

# ESG INVESTING



HIGHTOWER  
Westchester

440 MAMARONECK AVENUE, SUITE 506 | HARRISON, NY 10528  
OFFICE: (914) 825-8630 | FAX: (914) 777-1751  
[HIGHTOWERADVISORS.COM/LANGCIOSEK](https://www.hightoweradvisors.com/langciosek)

# OUR VIEW ON ESG

At Hightower Westchester, we design portfolios with an emphasis on quality investments that help position you for strong financial performance and long-term success.

As the financial industry has evolved, so have the needs of some of our clients. In response to these ever-changing needs, when appropriate, we're able to integrate values and core criteria of Environmental, Social and Governance (ESG) investing strategies as well as Socially Responsible Investing (SRI), into our investment process.

SRI focuses on the nature or type of business a company conducts, such as avoiding investment in companies that produce or sell addictive substances (like alcohol, gambling, and tobacco) and seeking out companies engaged in social justice, environmental sustainability, and alternative energy/clean technology efforts. While we have been managing SRI mandates for over two decades, the industry has expanded to incorporate what we now call ESG principles.

ESG incorporates the analysis of a company's financial, environmental, social and governance practices as a means of determining the company's ability to manage risk and produce strong, long-term investment performance.



## ENVIRONMENTAL:

Looks at a how a company performs as a steward of the natural environment



## SOCIAL:

Examines how a company manages relationships with its employees, suppliers, customers and the communities where it operates.



## GOVERNANCE:

Deals with a company's leadership, executive pay, audits and internal controls, and shareholder rights.

Whether you're an institutional or a private client, we leverage the analysis of both qualitative and quantitative criteria to identify quality companies and investments to enhance your portfolio and help better position you to realize your personal and civic goals.

# OUR CRITERIA

OUR CRITERIA FOR SELECTING MANAGERS WITHIN THIS SPACE EXHIBIT THE FOLLOWING CHARACTERISTICS:

- Strong growth history and trajectory
- Financial performance (including revenue and risk-adjusted returns)
- Sustainable, scalable, future-oriented business model
- Positioning for emerging opportunities
- Productivity and efficiency
- Management/corporate governance
- Risk profile (including regulatory compliance)
- Environmental performance
- Community engagement
- Corporate culture, workplace policies and ethical practices
- Safety, quality and societal or environmental benefits of products and services

We view ESG standards as integral inputs and value our roles as advocates for ESG standards. Not only do these initiatives promote best practices in the world of publicly traded companies, but they can also deliver tangible benefits to our clients. At Hightower Westchester we are committed to adopting and implementing principles consistent with our fiduciary responsibility.



Hightower Westchester is registered with Hightower Securities, LLC, member FINRA and SIPC, and with Hightower Advisors, LLC, a registered investment advisor with the SEC. Securities are offered through Hightower Securities, LLC; advisory services are offered through Hightower Advisors, LLC.

This is not an offer to buy or sell securities. No investment process is free of risk, and there is no guarantee that the investment process or the investment opportunities referenced herein will be profitable. Past performance is not indicative of current or future performance and is not a guarantee. The investment opportunities referenced herein may not be suitable for all investors.



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