



## **Engagement: Driving Returns and Impact**

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Engagement is the tool to create both impact and returns. Through covering a broad range of both environmental and social engagement objectives, a much broader part of the market can be targeted than has typically been the case in the past by sustainability-orientated funds. Hamish Galpin will explain how engaging with companies across their value chain can result in more sustainable companies, generate impact and enhance shareholder returns. Hamish will lay out the impact that investors can have through engagement with management, instead of passively backing those companies that are already impactful, as well as why SMID is the optimal place to focus. Hamish will highlight the strong engagement potential in global SMID and how both its long-term, and current value makes now a great time to invest.

#### Objectives:

- Understand how engagement drives both impact and shareholder returns.
- Learn why global SMID is best suited to engagement.
- Discover which sectors and stocks have the potential to see strong growth potential.



Will joined Federated Hermes in 2015 and, in addition to overseeing and leading the engagement programme for the SDG Engagement Equity strategy, provides ESG analysis for, and engagement with, stocks in the firm's small- and mid-cap strategies. He also promotes and supports the planning, execution and reporting of engagement and impact for our Sustainable and Impact equity strategies. Will has over a decade of experience in the responsible investment space having, among his previous roles, led the stewardship and corporate governance activity of the UK's National Association of Pension Funds (now known as the Pensions and Lifetime Savings Association). Prior to entering the world of responsible investment, Will worked as a senior parliamentary researcher in the UK Parliament. He chairs the Corporate Governance Expert Group of the Quoted Companies Alliance and is a member of PRI SDG Advisory Committee. Will holds an MSc in Public Policy and Management from Birkbeck College at the University of London and a BSc (Hons) in Forensic Science from the University of West of England. He also holds the Investment Management Certificate and the Certificates in ESG Investing Climate and Investing (CCI), all from the CFA UK.