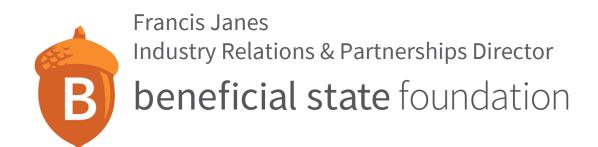
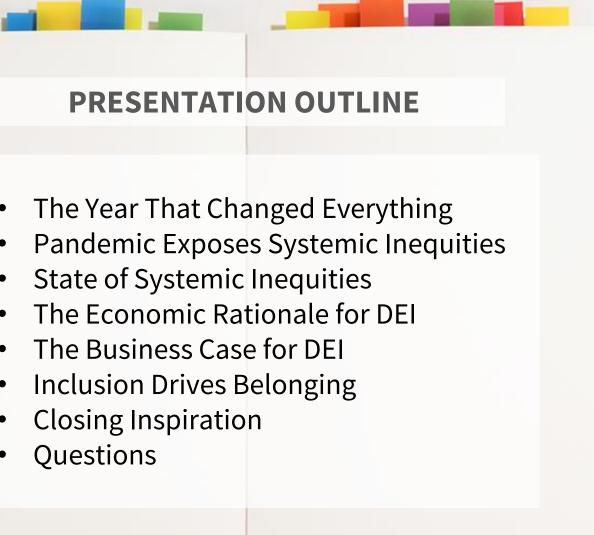


# The Moral, Economic and Business Case for Diversity, Equity & Inclusion in Banking

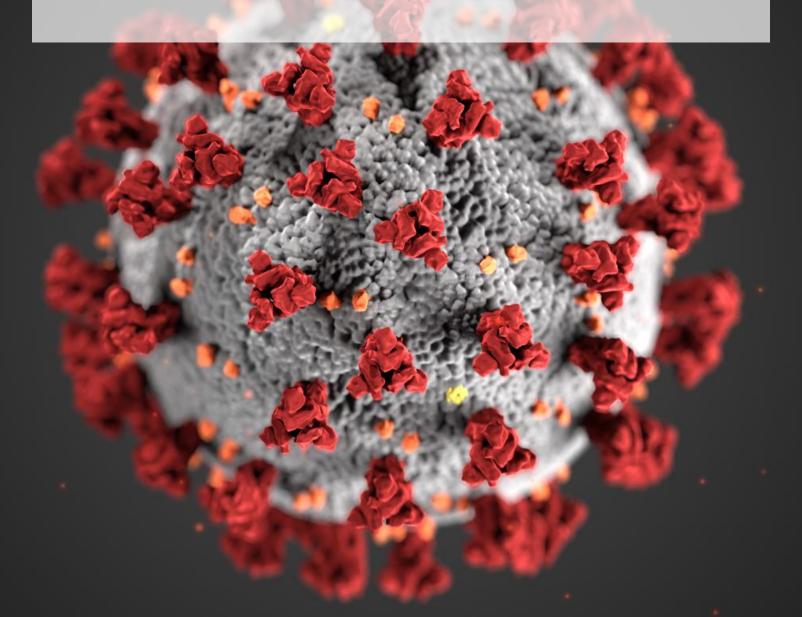




# 2020 CHANGED EVERYTHING



### **PUBLIC HEALTH CRISIS**











# **RACIAL JUSTICE CRISIS**





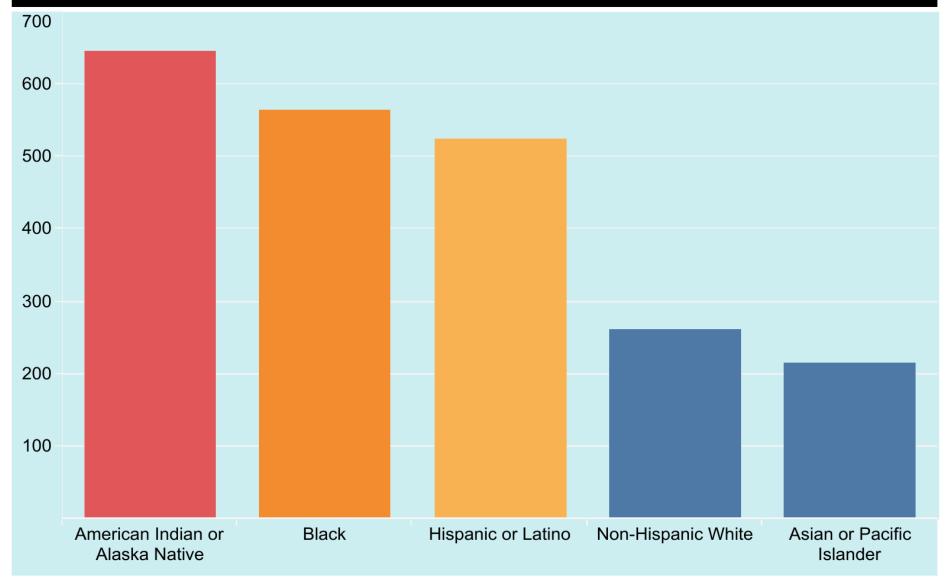




# PANDEMIC EXPOSES SYSTEMIC INEQUITIES

### Covid Hospitalization Rates are Higher for People of Color

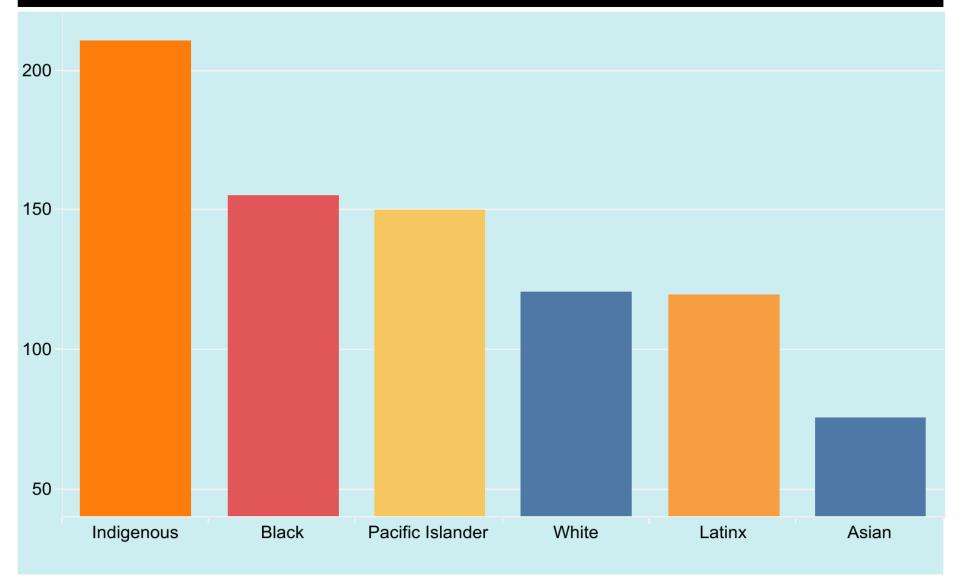
Age-adjusted Covid-19-associated hospitalization rates by race and ethnicity, per 100,000 people



Source: Center for Disease Control and Prevention, as of January 16th, 2021

### Covid-19 Death Rates are Higher for Black and Indigenous People

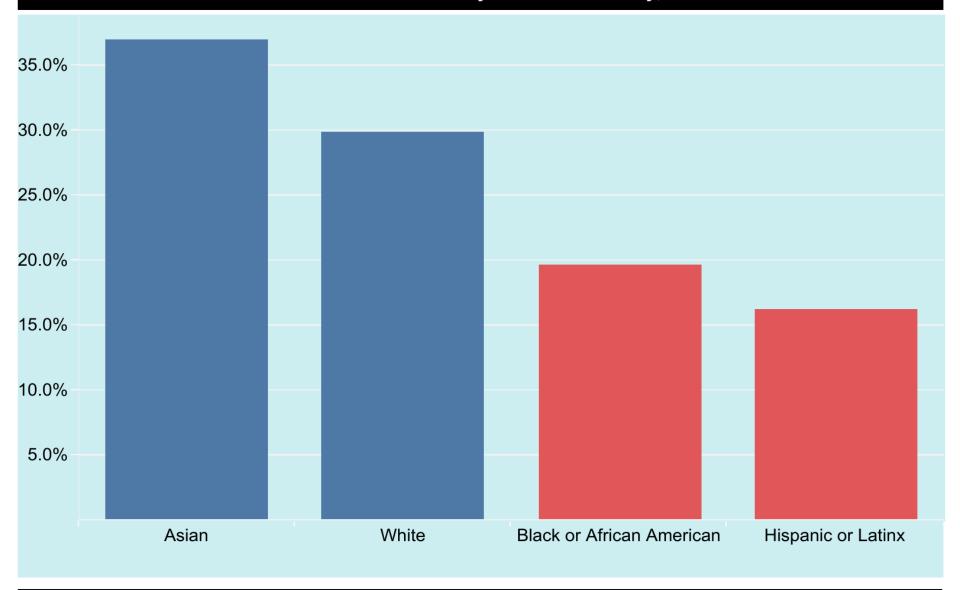
U.S. deaths of Covid-19 per 100,000 people by race, through February 2, 2021



Source: APM Research Lab

### Black and Latinx People are Much Less Able to Telework

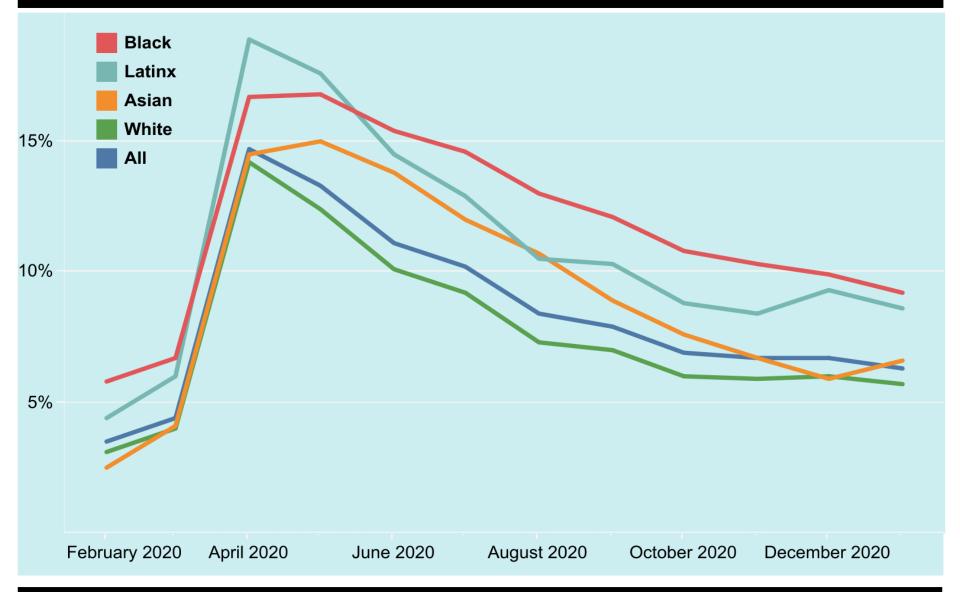
Percent of workers in the U.S. who can telework by race and ethnicity, 2017-2018



Source: Bureau of Labor Statistics American Time Use Survey

### **People of Color Face Higher Unemployment Rates**

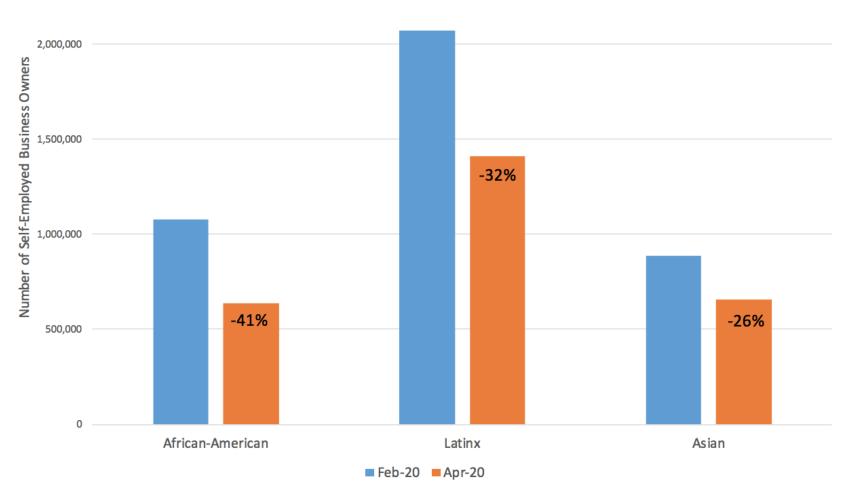
U.S. unemployment by race, February 2020-January 2021

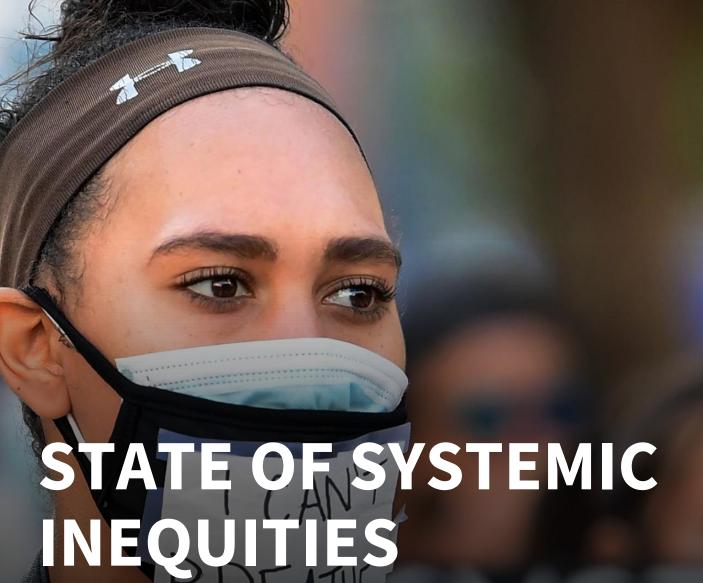


Source: Bureau of Labor Statistics

Figure 5: Number of Self-Employed Business Owners before and after COVID-19 (Racial Minority Groups)



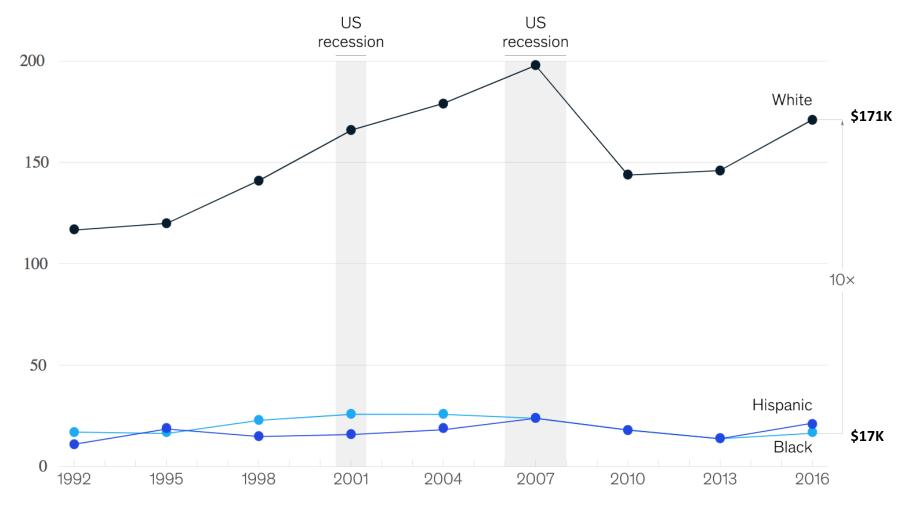




RACE

### There is a wide and persistent gap in wealth between white and black families.

Median family wealth in 1992–2016 by ethnicity/race, \$ thousand1



<sup>1</sup>2016 dollars.

Source: "2016 survey of consumer finances," Federal Reserve Board, September 2017, federalreserve.gov



### Household wealth of Black and white Americans

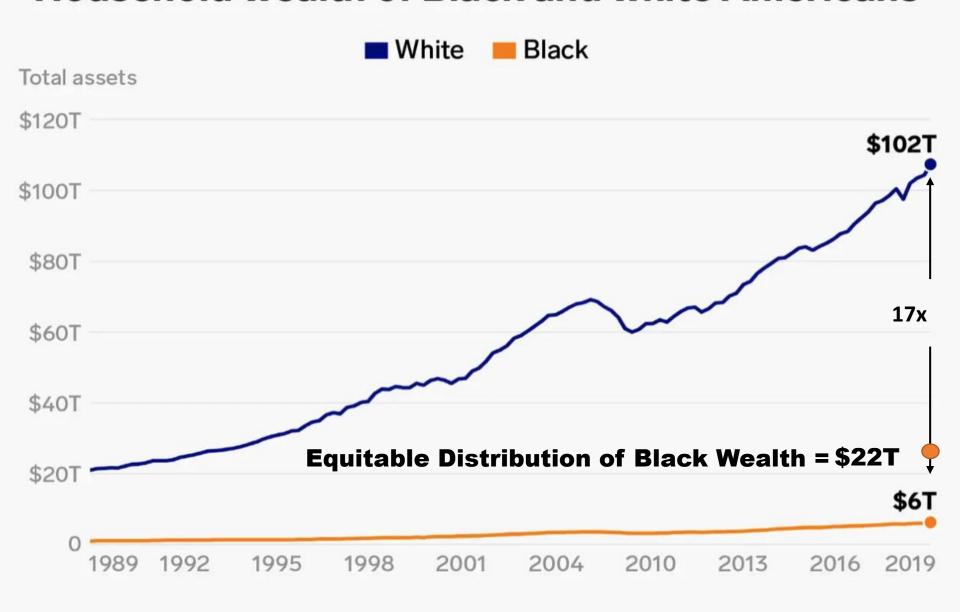
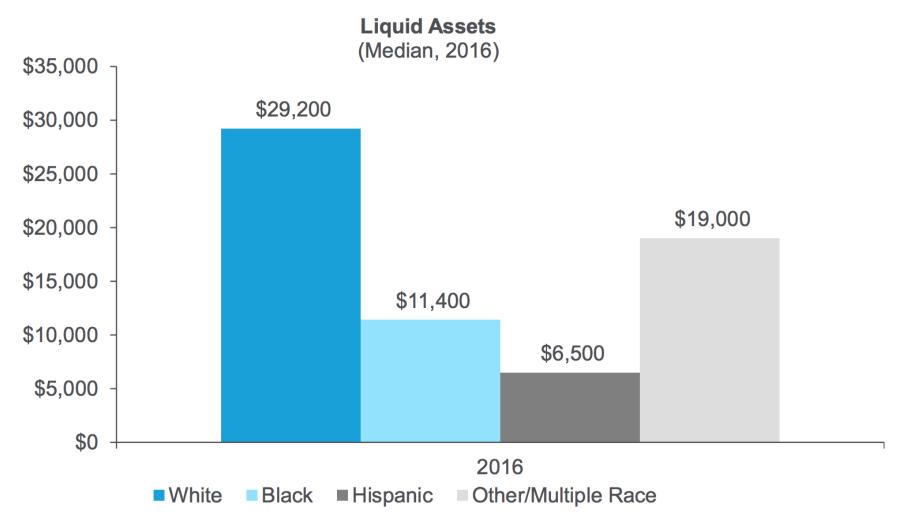


Figure 50. Black Families Hold Roughly One-Third of the Liquid Assets that Are Key to Smoothing Consumption than White Families Hold

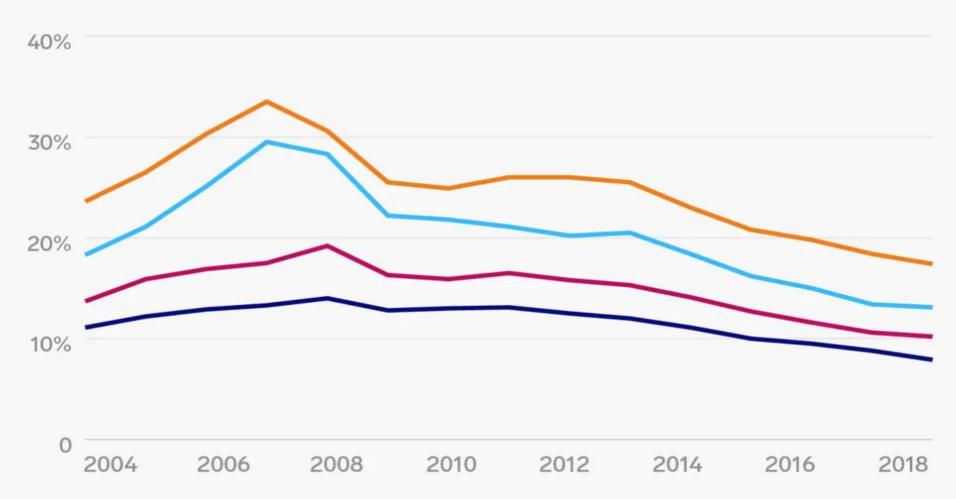


Note: Liquid Assets include transaction accounts, certificates of deposits Source: Federal Reserve *Survey of Consumer Finances*, Citi Research

### Denial rates for home loan applications, by race



Denial rates for conventional and non-conventional loans\*

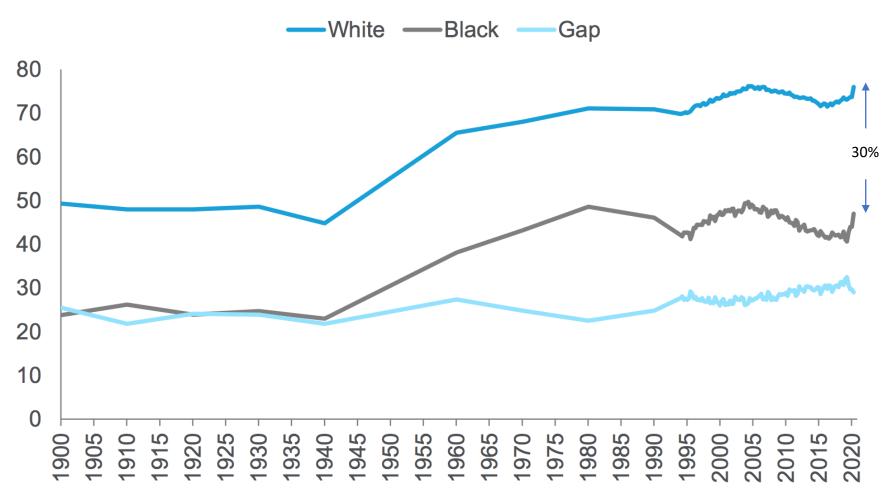


<sup>\*</sup>Non-conventional loans are those insured by the FHA, or backed by guaratees from the VA, FSA and RHS.

Source: Consumer Financial Proetction Bureau

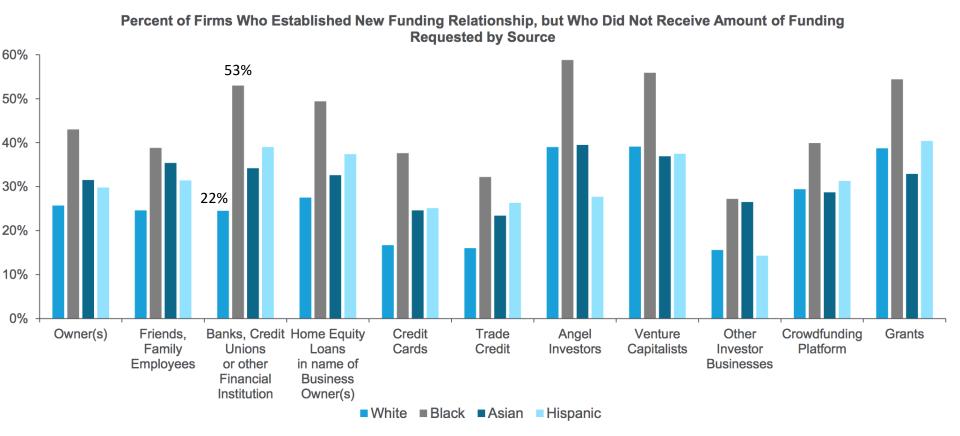
Figure 26. The Gap Between Black and White Homeownership Rates Remains Wide





Source: Steven Ruggles, Sarah Flood, Ronald Goeken, Josiah Grover, Erin Meyer, Jose Pacas and Matthew Sobek. IPUMS USA: Version 10.0 [dataset]. Minneapolis, MN: IPUMS, 2020. <a href="https://doi.org/10.18128/D010.V10.0">https://doi.org/10.18128/D010.V10.0</a>, Census Bureau, FRED, Citi Research.

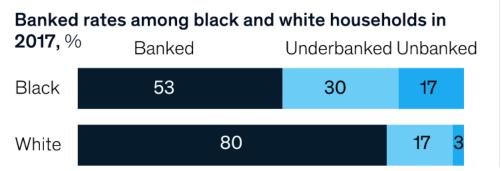
Figure 108. Black Business-Owners Routinely Receive Less Funding than Requested from Financing Sources



Source: SBA, Census Bureau Annual Survey of Entrepreneurs, Citi Research

# Increasing basic banking access could save many black individuals up to \$40,000 over the course of their lives.

47% of black households are either unbanked or underbanked<sup>1</sup>...



... meaning they rely on alternative financial services like check cashing and prepaid cards, which pose significant costs



amount a full-time worker who cashes checks could save over course of full career by using a lower-cost checking account

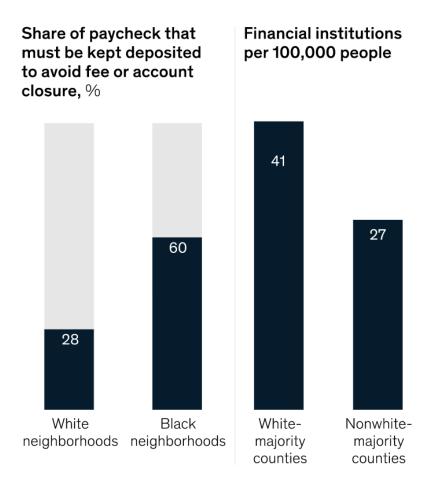
McKinsey & Company Unbanked + Underbanked Black Households = 47%

Unbanked + Underbanked White Households = 20%

<sup>1&</sup>quot;Unbanked" defined as not served by bank or similar financial institution; "underbanked" defined as not having sufficient access to mainstream financial services and products typically offered by retail banks.

Source: "2017 FDIC national survey of unbanked and underbanked households," US Federal Deposit Insurance Corporation, October 2018, fdic.gov; Matt Fellowes and Mia Mabanta, Banking on wealth: America's new retail banking infrastructure and its wealth-building potential, Brookings Institution, January 22, 2008, brookings.edu

Banking with traditional institutions can be expensive—as well as harder to access in communities of color.



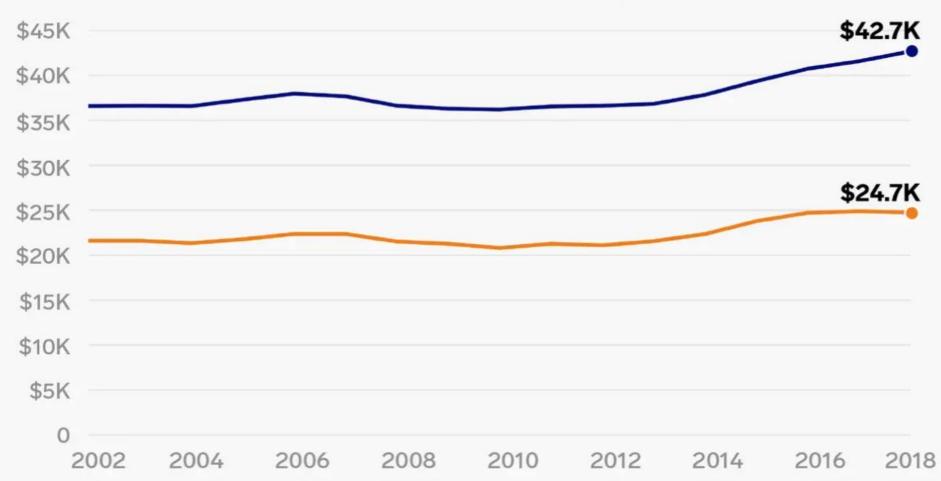
Source: Parker Cohen, Stephanie Landry, and Santiago Sueiro, "Analyzing the landscape of saving solutions for low-income families part 1: The savings crisis and the need for holistic solutions," Prosperity Now, April 2019, prosperitynow.org; Jacob Faber and Terri Friedline, "The racialized costs of banking," New America, June 21, 2018, newamerica.org

McKinsey & Company

### Per capita income of Black and white Americans

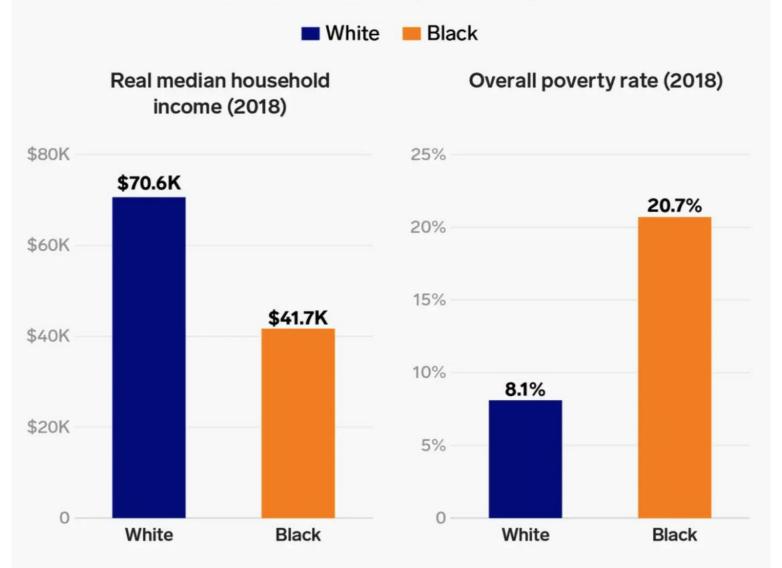






Source: Census Bureau Current Population Survey 2002-2018

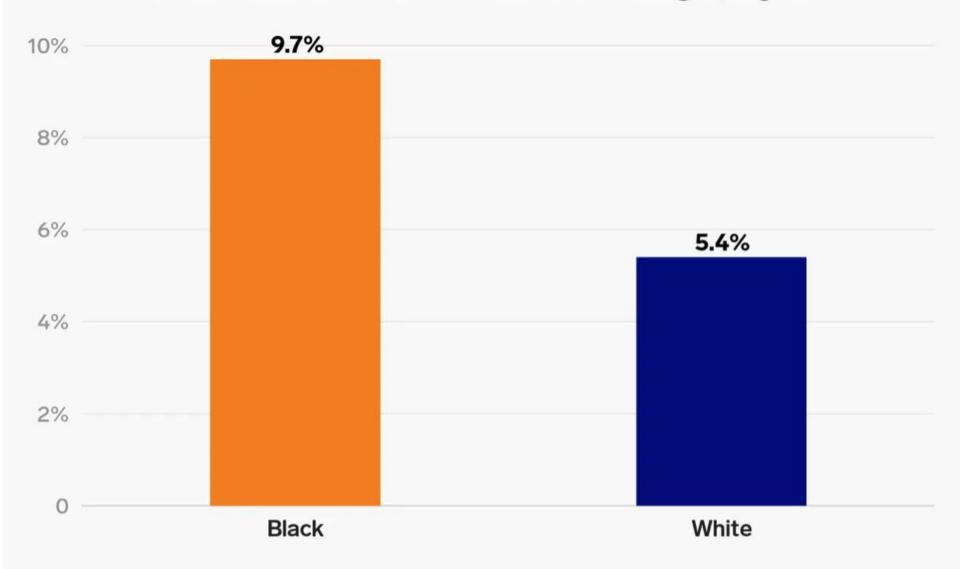
# Real median household income vs. overall poverty rate, by race



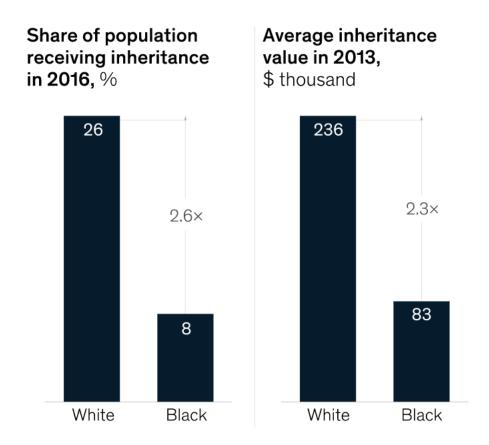
**Source**: Economic Policy Institute analysis of Current Population Survey data from US Census Bureau.

U.S. school enrollment, 18-24 year olds, U.S. educational attainment, 2011-2013 23-24 year olds, 2011-2013 11% 14% 27% 25% 31% 50% 36% 56% 46% 52% 42% 38% Average 38% enrollment: 52% 35% 53% 73% 44% 36% 30% 54% 48% 44% 15% Total White Black Latino Asian ■ Less than HS/HS grad ■ Some college/associate White Black Latino Asian Bachelor's or above ■ In school ■ Not in school Metropolitan Policy Program

### Lack of health insurance coverage, by race



### Black families begin with lower endowments of equity capital because of differences in rates of inheritance.



Source: "2016 survey of consumer finances," Federal Reserve Board, September 2017, federalreserve.gov; Jeffrey P. Thompson and Gustavo A. Suarez, "Exploring the racial wealth gap using the survey of consumer finances," Federal Reserve Board, August 2015, federalreserve.gov



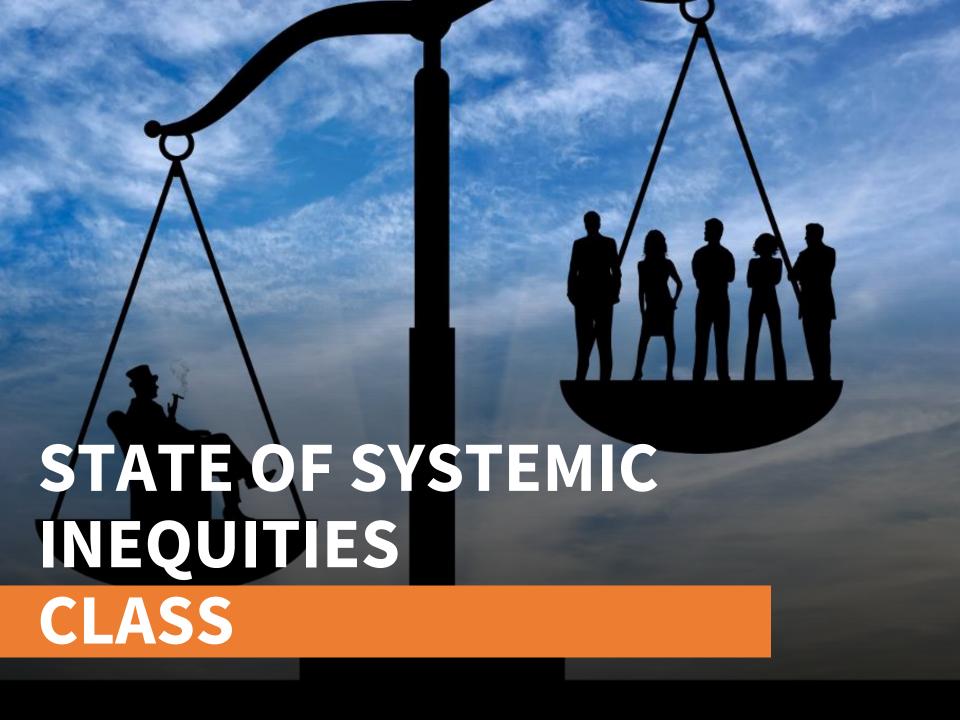


According to a survey conducted by a research group at the Center For Talent Innovation, 58% of Black professionals have experienced racial prejudice at work. This is a higher percentage than any other racial or ethnic group surveyed with Latinx at 41%, Asians at 38% and Whites at 15%.

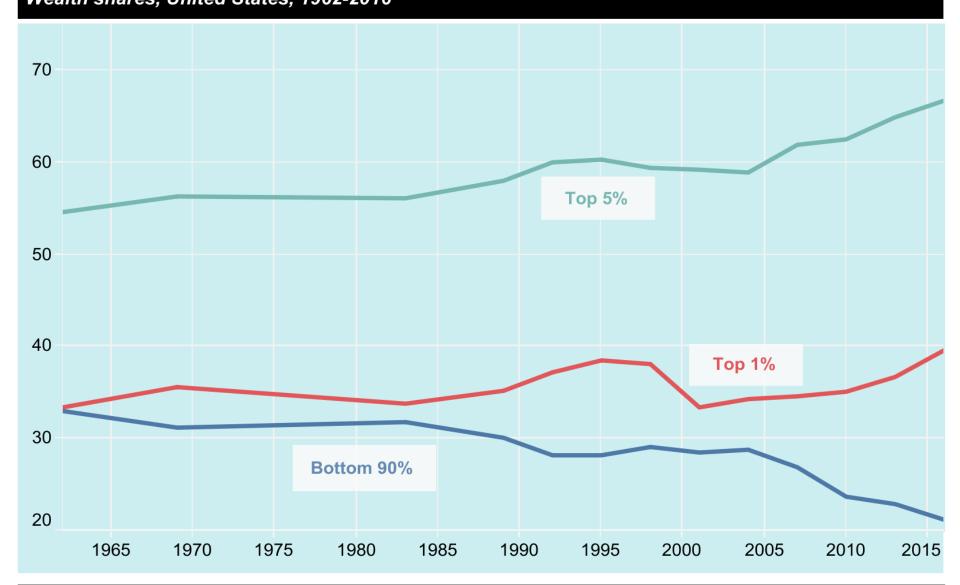


"The existence of racism erects systemic barriers within the economy that harm the financial wellbeing of Black people. Racism generates exclusion, discrimination, oppression, and exploitation in a number of ways. It's not just physical violence."

- Valerie Wilson, Director Economic Policy Institute



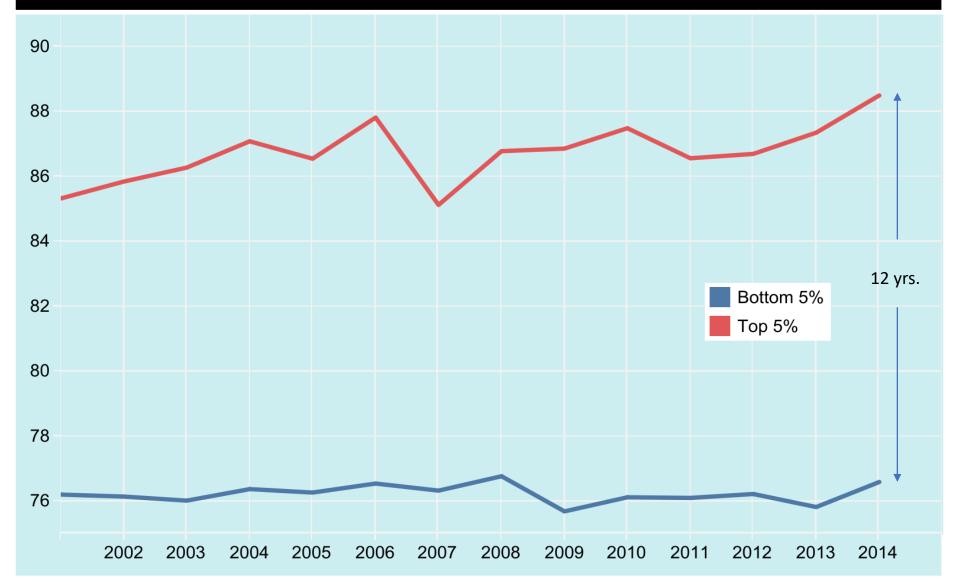
## The Richest 5% of Americans Own Two-Thirds of the Wealth Wealth shares, United States, 1962-2016



**Source: National Bureau of Economic Research** 

#### **High-income Americans Are Living Longer But Not the Poor**

Male life expectancy, bottom 5% and top 5% of U.S. household income, 2001-2014

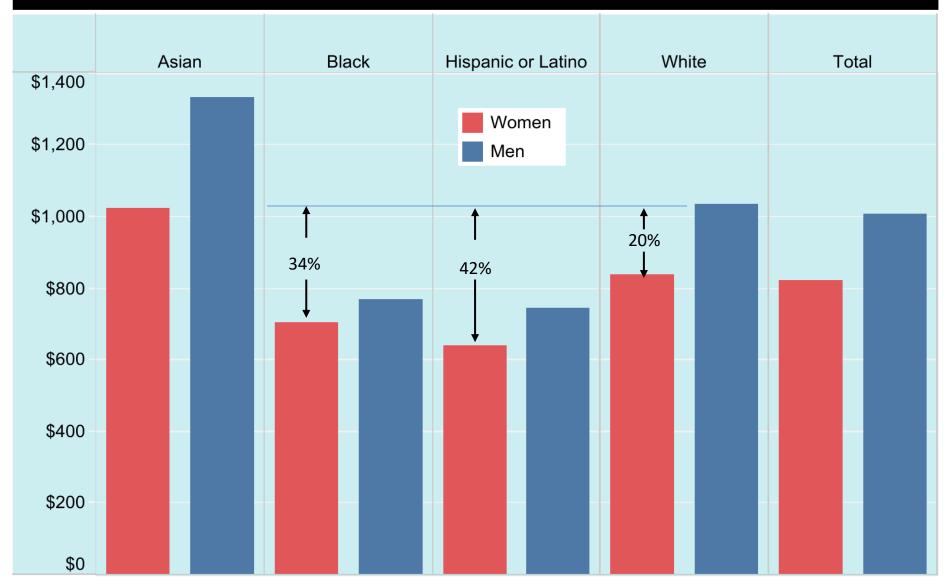


**Source: Journal of the American Medical Association** 



#### Gender Pay Gaps Persist in All Racial Groups

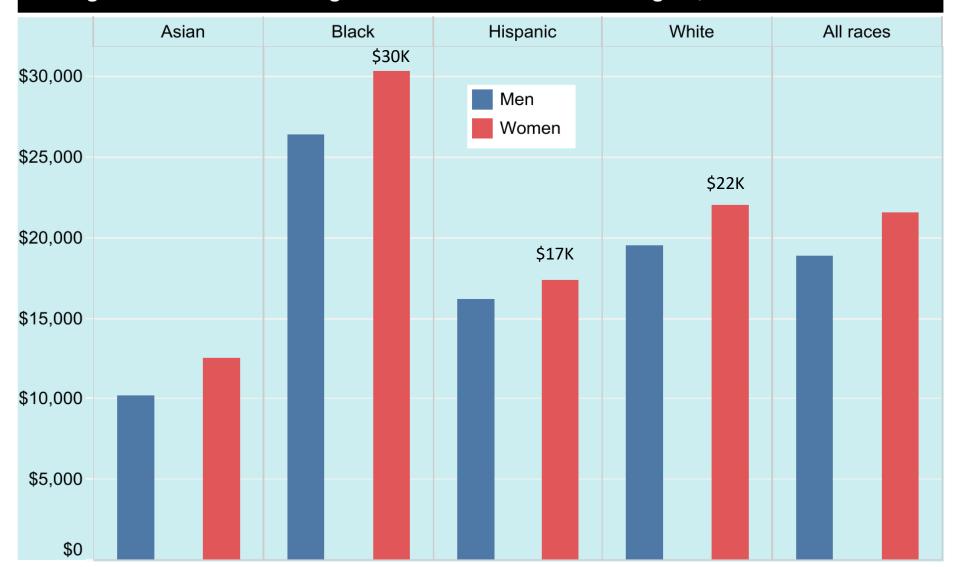
Median weekly earnings of full-time U.S. workers, by gender and race, 2019



Source: Bureau of Labor Statistics

U.S. College Debt Greater for Women in All Racial Groups

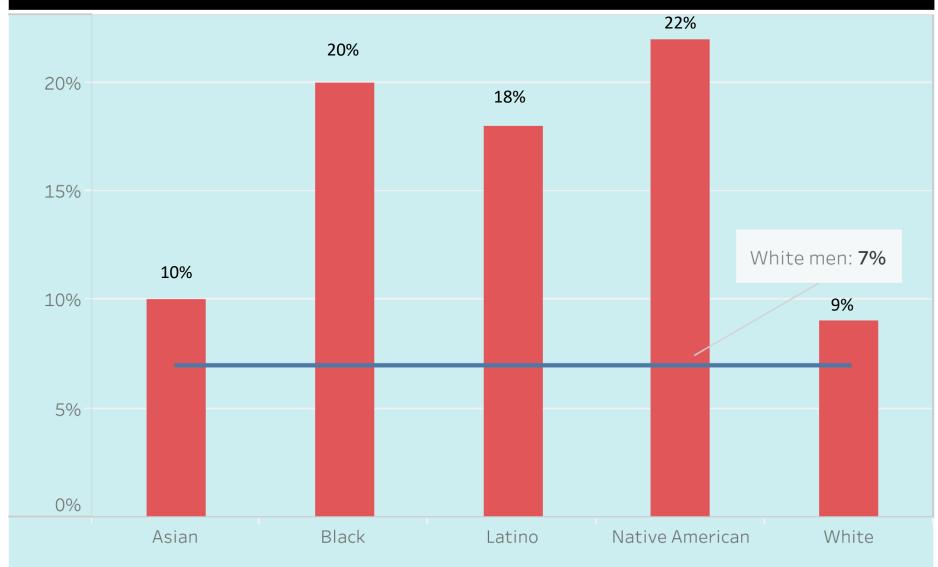
Average cumulative debt for graduates with a bachelor's degree, 2015-2016



**Source: American Association of University Women** 

#### Women of Color are Particularly Hard Hit by Poverty

Poverty rates for adult U.S. women, 2018



Source: National Women's Law Center

## ECONOMIC CASE FOR DEI



## CLOSING THE RACIAL INEQUALITY GAPS

The Economic Cost of Black Inequality in the U.S.

Citi GPS: Global Perspectives & Solutions

September 2020



Citi is one of the world's largest financial institutions, operating in all major established and emerging markets. Across these world markets, our employees conduct an ongoing multi-disciplinary conversation – accessing information, analyzing data, developing insights, and formulating advice. As our premier thought leadership product, Citi GPS is designed to help our readers navigate the global economy's most demanding challenges and to anticipate future themes and trends in a fast-changing and interconnected world. Citi GPS accesses the best elements of our global conversation and harvests the thought leadership of a wide range of senior professionals across our firm. This is not a research report and does not constitute advice on investments or a solicitations to buy or sell any financial instruments.

For more information on Citi GPS, please visit our website at www.citi.com/citigps.



"The analysis in this report shows that if four key racial gaps for Blacks — wages, education, housing, and investment — were closed 20 years ago, \$16 trillion could have been added to the U.S. economy. And if the gaps are closed today, \$5 trillion can be added to U.S. GDP over the next five years."

- Raymond J McGuire, Vice Chairman Citi









#### **BACKING BLACK ENTREPRENEURS**

Providing fair and equitable lending to Black entrepreneurs might have resulted in the creation of an additional \$13 trillion in business revenue over the last 20 years. This additional revenue could have been used for investments in workers, equipment, furniture, inventory, real estate and facilities.



By 2050, given the expected growth in populations of color, closing the racial earnings gap would increase inflationadjusted earnings by 22%. The corresponding gain in 2050 GDP would be \$8 trillion — an amount greater than the current GDP of every country in the world except the U.S. and China.



Researchers at the Center for American Progress estimate that if the educational achievement of Black and Latinx children in the U.S. was raised to that of White children born in the United States, the economy would be \$2.3 trillion larger by 2050.



By 2050, more than half of the consumers in the U.S. market will be people of color. Closing the racial earnings gap by 2050 would represent an additional \$2.6 trillion in spending, including \$330 billion annually on food, \$860 billion on housing, \$90 billion on apparel, \$440 billion on transportation, and \$130 billion on entertainment.



Health disparities that start at birth and continue into adulthood affect the lives of millions of people of color; they also carry an economic burden estimated at \$93 billion in excess medical care costs per year and \$42 billion in untapped productivity. If racial health disparities were eliminated by 2050, researchers project an economic gain of \$230 billion per year.



## U.S. Population Will Become Increasingly Diverse Hispanic Origin Asian, Native Hawaiian, and Pacific Islander ■ Two or More Races Black American Indian and Alaska Native ■ White Source: U.S. Census Bureau, 2014 National

2045

Population Projections, December 2014.

100%

90%

80%

70%

60%

50%

40%

30%

20%

10%

0%

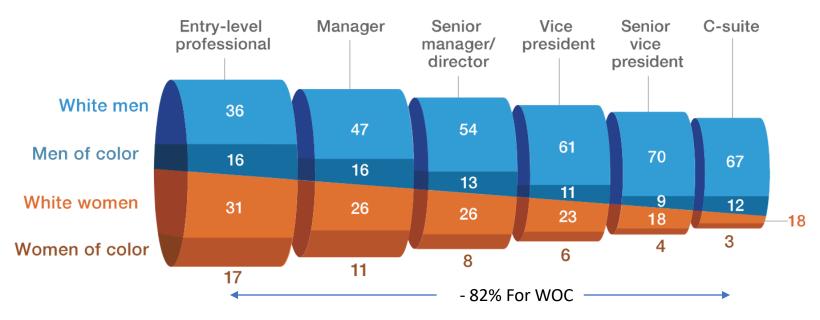
2015

2030

#### Corporate Talent Pipeline 2017

The odds of women reaching the very top are slim, and women of color fare even worse.

#### Corporate-talent pipeline by gender and race,1 %



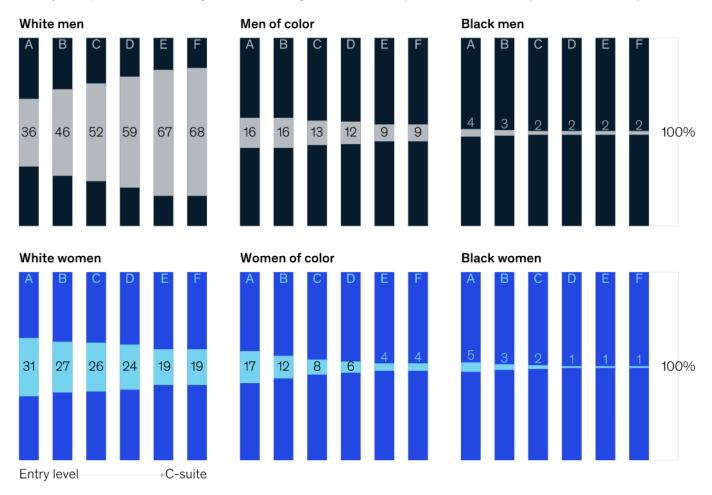
<sup>&</sup>lt;sup>1</sup>Percentages by race and gender in each stage of the pipeline may not sum to overall corporate pipeline totals, as the percentages for race only include companies that were able to supply data on race. Figures may not sum to 100%, because of rounding.

**Source:** Women in the Workplace 2017, in which LeanIn.Org and McKinsey examined the employee pipeline of 222 US corporations

#### The pipeline to highly compensated executive roles sheds professionals of color, especially Black professionals, at every level.

Share of professionals by role category, %1

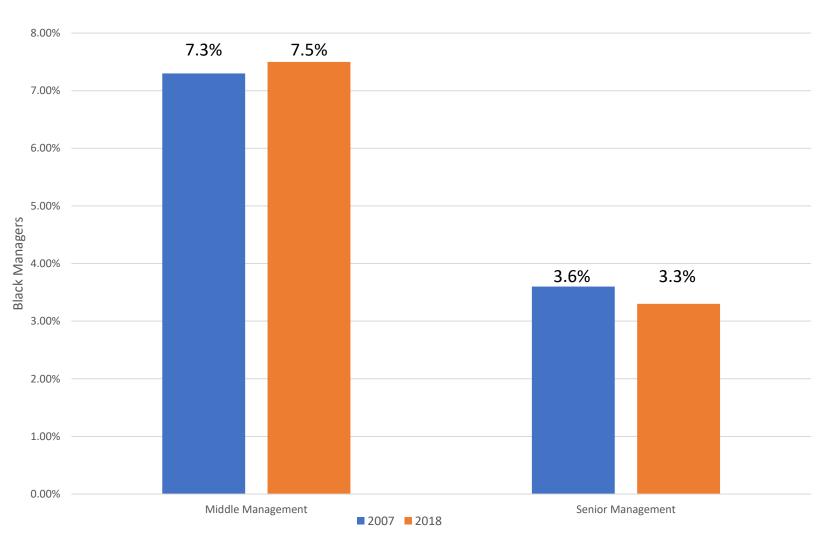
A Entry-level professional, B manager, C senior manager/director, D vice president, E senior vice president, F C-suite professional



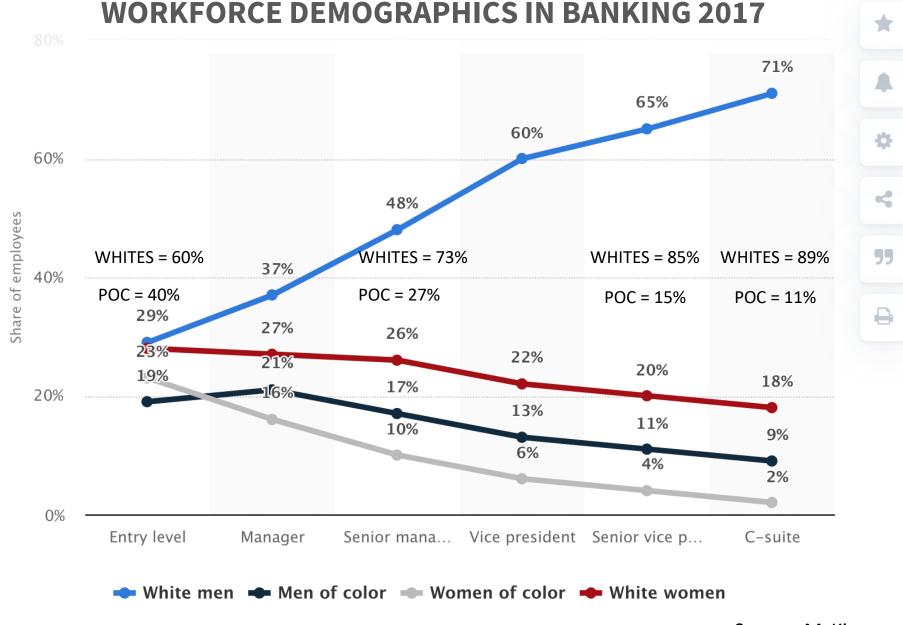
<sup>1</sup>From study of 279 North America—focused companies. Figures may not sum to 100%, because of rounding. Source: *Women in the Workplace 2018*, joint report by Leanln.Org and McKinsey, October 2018, womenintheworkplace.com

McKinsey & Company

#### **CHANGE IN BLACK LEADERSHIP IN BUSINESS**



Source: U.S. Equal Employment Opportunity Commission



Source: McKinsey



### BUSINESS CASE FOR DEI

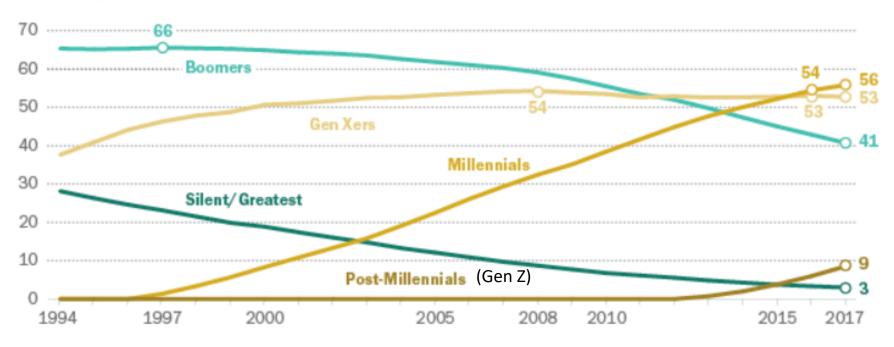




## Millennials became the largest generation in the labor force in 2016

#### Millennials became the largest generation in the labor force in 2016

U.S. labor force, in millions



Note: Labor force includes those ages 16 and older who are working or looking for work. Annual averages shown. Source: Pew Research Center analysis of monthly 1994-2017 Current Population Survey (IPUMS).

#### PEW RESEARCH CENTER



#### MILLENNIALS PREFER DIVERSE WORKPLACES

47% of Millennials consider the Diversity and Inclusion of a workplace an important criterion in their job search compared to 33% of Gen Xers and 37% percent of Boomers according to Weber Shandwick.



#### POST MILLENNIALS PREFER DIVERSE WORKPLACES

According to the employment website Monster, 83% of Gen Z candidates said that a company's commitment to diversity and inclusion is important when choosing an employer.

#### **EMPLOYEE ENGAGEMENT**



#### **EMPLOYEE ENGAGEMENT**

Employee engagement is the emotional commitment the employee has to the organization and its goals. This emotional commitment means engaged employees care about their work and their company.



# 70% OF ALL U.S. EMPLOYEES ARE DISENGAGED OR ACTIVELY DISENGAGED IN THEIR JOBS



Source: Gallup

29% Engaged 52% Not Engaged

19% Actively Disengaged



Loyal and psychologically committed . More productive; higher retention. Productive, but they are not psychologically connected to their company. They miss more workdays; more likely to leave. Physically present, but psychologically absent. They are unhappy and insist on sharing this unhappiness with others.

Same boat, different engagement. Some drive it, some jump off it.

Source: Gallup



#### **IMPROVE EMPLOYEE ENGAGEMENT**

Diverse workplaces and inclusive H.R. practices increases levels of employee engagement and fosters positive attitudes in the workplace.

#### **ENGAGED EMPLOYEES & PROFITABILITY**

Engaged employees lead to better business outcomes. According to HR Consulting Firm Willis Towers Watson research, companies with highly engaged workers have 6% higher net profit margins.



#### **ENGAGED EMPLOYEES & EARNINGS GROWTH**

Organizations that are the best in engaging their employees achieve earnings-per-share growth that is more than four times that of their competitors according to Gallup.





### **DIVERSITY & INCLUSION**



### **DIVERSITY & INCLUSION**

The brands that excel at diversity and inclusion are higher performing companies measured by business, financial and talent outcomes.



### **DIVERSE ORGANIZATIONS WITH INCLUSIVE CULTURES ARE**



2x

As likely to meet or exceed financial targets



6x

More likely to be innovative and agile



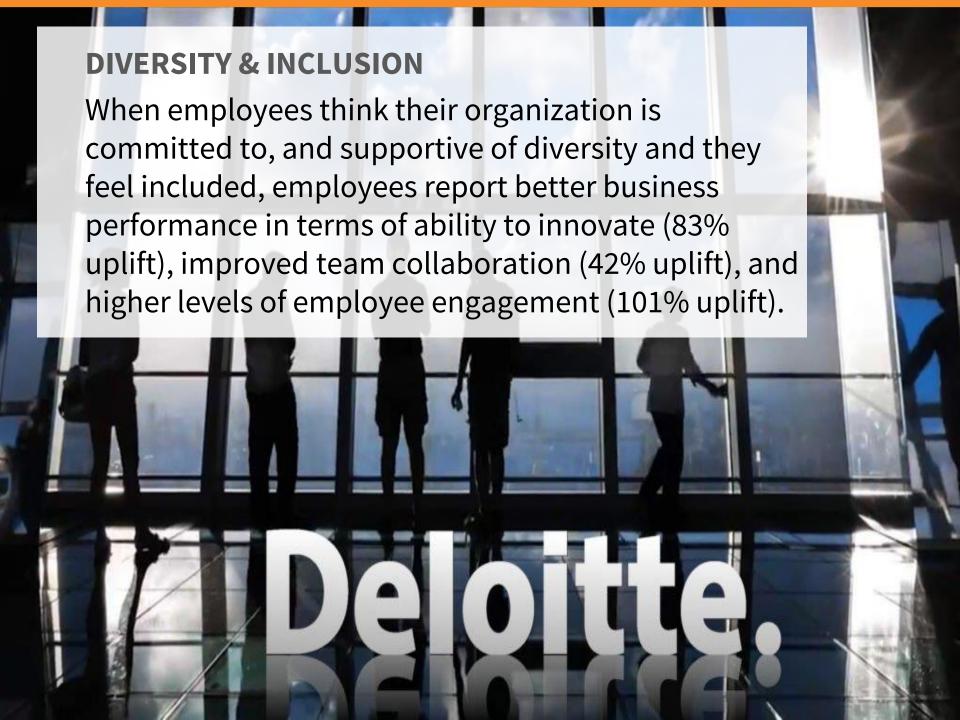
As likely to be high performing



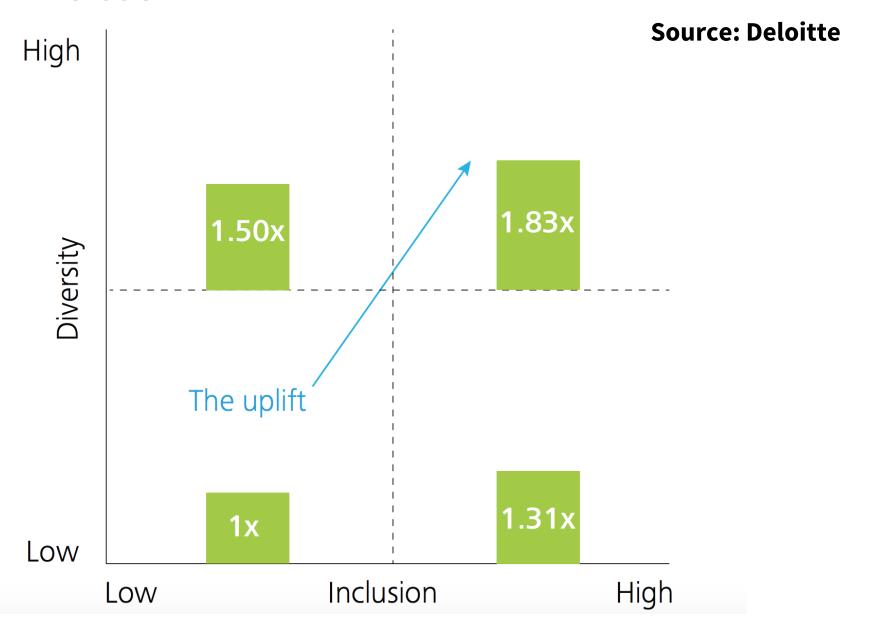
8x

More likely to achieve better business outcomes

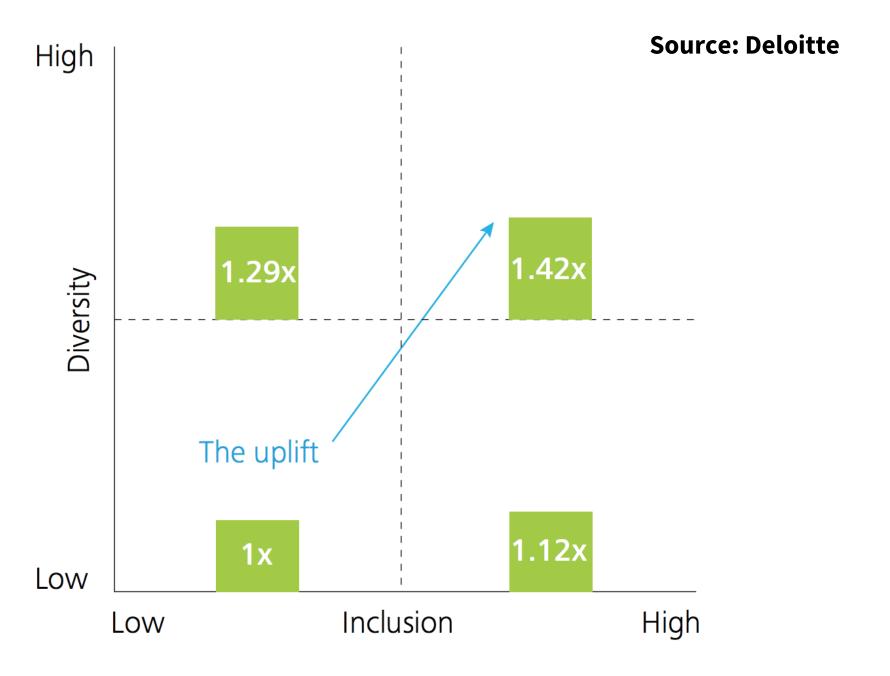
Source: Deloitte



**Innovation** 

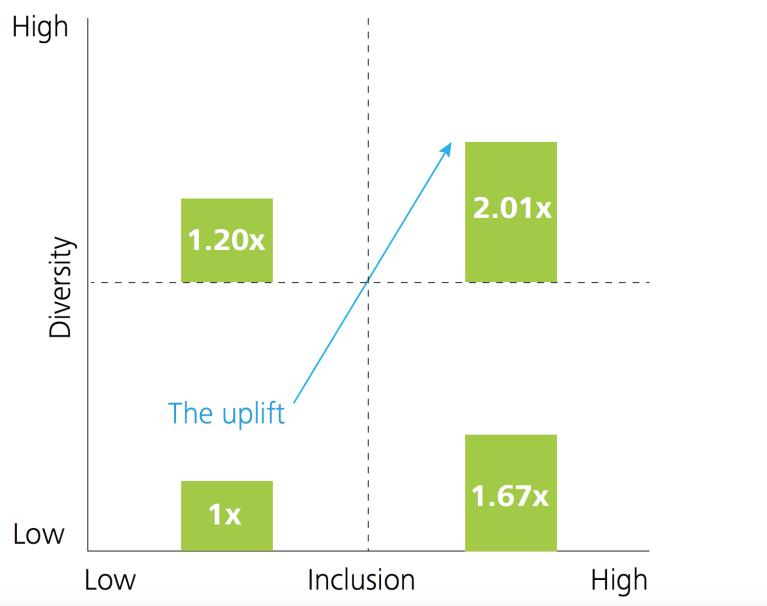


### **Team collaboration**



### **Employee engagement**

**Source: Deloitte** 





"The potential to lift business performance is locked up in the individual and group potential of diverse employees and can only be unleashed by creating an inclusive working environment."

- Juliet Bourke, Partner Deloitte

### **DIVERSITY & INNOVATION**





### **DIVERSITY AND INNOVATION**

A diverse workforce and a culture of inclusion were more efficient in generating new products (two extra new products per year) and patents according to Portland State University research.



### **DIVERSITY AND INNOVATION**

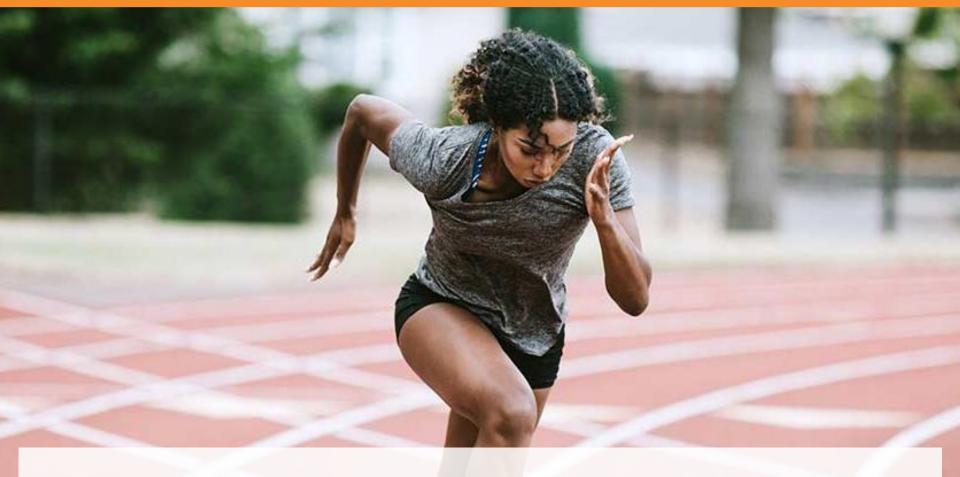
Companies with above-average diversity on their leadership teams report a greater payoff from innovation and higher EBIT margins according to Boston Consulting Group. For companies with diverse leadership teams, they reported EBIT margins that were 9 percentage points higher than those companies with below-average diversity.

# **DIVERSITY & NEW MARKETS**

### **CAPTURE NEW MARKETS**

Diverse and inclusive organizations outperform their peers when it relates to reaching new market segments. According to Deloitte, these organizations are 70% more likely to capture new markets.





### **FASTER TIME TO MARKET**

Diverse and inclusive organizations outperform their peers when it relates to delivering new products and services. According to the Center For Talent Innovation, these organizations are 75% more likely to see ideas become productized.

### **BETTER DECISION MAKING**

Diverse and inclusive teams make better decisions and better solve complex problems up to 87% of the time according to global consulting firm Korn Ferry.









### **DIVERSITY AND SALES REVENUES**

According to the American Sociological Association, for every percentage increase in the rate of workplace racial or gender diversity up to the rate represented in the relevant population, there was an increase in sales revenues of approximately 9 and 3 percent, respectively.



### **GENDER DIVERSITY & PROFITABILITY**

"For profitable firms, a move from no female leaders to 30 percent representation is associated with a 15% increase in the net revenue margin."

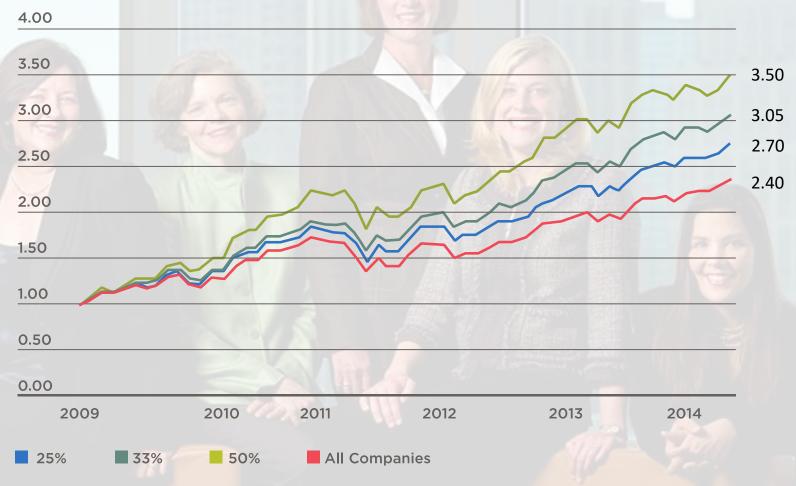
- Marcus Noland, EVP, Peterson Institute



### **GENDER DIVERSITY & PROFITABILITY**

Ernst & Young analyzed results from 22,000 global, publicly traded companies, in 90 countries from various industries and showed that an organization with 30 percent female leaders could add up to 6 percentage points to its net margin.

### **GENDER DIVERSITY & SHAREHOLDER RETURN**



Source: Credit Suisse



### **ETHNIC DIVERSITY & FINANCIAL PERFORMANCE**

Companies in the top quartile for ethnic and cultural diversity on their executive teams were 33% more likely to experience above-average profitability than companies in the bottom quartile according consulting firm McKinsey.



### **ETHNIC DIVERSITY & FINANCIAL PERFORMANCE**

In the U.S., there is a linear relationship between ethnic diversity and better financial performance: for every 10% increase in ethnic diversity on the senior leadership team, earnings (EBIT) rise 1%.

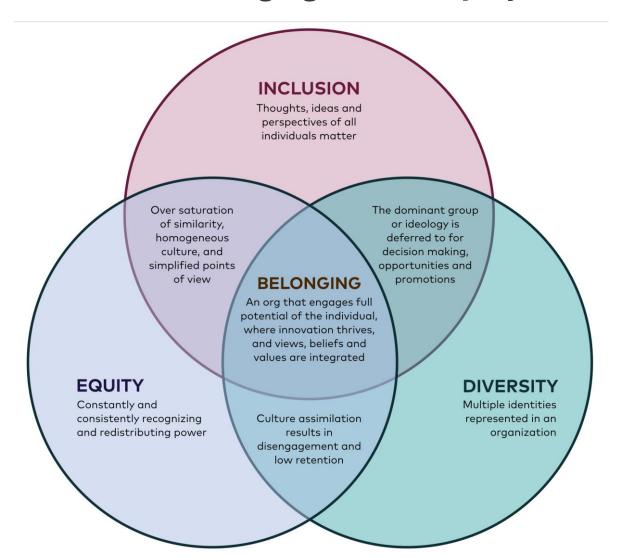






**DIVERSITY IS HAVING A SEAT** AT THE TABLE, INCLUSION IS HAVING A VOICE, AND BELONGING IS HAVING THAT **VOICE BE HEARD.** 

# The Ultimate Goal in DEI Work is to Create a Sense of Belonging for All Employees



### **BELONGING DRIVERS**

In workplaces that foster belonging, employees of all backgrounds feel seen, connected, supported and proud. The drivers of belonging plays out at four levels – at the organizational level, at the senior leadership level, at the manager level and at the colleague level.

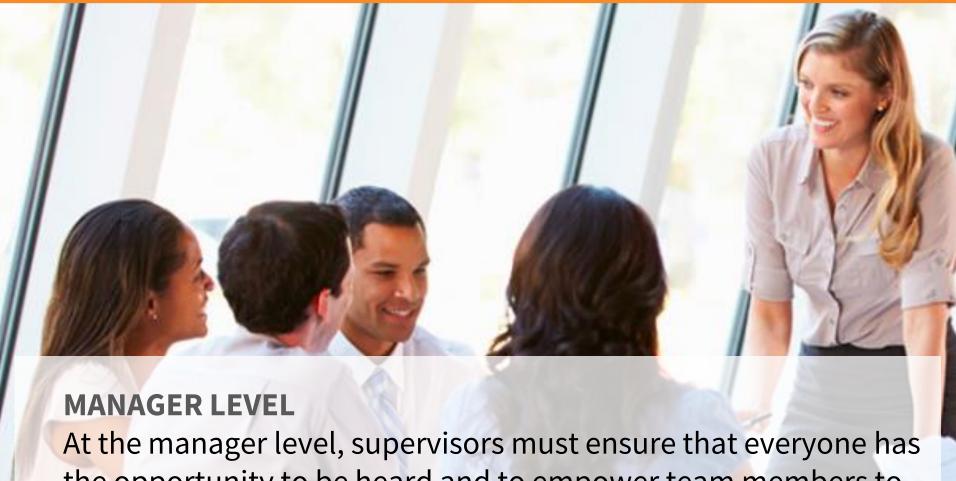


### **ORGANIZATIONAL LEVEL**

At the organizational level, the company should declare public support for DEI initiatives. It must articulate a clear and fair succession planning process. It must be able to offer senior leadership role models from historically marginalized groups.







At the manager level, supervisors must ensure that everyone has the opportunity to be heard and to empower team members to make decisions. Supervisors should provide praise when warranted and respond to concerns in a timely manner. Supervisors must make it safe for team members to propose novel ideas and to promote promising ideas to senior leadership.

### **COLLEAGUE LEVEL**

Coworkers should trust that their colleagues will get their work done and provide honest feedback about work quality and timeliness. Coworkers should thank their colleagues for work especially when they perform tasks over and above beyond their job descriptions. Coworkers should help celebrate birthdays and other important life and work milestones.



## WHY DIVERSITY EQUITY INCLUSION MATTERS

CLIENT	FINANCIAL	DEVELOP
SATISFACTION	PERFORMANCE	REPUTATION
INCREASED ADAPTABILITY	COMPETITIVE EDGE	INCREASED INNOVATION
EMPLOYEE	EMPLOYEE	EMPLOYEE
RECRUITMENT	RETENTION	ENGAGEMENT





"Many conversations about diversity and inclusion do not happen in the boardroom because people are embarrassed at using unfamiliar words or afraid of saying the wrong thing — yet this is the very place we need to be talking about it. The business case speaks for itself — diverse teams are more innovative and successful in going after new markets."

- Dame Inga Beale, Former CEO Lloyds of London



"When we listen and celebrate what is both common and different, we become a wiser, more inclusive, and better organization."

- Pat Wadors, Chief People Officer, Procore Technologies

