



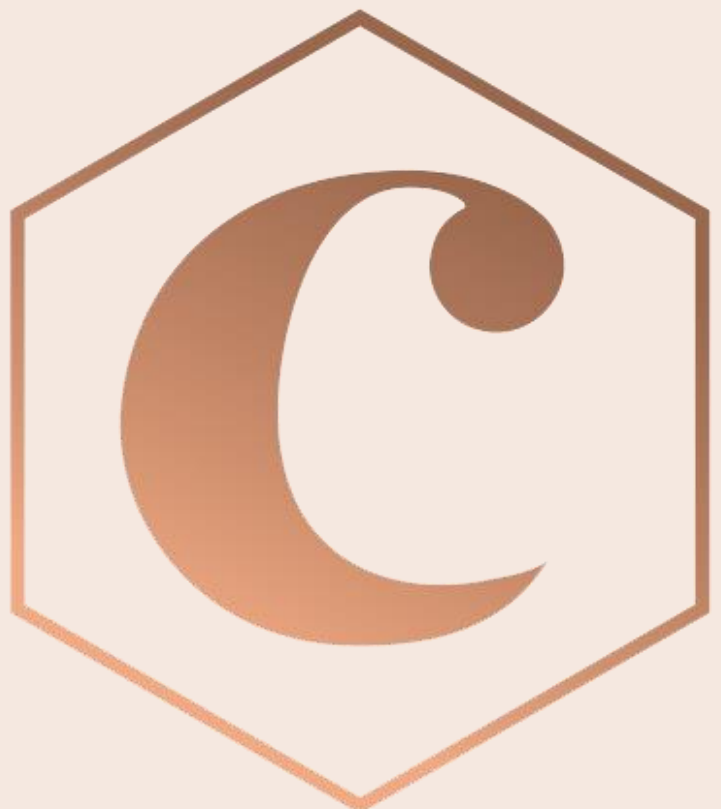
Can we do something new?

Reflections on sustainability from an active investor,
asset manager, and advisor

Coeli



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CONTENT

About Coeli	4
Can we do something new?	6
Value creation, convictions, strategies.....	8
What is going on?.....	12
What are we doing?	22
Are we making a difference?	38
Sources and references.....	42



” As an investment organization, we are driven by an eternal perspective on value creation and are happy to share knowledge and experience to promote development. I am pleased to present Coeli's report 'Can we do something new?' where we explore sustainability from an investment perspective, focusing on value creation, convictions, and strategies. I hope the report will inspire and be useful to many.

Erik Bäckström
CEO Coeli Group



About Coeli

Coeli is an investment organization entrusted with managing approximately SEK 65 billion on behalf of our clients, including high-net-worth individuals, family offices, corporations, and institutions.

We invest assets across public markets, such as equities, fixed income, and hedge funds, as well as private markets, including real estate and private equity. We also act as active owners through direct investments in private companies.

Through our credit market operations, we provide tailored financing solutions to our clients.

Coeli's partnership model attracts renowned and highly skilled asset managers and investment teams, ensuring they are committed to generating long-term value for our clients and stakeholders.

Founded in 1994, Coeli employs 160 professionals across Stockholm, Gothenburg, Malmö, and Uppsala. For more information, please visit our website: www.coeli.com.



Coeli | Can we do something new?



Can we do
something new?

In times of continued uncertainty, characterized by a complex economic environment of rising interest rates, slowing growth, geopolitical tensions, and social unrest, the question arises: What can we, as an active investor and asset manager, say about sustainability?

Sustainability is not new. It has been interpreted, applied, and debated for many years. Strategies, policies, and frameworks have been developed, commitments made, and products launched.

Sustainable investing is also not new. Whether we label it responsible, ethical, green, ESG, SDG, or impact, it revolves around allocating and managing assets. Investing and managing assets come with a fiduciary duty. Today, investors, asset managers, advisors, consultants, lawyers, and auditors are all working with sustainability in various ways. Yet, the challenge remains to explain what, why, and how one "does it". And the market continues to ask for clearer definitions, standardized frameworks, and better reporting.

A potential answer arrived in 2021 with the Sustainable Finance Disclosure Regulation (SFDR), aiming to simplify investment choices through clearer definitions, standardization, and reporting based on investors' goals and preferences.

Three years have passed. Has it become easier? Not quite. Has it established a standard? Not yet. Has it improved reporting? There is certainly more reporting, but not necessarily better.

As an investor, we want to share our perspectives on sustainability, focusing on value creation, convictions, and strategies. We seek to be diligent, expand our perspectives, and prioritize metrics relevant to each investment strategy and asset class—metrics we believe can create value and make a difference. Is this anything new?

**Ulrika Hasselgren, Chief Sustainability Officer,
Coeli Group, September 2024**





Value creation, convictions, strategies

Value creation

Giving value to gain greater value

Coeli invests and manages assets with a focus on value creation and long-term sustainability. We give our clients advice based on their goals and preferences, and we continually strive to deepen our insights to maximize value for our clients.

"Together, we help our clients take control of their finances and build long-term financial value through increased knowledge of investments and portfolio theory. I aim to serve as a sounding board, offering a comprehensive perspective."

Malin Siljehög, Partner and Senior Advisor, Gothenburg



"I see a growing interest from our clients to understand how our investments and portfolios promote both environmental considerations and social responsibility, as well as how this can drive long-term growth."

David Isacson, Senior Advisor, Malmö



"I am passionate about our business model. Being able to tailor a portfolio for our clients that meets their needs, financial goals, and sustainability preferences is a privilege."

Misha Mohammadzadeh, Advisor, Stockholm

"I listen carefully to our clients. Sustainability is broad, and preferences vary—from taxes on plastic bags to solar panel installations and labor rights. Understanding these factors in our investments, allows us to meet needs and create long-term value."

Johan Anbo, Senior Advisor, Uppsala





Convictions

Being firmly rooted in one's beliefs and opinions.

The portfolio managers invest with precision and sharp focus in what they truly believe in, with the conviction that it can create value for both the portfolio and the investor. They work with a high degree of independence and actively share their insights.

"It comes from the heart. It's part of our mindset and personalities. We strive to be clear about what we believe in and how we invest. We are convinced that knowledge about the companies we invest in is crucial and that dialogue with them makes a difference."

Andreas Brock, invests in Global Equity



"We are driven by value creation and invest in companies that can generate significant value, where the price we pay is much less than what we believe it is worth."

Mikael Petersson, invests in European Equity



"We are convinced that the balance of geopolitical risks, return opportunities, sustainability, and risk management is essential for optimizing investments in emerging market bonds."

Maciej Woznica, invests in Frontier Markets Fixed Income



Strategies

Designing a plan to achieve an overarching goal

Coeli actively manages a diverse range of investment strategies across various asset classes. Our portfolio managers and investment teams are deeply committed to consistently deliver long-term, competitive returns.

We prioritize active, well-informed investment decisions and, throughout the investment process, aim to provide a diversified portfolio with the overarching goal to generate robust risk-adjusted returns over time.



"It is a privilege to work with highly skilled portfolio managers and investment teams within our partnership model. Material matters related to climate, energy transition, diversity, and governance are considered in our investment processes and addressed as both risks and opportunities. Sustainability is also a central component of our regulatory compliance, and it is reassuring that our teams operate with strong processes and clear positions in their strategies."

Erik Lundkvist, Chief Investment Officer and Partner



What is going on?

There is a lot going on. In both the investment industry and society at large, things are moving faster and faster, with a relentless sense of acceleration.

There is focus on green initiatives: green transitions, green deals, green funds... are we at risk of 'painting green'? There is emphasis on the Sustainable Development Goals... will we achieve them by 2030? And there's a lot of talk about ESG, but what does it really mean?

Moreover, data volumes keep growing due to stricter regulations and increased reporting requirements... how many data points do we really need?

In this rapid development, it is crucial to stay focused on our mission, broaden our perspectives, be meticulous, and prioritize our efforts to make well-founded decisions that can create the highest possible value.

”

Sustainability risks becoming a superficial effort, and greenwashing is common. I believe that sustainability is a mindset to driving business. Our products contribute to energy and infrastructure, water and sewage, and the work environment, but regardless, sustainability must be integrated into the business.

Joachim Berner, Chairman, Berner Industrier AB



A lot of focus on green...

When the [Disclosure regulation](#) came into effect in 2021, a new kind of "green movement" began, focusing on various articles. The regulation, which governs how financial actors must inform about sustainability in their products, consists of a total of 20 articles. At the center are Articles 6, 8, and 9, which focus on transparency to classify funds, with the goal of facilitating informed choices for investors based on their own sustainability preferences—a commendable ambition.

Article 6 addresses transparency regarding how sustainability risks are integrated and applies to all funds. Article 8 concerns transparency for funds that promote environmental or social characteristics. Article 9 concerns transparency for funds that have sustainable investments as their primary investment objective.

Hence, a key difference between Article 8 and Article 9 classification lies in the investment objectives. Although the regulation is clear, a challenge has arisen in how these articles are marketed. Funds under Articles 6, 8, and 9 have come to be referred to as "not green," "light green," or "dark green," suggesting a ranking from inferior to superior. This can be misleading and counteracts the regulation's purpose of clarity for investors to choose based on preference. >>



...are we 'painting green'?

Add to the 'green movement' the risk of greenwashing. Despite the regulation's aim to prevent this, the current application and communication can lead to unintentional exaggerations and empty promises. It is important to emphasize that the distinction between Articles 8 and 9 of the SFDR pertains to a fund's investment objective, which is outlined in a fund's prospectus—a regulated document that governs both the investment strategy and management instructions.

If we adhere to the regulation and a fund's prospectus, we should avoid the risk of a misleading 'green movement' that ranges from light green to dark green. Instead, we should clearly describe a fund's strategy, investment objectives, themes, and criteria. This clarity helps investors make better-informed choices based on their own goals and preferences.

The Swedish [Financial Supervisory Authority's strategy](#) to combat greenwashing in the financial industry is crucial for maintaining trust in a sustainable financial market. We are committed to upholding that trust and seek to be transparent about how we consider sustainability in our investments, asset management, and advisory.





There are 17 global goals...

"The Global Goals represent the most ambitious agenda for sustainable development ever adopted by the world's nations, aiming to achieve four remarkable things by 2030: To eradicate extreme poverty. To reduce inequalities and injustices worldwide. To promote peace and justice. To resolve the climate crisis. Through the Global Goals for Sustainable Development, these aspirations can become a reality."

This is how the United Nations introduces the Global Goals—the [Sustainable Development Goals](#) (SDGs). The Global Goals consist of 17 main goals and 169 sub-targets, forming an extensive framework that many investors, asset managers, and companies in Sweden and internationally are actively working with in various ways.

We also integrate the SDGs into our investment strategies and processes, seeking to align with the unique objectives of each strategy and asset class. Some of our strategies focus on several goals, while others prioritize one or two, i.e., we do not apply a one-size-fits-all solution.

The SDGs were adopted in 2015 with the aim to be achieved by 2030. The question remains: Will the goals be met by then? >>



...will they be met by 2030?

We humbly acknowledge that significant challenges remain in achieving the Global Goals. A regulated transition and an efficient allocation of capital to what is defined as 'green' and 'sustainable' within the EU is both a complex and demanding task.

In 2015, the annual cost to achieve the SDGs was estimated at approximately USD 7.6 trillion. Moreover, substantial investments are required to enable “a modern, resource-efficient, and competitive economy: where there are no net greenhouse gas emissions by 2050; where economic growth is decoupled from resource consumption; and where no people or places are left behind,” as the EU outlines in its ambition with the [Green Deal](#).

The Danish researcher and author [Bjorn Lomborg](#) points out that: “To save the Global Goals, we must identify targets where limited resources can deliver turbo-charged results.”

We agree. As a financial market participant, we bear a great responsibility to invest and manage assets responsibly, creating the greatest possible impact, in line with our mission and the trust placed in us by our clients. In doing so, we aim to broaden our perspectives and prioritize our efforts.





There is a lot
of talk about
ESG, but what
does it mean?

"Do you work with ESG?" "Of course. Everyone does." "What is it?" "Well, it's sustainability." "Where?" "In investments. Responsible investments." "How?" "We work with ESG issues." "I'm not sure I understand. What is ESG?"

Indeed, there is a lot of talk about ESG, but what does it mean? The acronym stands for Environmental, Social, and Governance—three words whose initials have been used since 2006 to describe the aspects, issues, or questions that responsible investors consider in their analyses and investment processes.

ESG is rooted in another acronym: PRI ([Principles for Responsible Investment](#)), launched 2006 by then-UN Secretary-General, Kofi Annan, together with the world's largest investors. Today, PRI is backed by 4 500 asset owners and managers, with some USD 125 trillion in AUM. PRI's first principle states: "We will incorporate ESG issues into investment analysis and decision-making processes."

The term ESG was first presented in 2004 by [Paul Clements-Hunt](#), who coined the term at [UNEP FI](#), a finance initiative within the UN Environment Programme that was part of the PRI launching team.

Today, ESG is a broad term used by many to describe – in different ways – how environmental, social, and governance aspects are considered in investments and asset management. However, ESG does not necessarily answer the question if something is sustainable.

” Our overarching goal for sustainability is to create long-term value and impact. For us, sustainable value means growing as a company while ensuring that people and environments affected by our operations or products are impacted positively.

Mikael Svenfelt, Board Member, Cloetta



More and more data...

As the market for sustainable investments continues to grow, the demand for ESG data (Environmental, Social, and Governance) has increased significantly.

Investors, asset managers, and corporations now rely on ESG data to evaluate, measure, and report their performance. The volume of ESG data is expanding rapidly, as is the number of providers offering these data services. However, navigating this influx of information presents challenges due to the diverse methodologies, criteria, and sources involved.

Regulatory requirements further complicate this landscape. The SFDR mandates ESG disclosure for asset managers, while the [CSRD](#) requires companies to report on material sustainability risks across their entire value chain. These regulatory developments are driving a substantial increase in mandatory sustainability reporting, contributing to a considerable expansion in data volume. >>



...how much is needed?

The [CSRD](#) directive will gradually apply to approximately 40 000 companies within the EU and 10 000 companies outside the EU. It also expands the scope of the so-called [EU-taxonomy](#) and requires reporting across a range of environmental, social, and governance (ESG) indicators.

How many? Specifically, 1 144 data points across 82 areas. While certain reporting is mandatory, companies are only required to focus on what is material to them.

But what is material? It includes both what happens within the company and outside of it, a concept known as "double materiality." Companies must identify which sustainability issues they impact and are impacted by, as the foundation for reporting under the CSRD and the new [ESRS](#) standards.

With CSRD and ESRS, sustainability reports will have the same legal standing as financial statements. This, along with other EU sustainability regulations, places significant responsibility on boards and management to ensure that companies report accurately and comprehensively.

In this environment, the volume of data from companies and data providers continues to grow. Identifying the data points that genuinely add value and support better decision-making is becoming increasingly important. It is far from simple.

The question remains: How many data points do we, as investors and asset managers, need? And do they help us make better investment decisions?



Companies' most groundbreaking sustainability initiatives are often born from a genuine desire to do the right thing – not from an obligation to comply with regulations.

Emma Ihre, Head of Sustainability, Embracer Group



What are we doing?

We invest

Coeli is an active investor and asset manager. We invest in what we truly believe in, placing great emphasis on thorough analysis as the foundation for our investment decisions.

Our investment teams work with a high degree of independence, driven by their conviction, strategy, asset class, and geographic markets. Coeli has a shared approach for sustainable investments, where all teams: consider material sustainability matters alongside financial factors in their investment processes and decisions; engage through dialogue and/or voting; refrain from investing in weapons restricted by international conventions; and report on progress in line with regulatory requirements, proprietary initiatives, and selected key metrics.

Beyond our shared approach, each team employs its own strategy-specific approach, focusing on themes, defined criteria, and selected key metrics.

Our Sustainable Investment Council, comprised by our portfolio managers and investment teams, addresses trends, developments, regulations, dilemmas, policy issues, and joint initiatives.

Read more in Coeli's [Sustainable Investing Policy](#).





We manage risk

In our investment and asset management, we seek to always identify, assess, and manage risks. When managing assets, there is always a risk associated with how much money could potentially be lost—what we refer to as **financial risk**. This is not about actual losses but the potential for loss.

We also consider **non-financial risk**, such as fraud, system failures, or compliance deficiencies.

In recent years, the concept of **sustainability risk** has emerged. But what does sustainability risk mean in relation to financial risk and non-financial risk? Is it a separate risk category or a variation of financial risk?

The EU defines sustainability risk as “an environmental, social, or governance-related event or condition that, if it occurs, could have a material or potentially significant negative impact on the value of the investment.”

Morningstar describes sustainability risk for a fund as “a score between 0-100, reflecting how well the fund’s holdings manage financial risks linked to ESG—environmental, labor, and governance issues.” A lower score indicates a lower risk that the fund might incur unexpected losses related to ESG.”

What do our portfolio managers say about financial risk, non-financial risk, and sustainability risk? Read more on the next page. >>

What our portfolio managers say about **financial risk**

- "It is the risk of losing money. If I haven't done my governance analysis and a scandal arises with negative headlines."
- "It's negative factors that affect the stock price – how companies manage their operations and fluctuations in monetary values over time. Worse-than-expected performance or high debt levels."
- "Risk for companies that write down assets may struggle to obtain financing from appropriate sources. Deviations from indexes and forecasts affect the stock price and the company's performance."
- "The risk of default – the company can't pay interest or defaults. Poor capital allocation – bad investments, M&A, overleveraging, and a changing margin profile over time. Fraud."
- "It's about governance – part of a country's credit risk including payment ability, credibility, and willingness to pay. Environmental and social issues are long-term – water supply, pollution, fires, sea level rise, mortality – not always immediately visible or quantifiable."

What our portfolio managers say about **non-financial risk**

- "All risk is linked to financial risk – reputational risk, you lose money, everything is interconnected, but at different magnitudes."
- "Everything becomes financial risk, wherever it comes from... brand, compliance, reputational risk."
- "Management and board risk. But it is also legal processes – an explosion in a mine, operational risk."
- "The intangible values of the asset. How good versus low quality is perceived. It should always be in the upper range in all areas – there's a risk of it getting damaged. A failure somewhere."
- "I think we're focusing on the wrong things, it shouldn't be divided, it's operational risk, which includes ESG. At company level, it is corporate governance, management, and sustainability."
- "Social issues: fair wages, union rights, no bribery... operational risk is non-financial risk. You make money by taking risk."
- "Market change from competition or industry trends. Poor management. Sanctions risk."

What our portfolio managers say about **sustainability risk**

- "Financial, non-financial, and sustainability risk – it's the same thing."
- "All risks together – more holistic."
- "The transition can create competitive advantages and disrupt industries. Climate change affects the world, companies, certain industries, and countries."
- "ESG risk can be measured in both stock and bond prices, with a premium for green bonds."
- "Major structural changes impact competitive advantages and reputational risks. Regulatory changes and new sustainability demands from investors are also important."
- "ESG risks are financial risks. An irresponsible business model will sooner or later lead to financial problems."
- "Poor management quality. We leave companies with many ESG risks and a lack of order."
- "Environmental risks mean that companies fail to meet their environmental commitments. Social risks are about taking care of employees. Poor governance is a clear risk that can negatively affect the stock price."
- "Companies donate money, the result takes a hit, but it's a social contribution. Leadership and empathy often lacking."
- "The world has changed, stock prices are affected by ESG factors, and this must be taken into account."

In summary:

Financial, non-financial, and sustainability risks overlap, and sustainability risk can be considered a variant of existing risks.



We focus on selected metrics

Coeli is an active investor and asset manager. We invest in what we truly believe in, placing great emphasis on thorough analysis as the foundation for our investment decisions.

Rather than trying to scope all sustainability-related matters, our portfolio managers and investment teams focus on selected metrics that are relevant to their investment strategy and asset class, and that they believe can create value and make a difference.

**Dialogue
with impact**

Green bonds

Energy efficiency

Gender equality

Financial inclusion

**CO2 abatement
(Scope 4)**

**Sustainable
Development Goals**

**Thorough analysis
and dialogue**

**Good governance
and quality**

**Solid business model
and governance**

Frontier Markets Equities

Hans-Henrik Skov and James Bannan manage equities in frontier markets, referring to the next generation of emerging markets, encompassing around 120 countries across five regions: Africa, Eastern Europe, Asia, the Middle East, and Latin America.

Hans-Henrik and James seek quality companies with a solid business foundation and responsible management characterized by integrity and governance, aiming for long-term high returns on capital. They invest in companies that are well-positioned to benefit from the ongoing structural development in frontier market countries and that also contribute positively to their communities and nations.

The team's selected metric is financial inclusion. Why have you chosen this metric?

"In our markets, people aren't focused on which new electric car to buy or how much to cut down on their meat consumption. The reality is that many are still struggling to meet their most basic needs. We invest in companies building everything from telecom infrastructure, providing millions of people with access to the internet, to financial institutions helping people open their first bank account. You need a savings account before you can buy an electric car, and that's why we have chosen financial inclusion."

Read more about [Hans-Henrik's and James' strategy](#).





European Equities

Mikael Petersson manages European equities together with **Fredrik Östlind** and **Gustav Lill**. The objective is to identify and invest in high-quality companies with strong growth prospects.

The team focuses on investing in small and medium-sized European companies. Investment decisions are based on a thorough analysis of the companies' fundamentals, including their financial health, competitive advantages, and market position.

The team places a strong emphasis on investing in high-quality companies. This means carefully seeking to invest in firms with strong management teams, solid business models, and sustainable long-term competitive advantages.

The team's selected metric is good governance and quality. Why have you chosen this metric?

“We are fully focused on value creation, and if there are deficiencies in a company's governance and quality, it risks impacting the potential for value creation. Therefore, the quality of management and corporate governance is very important to us.”

Read more about [Mikael's strategy](#).



Global Equities: "World's finest companies"

Andreas Brock and Henrik Milton manage global equities under their own brand, [Brock Milton Capital](#), with a conviction to invest in what they refer to as "the world's finest companies" – established, profitable firms that demonstrate growth, possess strong business models and corporate cultures, and prioritize shareholder value.

The team prefers long-term investments to capitalize on company growth and emphasizes diversification across sectors and regions to mitigate risk. They integrate sustainability and ethical considerations into their investment process through careful analysis and direct engagement with management on material matters.

Andreas' and Henrik's selected metric is dialogue with impact. [Why have you chosen this metric?](#)

["We are active investors and concentrate on thorough analysis and dialogue with companies, where we actively pose questions to management about their commitments and responsibilities concerning various sustainability issues that are essential to our decision-making."](#)

Read more about [Andreas' and Henrik's strategy](#).





Frontier Markets Fixed Income

Maciej Woznica and **Lars Krabbe** invest in government bonds across more than 40 countries in Africa, Eastern Europe, Asia, the Middle East, and Latin America.

A key difference between emerging and frontier markets is the support these countries receive from the IMF, World Bank, and developed nations, which provides them with favorable financing terms. They are often subsidized in various ways and, being smaller, are easier to assist in times of difficulty, resulting in higher recovery rates.

Maciej and **Lars** avoid countries with high risks of conflict and sanctions, focusing instead on gender equality and increasing female representation in parliaments. By investing in these nations, they aim to contribute to and benefit from the progress being made.

Maciej's and Lars' selected metric is gender equality. Why is this important to you?

"Gender equality and female representation in parliament is not only a significant challenge but also a great opportunity to do something right, measurable, and scientifically proven to reduce corruption—a particular issue in our markets."

Read more about [Maciej's and Lars' strategy](#).



Global Equities: Focus on electrification

Joel Etzler and Vidar Kalvoy manage a long/short strategy focused on energy transition investments with a global mandate, primarily targeting North America and Western Europe.

Joel and Vidar seek to identify and invest in successful companies within renewable energy and the broader “electrification” theme, taking long positions in these firms. They actively seek short positions in companies without competitive advantages, which have entered the sector due to generous subsidies. Their investment universe includes stocks in renewable energy and adjacent sectors with a focus on electrification.

Joel’s and Vidar’s selected metric is CO2 abatement (Scope 4). Why have you chosen this metric?

“The energy transition is about achieving net-zero emissions. We invest in companies offering solutions to transform the energy system and reduce emissions from the current trajectory. We chose avoided emissions (Scope 4) as a key metric to measure this and demonstrate real impact.”

Read more about [Joel’s and Vidar’s strategy](#).





Nordic Fixed Income

Fredrik Tauson and Gustav Fransson manage a strategy of Nordic fixed income – corporate and government bonds.

The team invests in corporate bonds issued by companies based in or active in the Nordics. They can invest in both investment-grade and high-yield bonds, depending on where the best conditions for good risk-adjusted returns are found.

Fredrik's and Gustav's investments are based on traditional credit analysis, with a strong emphasis on companies' business models and profitability in relation to their debt levels.

Fredrik's and Gustav's selected metrics are the Global Goals (SDGs) and green bonds. Why have you chosen these metrics?

“We chose the SDGs because we believe our investments in Nordic companies can help achieve these goals. The Nordics is one of the fastest-growing regions for green bonds, and we leverage this in our Nordic credit strategy, which also improves liquidity.”

Read more about [Fredrik's and Gustav's strategy](#).



Nordic Real Estate

Peter Norhammar manages a strategy with listed Nordic Real Estate companies with a proven ability to generate shareholder value through profitable growth.

Peter's investment strategy allows flexibility in adjusting exposure with financial leverage and reducing it during weaker market conditions. The portfolio is concentrated, with fewer and larger holdings, selected based on fundamental analysis.

Peter's selected metric is energy efficiency. Why have you chosen this metric?

“Energy efficiency is a meaningful metric because it can impact a property's financial performance, market value, risk profile, and sustainability value. I use it as a factor when assessing real estate investments.”

Read more about [Peter's strategy](#).





Global Equities: "World's largest purchase order"

Christofer Halldin, Joakim By and Simon Park invest in global small and micro-cap companies through an active impact strategy, which they describe as the strongest structural theme of all—contributing to solve the 17 global sustainability challenges outlined in Agenda 2030.

The core of their strategy is discovering undiscovered companies that benefit from structural growth, expected to achieve higher growth due to investments and behavior shifts related to the transition toward sustainable development. The team uses a proprietary AI tool – SententIA – to identify these companies.

Their selected metric is the Sustainable Development Goals (SDGs). Why do you focus on the SDGs?

"We have a clear impact strategy and view the SDGs as the world's largest purchase order. Therefore, we actively invest in and support companies providing solutions to these goals."

Read more about [Christofer's, Joakim's and Simon's strategy](#).



Private Equity: Direct Investment in Private Companies

Monica Bergvall leads Coeli's team, together with Jonatan Lind and Tobias Karte, investing primarily in private companies in Sweden.

Through a structured process, thorough analysis, and a dedicated analyst team, they continuously identify and evaluate both companies and entrepreneurs. Once invested, they act as active owners, supporting companies with capital, networks, structure, legal matters, and financial expertise, all aimed at accelerating growth.

The team's selected metrics are strong business model and good governance. Why do you focus on this?

“A strong business model and good governance are crucial for success. For example, we've invested in Sordin, a well-managed and profitable Swedish company with a unique position in a fast-growing international market. Sordin offers hearing protection to help employers protect their people and to comply with noise regulations. We support the company in executing its strategic plan to become a leader in premium hearing protection.”

Read more about [Monica's, Jonatan's and Tobias' strategy.](#)





Private Equity: Funds

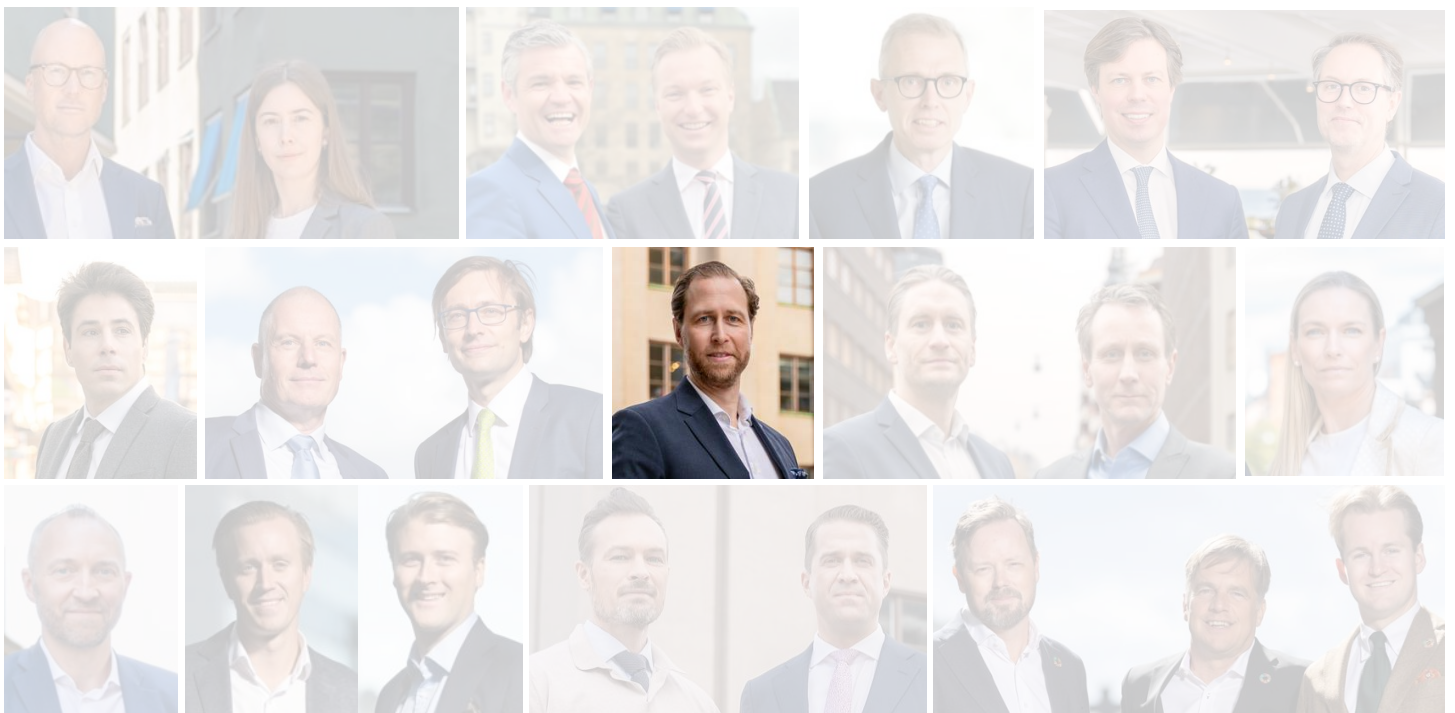
Henrik Arfvidsson is the CEO and manager of Coeli Private Equity AB. Private Equity is an investment strategy focused on value creation in unlisted environments. We have been actively investing in Private Equity since 2006, specializing in the Nordic market, with a thorough evaluation process before making investment decisions.

Henrik primarily invests in Nordic Private Equity funds, which in turn invest in unlisted companies, aiming to develop and grow these firms before selling them at a higher value after approximately five years of ownership.

Henrik's selected metrics are thorough analysis and dialogue. Why do you focus on these metrics?

“We invest in Private Equity funds and cannot influence individual underlying holdings. Therefore, it is crucial for us to conduct a thorough analysis and maintain an active dialogue with each fund manager before making the decision to invest.”

Read more about [Henrik's strategy.](#)



Real Estate

Jakob Pettersson and Hendrik Versteegh lead the team that invests in and manages Real Estate in Sweden.

The team focuses on identifying, acquiring, managing, and developing properties in Sweden. Coeli primarily owns commercial spaces with value-creation potential through management or zoning development. They believe that this value creation makes the properties resilient to economic fluctuations.

Jakob's and Hendrik's selected metric is energy efficiency. Why have you chosen this metric?

“We chose energy efficiency for several reasons, primarily because we believe it can maximize returns, reduce operating costs, and enhance the property's market value, while also promoting sustainability and future adaptation to regulations and market demands.”

Read more about [Jakob's and Hendrik's strategy](#).





Are we making
a difference?

We share our insights

Coeli Förvaltargrillen – PM Grill – is a client forum where we host sharp discussions over a good lunch. Coeli's Chief Sustainability Officer, Ulrika Hasselgren, "grills" portfolio managers and investment teams on their value creation, conviction, and strategy.

Insights and themes discussed this year include Impact, the UN Sustainable Development Goals, ESG 2.0 vs. Energy, Security & Geopolitics, sustainability in fixed income management, the energy transition, and new heights for European equities.

With **Coeli Förvaltargrillen**, we seek to share insights and experiences in active investing and management across different asset classes and markets, based on value creation, convictions, and strategies.





We develop our impact

The Global Impact Investing Network ([GIIN](#)) defines impact investments as “investments made with the intention to generate measurable positive social and environmental impact alongside a financial return”.

We know that our investments have an impact – the question is, what kind? This spring, we hosted an event with GIIN's CEO Amit Bouri and Nordic Director Christian Rosenholm, some of GIIN's Swedish members, EQT and Trill Impact, along with Coeli's portfolio managers Joel Etzler, Christofer Halldin, Maciej Woznica, and Mikael Petersson to discuss what impact investing is and to share our experiences.

Christofer Halldin manages an impact strategy focusing on the global goals (SDGs).

Joel Etzler manages a long/short strategy focusing on energy transition.

Maciej Woznica manages a fixed income strategy with focus on gender equality in frontier markets.

Mikael Petersson manages a European equity strategy with focus on value creation.



Impact investing – investera med påverkan – vad är det?

Global Impact Investing Network (GIIN) är ett nätverk för investerare och företag runtom i världen. Den **11 april** hälsar vi **GIINs VD Amit Bouri** välkommen till Stockholm och bjuder in till ett samtal.

Vad är Impact Investing och hur fungerar det? Finns det olika sätt att investera med påverkan? Vad betyder det för kapitalägare, kapitalförvaltare och bolag – privata och publika?

Amit Bouri, GIIN inleder med en global utblick. **Christian Rosenholm**, GIIN presenterar ett case. **Anna Brundtland**, EQT Future, **Christofer Halldin**, Circulus, **Joel Etzler**, Coeli Renewable, **Maciej Woznica**, Coeli FM, **Mikael Petersson**, Coeli Europe, och **Niclas Düring**, Trill Impact, delar perspektiv och erfarenheter kring investering med påverkan och vad som kan göra skillnad och skapa värde, i panelsamtal med moderator **Ulrika Hasselgren**.



We collaborate with academia

We collaborate with researchers, universities, and colleges to drive development forward. Through guest lecturing, participating in research projects, and jointly developing tools, methods, and key performance indicators, we aim to contribute to solutions that can truly make a difference.

Learn more about our collaborations here: [CO2 abatement metric and method](#), [the Green Deal for Retail](#), and the [SententIA AI Tool](#) for investment opportunities.



"We have had an exciting collaboration with Joel Etzler, Vidar Kalvoy, and Ulrika Hasselgren at Coeli, and Karin Eriksson and Vilma Håkansson in their thesis work. They have developed a method for measuring CO2 abatement, known as Scope 4. We look forward to continuing the collaboration and presenting the results and how they can be applied in an investment strategy."

Pontus Cerin, Senior Lecturer and Associate Professor
Linköping University



"The project 'Retail's Green Deal' develops strategic for the retail sector's climate commitments. The manufacturing industry is often the focus, but retail is the sector that can the greatest impact on consumer purchasing behavior. We are pleased to collaborate with Ulrika Hasselgren at Coeli in the project's steering group and as a lecturer at Jönköping International Business School."

Timur Uman PhD, Professor of Accounting and Control
Jönköping University International Business School / JIBS



"Together with Simon Park and Coeli Circulus, we have developed SententIA, a groundbreaking tool that leverages power of AI to analyze and compare companies' potential contributions to the 17 global goals and the 169 targets. The tool is used to identify new investment opportunities."

Henrik Talborn, CEO and co-founder
Sentent Intelligent Automation



Sources and references

Sources and references

- Coeli's Sustainable Investing Policy – <https://coeli.com/about-us/sustainability/>
- Coeli's Sustainable Investing Council – portfolio manager forum for policy development, knowledge sharing, and collaboration. <https://coeli.com/about-us/sustainability/>
- Coeli PM Grill – a client forum where Coeli's investment teams share their insights and investment beliefs. <https://coeli.com/about-us/sustainability/>
- Coeli's investment teams and strategies – <https://coeli.com/open-end-strategies/>
- GIIN: Global Impact Investing Network – Coeli is a member for development and knowledge sharing. www.giin.org
- LiU, JIBS, HHS et al. – Coeli collaborates with academia for knowledge sharing and development. <https://coeli.com/about-us/sustainability/> [Method for CO2-reduction](#), [Retail's Green Deal](#), [SententIA AI-tool](#).
- Net Zero Asset Manager initiative – Coeli is a member for governance toward net zero emissions. www.nzami.org
- Principles for Responsible Investment – Coeli is a member for promoting responsible investing. www.unpri.org
- Global Compact – Coeli is a member for promoting responsible business practices. www.ungc.org
- Swesif – Coeli is a member for knowledge sharing and networks in Sweden. www.swesif.se
- CSR Sweden – Coeli participates in collaboration for knowledge sharing about sustainability reporting. www.csrsweden.se
- Copenhagen Consensus / Bjorn Lomborg www.copenhagenconsensus.com
- CSRD (Corporate Sustainability Reporting Directive) – [CSRD](#)
- EU Green Deal – [EU's Green Deal](#)
- EU Taxonomy – [EU Taxonomy](#)
- ESRS (European Sustainability Reporting Standards) – [ESRS](#)
- UN's Environment Programme Finance Initiative – [UNEP FI](#)
- [Swedish Financial Supervisory Authority's](#) strategy for prevention of greenwashing.
- Scope 4 – reduced emissions – [Climate Disclosure Standards Board](#)
- Sustainable Development Goals (SDG) – [UN's sustainable development goals](#)
- SFDR – [Sustainable Finance Disclosure Regulation](#)

”The journey began 30 years ago, and we continue forward.

Coeli’s mission is to invest and manage assets while creating long-term value for our clients, investors, and partners. We have a clear focus on value creation, beliefs, and strategies.

We seek to be an ecosystem for entrepreneurship within the financial market while contributing to society.”

**Mikael Larsson, founder and active owner
Coeli Group**

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