

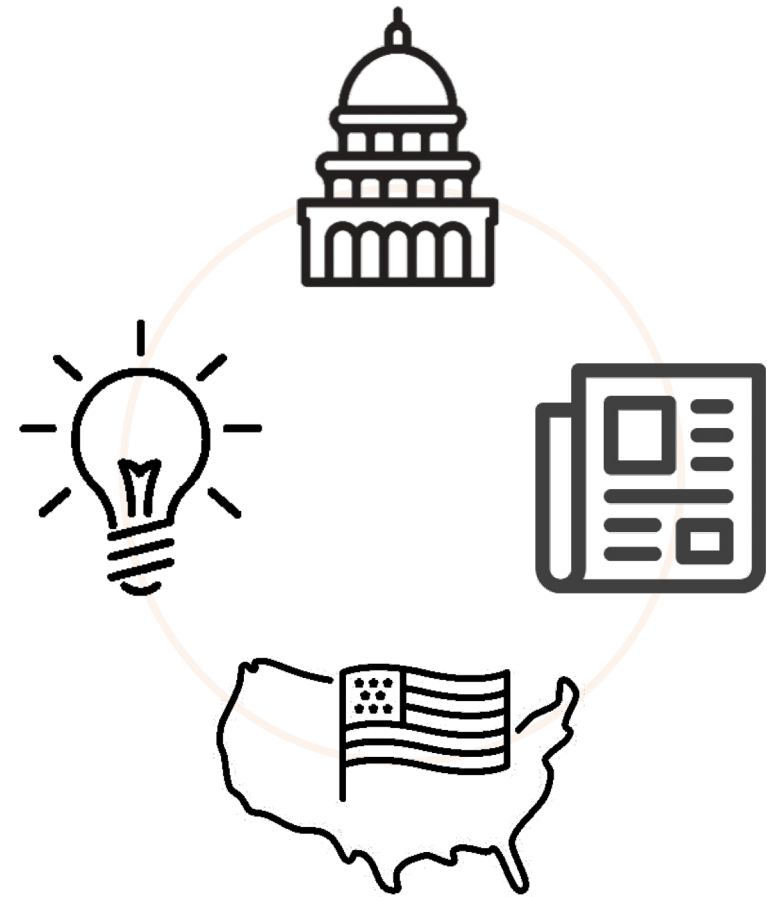
# An Industry-Wide Opportunity

Building and Communicating ESG Value

Alanna Fishman- Vice President



A professional consulting firm specializing in ESG and business advisory services, public affairs and strategic communications, and federal and state government relations and lobbying.

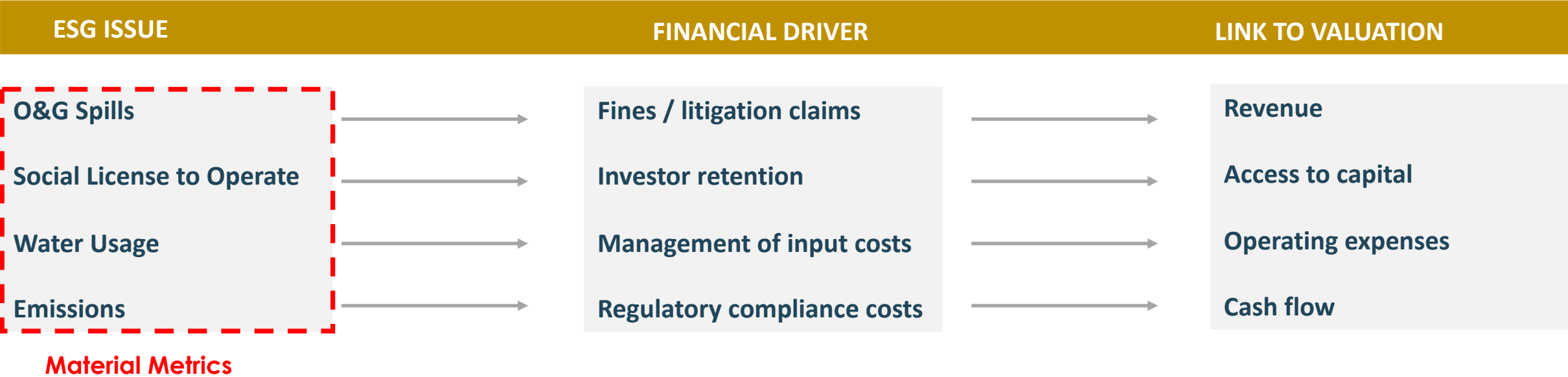


# ESG AND FINANCIAL VALUE

## Supreme Court Definition of **Materiality**

Information is material if “there is a substantial likelihood that the disclosure of the omitted fact would have been viewed by the reasonable investor as having significantly altered the ‘total mix’ of information made available.”

## OIL AND GAS



Operational Value, Brand Value, Regulatory and Legal Value

# ESG Success Model



# Bottom Line

---

- 1 It is not about what companies say, it is about what companies **DO. SUSTAINABILITY → MATERIALITY.**
- 2 To maximize value, companies need to **COMMUNICATE.**
- 3 Tailor communications to different audiences:  
**INVESTORS, COMMUNITIES, REGULATORS.**



Alanna Fishman

303-619-5166

[afishman@cgagroup.com](mailto:afishman@cgagroup.com)

Visit Cornerstone's [Website](#) for more information  
about our ESG services

