### Japan, Asia and Beyond:

How a AD Agency, the Entertainment Industry, And Civil Society are Promoting SDGs to Communities and Businesses





# SDGs Initiatives by Yoshimoto Kogyo

17 GOALS TO TRANSFORM OUR WORLD









#### Okinawa International Movie Festival "Laugh and Peace"



At the Naha Red Carpet event, the comedians promoted 17 SDGs goals!

# Content Production Example 1

#### "SDGs Shin kigeki - theatre"





### Kyoto International Movie Festival 2017



# Content Production Example 2

#### **SDGs Walk**



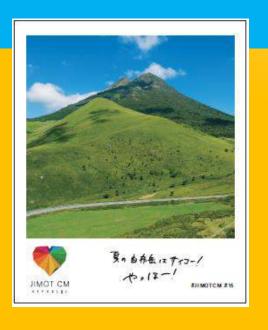


# Content Production Example 3

#### [JIMOT CM REPUBLIC]









Big Festival of the Islands ~Okinawa International Movie Festival~

### Collaborations with Stakeholders 1





Ministry of Foreign Affairs – "Global Festa 2017"



AIESEC – May Fair in Tokyo University



**Marine Stewardship Council** 



## Collaborations with Stakeholders 2

#### Nikkei Financial Newspaper "Eco Pro 2017"





Asahi Newspaper"Asahi World Forum"



#### Collaborations of Dentsu & Yoshimoto



This collaboration will be able to present and promote SDGs in methods beyond imagination.





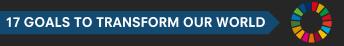


### DENTSU SDGs ACTIVITIES

- 1. About Dentsu
- 2. Why SDGs at Dentsu
- 3. SDGs Sensitization Activity in Dentsu
- 4. Dentsu's activity influencing clients
- 5. Yoshimoto Partnership



### 1. About Dentsu





Over 145 countries and regions



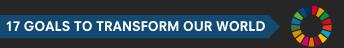




Founded: July 1, 1901



### 2. Why SDGs at Dentsu



#### Dentsu Group Medium-Term CSR Strategy 2020

Four key domains set for Japan and overseas









Various CSR actions especially in the COMMUNITY domain

#### **CSR Initiatives in the COMMUNITY Domain**

# Dentsu CSR activities based on specialized skills threw our business domain



AD PRIMARY SCHOOL



TIPS ON COMMUNICATION



SOCIAL POSTER GALLERY

# SDGs supporting project by the 6 world's largest advertising groups

















Cannes Lions International Festival of Creativity 2016



#### Dentsu Group's Commitment to SDGs

### Dentsu: "Health"

WPP : Gender

Publicis: Food

Havas: Climate Change

Omnicom: Water

IPG : Education

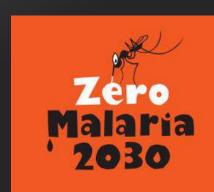




#### "Zero Malaria 2030" Campaign



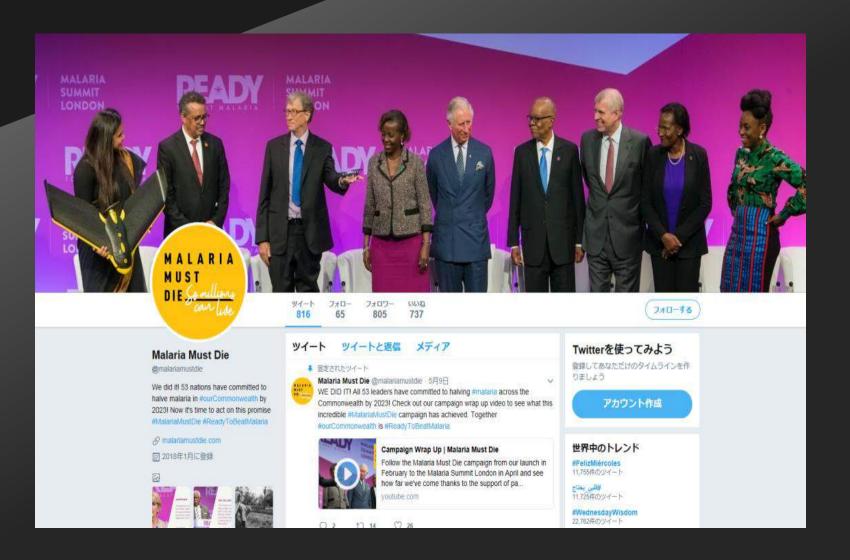








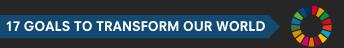
#### "Malaria Must Die" Campaign







### 3. SDGs Activity in Dentsu



#### **Dentsu Internal Activity**

We are prepared to share the importance of SDGs with clients and promote stakeholders' involvement

#### Workshops and seminars

For employees

For board members

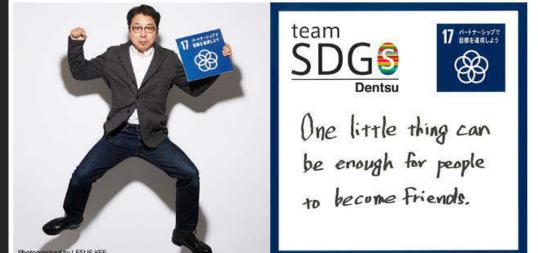
**Seminars for clients** 

#### Dentsu Employee Photo Session

# Photo session with Leslie Kee

Over 100 employees took part in the event

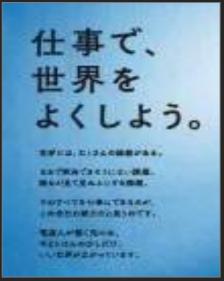






#### Dentsu SDG's Week







### 4. Dentsu's activity influencing clients





#### Dentsu's Activity Influencing Clients





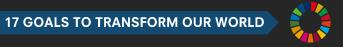
#### Dentsu's Activity Influencing Clients







### 5. Yoshimoto Partnership



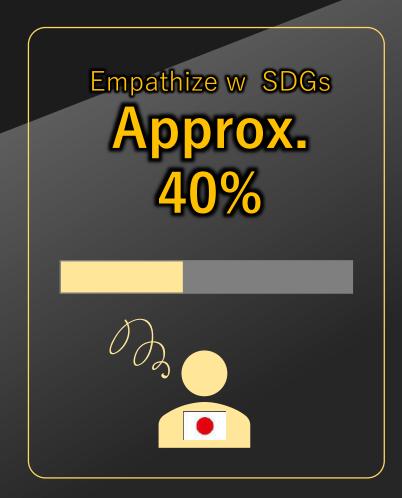
#### What Inspired Yoshimoto and Dentsu to SDGs Partnership?

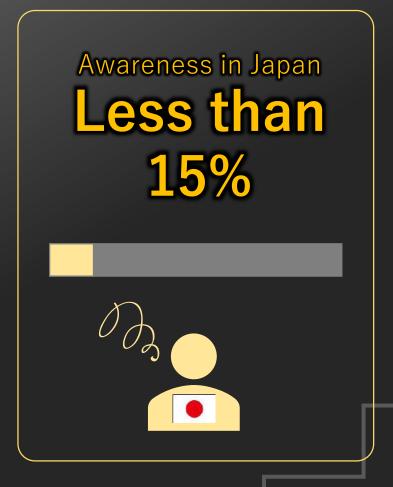


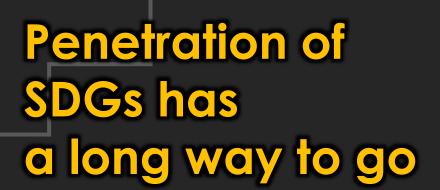




#### What Inspired Yoshimoto and Dentsu to SDGs Partnership?







What Inspired Yoshimoto and Dentsu to SDGs Partnership?

Top Runner on SDGs in Japan



dentsu

Communication Expert



# え:テリー・ションスシャン Artists: Futureman feat. SDGs All-Stars

Characters: Terry Johnson

# Civil Society's partnership with mass media, Entertainment Industry and ad agencies in attaining the SDGs #1

17 GOALS TO TRANSFORM OUR WORLD



August 23, 2018 Kaori Kuroda President, Japan Civil Society Network on SDGs

**Executive Director, CSO Network Japan** 

## Japan Civil Society Network on SDGs (SDGs Japan)



- A broad civil society network for the achievement of the SDGs with 100 member organizations (as of 2018.8)
- Promoting Partnership with other stakeholders and multi-stakeholders processes
- Main activities of SDGs Japan include:
  - advocacy actions and policy making
  - information sharing and outreach, and
  - public awareness campaigns



UN Secretary-General António Guterres and core members of SDGs Japan in Dec. 2017



## "Leave No One Behind" as a central theme of the 2030 Agenda

- Many CSOs work at the grassroots level to support marginalized and vulnerable people and communities in and outside Japan.
- CSOs advocate for the rights of such people and communities.

SDGs Japan is committed to achiving the SDGs without leaving no one behind



## Partnership with media, entertainment and ad agencies

Why CSOs engage and partner with mass media, the entertainment industry and ad agencies?

1 Outreach to the wider public in efforts to get the word crossed

- 2 Enhance communication skills of CSOs
- Develop guidelines and standards for responsible marketing and communication

#### Outreach to the wider public

#### **Future Runners**



Fuji Television started new TV program featuring "future runners" who are committed to attaining the SDGs.



Ms. Mako Yoshioka MADRE BONITA



Mr. Ren Onishi MOYAI

"Each story will show a challenging action which might be a small step but definitely has the power to change the future." Facebook of Future Runners

Source: https://www.fujitv.co.jp/futurerunners/





#### SHINSEI X Asahi Shimbun (Newspaper)







SHINSEI supports the people with disabilities and welfare facilities in the disaster-affected areas in Fukushima by creating jobs after the Great East Japan Earthquake on March 11, 2011.



Here, We Create a Job. We Create the Future.



Collaborative Project on Persons with Disabilities in Fukushima

SHINSEL



#### SHINSEI X Asahi Shimbun (Newspaper)

係なく、すべての人々の節 力を強化し、社会や経済、

SDGsのモデルとして注目されるNPO「しんせい」(福島県郡山市)。 キャスターの国谷裕子さんが富永美保事務局長に運営の考え方などを開

はSDGsを心の友にしていると言い

寒み 「雑む、掛きまわにしたい」と て職員の目的意識が高まりました。

たん身につけたら、なくならない。

#### ともに働く 誰も置き去りにしない め、公的機関や企業、市民

すが、工場にすると仕事から漏れてし が描さぶられました。この言葉に出会 方なので。工賃の引き上げは課題で

国谷 13の福祉事業所が連携したわ 用者のみなさんだけでなく、私たち職

富永 SDGsを知ってからは、ど

就労支援を必要とする障害者の実数



ールで考えたときも調和が大事だと。

はいけないと考えるようになりまし 後の世代」という言葉がありますよ す。

ローになれるという気持ちを持てたか らです。小さな連携や整備を積み重 ね、身近な課題の解決に挑戦していき

#### 職場で工夫 企業も踏み出す

原発事故後 (持続可能な開発目標 すべての国連期間国が 2030年までの達成を日 障害者の働く場作りのネットワーク

**Asahi Newspaper** has been promoting SDGs with Ms. Hiroko Kuniya, a famous Journalist and **Executive Director of Asahi Shimbun SDGs Project** 

The story of SHINSEII was on the front and second pages of paper on July 22, 2018.

Source: Asahi Shimbun





#### 2 Enhance communication skills of CSOs

"Tsutaeru Kotsu (Tips on communication)"

Creative Directors and copy writers of Dentsu formed a committee for improving communication and PR skills of nonprofits.

A total of 4,800 members of the nonprofit sector took the course across Japan. (As of March 2016)



Source: https://dentsu-ho.com/articles/4053, http://www.jnpoc.ne.jp/?tag=tsutaeru



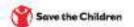
## Develop guidelines and standards for marketing and communication

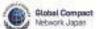
- Developed "the Guidelines for Advertising and Marketing that Affect Children
- Based on the "UN Guiding Principles of Business and Human Rights" and "Children 's Rights and Business Principles"
- Completed by Save the Children Japan and Global Compact Network Japan in October 2016.

Guidelines for Advertising and Marketing that Affect Children



FAIR MARKETING





Source: Save the Children Japan's webpage http://www.savechildren.or.jp/partnership/crbp/pdf/fair-marketing\_eng.pdf



#### SDGs Communication Guide by Dentsu

### Dentsu formed the multi-secroral SDGs Communication Guide Creation Committee to develop the Guide in 2018.

Member of the nonprofit sector actively participated in discussions, in particular, on

- Respect for human rights
- Avoid "Cherry Picking" and "SDGs Wash"

in advertising and promotional campaigns.



### DENTSU SDGs ACTIVITIES

- 6. SDGs Communication Guide
- 7. SDGs Awareness Market Research
- 8. SDGs Lion



#### dentsu

### 6. SDGs Communication Guide

17 GOALS TO TRANSFORM OUR WORLD





# "SDGs Communication Guide" Guidelines for communication initiatives in line with SDGs









### Toshihiko Goto, Chairperson

Executive director, Global Compact Network Japan CEO, Sustainability Forum Japan

Mikako Awano Founder & CEO, General Association SusCon Japan

Chiro Ishida Director, Marketing Strategy Division, The Asahi Shimbun

Taikan Oki Prof., Integrated Research System for Sustainability Science, The Univ. of Tokyo Institute for Advanced Study, Senior Vice-Rector, United Nations University, Assistant Secretary-General, United Nations

Koichi Kaneda CSR Promotion, Senior Director, ANA Holdings Inc.

Koji Kinoshita Chair of Environmental Subcommittee, Japan Advertising Agencies Association

Kaori Kuroda Executive Director, CSO Network Japan

Yumiko Horie Advocacy Manager, Save the Children Japan



## Background of the SDGs, meaning and advantages for private sectors to participate

#### (2) Background of the SDGs

The background to the adoption of the SDGs is the growing global sense of crisis regarding sustainability from 2000 onwards, and a variety of movements calling for the cooperation and participation of companies for the solution of social issues.

Comparing the SDGs with the MDGs, the predecessors of the SDGs which were adopted in 2000, the MDGs covered limited social issues such as powerty, etc. in developing countries whereas the SDGs cover solutions for a wide range of social issues such as climate change, human rights, social infrastructure and urban problems, economic growth, etc. in all countries, including developed countries. Furthermore, the SDGs expect that companies will solve social issues through the investment and innovation they carry out as a port of their business sarbitities.

The major developments in the world pertaining to companies and society since 2000 are reflected in the charge from the MDGs to the SDGs.

#### . Adoption of the MDGs, development sosis for the 15 years until 2015, at the United Nations Millennium Summit (these were the predecessors of the SDGs. and were centered on liques such as poverty, education public health, etc. in developing countries) The Global Cospect (DNSC), a global framework for relifising sustainable growth contents on companies, is launched after being proposed by the United National the ISO [international Organization for Standardization] lasues the SR International standard "ISO 26000" he United Nations Human Rights Council endorses the Guiding Principles on Business and Human Rights The purticipants at the United Nations Conference on Systellable Divisionent (Rio+20) shared the perception that building a society based on the three elements of the economy, the environment, and society was important for sustainable development They agreed to commence intergovernmental negotiations for the Sustainable hs Financial Services Agency ennounced the Japanese version of the Stewardship Code for Institutional Investora · Adoption of the SDGs at the United Nations Conterence on Sustainable Development . The Government Pension Investment Fund (GPIF) signs the United Nations Principles for Responsible investment that give cansideration to the environment society, and governance . The COs reduction goals for 2020 onwards are agreed at COP21 (the Paris Appelment · Application of the Corporate Governance Code, a code of conduct for listed compenies, commences The SEGs Promotion Readquarters is established in the Cabinet. The SDGs implementation Guiding Principles are formulated. Publication of the Business Reporting on the SUGs provided by the United kations Global Compact (UNGC) and the GRI (Global Resorting Initiative) · KEIDANREN (Japan Business Federation) revises the Charter of Conscrate Behavior to incorporate the achievement of the SDGs through the realization of Society 5.0

Domestic and overseas developments pertaining to



#### (4) Advantages for business management realized by the SDGs

The SDGs are currently leading the variety of transformations and innovations that are required of companies. That opens up the possibility of "sustainable business management focused on the future."

- Improvement and development of relationships with stakeholders initiatives for the SDGs improve and develop relationships with the stakeholders of companies a territory of individuals and organizations involved with companies). This leads to the improvement of concersts value and reduces a variety of operation.
- The solution of social issues is an enormous business opportunity. The 2017 report of the World Economic Forum, Better Business Better World, states that "Achieving the Global Guals opens up an economic prize of at least US\$12 trillion by 2030." Enormous business opportunities related to the SDG are expected both in Japan and oversees in relation to the solution of social issues.
- ESG investment\* that is beneficial for funds procurement intitutes for SDGs function beneficially for the funds procurement of companies through ESG investment which is becoming saturitiated among the investors of the world. It is estimated that the proportion of the global balance of managed assets accounted for by ESG investment resched percolamitative 25% in 2015.
- Collaboration with a variety of entities is realized with the SDGs as the common language

By transcending national borders and the boundary between the public and private anothers and providing goals and frameworks, as a common language, the SDDs connect partners that can cooperate with each other to tackle social sever, such as companies and national and local governments, small and medium-sized enterprises and regions, MPOs, etc., thereby creating operaturities to work together.

\* ESG investment robust to investment corrid out signing the anorthy to comparise that toke into consideration the environment, social issues, and government.



The positioning of the SDGs at the core of their management by companies ties them to their investors through ESG investment and encourages engagement with a variety of stakeholders







## Effects and methods of SDGs in corporate communication

(1) "Advertising communication using the SDGs" to improve corporate value

Gaining a good reputation from society and customers with "advertising communication using the SDGs"

As "a sustainable company that complies with the philosophy of the SDGs and keeps in mind the future and society," we can expect effects like the following if we are understood by society overall and our customers and gain a good reputation from them.

- With respect to the inside of companies -
- SDGs become the common language of in-house integration and centripetal force improves

Improve inhouse integration and centripetal force and accelerate promotion of the SDGs by gaining a good corporate brand evaluation from addition and automers and the SDGs becoming a common language that indicates the future of the company.

- With respect to a variety of stakeholders --
- creates opportunities for constructive dialogue and creative relationship-building
- If the management philosophy and its application are understood,
- that becomes an apportunity for dialogue with stakeholders and creative relationships.
- With respect to a variety of organizations and groups such as companies, local governments, regions, NPOs, etc. →
- brings about the potential for diverse collaboration and co-creation
- If the stance and intentions of the company regarding the promotion of the SDGs are communicated,
- the potential for collaboration and co-creation with a variety of companies, local governments, regions, and NPOs will be opened up.
- When notifying and advertising new businesses and new products --
- evaluation and understanding is obtained from a higher viewpoint
- When launching and notifying businesses sined at the solution of social leaves, if the business is evaluated and understood from a high viewpoint then this contributes to promotion of the business.



#### (2) Method of getting publicity for initiatives for SDGs

If we make active appeals with "advertising communication using the SDGs" to what kind of company we think we want to become in the future, and what kinds of products and services we will provide to solve social issues, then we will be able to communicate the stance of the company clearly to each stakeholder.

When communicating, it is effective to utilize perspectives like the following and furthermore to incorporate measures that enable consumers and diverse stakeholders to collaborate to tackle the zoals under the SDGs.

#### Corporate advertising, product advertising, and promotions

- Management strategy/medium to long-term strategy
- Combine the company's intentions for the future with the goals under the SDGs and actively utilize communication.
- Products and services
- Closely examine on a factual basis whether the company's products and services match the goals under the SDGs, not only at the time of use but also at the time of row materials procurement and product manufacturing, and after use, etc., and actively utilize this information in the communication.
- Promotions/osmpwigns
- Formulate and implement a range of promotions and campaigns to encourage perticipation in and cooperation with the SDGs by outcomers and a variety of stakeholders.
- Utilization of a range of certification labels
- Utilize sustainable certification labels by third parties that can be musted, such as environmental labels\*1 and fair trade labels\*2, etc. in the products and services provided by the company.
- \*1 Environmental labels are labels that communicate environmental information about products and convices to purchasers through products and packaging labels, product instructions, advantains, public existings, one; (80 has accombined examining expect line three types.)
- 2 Fartrado libria are isbela which centry that the international Fairtrade Standards atiquated by Fairtrado international have been met in each process from when the raw materials were produced to importing and exporting, processing, and the manufacturing process until the product is completed as on "international Pairtrade conflicted product."



## Avoidance of "SDGs Wash" and consideration for human rights

#### (3)-3 Ambiguity and vagueness of SDGs wash and human rights

We briefly discuss SDGs wash and matters pertaining to human rights as points to note when engaging in communication, taking into account the fact that the idea of human rights is at the foundation of the SDGs.

- The judgment criteria differ depending on the country and region, and the perceptions and religion of the people.
  There are no international guidelines for SDGs wash and their good and past spaced as text of judged based on law. The judgment of specifically what short of species in sequinest to a "wast" offers greatly depending on the litteracy of individuals and the strategion of the country and society.
- The judgment criteria change due to the trends of the era and society Currently suggestions for improvement and criticism toy contion leaders, enc. regarding expressions that do not equate to "wash" are having an impact on the way of thinking of many secolar through social mode, soci, and it is possible that social criticism that. "It is SDGs wash" will suddenly spread.
- The judgment criteria change depending on the company scale and industry, etc.
  There are cases in which a company sets out goals that it believes are achievable based on its internal features but if the company scale is taken into account actually the scale is not adequate to be able to say the company is tacking the SDGs. There is a canger that the company will be suspected of instructive if it communicates in this way, it is necessary to firstly set goals commensurate with the company scale before doing any advertising, and the setting of goals commensurate with the industry characteristics and the region in which the company will be sortice is required to the company and the setting of goals commensurate with the industry characteristics and the region in which the company will be sortice is required.
- It is important to be careful to make the judgment for the goals under the SDGs overall, including taking into account negative impacts

It is dangerous for companies to do advertising that only presents the positive aspects of measures related to the goals under the SDBs. If the company does not take this condication the negative assects of the impact of the outside specific version of society, rather than only the implamented measures, and disclose those negative aspects as well, there is a risk that it will be judged as requiging in a "weeth,"



#### (3)-5 Checkpoints for the avoidance of SDGs wash and consideration for human rights

#### Measures to avoid SDGs wash

- Avoid expressions which have no basis and for which the information source is unknown
  - In the case that the materials that form the basis for the expressions are not very reliable and in the case that there are no verifying materials.
- (II) Avoid expressions which exaggerate beyond the facts
- The case of greatly emphasizing and appealing to initiatives for the SDGs which are not that big, and discussing small initiatives to an exaggrated degree
- The case of using expressions that suggest the company is voluntarily taking into consideration matters that are regulated by law snowar
- (iii) Avoid vague expressions for which it is difficult to determine the meaning of the words
- Copywriting lacking specificity regarding the response to the SDGs for which it is difficult to determine the messing of the words, etc.
- (iv) Do not use visuals with little relationship to the facts
- Alming to create or amplify the SDGs image using photographs of "poverty," "education," etc. despite there being no consideration given to the SDGs in fact, etc.

#### Consideration for human rights

- Use expressions after looking up the original etymology of the words
- Be careful of the fact that cases in which the meaning of words is different decending on religious happyround, are, are possible
- (vi) Verify whether or not the means of expressions of people and groups that appear in advertising expressions are appropriate
- Check whether or not attrectypical roles and images, prejudices,
- (vii) Be aware that there are differences in values and culture in each country
- Be aware that evaluations and understanding of history and ethnic groups differs greatly depending on the country and ethnic group, etc.





### **SUMMARY** – SDGs Communication Guide



#### dentsu

### 7. SDGs Awareness Market Research

17 GOALS TO TRANSFORM OUR WORLD





#### SDGs Awareness Market Research

**Objectives** 

Identify "awareness, understanding,"
"interest," "profile of those who are aware of
SDGs" and "path of contact with information."

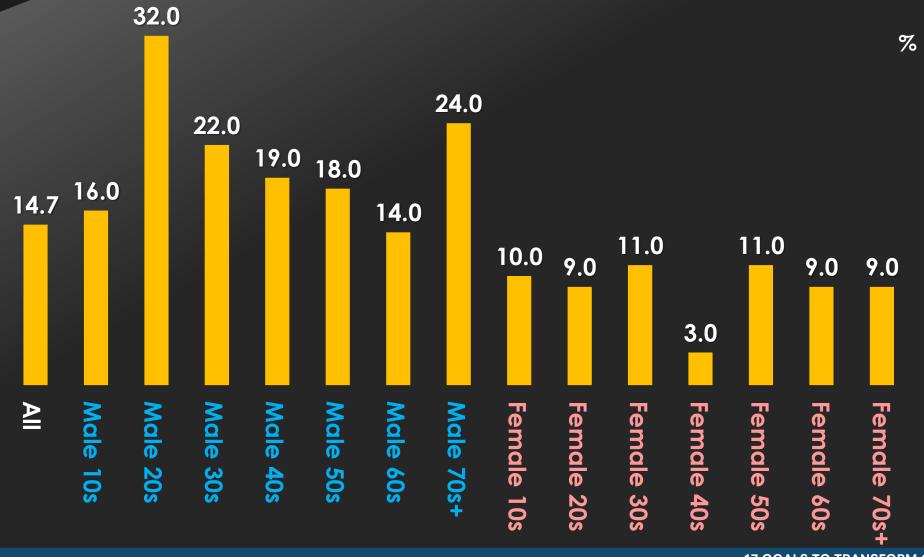
Research date

February 6-7, 2018

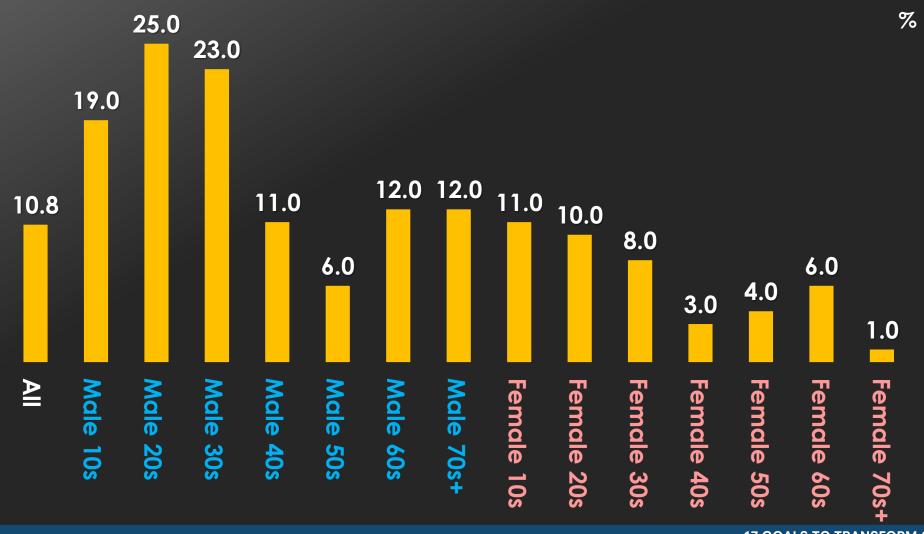
**Respondents** 

1,400 persons in Japan (100ss M/F each per age group from 10s to 70s)

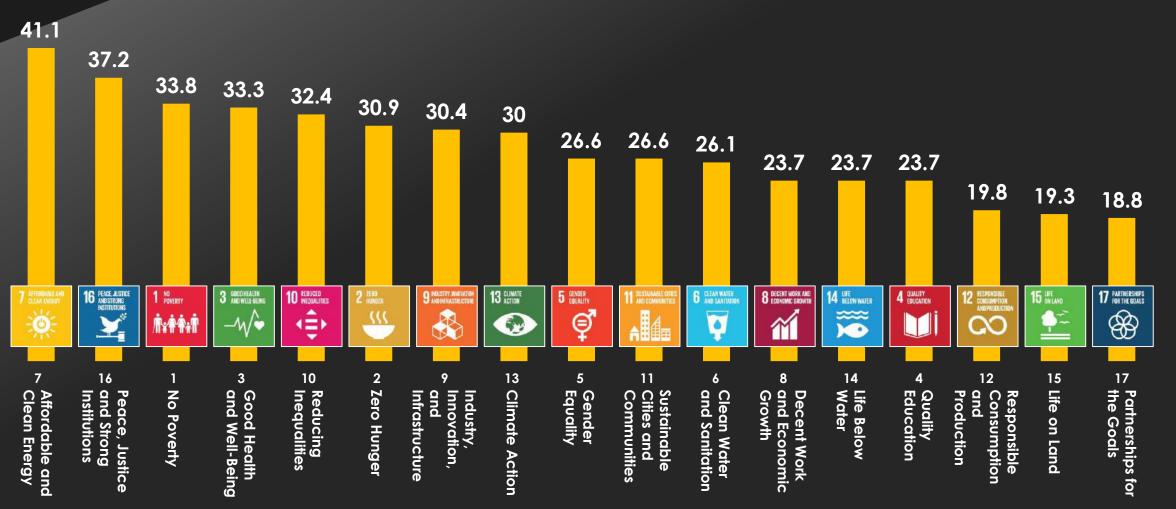
### Awareness of SDGs as a Word



### **Awareness of SDGs Activities**

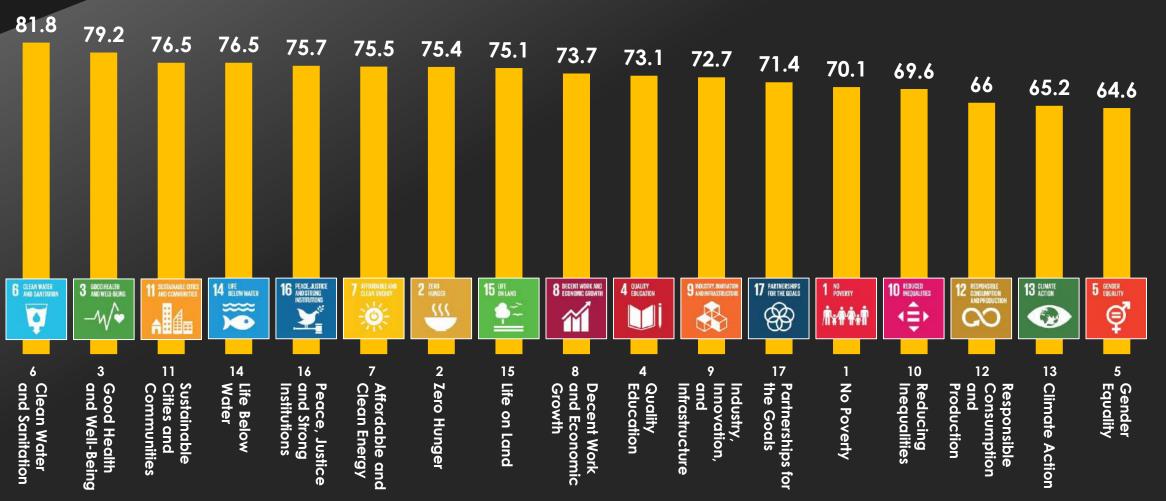


### Awareness of SDGs 17 Goals



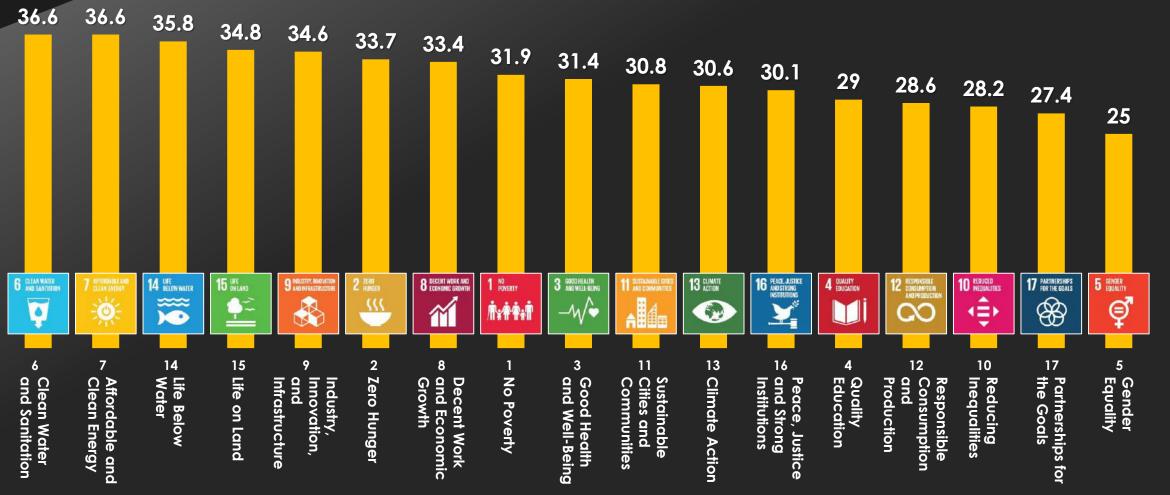
#### ~

### **Empathy with SDGs 17 Goals**



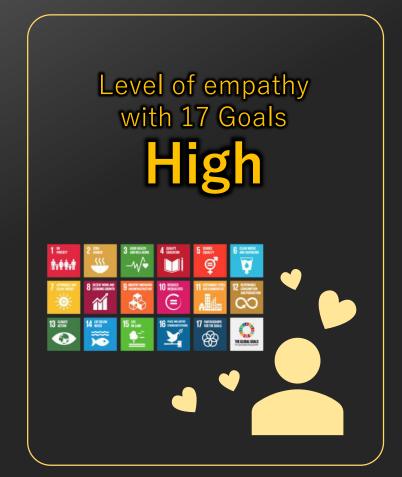
#### %

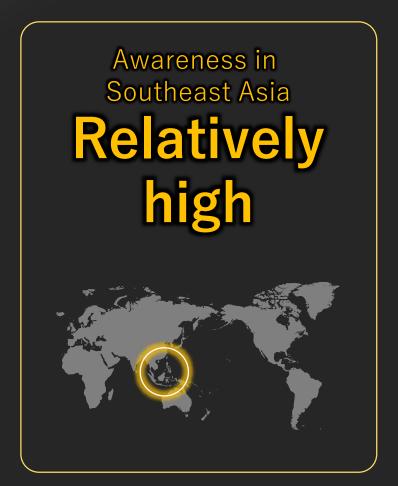
## Choosing Companies Relevant to SDGs Concept



#### **SUMMARY - SDGs Awareness Market Research**

Awareness in Japan **Less than** 





#### **SUMMARY** -People's Interest Level Varies Across 17 Goals

### **Empathy**

Clean water (81.8%)
Health (79.2%)
Sustainable community (76.5%)
Abundancy in the sea (76.5%)









## **Expectations for companies**

"Clean water,"
"Energy"
"Abundancy in the sea"







## Personal actions

"Health"
"Responsible production and consumption"
"Clean water"

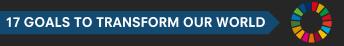






### dentsu

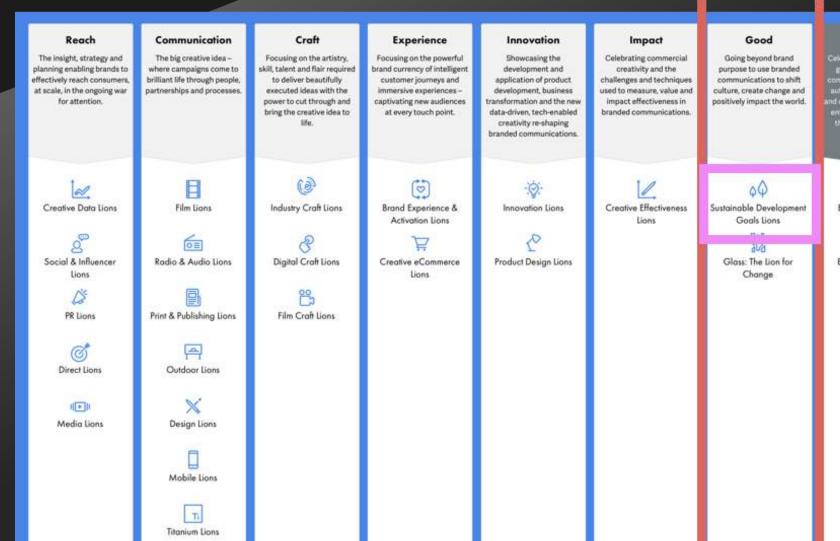
### 8. SDGs Lion



#### Cannes Lions Festival and SDG Lions



#### Cannes Lions Festival and SDG Lions



#### Health ating creativ

Celebrating creativity in randed communications in this highly innovative but fiercely regulated sector with the unique power to truly change lives.



**Entertainment Lions** 

Entertainment



Entertainment Lions for Music Pharma Lions

Health & Wellness Lions

#### Cannes Lions Festival and SDG Lions

Dentsu Aegis Group Beach House NO MORE















#### Impact of SDGs and Return for Ad Agency's Business

SDGs will promote reforming attitudes and symbolize Dentsu's new image.

A new business opportunity for Dentsu with SDGs in client's agenda



#### Regional Revitalization 1









Living in Your Town Project In 47 Prefectures of Japan

#### Regional Revitalization 2-1





Comprehensive Cooperation Agreement with Shimokawa Town, Hokkaido to promote SDGs

#### Regional Revitalization 2-2







## Comprehensive Cooperation Agreement with Shimokawa Town, Hokkaido to promote SDGs

#### Regional Revitalization 3



Yoshimoto Blue Sky Kagetsu – Mobile Theatre



#### Global

Living in Your Project - Asia
Aspire Partnerships with all parts of Asi







# Civil Society's partnership with mass media, Entertainment Industry and ad agencies in attaining the SDGs #2

17 GOALS TO TRANSFORM OUR WORLD



August 23, 2018

Kaori Kuroda

President, Japan Civil Society Network on SDGs

**Executive Director, CSO Network Japan** 

#### Community and CSOs

CSOs created their community Goals in Hokkaido and published "SDGs x Indigenous People."



Many cities launched a network and project for promoting SDGs.





Increasing partnerships with Co- operatives









#### Advocacy and policy work

CSOs try to influence public policy to bring about justice and positive change for sustainable development.

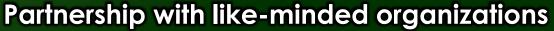


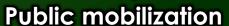
What is needed for advocacy and policy work

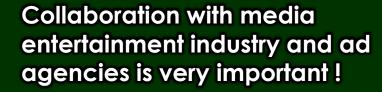


Knowledge and research ability

















#### **CSOs and Entertainment industry**

**PROJECT** 

The power of entertainment for cause



The power of laughter

Devised By Richard Curtis, filmmaker and founder of comic relief

From "Make Poverty History" to "Project Everyone"





### Expectations for partnership with media, entertainment and ad agencies

Ensure the partnership is based on LNOB as a central theme of SDGs and integrated economic, social and environmental dimensions

Enhance partnership with community based CSOs so that their grassroots activities can be reached out to the wider public for positive change

Implement nation-wide/world-wide campaigns and public mobilization



### Japan, Asia and Beyond:

How a AD Agency, the Entertainment Industry, And Civil Society are Promoting SDGs to Communities and Businesses

