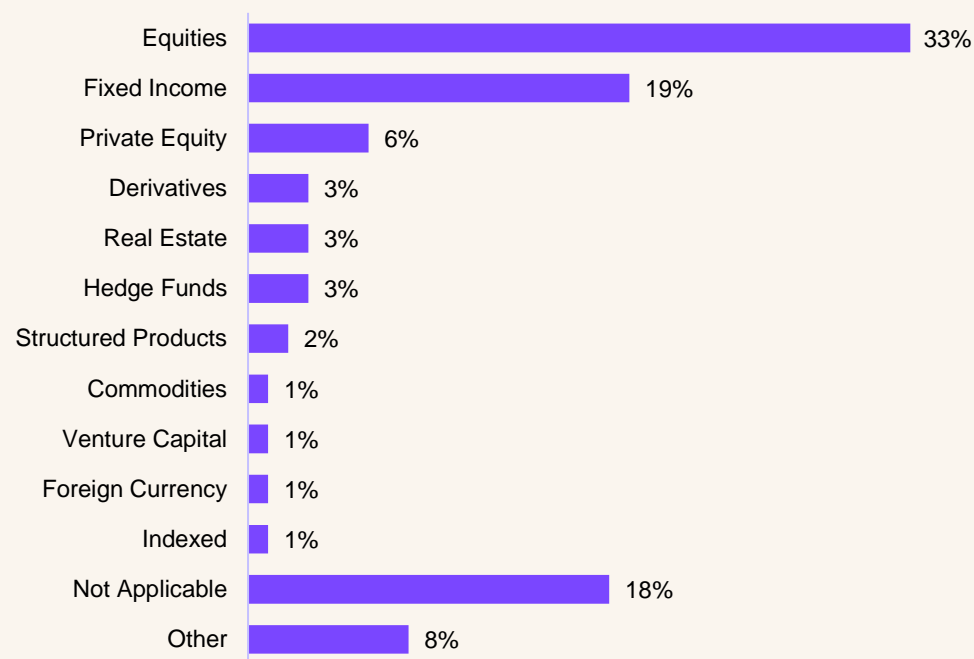
We aspire to develop global financial markets that serve the public interest. The overall outcomes that we believe will contribute to this aspiration are a community of educated, ethical investment management professionals and financial markets that reflect CFA Institute beliefs.

The Three Levels of the CFA Program

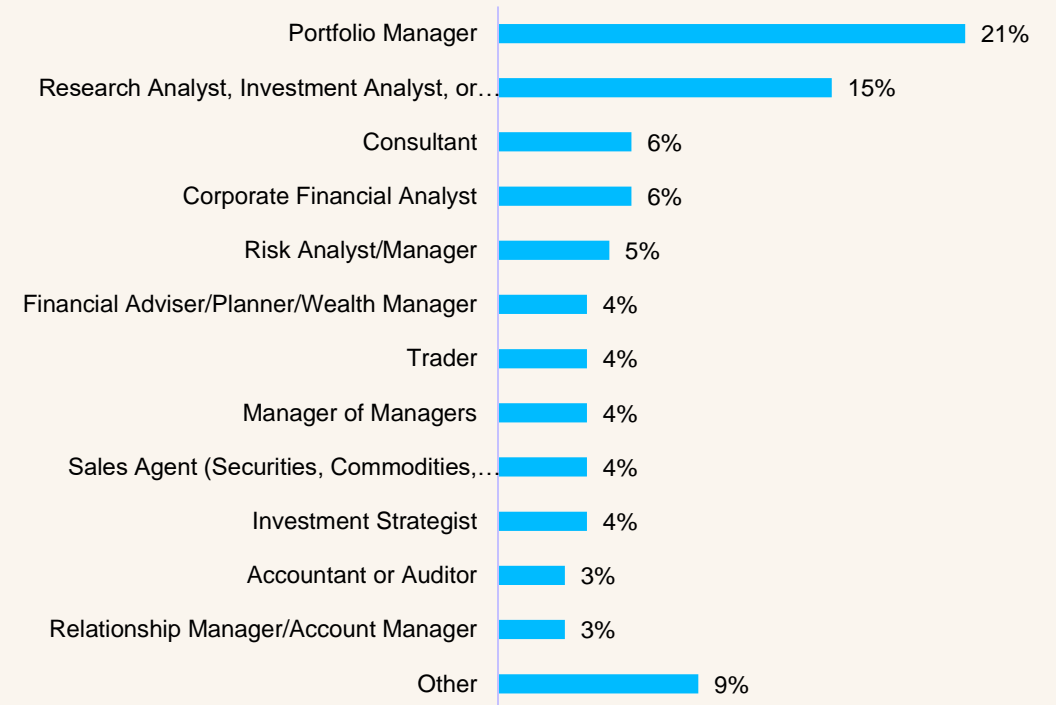


What can I do with the CFA Charter?

Charterholder Employment by Primary Investment Practice*



Charterholder Top Job Roles by Title**



CFA Program Scholarships

Access Scholarships

Access scholarships provide needs-based scholarship opportunities for those unable to afford the full program fees.

Award: Waives the program enrollment fee and reduces the exam registration fee to USD 300.

Award Cycle: There are two application windows. Awards are valid for one year.

Timeline: Please see the CFA Institute website for application details and the timeline.

Role-Based Scholarships

Role-based scholarships are offered to key influencers in the academic and financial communities, such as college/university faculty, students enrolled at an Affiliated University, regulatory agencies and women interested in pursuing a career in investment management.

Award: Waives the program enrollment fee and reduces the exam registration fee to USD 400.

Award Cycle: Awards for student, professor and regulator scholarships are made year-round. There are two application windows for the Women's scholarship. Awards are valid for one year.

Timeline: Please see the CFA Institute website for application details and timelines.

We award 4,800+ Access Scholarships and 6,000+ Role-Based Scholarships to deserving recipients each year

Certificate in ESG Investing

Is your firm ESG ready?



A Committed Approach to ESG Investing

With growing and ubiquitous interest from investors, ESG investing is fast becoming a driving force across the investment management industry.

The **Certificate in ESG Investing** delivers the new skills, mindsets and strategies that are needed in one industry-respected qualification program.

It can help your firm stay competitive in this new landscape, and help your employees learn to integrate ESG factors into their investment analysis and client conversations.

100%

of institutional investors
and

77%

of retail investors have
interest in ESG¹

¹ Source: CFA Institute Enhancing Investors Trust, 2022

Certificate in ESG Investing - Topics

Chapter 1. Introduction to ESG

- ESG Concepts & Approaches
- Benefits & Challenges
- Materiality of ESG Issues
- ESG Megatrends

(4-8 questions)

Chapter 2. ESG Market

- Corporate Governance Frameworks & Models
- Applying Material Impacts on Investment Opportunities
- Applying Factors to Financial Modelling, Risk Assessment, etc.

(4-8 questions)

Chapter 3. Environmental Factors

- Key Evidence-Based Environmental Concepts
- Megatrends & Relationship to Business Practices
- Applying Material Impacts on Investment Opportunities

(6-12 questions)

Chapter 4. Social Factors

- Key Evidence-Based Social Concepts
- Social Issues & Relationship to Business Practices
- Applying Material Impacts on Investment Opportunities

(6-12 questions)

Chapter 5. Governance Factors

- Size & Scope of ESG Investing
- Key Market Drivers
- ESG Issues & Sustainability Trends
- ESG Implementation Challenges

(6-12 questions)

Chapter 6. Engagement and Stewardship

- Purpose of Engagement & Stewardship
- Stewardship Codes & Principle Requirements
- Methods and Engagement in Practice (+ by asset class)

(6-10 questions)

Chapter 7. ESG Analysis, Valuation and Integration

- Objectives of ESG Integration by approaches and challenges
- Qualitative & Quantitative Approaches by Asset Class
- ESG Databases & Software
- CRA's ESG Scoring, Screening

(20-32 questions)

Chapter 8. ESG Integrated Portfolio Construction Mgmt

- Portfolio Construction & Mgmt.
- ESG Factors on Strategic Asset Allocation Models
- Evaluating ESG Investments
- Managing Risk & Return, Passive Portfolios

(8-14 questions)

Chapter 9. Investment Mandates, Portfolio Analytics and Client Reporting

- Mandate Construction and Effective Delivery of ESG Investing
- ESG Screening
- Client Types & ESG Strategy
- Reporting, Monitoring, and Measurement

(4-8 questions)

Who is the Certificate Designed for?

This certificate is designed for investment practitioners who want to learn more about how to analyse and integrate material ESG factors into their day-to-day roles. It is suitable for anyone looking to improve their understanding of ESG issues.

- Portfolio Managers
- Investment Strategists, Consultants
- Wealth Managers
- Product Development Teams
- Analysts (Research, Quant, Investment)
- Fund Managers
- Sales & Relationship Managers

How to Earn the Certificate



Self-paced study program, supported by an interactive Learning Ecosystem.

Recommended study time is **100 - 130 hours on average**.

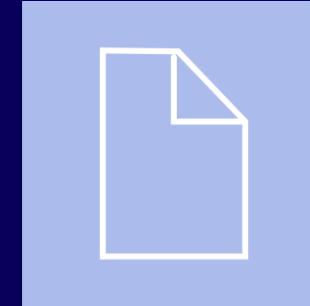
No formal entry requirements but prior investment knowledge is helpful.



2 hour 20 minute exam, 100 questions: multiple choice.

Price is **USD 865** including study materials and exam registration.

Testing is conducted through **Prometric Online Testing** (ProProctor) or **Prometric Test Centres**.



Over 39,000 registrations* since **UK launch in 2019**.

Leading employers are:

- adding it to approved training subsidy programs;
- mandating it for certain job functions; and
- referencing employee pass rates as a metric in RFPs

*data as of October 2023

Learning Ecosystem

Newly introduced Learning Ecosystem is a customized online learning program that makes studying engaging, efficient, and effective.



Accelerated & Personalized Learning
Stay focused, engaged, and on track while you study



A More Engaging Experience
Serving you the right material at the right time and focusing on areas you need to work on most



Improved Knowledge Retention
Adapts to your needs, strengths, and weaknesses



Convenient Access
Content is available on demand, on any device, all in one place

Curriculum is also available in Print for an additional cost.

Certificate in ESG Investing

Format: Self-paced online

Length to Complete: 100 - 130 hours

- **Mode of Exam:** 2-hour, 20-minute exam with 100 multiple-choice questions (Testing is conducted through Prometric Online Testing - ProProctor or Prometric Test Centres)

Participant Profile

Ideal for investment practitioners, and professionals working in front/back offices, sales, wealth management, risk, consulting, and anyone seeking better ESG understanding. No formal entry requirements, but it is good to have a basic understanding of investments.

Certificate Overview

ESG is the way forward for businesses. This certificate empowers you to thrive in the evolving landscape, making it easy to integrate ESG factors into investment analysis and client interactions.

Enroll now: cfainstitute.org/programs/esg-investing

Recognition Format: Certificate and digital badge

Price: USD 865

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Climate Risk, Valuation, and Investing Certificate

Develop the skills needed to integrate climate-related investing principles into the investment process and expand your network within a community of professionals.



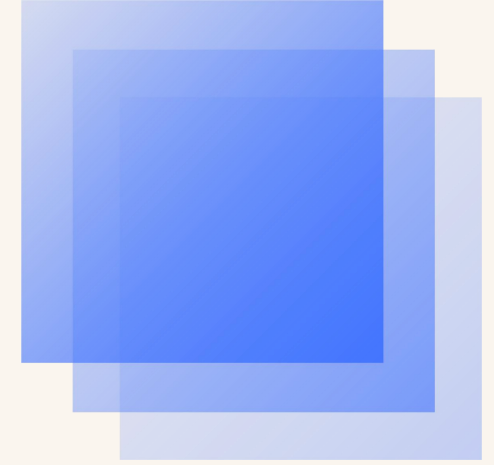
Climate Risk, Valuation, and Investing Certificate

- ❖ The **Climate Risk, Valuation, and Investing Certificate** is for professionals who want to develop the skills needed to **integrate climate principles** into valuations and portfolio building, scenario analysis, and communications with stakeholders.
- ❖ With a curriculum informed by practitioners from around the world, participants gain **real-world knowledge** and learn how to apply concepts from **industry leaders**.
- ❖ Participants join a **cohort** of peers, allowing them to boost motivation, expand their network and perspectives, and build community.
- ❖ Participants **become practitioners** who can guide their clients' understanding of and exposure to climate-related risks and opportunities.

Visit this page to learn more: cfainstitute.org/climate-certificate



Why should investment professionals take the certificate?



- Established practitioners help participants build the **practical skills** required in a growing number of investment decisions.
- Learners can **open up a wider world of investing** as they build on their experience and foundational knowledge with an advanced certificate.
- Learners can start applying practical skills and knowledge, and benefit as they **make informed decisions immediately**.
- Learners gain new skills and resources to **identify opportunities, mitigate risks**, and improve valuations.
- Learners will be able to meet evolving demands and understand considerations that are increasingly an **essential part of the industry**.
- Learners study a curriculum that is built on the **latest industry research** and practice so they stay up to date in the evolving landscape of investing.
- Learners **advance in their career** by demonstrating their skills and commitment with a certificate from a trusted provider.
- Learners **grow their network** and learn as part of a diverse cohort of investment professionals from around the world.



Certificate experience

Participants earn the certificate after completing all courses and passing the final assessment.

A NEW COHORT EXPERIENCE

- Participants progress through the five courses that make up the certificate as part of a group of other professionals.
- Each course must be completed within a set period to ensure participants benefit from the community and interaction of the cohort experience, and to provide motivation as they move through each course.
- Participants move through each course as a cohort, but will have the flexibility to study the content each week at their own pace.
- Each course has a mix of videos, readings, learner interaction in discussion forums, and peer review assignments.
- An expert facilitator supports learning by providing guidance, moderating discussions and ensuring learners stay engaged as they work through the certificate.

The journey through the cohort experience

Time Commitment

- 5-6 hours of learning per week
- 4 weeks of learning for each course, with 1 week gap before the next course begins

Learning Activities

- Complete course materials on our learning platform or download for study offline
- Contribute to course discussions with fellow learners

Assignments

- Weekly knowledge-check quizzes
- Summative course assignment
- Complete 2 peer evaluations per course

And optional live events learners can attend as they progress through the courses



Learning Outcomes

Participants will be able to apply the following skills once they have earned the certificate.

Climate risk
adaption and
mitigation

Understand the impacts of climate risk adaption and mitigation on companies and assets and how they are being managed.

Transition plans

Analyze transition plans and associated risks and opportunities.

Company's
climate
disclosure

Analyze a company's climate disclosure and risks.

Financial
projections

Analyze financial projections for a range of real-world scenarios and adjust by integrating climate factors.

Environmental
resolution

Analyze an environmental resolution and provide a recommendation for conducting an engagement activity.

Portfolio

Analyze and adjust a portfolio to align with net-zero pathway.

Integrating
climate risks

Revise a valuation by integrating climate risks and considerations into financial models and adjusting projections and discount rates.

Participant profile

Ideal for professionals directly and indirectly working in the investment industry who may benefit from developing practical skills and applicable, real-world knowledge in climate-focused investment principles.

MOST COMMON JOB TITLES THAT BENEFIT FROM THIS CERTIFICATE:

Portfolio manager	Analysts (equity, fund, credit, financial reporting)	Investment consultants
Product specialists	Sustainability officers, corporate citizenship officers	Professional services (consultants, accountants)

ENROLLMENT FOR COHORT 1 BEGINS 30 NOVEMBER

Certificate overview



Advanced certificate

Pre-requisite knowledge equivalent to CFA Program Level I, the Certificate in ESG Investing, or investment industry (or similar) experience recommended



Cohort-based learning

Progress through courses with professionals around the world, engaging with the curriculum together through discussion forums and peer reviews

- Cohort 1 starts 26 Feb 2024 (enroll from 30 November 2023)
- Cohort 2 starts 27 May 2024 (enroll from 5 March 2024)



Who should enroll

Professionals who will benefit from developing practical skills and applicable, real-world knowledge in climate-focused investment principles.



Time commitment

100 hours of study.
Five 4-week courses with 1 week between each course



Cost

Members USD 1,272
Non-members USD 1,590



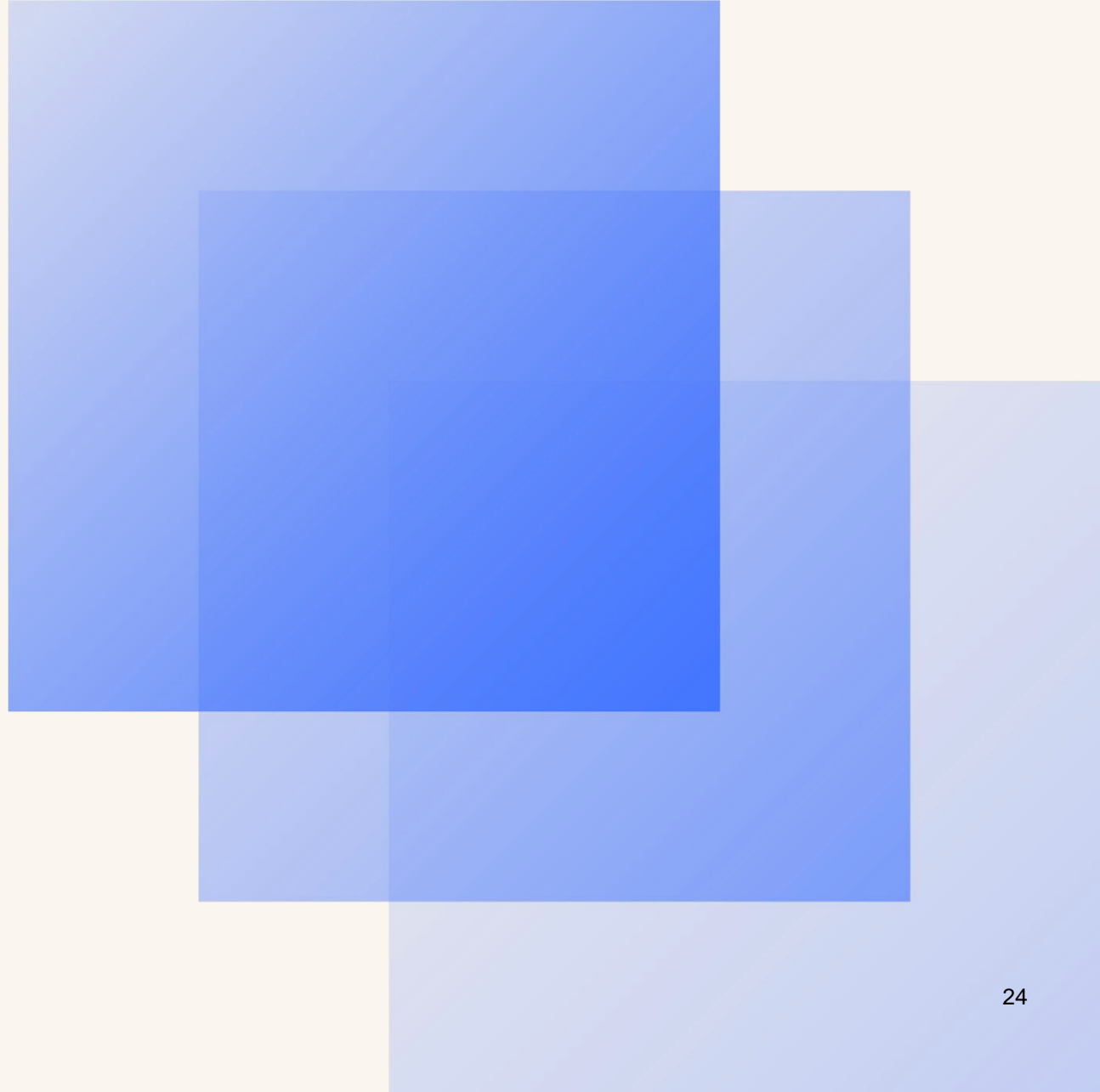
Achievement recognition

Participating professionals receive a digital badge and certificate upon completion of 5 courses and a final assessment

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Appendix



Social Media

CFA Institute maintains an active and growing social media presence on:



@cfainstitute
@cfaprogram



@cfainstitute
@cfaprogram



@cfainstitute
@cfaprogram



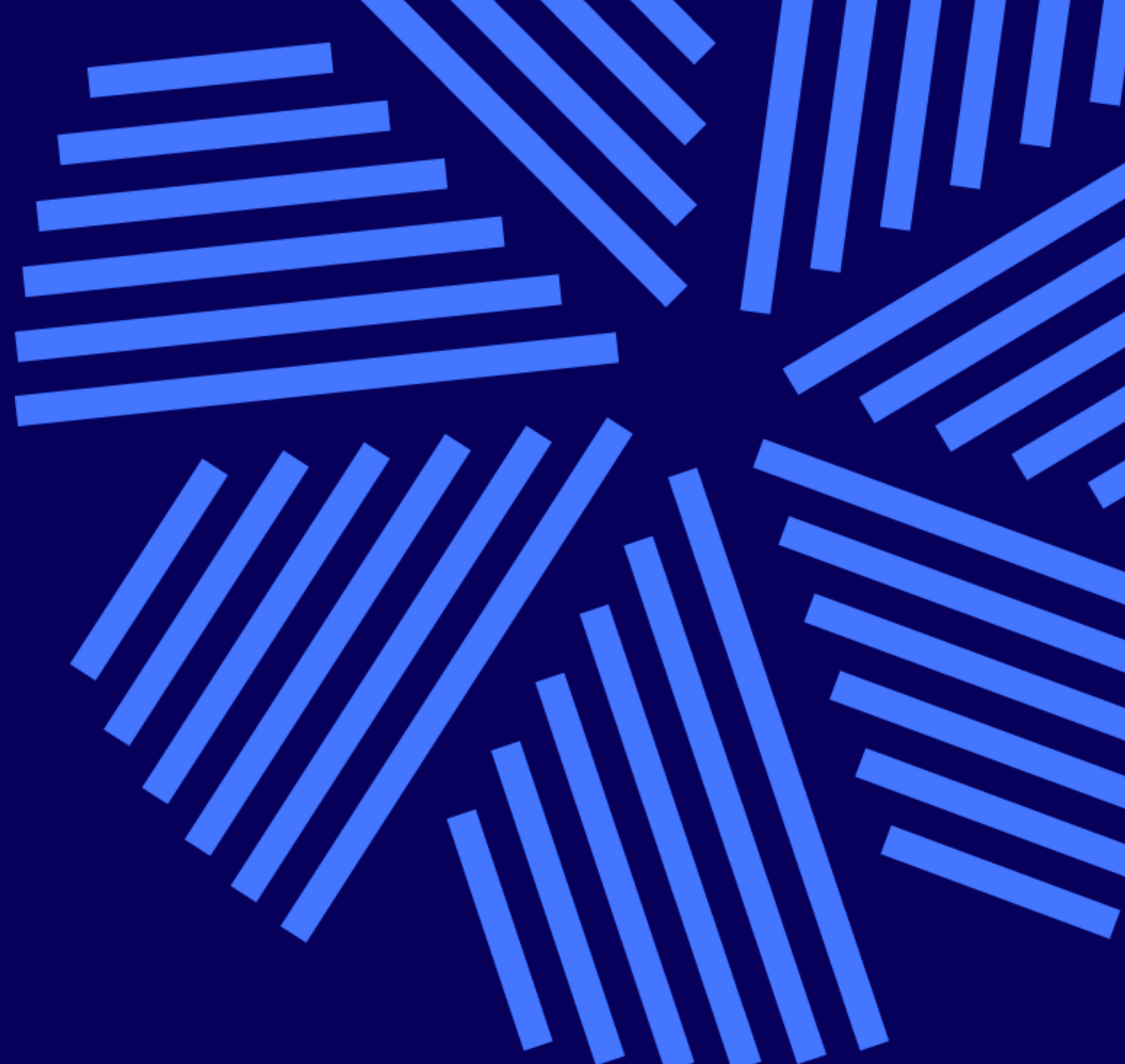
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Thank you

For any additional questions, please email