Contribution ID: c4a1c49f-4840-42ea-9fb8-5a346bd849ca

Date: 25/07/2019 13:47:59



Survey on collection of evidence on undue short-term pressure from the financial sector on corporations

Fields marked with * are mandatory.

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Introduction

Under Action 10 of the Action Plan 'Financing Sustainable Growth' [1], the European Commission has invited [2] the three European Supervisory Authorities (ESAs) to each develop a report presenting evidence and possible advice on potential undue short-termism. Short-termism can be defined as "the focus on short time horizons by both corporate managers and financial markets, prioritising near-term shareholder interests over long-term growth of the firm"[3].

The Commission's mandate indicates that decisions taken by corporations do not fully reflect long-term aspects that would be required to put the EU economy on a sustainable path and manage the transition towards a low carbon economy. In particular, as a result of short-term market pressures, some companies may under-invest in long-term value drivers such as innovation and human capital and overlook environmental and social objectives that require a long-term orientation. Consequently, sustainability faces obstacles to develop in a context where incentives, market pressures and prevailing company culture prompt market participants to focus on near-term performance at the expense of mid- to long-term objectives.

Following an initial analysis based on desk research and preliminary quantitative evidence, ESMA has identified six areas which it considers relevant to examine in relation to the Commission's mandate.

These areas are:

- Investment strategy and investment horizon;
- Disclosure of Environmental, Social and Governance (ESG) factors and the contribution of such disclosure to long-term investment strategies;
- The role of fair value in better investment decision-making;
- Institutional investors' engagement;
- Remuneration of fund managers and corporate executives;
- and Use of CDS by investment funds

ESMA is not claiming there is a causal relationship between the abovementioned areas and short-termism; it is rather seeking the views of stakeholders on these areas in order to better understand their interaction with short-termism. As such, responses to this survey will contribute to ESMA's analysis of potential sources of undue short-termism on corporations stemming from the financial sector in the areas of focus. Additionally, responses to the survey will back the identification of any other areas in which short-term behaviour is problematic and where the regulatory rules exasperate (or mitigate) short-term pressures.

Overall, with this survey ESMA is seeking to collect information on market practices and the views of financial market participants. By responding to the questionnaire, market participants will contribute to ESMA's advice to the Commission and as such help shape future policy decisions in relation to short-termism in the financial sector.

- [1] European Commission Action Plan Financing Sustainable Growth.
- [2] Call for advice to the European Supervisory Authorities to collect evidence of undue short-term pressure from the financial sector on corporations.
- [3] Definition of short-termism provided in the second paragraph of section 1 of the Commission's mandate (Mason, 2015).

Structure of the questionnaire

Section I: General information about respondent

The first section of the questionnaire contains questions which will help ESMA understand respondents' profile and whether they agree for their response to the questionnaire to be published on ESMA's website.

All respondents are invited to respond to the questions in this section.

Section II: Investment strategy and investment horizon

In this section of the questionnaire, ESMA invites respondents to provide information on the key features and the focus of their investment strategy as well as on the time horizon(s) they use in their business activities. The questions aim to collect comprehensive information on the strategic approach taken by various market players, depending on their role and objectives, in order to get a broad understanding of how they prioritise short- and long-term values in their investment activities. The responses to the questions in this section are intended to provide evidence on how consistent the long-term value drivers of the investment strategy are with the investment timeframe and the global approach for investment decision-

making, and which specific considerations in investment strategies may induce short-termism.

The section is open to all respondents as it seeks information on the interaction between short-termism and general business activities. The questions relating to portfolio holdings are addressed to asset owners and asset managers.

Section III: Disclosure on ESG factors and the contribution of such disclosure to long-term investment strategies

The context for the questions in this section is the EU's 2014 adoption of the Non-Financial Reporting Directive (hereafter 'NFRD') in order to enhance the consistency and comparability of non-financial information disclosed throughout the Union. The NFRD requires large EU companies to disclose information on matters relating to the environment, social and employee aspects, respect for human rights, anti-corruption and bribery issues in an annual non-financial statement to be presented either in the management report or in a separate document.[1]

The NFRD came into force in 2014 for reporting on the financial year starting on 1 January 2017 or during the calendar year 2017, which means that two waves of mandatory non-financial information have now been published in most jurisdictions. Section III of the questionnaire collects information on the experience of market participants with these first two disclosure waves by asking whether, how and to what extent public disclosure on ESG factors, which complements traditional financial disclosure by listed companies, can enable investors to integrate in their decision-making process considerations on a company's current and future ability to create long-term sustainable value for its shareholders and for the society at large. Furthermore, this section raises the question whether any changes relating to requirements on non-financial information are needed at European level to enable investors to take long-term investment decisions.

The questions in this section are primarily addressed to institutional and retail investors that make use of information in issuers' public reporting in their investment decisions, as well as to issuers that provide such ESG related information to investors.

[1] Additionally, the forthcoming Regulation of the European Parliament and of the Council on sustainability-related disclosures in the financial services sector (2018/0179(COD)) will require financial advisers to publish information on their policies on the integration of sustainability risks in their investment advice or insurance advice. However, as this Regulation has not yet entered into force and will not be applicable until 15 months after entry into force, it is not possible at this stage to assess its impact, and it is as such not covered in the questionnaire.

Section IV: The role of fair value in better investment decision-making

In this section of the questionnaire, ESMA seeks to collect further information related to the following statement from the report [1] of the High Level Expert Group (hereafter 'HLEG'): "there is considerable disagreement among interested parties on the appropriate accounting treatment for long-term investments, in particular on whether long-term assets on investors' balance sheets should be valued based on the currently prevailing (daily) market prices – also known as 'mark-to-market' valuation or 'fair value' accounting [...] The debate is mainly around equity, equity-type and listed credit instruments on the balance sheets of long-term investors, such as non-financial corporations, insurance companies and banks."

The section contains questions on whether and how fair value may impact the capacity of financial reporting to provide relevant and reliable information on equity instruments held for long-term investment purposes. Responses in this area will help ESMA to assess how the measurement and disclosure of fair value may impact the selection of a short- or long-term horizon, as well as to assess whether the transparency benefits arising from the use of fair value for financial instruments, particularly equity instruments, outweigh the intrinsic potential volatility of fair value. Furthermore, whilst Level 1 fair value measurement is based on quoted prices in active markets and, as such, it has a high degree of reliability, ESMA is also interested in exploring the usefulness of Level 2 and Level 3 fair value measurements [2] and the extent to which investors are willing to take these fair value measurements into consideration in their long-term investment decisions.

The European Commission has issued two requests for advice to the European Financial Reporting Advisory Group (EFRAG) to assess the impact of IFRS 9 Financial Instruments on equity investments and to investigate potential alternatives to fair value accounting for equity and equity-type instruments held for the long-term. ESMA closely monitors and contributes to EFRAG's work in this area [3]. In section IV of the questionnaire ESMA investigates more specifically the reasons underlying any connection between fair value accounting and the emergence of short-term pressures in the investment practice of issuers.

The questions in this section are primarily addressed to institutional and retail investors that make use of information in issuers' financial statements in their investment decisions, as well as to issuers that prepare financial statements.

- [1] https://ec.europa.eu/info/sites/info/files/180131-sustainable-finance-final-report_en.pdf
- [2] Inputs to Level 2 fair value measurements are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. Inputs to Level 3 fair value measurements are unobservable inputs for the asset or liability.
- [3] http://www.efrag.org/News/Public-183/New-EFRAG-consultation-on-Equity-Instruments--Research-on-Measurement

Section V: Institutional investors' engagement

In this section, ESMA invites institutional investors to share their experiences and views on whether and how they monitor the long-term value maximisation of their investee companies by further engaging with them and voicing their potential concerns. The questions of this section indirectly relate to the revised Shareholder Rights Directive that established specific requirements in order to encourage shareholder engagement in EU listed companies. ESMA acknowledges that the Directive has entered into application only recently. In this section ESMA seeks to collect information on how engagement activities are put in place at the time of the publication of the questionnaire based on the current regulatory framework in the relevant Member States.

For the purposes of this questionnaire, engagement is defined as any monitoring and interaction by institutional investors with investee companies, including the exercise of voting rights and other activities to influence the investee company such as activist strategies.

The questions in this section are primarily addressed to institutional investors.

Section VI: Remuneration of fund managers and corporate executives

In this section, ESMA examines whether remuneration policy and practices of fund managers can be a driver of short-termism. Stakeholder feedback in this regard will provide further evidence in relation to the statements of the HLEG report about the "frequent separation of the behaviour of some financial intermediaries from the preferences of the ultimate beneficiaries" and that "job tenure and financial rewards for analysts, asset/money managers and traders" can be heavily dependent on short-term returns.

The questions in part A of this section are addressed to UCITS management companies, AIFMs, and self-managed UCITS investment companies and AIFs as they relate to how remuneration practices impact investment behaviour of asset managers vis-à-vis the funds they manage and the investors in such funds. The questions are particularly related to the requirements arising from the UCITS Directive [1], AIFMD [2], the Guidelines on sound remuneration practices under the UCITS Directive [3] and the Guidelines on sound remuneration practices under the AIFMD [4].

The questions in part B of this section are primarily addressed to issuers with reference to the remuneration packages assigned to their executives. Evidence on this aspect is expected to provide an indication of how executives' incentives to pursue long-term vs. short-term performance can be skewed by the way their remuneration package is designed.

In addition, each section invites all stakeholders to comment on the potential contribution to short-termism from remuneration practices for fund managers or corporate executives.

- [1] Directive 2009/65/EC
- [2] Directive 2011/61/EU
- [3] ESMA/2016/575
- [4] ESMA/2013/232

Section VII: Use of CDS by investment funds

Building on the work already conducted by ESMA [1] looking at the prevalence of sell-only or net sell Credit Default Swaps (CDS) positions held by UCITS funds, this section of the questionnaire aims to collect information on the use of CDS by all investment funds. The existing evidence shows some use of sell only or net sell holdings of CDS and ESMA would like to explore this topic further in the context of short-termism. ESMA will use the information it collects from stakeholders to assess whether the use of such instruments could be one of the potential drivers of short-termism.

Sell-only or net sell CDS positions may indicate increased short-term risk taking by funds in order to generate short-term profits, thereby diverting funds from investment in the real economy and indirectly contributing to a short-term profit taking approach. This is why ESMA would like to explore this area by gathering evidence from stakeholders, particularly regarding the reasons for sell only or net sell holdings of CDS positions, and how the tail risk of CDS is managed. ESMA recognises that there may be other categories of derivatives that may also merit attention, so one of the questions allows respondents to comment on other products as well.

The questions in this section of the questionnaire are addressed to UCITS management companies, self-managed UCITS investment companies and AIFMs.

[1] (see "Drivers of CDS usage by EU investment funds" in Trends, Risks and Vulnerabilities Report No.2 from 2018)

Section VIII: Final

The last section of the questionnaire gives respondents the chance to raise any additional considerations on the topic of undue short-term pressure on corporations from the financial sector which they have not been able to reflect elsewhere in the survey.

All respondents are invited to respond to this part of the questionnaire.

How to respond

Deadline

ESMA will consider all responses received by 29 July 2019

Technical instructions

The questionnaire is presented in EUSurvey which is the European Commission's online survey making tool.

In order to access the questionnaire, please click on the following link: https://ec.europa.eu/eusurvey/runner/ /ESMA-SUS-2019

When you click on the link, EUSurvey will open in your default browser and you will see the questionnaire. Before starting to fill in the questionnaire, we encourage you to read through all questions.

As you go through the questionnaire and fill in your responses, additional questions will sometimes appear. Such additional questions are based on your response to a previous question and are intended to collect further information about the response you have provided. However, unless specifically mentioned, you are invited to respond to all questions.

The full set of responses is submitted by clicking the "Submit" button at the end of the questionnaire. Upon submission, the system will offer you to print or download your responses for your own reference.

For any questions regarding the questionnaire, please send an email to short.termism@esma.europa.eu

Publication of responses

All contributions received will be published following the close of the survey, unless you request otherwise. Please clearly indicate under question [6] if you do not wish your contribution to be publicly disclosed. A standard confidentiality statement in an email message will not be treated as a request for non-disclosure. A confidential response may be requested from us in accordance with ESMA's rules on access to documents. We may consult you if we receive such a request. Any decision we make not to disclose the response is reviewable by ESMA's Board of Appeal and the European Ombudsman.

Data protection

Information on data protection can be found at www.esma.europa.eu under the heading 'Data protection'.

Definitions, abbreviations, and legal references

CDS

Credit Default Swaps

Corporate executives

Top managers, such as the Chair or the CEO, and/or members of the board of directors.

Engagement

For the purpose of this questionnaire, any monitoring and interaction by institutional investors with investee companies, including the exercise of voting rights and other activities to influence the investee company such as activist strategies

ESG

Environmental, Social and Governance

Fair value

The price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (IFRS 13)

HLEG

High Level Expert Group

Holding period

For the purpose of this questionnaire, 'holding period' is defined as the elapsed time between the initial date of purchase and the date on which the investment is sold or matured if held to maturity.

Identified Staff

Categories of staff, including senior management, risk takers, control functions and any employee receiving total remuneration that falls into the remuneration bracket of senior management and risk takers, whose professional activities have a material impact on the management company's risk profile or the risk profiles of the UCITS that it manages and categories of staff of the entity(ies) to which investment management activities have been delegated by the management company, whose professional activities have a material impact on the risk profiles of the UCITS that the management corporate manages.

Institutional investors

Asset owners or asset managers acting on their behalf

Long-term investment / value

For the purpose of this questonnaire, please consider these expressions in the context set out in the Commission's mandate on undue short-termism and in the European Commission's Action Plan 'Financing Sustainable Growth'.

Non-Financial Reporting Directive / NFRD

Directive 2014/95/EU of the European Parliament and of the Council of 22 October 2014 amending Directive 2013/34/EU as regards disclosure of non-financial and diversity information by certain large undertakings and groups

Revised Shareholder Rights Directive

Directive (EU) 2017/828 of the European Parliament and of the Council of 17 May 2017 amending Directive 2007/36/EC as regards the encouragement of long-term shareholder engagement

Short-termism

The focus on short time horizons by both corporate managers and financial markets, prioritising near-term shareholder interests over long-term growth of the firm

I. General information about respondent

Please note that the questionnaire should be read in conjunction with the explanatory note, definitions and instructions. If you have not already read the explanatory note, please do so before you start filling in your responses.

res	ponses.
* 1. N	Name of the company / organisation
14	400 character(s) maximum
	BASF SE
*2. T	ype of respondent
	Issuer
*3. lı	ndustry
	Other
	ase specify 400 character(s) maximum
	Chemical Industry
	are you representing an association?
	O Yes
	No
* 5. C	Country
	Germany

*6. Please indicate if wish to have your response published on the ESMA website

11-30 years+30 years						
Other						
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100 character(s) ma	aximum					
Approximately 15 y	/ears					
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Overall - Business strategy - Profitability	do you apply in you per category Less than 1 year	1-4 years	5-8 years	9-12 years	More than 12 years	No applic
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Overall - Business strategy - Profitability - Funding - Investment - Trading	do you apply in you per category Less than 1 year	1-4 years	5-8 years	9-12 years	More than 12 years	No applic
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*7. This questionnaire considers long-term investment in the framework of sustainable finance, under the assumption that long-term investment projects should be consistent with the objective of supporting the shift towards a more sustainable financial and economic system. In this context, for the purpose of filling in

I do not wish my response to be published

☑ I wish my response to be published

	1: Not at all	2: To a small extent	3: To some extent	4: To a large extent	5: To a great extent
Retail investors	0	0	•	0	0
Asset owners (i.e. giving the investment mandate either on their own account or on the account of retail investors)	0	0	•	0	0
Asset managers (i.e. those in charge of fulfilling the mandate of asset owners)	0	•	0	0	0
Top management of listed issuers	0	•	0	0	0
Sell-side analysts	0	0	•	0	0
Other	0	0	0	0	0

* Please explain your response

2800 character(s) maximum

no further comment			

10. To which extent does each of the following factors result in short-termism by your institution?

	1: Not at all	2: To a small extent	3: To some extent	4: To a large extent	5: To a great extent
Macroeconomic environment	0	•	0	0	0
Prudential regulation	•	0	0	0	0
Market pressures	0	0	•	0	0
Profitability	0	0	•	0	0
Shareholders' interest	0	0	0	•	0
Business objectives	0	0	•	0	0
Competitive pressure	0	0	•	0	0
Client demand	0	0	•	0	0
Company reporting requirements	0	0	•	0	0

Executive remuneration structure	•	•	0	0	0
Other	0	0	0	0	0

* Please explain your response

2800 character(s) maximum

The variable remuneration systems consists of a performance bonus and a long-term share-price based incentive program (LTIP). It is designed to reward long-term strategic performance of the company and to align the interests of the corporate executives with the interests of the shareowners.

The performance period creates monetary incentives for the sustainable long-term development of the company.

50% of the performance bonus is measured against operational and strategic goals in the first year of the four-year performance-period and paid out in the following year. The remaining 50% are deferred for three years. Final payout amount depends on the assessment of strategic performance over the whole four-year performance period in strategic areas (deferred compensation). These strategic areas include among others CO2 neutral growth, employee satisfaction and increased sales with products which make a substantial sustainable contribution in the value chain.

The long-term incentive program rewards sustainable development of the company share price (absolute and relative performance versus a peer group). In order to participate in the LTIP, the corporate executives have to individually invest in company shares (share ownership obligation). The LTIP with the four-year vesting period and the following four-year exercise period ensure the alignment of (long-term) shareowners' interests with the interests of the corporate executives.

11. What is the actual holding period prevailing in your investment strategy?

Please respond on a best-effort basis and tick one holding period per category of securities

	Less than 1 year	1-4 years	5-8 years	9-12 years	More than 12 years	Not applicable
Equity	0	0	0	0	0	0
Bonds	0	0	0	0	0	0
Other	0	0	0	0	0	0

12. To which extent does each of the following factors drive the actual holding period prevailing in your investment strategy?

	1: Not at all	2: To a small extent	3: To some extent	4: To a large extent	5: To a great extent
Profitability	0	0	0	0	0
Shareholders' interest	0	0	0	0	0
Competitive pressure	0	0	0	0	0
Client demand	0	0	0	0	0

Remuneration practices in the financial sector	0	0	0	©	0
Economic activities	0	0	0	0	0
ESG	0	0	0	0	0
Monetary policies / macroeconomic factors	0	0	0	0	0
Non-prudential regulation (e.g. tax regulation)	0	0	0	0	0
Prudential regulation	0	0	0	0	0
Company reporting requirements (any type of disclosure)	0	0	0	•	0
Other	0	0	0	0	0

13. On a best-effort basis, in the next 2 years, how do you expect the average holding period of the following portfolios to evolve?

Please tick one holding period per category of assets

	Increasing by less than 6 months	Increasing by 6- 12 months	Increasing by more than 12 months	No (notable) change	Decreasing by less than 6 months	Decreasing by 6-12 months	Decreasing by more than 12 months
Equities	0	0	0	0	0	0	•
Fixed Income	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0

III. Disclosures on ESG factors and their contribution to long-term investment strategies

Click here for the list of definitions, abbreviations and legal references included in the Explanatory Note

15. Based on your experience, please indicate to which extent you agree with the following statement
"Disclosure of ESG information by listed companies enables investors to take long-term investment
decisions".
1: Totally disagree
2: Mostly disagree

4: Mostly agree

5: Totally agree

* 17. Why does disclosure of ESG information by listed companies enable long-term investment?

Please respond by selecting one or several items from the list below

3: Partially disagree and partially agree

☑ ESG disclosure provides insights into a listed company's long-term risk profile

ESG disclosure provides insights into a listed company's future financial performance

ESG disclosure complements the information provided by listed companies in their financial statements

Other

18. Even though you acknowledge that disclosure of ESG information by listed companies could enable long-term investment, you might have observed impediments as to how this link may work in practice. To which extent each of the following factors may discourage investors from using ESG disclosure to apply a long-term investment horizon?

Please respond by selecting one or several items from the list below

	1: Not at all	2: To a small extent	3: To some extent	4: To a large extent	5: To a great extent
* Lack of sufficient independent assurance on the provided ESG disclosure	•	0	0	0	0
* Lack of quantitative evidence regarding how the listed company contributes to national or international sustainability targets	0	0	•	0	0
* Lack of consistency between the disclosed ESG policies and evidence of the listed company's actions	0	0	•	0	0
* Lack of sufficiently forward-looking disclosure on ESG risks and opportunities	•	0	0	0	0

* Lack of comparability between different listed companies' disclosure due to the NFRD disclosure requirements not being sufficiently detailed and allowing for the use of various disclosure frameworks	•	0	0	•	•
Lack of a clear link between ESG matters and the current and future performance of the listed company	0	0	•	0	0
* Lack of an integrated presentation and analysis of financial and non-financial performance	•	0	0	0	0
* Lack of information on the disclosure framework (s) which listed companies use	•	0	0	0	0
* Lack of an explicit statement indicating that the listed company's Board of Directors takes responsibility for the relevance, accuracy and completeness of the ESG disclosure provided	•	0	0	0	0
* Lack of access to / availability of ESG disclosure in data aggregators or other source data providers	•	0	0	0	0
* Lack of sufficient knowledge by investors on how to incorporate ESG disclosure into their decision- making process	0	0	•	0	0
* Other	•	0	0	0	0

19. In your view, would requiring specific disclosures on intangible assets which are not accounted for in the financial statements enable long-term investment decisions?

Yes

No

* Please explain your response

1400 character(s) maximum

Relevant intangible assets vary widely depending on a company's materiality profile for nonfinancial aspects; every company has to individually find the areas of disclosure that will enable long-term investment decisions

20. The NFRD gives companies flexibility to disclose non-financial information to the extent necessary for an understanding of the undertaking's development, performance, position and the impact of its activity in relation to non-financial matters. Do you consider that further requirements are needed to increase the level of detail in the disclosure requirements regarding non-financial information?

Yes

No

* Please explain your response

1400 character(s) maximum

No further requirements are needed to increase the level of detail in the disclosure requirements regarding non-financial information, but the NFRD should reference to already existing globally acknowledged standards and frameworks like the GRI Standards, IIRC Reporting framework)

21. Do you consider that further steps in the	area of non-financia	al reporting are neede	ed at the national or
the European level to enable investors to tak	e long-term investm	nent decisions?	

Yes

O No

- * Please indicate which of the following approaches you consider appropriate:
 - The NFRD should be amended to require a broader group of companies to disclose ESG information
 - The NFRD should be amended to require that ESG disclosure is audited by an external, independent entity
 - Enforcement powers on ESG disclosures should be strengthened and made more consistent across the Union
 - Other

IV. The role of fair value in better investment decision-making

Click here for the list of definitions, abbreviations and legal references included in the Explanatory Note

- 22. Based on your experience, please indicate to which extent you agree with the following statement: "For the purpose of undertaking an internal assessment of the performance of long-term investments held in equity instruments, fair value provides a company's management with relevant information in order to better understand the short-term and the long-term consequences of the investments held"
 - 1: Totally disagree
 - 2: Mostly disagree
 - 3: Partially disagree and partially agree
 - 4: Mostly agree
 - 5: Totally agree
- * Please explain your response and provide evidence, where available

1400 character(s) maximum

Fair value measurement of equity instruments does not contribute to their internal performance assessment, especially related to long-term consequences of the investments held: This measurement approach stipulates recognizing changes in market participants' assumptions about (timing, amount and riskiness) of expected future cashflows as part of the performance of equity instruments. As such, it also incorporates recognition of point-in-time market-based value changes (potentially being subject to "noise" in the market) to which the reporting entity is not exposed in a long-term business model. By contrast, fair value measurement does usually not reflect (changes of) the value of an equity instrument held as a long-term investment (e.g. in the form of a strategic investment) to the reporting entity. These investments usually result in economic benefits that are either not directly available to other market participants (e.g. due to

competitive advantages) or not directly attributable to an investment on a stand-alone basis (e.g. due to synergies). Therefore, those value components are not reflected in the fair value being the market (exit) price of a single financial instrument.

- 23. Based on your experience, please indicate to which extent you agree with the following statement: "For the purpose of enabling an external analyst or investor to assess the performance of long-term investments held in equity instruments by a company, fair value provides relevant information in order to better understand the short-term and the long-term consequences of the investments"
 - 1: Totally disagree
 - 2: Mostly disagree
 - 3: Partially disagree and partially agree
 - 4: Mostly agree
 - 5: Totally agree
- * Please explain your response and provide evidence, where available

1400 character(s) maximum

In analogy to our answer to the previous question, we share the opinion that fair value measurement of equity instruments does not support an external analyst or investor in assessing the performance of long-term investments. This conclusion generally is true for all parties that seek to assess the performance of an investment, as the informational needs for performance assessment usually do not differ, given that the assessment serves the same purpose (resource allocation vs. stewardship).

24. Is the current accounting treatment for equity instruments under IFRS 9 [1] a decisive factor in discouraging a company from undertaking new long-term investments in equities?

[1] Under IFRS 9 Financial Instruments equity instruments are accounted for at fair value with the possibility to exclude fair value changes from the statement of profit or loss

- Yes
- No
- * Please explain your response, including whether you already apply IFRS 9, and provide evidence where available

1400 character(s) maximum

BASF applies IFRS 9 since January 1, 2018. Although fair value measurement can be burdensome, e.g. due to the complexity of the calculations and disclosure requirements, fair value measurement usually does not prevent a company from undertaking long-term investments in equities, provided that these investments are beneficial from an operating perspective. Still, it is crucial to note that the overall value creation is reduced as a result of the effort that needs to be undertaken to meet the reporting requirements for fair value measurement.

25. Is the current accounting treatment for equity instruments under IFRS 9 [1] a decisive factor in triggering divestment by a company of existing equity holdings elected for the long-term?

[1] Under IFRS 9 Financial Instruments equity instruments are accounted for at fair value with the possibility to exclude fair value changes from the statement of profit or loss

- Yes
- No

In analogy to our answer to question 24, we share the opinion that fair value measurement under IFRS 9 is generally not a decisive factor for divestment activities related to long-term equity investments. 6. In your view, what are the factors that may impact the relevance to users of financial statements of feature measurements for long-term investments? You may choose more than one factor Volatility in reported earnings Measurement errors (in Level 2 or 3 Fair Value) Complexity of calculations (in Level 2 or 3 Fair Value) Insufficient involvement of independent third-party assessment (in Level 2 or 3 Fair Value) Insufficient involvement of independent third-party assessment (in Level 2 or 3 Fair Value) Limited relationship with the expected developments of fair value in the long-term Other Rease explain your response and provide evidence, where available 1400 character(s) maximum Information is generally considered relevant in the context of financial reporting, if it is capable of influencing the decisions of users of financial statements. This feature could only be assessed, if the information that is already available to the users would be known. Therefore, relevance cannot be defined in a normative approach and the relevance of factors to users of financial statements cannot be assessed ex ante. Still, withink that factors like "Measurement errors" and "Complexity of calculations" can affect the decision usefulness of financial statements and as such the resource allocation decisions made by users, as they may harm the faithful representation of information (rather than relevance). 7. Institutional investors' engagement Slick here for the list of definitions, abbreviations and legal references included in the Explanatory Note Passive Passive Passive Passive Rease respond to the remainder of this section based on (i) the investment strategy you have indicated under question 27 and (ii) the investment time horizon you have indicated under question 8 8. Please elaborate on how the actual h	1400 cl	haracter(s) maximum
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uestion 11) matches with your investment mandate	8 Pleas	e elaborate on how the actual holding period of your investments (as you have indicated under
•		
1400 character(s) maximum	uconon	, ,

Not answered as BASF is not an institutional investor

	29. To which extent does your firm integrate long-term value considerations for the purpose of setting its investment strategy (and subsequent portfolio allocation choices)? 1: Not at all 2: To a small extent 3: To some extent 4: To a large extent 5: To a great extent
	30. To which extent does your firm integrate long-term value considerations for the purpose of setting its engagement policy (and subsequent engagement activities)? 1: Not at all 2: To a small extent 3: To some extent 4: To a large extent 5: To a great extent
ι	31. How does your firm engage with the investee companies in order to mitigate any potential sources of undue short-termism? Please select one or several options from the below list Voting at the Annual General Meeting (AGM) Private engagement (bilateral meetings, conference calls, etc.) Collective engagement initiatives (coalitions, engagement platforms, etc.) Litigation (or a threat to use litigation as a negotiating tool) Other
	used for engagement
	Not answered as BASF is not an institutional investor
	32. What are the main topics your firm engages on in order to mitigate any potential sources of undue short-termism?
	You may choose more than one factor Remuneration of directors
	Board appointments (including board diversity, independence, tenure)
	 Related party transactions Pay-out policy (dividends, share buybacks, etc.)
	ESG / sustainability-related
	✓ Other
*	Please specify
	1400 character(s) maximum

Not	answered	as BASE	is not an	institutional	Linvestor

34. Please indicate your agreement with the following statement: "Proxy advisors take into consideration long-term value when they provide voting advice" 1: Totally disagree 2: Mostly disagree 3: Partially disagree and partially agree 4: Mostly agree 5: Totally agree
 35. Please indicate your agreement with the following statement: "Engagement activities can be an efficient way of mitigating any potential sources of undue short -termism" 1: Totally disagree 2: Mostly disagree 3: Partially disagree and partially agree 4: Mostly agree 5: Totally agree
36. To which extent do you consider your engagement activities successful in mitigating any potential sources of undue short-termism? 1: Not at all 2: To a small extent 3: To some extent 4: To a large extent 5: To a great extent
37. Which are the main obstacles that institutional investors face when engaging with investee companies, and how could they be addressed in your view? 2800 character(s) maximum
Not answered as BASF is not an institutional investor
38.Please indicate your agreement with the following statement: "The recent entry into application of the revised Shareholder Rights Directive is going to increase the extent to which your firm takes into account long-term value considerations for the purpose of setting your investment strategy and engagement policy" 1: Totally disagree 2: Mostly disagree 3: Partially disagree and partially agree 4: Mostly agree 5: Totally agree

VI. Remuneration of fund managers

Click here for the list of definitions, abbreviations and legal references included in the Explanatory Note

Part A: Remuneration of identified staff in funds

39. What is the average investment horizon of the funds managed by your firm?

Please select one investment horizon per category of fund

	Less than 1 year	1-3 years	3-5 years	5-10 years	Over 10 years	Not applicable
Hedge funds	0	0	0	0	0	0
Private equity	0	0	0	0	0	0
Equity	0	0	0	0	0	0
Fixed income	0	0	0	0	0	0
Real estate	0	0	0	0	0	0
Alternative	0	0	0	0	0	0
Other	0	0	0	0	0	0

40. In the salaries of identified staff [1] of your firm's funds, what is the average share of the variable component compared to the fixed component?

[1] Defined in the Guidelines on sound remuneration policies under the UCITS Directive (ESMA/2016/575) and Guidelines on sound remuneration policies under the AIFMD (ESMA/2013/232)

	0-20%	20-30%	30-40%	40-50%	Over 50%	Not applicable
Hedge funds	0	0	0	0	0	0
Private equity	0	0	0	0	0	0
Equity	0	0	0	0	0	0
Fixed income	0	0	0	0	0	0
Real estate	0	0	0	0	0	0
Alternative	0	0	0	0	0	0
Other	0	0	0	0	0	0

41.	Over what av	rerage time i	is the referen	ce period fo	r variable ı	remuneration	calculated for	the	identified
staff	f of your firm's	funds?							

	Less than 1 year	1-4 years	5-8 years	9-12 years	More than 12 years	Not applicable
Hedge funds	0	0	0	0	•	0
Private equity	0	0	0	0	0	0
Equity	0	0	0	0	0	0
Fixed income	0	0	0	0	•	0
Real estate	0	0	0	0	•	0
Alternative	0	0	0	0	0	0
Other	0	0	0	0	0	0

42. What average percentage of variable remuneration do you defer for identified staff of your firm's funds?

	40-50%	50-60%	60-70%	70-80%	Over 80%	Not Applicable
Hedge funds	0	0	0	0	0	0
Private equity	0	0	0	0	0	0
Equity	0	0	0	0	0	0
Fixed income	0	0	0	0	0	0
Real estate	0	0	0	0	0	0
Alternative	0	0	0	0	0	0
Other	0	0	0	0	0	0

43. On average, over what period do you defer the payment of the variable remuneration for identified staff of your firm's funds?

	3-4 years	5-6 years	7-8 years	9-10 years	More than 10 years	Not applicable
Hedge funds	0	0	0	0	0	0
Private equity	0	0	0	0	0	0
Equity	0	0	0	0	0	0
Fixed income	0	0	0	0	0	0

Real estate	0	0	0	0	0	0
Alternative	0	©	©	0	0	©
Other	0	0	0	0	0	0
44. Do you believe t short-termism? Ves No	here are coi	mmon practi	ces in the re	muneration of	fund managers that o	contribute to
Part B: Remune	eration of	corporate	executive	es		
45. In your firm, what to the fixed compone 0-20% 21-30% 31-40% 41-50% Over 50%		rage share o	f the variable	e component d	of executive remunera	tion compared
46. Over what average executives? Less than 1 y 1-4 years 5-8 years 8-12 years Over 12 year	/ear	he reference	e period calc	ulated for vari	able remuneration of y	your firm's
47. Over what avera deferred? less than 3 ye 3-5 years 6-7 years 8-9 years 10 years or n	ears	the paymer	t of the varia	able remunera	tion of your firm's exe	ecutives
48. Is the awarding Yes No	of variable ı	remuneratior	n to your firm	's executives	linked to any ESG-rel	ated objectives?
Please explain your related objectives 2800 character(s)		nd indicate v	which share o	of variable ren	nuneration is linked to	what ESG-

In order to assess the sustainable performance of the Board of Executive Directors, each year the

Supervisory Board sets a target agreement which contains one-year operational targets (covering company'

23

s short-term financial performance) and multiple-year strategic targets. Strategic targets include among others targets for growth, sustainability and the companies core values. A certain share of the variable remuneration linked to ESG-related targets is not determined but ESG is part of the target agreement.

49. Do you believe there are common practices in the remuneration of corporate executives that contribute to short-termism?

- Yes
- No

VII. Use of CDS by investment funds

Click here for the list of definitions, abbreviations and legal references included in the Explanatory Note

50. What percentage of your funds are exposed to CDS?

Please indicate the closest applicable percentage and use 0 to indicate 'not applicable'

	0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
All funds	0	0	0	0	0	0	0	0	0	0	0
UCITS funds	0	0	0	0	0	0	0	0	0	0	0
AIFs	0	0	0	0	0	0	0	0	0	0	0

51. If your funds are exposed to CDS, what are they primarily exposed to?

Please fill in the table with the applicable percentages and use 0 to indicate 'not applicable'

	Single name CDS	Index CDS	Basket CDS	Other
All funds				
UCITS funds				
AIFs				

In case you reported a non-zero percentage to Other in question 51, please specify which kind of CDS yo	<i>U</i>
are referring to	

1400 character(s) maximum

Not	answered	as BASE	is not a	n institution	onal investor
NOL	allowered	as DASI	is not a	ມາ ມາວແແນແ	Jilai IIIVESIUI

52. What kinds of CDS exposures do your funds hold?

Please fill in the table with the applicable percentages and use 0 to indicate 'not applicable'

	Sell only	Net sell	Net buy	Buy only
All funds				
UCITS funds				
AIFs				

All funds	Equity	Fixed income	Alternative	Other		
All lulius	0	0	0	0		
UCITS fur	nds ©	0	0	0		
AIFs	0	0	0	0		
ts under ma	average size of anagement (A relevant range for Below €1	UM)?	eng of sell only of		CDS exposures, expr €100 million	ressed in Over €
	million	€10 million	€100 n	nillion	<x≥ billion<="" td="" €1=""><td>billior</td></x≥>	billior
All funds	•	0	0		•	0
UCITS funds	0	0	0			0
AIFs		©	0		©	0
you hold s ral reasons To gain o	for holding se credit exposur	sell CDS positions ell only or net sell C e to underlying cred und through collect	DS positions lit name / index	c / basket	se select in the list b	pelow one
you hold s ral reasons To gain o To impro Other you hold s Monitor u	s for holding secredit exposur ove returns in f sell only or net underlying def your positions	ell only or net sell Co e to underlying cred und through collect sell CDS positions ault risk of the CDS accentuate tail risk	DS positions lit name / index ing CDS premi in any of your reference inst exposure in th	<pre>c / basket a funds, do y rument / indents</pre>	ou: dex / basket? ding them?	
you hold s ral reasons To gain of To impro Other you hold s Monitor u	s for holding secredit exposur ove returns in facell only or net underlying defacer your positions	ell only or net sell Co e to underlying cred und through collect sell CDS positions ault risk of the CDS accentuate tail risk	DS positions lit name / index ing CDS premi in any of your reference inst exposure in th funds with sell	<pre>c / basket a funds, do y rument / indents</pre>	ou: dex / basket?	
To you hold so ral reasons To gain of To impro Other Monitor of Monitor of Take into the Take into the Take there of the the there of	s for holding secredit exposur ove returns in facell only or net underlying defacer positions potential tail rise o account the	ell only or net sell Control of the tounderlying credund through collections ault risk of the CDS accentuate tail risk of the exposure in your everage in the exposure derivatives used by	DS positions lit name / index ing CDS premi in any of your reference inst exposure in th funds with sell osed fund?	<pre>c / basket a funds, do y rument / in e funds hol l only or ne</pre>	ou: dex / basket? ding them?	?
To you hold so ral reasons To gain of To improduce the following the fol	s for holding secredit exposure ve returns in formal sell only or net underlying deformations potential tail rise account the ser(s) maximum	ell only or net sell Control of the tounderlying credund through collections ault risk of the CDS accentuate tail risk of the exposure in your everage in the exposure derivatives used by	DS positions lit name / index ing CDS premi in any of your reference inst exposure in th funds with sell osed fund? y investment fu	<pre>c / basket a funds, do y rument / in e funds hol l only or ne</pre>	rou: dex / basket? ding them? t sell CDS positions?	?
To you hold so ral reasons To gain of To improduce the following the fol	s for holding secredit exposure ve returns in formal sell only or net underlying deformations potential tail rise account the ser(s) maximum	ell only or net sell Ce to underlying credund through collections sell CDS positions ault risk of the CDS accentuate tail risk sk exposure in your everage in the exposure derivatives used by	DS positions lit name / index ing CDS premi in any of your reference inst exposure in th funds with sell osed fund? y investment fu	<pre>c / basket a funds, do y rument / in e funds hol l only or ne</pre>	rou: dex / basket? ding them? t sell CDS positions?	?

58. Do you have any additional input you wish to provide in relation to the topics covered in this survey? Please provide links to any relevant material / publications.
2800 character(s) maximum
59. Do you consider that any topics beyond those covered in the survey should be addressed in ESMA's advice to the European Commission on potential undue short-term pressures exercised by the financial sector on companies? Please provide links to any relevant material / publications. 2800 character(s) maximum
60. Do you have any other comments or thoughts on the issue of short-termism? Please provide links to any relevant material / publications. 2800 character(s) maximum
BASF's strategy is long-term oriented. Accordingly, our actions are focused on the long-term perspective independent of short-term reporting requirements. Therefore, we do not consider short terminism as a restriction for implementing our strategy.

Click <u>here</u> for the list of definitions, abbreviations and legal references included in the Explanatory Note

Contact

short.termism@esma.europa.eu