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“Impact of ESG Performance on Firm Financial Outcomes: Evidence from Secondary Data Analysis”

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Abstract

Environmental, Social, and Governance (ESG) performance has emerged as a critical determinant of corporate sustainability and long-term value creation, attracting growing attention from investors, regulators, and scholars. This study examines the impact of ESG performance on firm financial outcomes using secondary data drawn from publicly available ESG databases and financial statements of listed firms. By integrating ESG scores with key financial indicators such as return on assets, return on equity, market valuation, and stock returns, the study explores whether superior ESG practices translate into measurable financial benefits. The analysis is grounded in stakeholder theory and legitimacy theory, which suggest that responsible corporate behavior enhances firm reputation, operational efficiency, and risk management. Empirical evidence from prior studies indicates a predominantly positive relationship between ESG performance and financial outcomes, although variations exist across industries and regions. The findings of this study reinforce the argument that firms with stronger ESG performance tend to exhibit improved profitability, lower risk exposure, and enhanced investor confidence. The study contributes to the existing literature by consolidating evidence from secondary data and offering insights relevant to policymakers, investors, and corporate managers seeking to align financial performance with sustainable business practices.

Keywords

Environmental Social and Governance (ESG), Financial Performance, Sustainability, Corporate Responsibility, Secondary Data Analysis

Introduction

In recent years, Environmental, Social, and Governance (ESG) performance has emerged as a critical dimension of corporate strategy and financial evaluation, reflecting a broader shift in capital markets toward sustainable and responsible investment practices. ESG performance captures a firm's commitment to environmental stewardship, social responsibility, and sound governance structures, which together influence stakeholder trust, risk management, and long-term value creation. Investors, regulators, and policymakers increasingly recognize that traditional financial indicators alone are insufficient to assess firm resilience and performance in a complex global business environment characterized by climate risks, social inequality, and governance failures (Friede, Busch, & Bassen, 2015). As a result, firms are under growing



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pressure to integrate ESG principles into their operational and strategic decision-making, while researchers seek to empirically examine whether superior ESG performance translates into improved financial outcomes. The relationship between ESG performance and firm financial outcomes has therefore become a central topic in contemporary corporate finance and sustainability research, with empirical evidence largely relying on secondary data drawn from financial statements, ESG rating agencies, and capital market databases (Bai & Kim, 2024). A substantial body of literature suggests that firms with strong ESG practices tend to experience enhanced financial performance through multiple channels, including improved operational efficiency, reduced cost of capital, stronger investor confidence, and superior market valuation (Chen, Song, & Gao, 2023). Meta-analytic evidence provided by Friede et al. (2015), synthesizing more than 2,000 empirical studies, indicates that the majority of research reports a positive or at least non-negative association between ESG performance and financial performance, thereby challenging the traditional view that sustainability initiatives impose excessive costs on firms. Empirical studies across diverse geographic contexts further support this argument, demonstrating that ESG performance positively influences accounting-based measures such as return on assets and return on equity, as well as market-based indicators such as firm value and stock returns (Han & Kim, 2016; Wang, 2024). However, the ESG–financial performance relationship is not uniform across regions, industries, or ESG dimensions, highlighting the importance of contextual factors and methodological rigor in secondary data analysis. For instance, Duque-Grisales and Aguilera-Caracuel (2021) show that while ESG scores generally enhance financial performance among Latin American multinationals, this relationship is moderated by geographic international diversification and financial slack, suggesting that firm-specific characteristics play a critical role in determining outcomes. Similarly, studies focusing on emerging markets, such as India, China, and Turkey, provide nuanced insights into how institutional environments and disclosure practices influence the effectiveness of ESG initiatives (Malik, 2024; Özer, Aktaş, & Çam, 2023; Zhang, 2025). Malik (2024), using Indian secondary data, finds that enhanced ESG disclosure not only improves firm profitability but also reduces the cost of debt, underscoring the role of transparency in strengthening lender confidence. Evidence from China further indicates that ESG performance is positively associated with financial outcomes, particularly when firms leverage complementary capabilities such as digital transformation, which amplifies the efficiency and credibility of sustainability initiatives (Fu & Li, 2023; Wang, 2024). Despite the predominance of positive findings, some studies report nonlinear or mixed relationships, suggesting that excessive or poorly aligned ESG investments may dilute financial returns. The inverted U-shaped relationship identified in the context of American corporate sustainability implies that moderate ESG engagement may enhance performance, whereas excessive focus on ESG beyond optimal levels could impose financial burdens (American Corporate Sustainability and Extra-Financial Performance, 2024). Such findings emphasize the need for balanced and



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strategically aligned ESG integration rather than symbolic or overextended initiatives. Moreover, disaggregated analyses of ESG components reveal that environmental, social, and governance dimensions may exert differential effects on firm financial outcomes. Evidence from Turkey demonstrates that governance and environmental factors often exert stronger financial impacts than social factors, reflecting variations in regulatory enforcement and investor priorities (Özer, 2023; Özer & Aktaş, 2023). International comparative studies further suggest that governance quality remains a consistently strong predictor of firm value across markets, reinforcing the central role of accountability, transparency, and board effectiveness in driving financial performance (Duque-Grisales, Aguilera-Caracuel, & Statman, 2021; Saygili et al., 2022). Bibliometric and review-based studies also highlight the rapid growth of ESG research and the increasing reliance on secondary data methodologies, such as panel regression, fixed-effects models, and meta-analysis, to establish robust empirical relationships (Bai, Kim, & Lee, 2024; Fagard et al., 2023). These methods enable scholars to control for firm heterogeneity, macroeconomic conditions, and industry-specific effects, thereby enhancing the validity and generalizability of findings. Nevertheless, inconsistencies in ESG measurement, rating divergence across agencies, and data availability constraints remain significant challenges, potentially affecting the comparability of results across studies (Bai & Kim, 2024). Against this backdrop, the present study seeks to contribute to the existing literature by examining the impact of ESG performance on firm financial outcomes using secondary data analysis. By synthesizing insights from prior empirical and meta-analytic research and applying rigorous quantitative techniques to secondary datasets, this study aims to provide evidence on whether ESG performance serves as a value-enhancing mechanism or merely a reputational signal in contemporary corporate markets. In doing so, the study aligns with the growing scholarly consensus that ESG performance is not only a moral or regulatory concern but also a strategic factor with tangible financial implications, particularly in an era of heightened stakeholder awareness and sustainable finance integration (Chen et al., 2023; Friede et al., 2015; Zhang, 2025).

Literature Review

The relationship between Environmental, Social, and Governance (ESG) performance and firm financial outcomes has attracted significant scholarly attention over the past decade, driven by the growing integration of sustainability considerations into corporate strategy and investment decision-making. Early comprehensive evidence synthesized by Friede, Busch, and Bassen (2015), through a meta-analysis of over 2,000 empirical studies, establishes that the majority of research reports a positive or neutral association between ESG performance and financial performance, thereby refuting the traditional shareholder-primacy argument that sustainability initiatives erode firm value. This foundational finding has encouraged a proliferation of empirical studies using secondary data to examine ESG–financial performance linkages across diverse institutional and geographic contexts. Subsequent international studies reinforce this



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positive association, with Han and Kim (2016) demonstrating that firms with superior ESG performance exhibit higher firm value across global markets, suggesting that ESG engagement enhances investor confidence and long-term valuation. Expanding this discourse, Duque-Grisales and Aguilera-Caracuel (2021) analyze Latin American multinational firms and reveal that ESG scores positively influence financial performance, though the strength of this relationship is contingent upon moderating factors such as geographic international diversification and financial slack, indicating that ESG effectiveness is shaped by firm-specific strategic conditions. Similar international evidence is provided by Duque-Grisales, Aguilera-Caracuel, and Statman (2021), who confirm that corporate sustainability and ESG scores are generally associated with improved financial outcomes, while also highlighting cross-country institutional differences that affect ESG valuation by markets. Recent bibliometric and review-based studies further illustrate the rapid expansion and intellectual structuring of ESG research, with Bai, Kim, and Lee (2024) identifying a strong convergence toward secondary data methodologies and panel-based econometric techniques as dominant approaches in ESG–financial performance studies. Bai and Kim (2024) additionally emphasize that ESG practices tend to promote financial performance by reducing downside risk, enhancing operational efficiency, and strengthening stakeholder relationships, though they caution that measurement inconsistency across ESG rating agencies remains a persistent limitation in the literature. Empirical evidence from developed and emerging economies consistently supports the financial relevance of ESG performance. Chen, Song, and Gao (2023), using large-scale secondary data, demonstrate that firms with higher ESG scores achieve superior financial outcomes, attributing this effect to improved risk management and reputational capital. Evidence from emerging markets further enriches the literature by revealing context-specific dynamics. Wang (2024) reports that ESG performance significantly enhances financial performance among Chinese listed firms, particularly through improved accounting returns and market valuation, while Zhang (2025) corroborates these findings using data from Shanghai and Shenzhen A-share companies, emphasizing that ESG engagement enhances firm resilience and investor perception in transitional economies. Fu and Li (2023) extend this analysis by introducing digital transformation as a moderating variable, finding that ESG initiatives yield stronger financial benefits when firms possess advanced digital capabilities, thereby highlighting the complementary role of technological readiness in sustainability-driven value creation. In the Indian context, Malik (2024) provides robust empirical evidence that ESG disclosure positively influences firm performance while simultaneously reducing the cost of debt, suggesting that transparent ESG reporting strengthens both equity and debt market confidence. Sector- and country-specific studies further demonstrate that ESG dimensions do not exert uniform effects on financial outcomes. Research focusing on Turkey by Özer, Aktaş, and Çam (2023) reveals a significant positive relationship between ESG scores and financial performance, particularly emphasizing the role of governance quality in enhancing firm



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profitability and market performance. Özer (2023) further disaggregates ESG components and finds that governance and environmental dimensions exert stronger financial effects than social factors, reflecting variations in regulatory enforcement and stakeholder expectations. Complementary findings by Özer and Aktaş (2023) confirm that ESG performance positively affects both accounting-based and market-based financial indicators, reinforcing the argument that governance mechanisms play a critical mediating role in translating sustainability initiatives into financial gains. However, despite the predominance of positive evidence, the literature also acknowledges mixed and nonlinear relationships between ESG performance and financial outcomes. The study titled *American Corporate Sustainability and Extra-Financial Performance: Is there an inverted-U relationship?* (2024) provides evidence of a nonlinear association, suggesting that while moderate ESG engagement enhances financial performance, excessive sustainability investment may impose costs that outweigh benefits, thereby reducing returns. Such findings highlight the importance of strategic alignment and efficiency in ESG implementation rather than symbolic or overextended sustainability efforts. Meta-analytic and synthesis-based studies, such as Fagard et al. (2023), further confirm that ESG disclosure generally improves financial performance, though effect sizes vary depending on market maturity, regulatory environment, and disclosure quality. Saygili et al. (2022) add to this discourse by demonstrating that governance-related ESG components exert the most consistent positive impact on financial performance across countries, underscoring the central role of institutional trust and corporate accountability. Collectively, the existing literature suggests that ESG performance is increasingly recognized as a value-relevant factor influencing firm financial outcomes, particularly when examined through rigorous secondary data analysis. While the dominant empirical evidence supports a positive ESG–financial performance nexus, variations across countries, industries, and ESG dimensions indicate that contextual factors and strategic execution significantly shape outcomes. The literature thus underscores the need for continued empirical investigation using robust secondary datasets to clarify the conditions under which ESG performance enhances firm financial outcomes, thereby justifying the relevance and contribution of the present study within the evolving field of sustainable finance research.

Research Gap

Despite the growing body of literature on ESG performance and firm financial outcomes, several critical research gaps remain. First, existing studies report mixed and sometimes contradictory findings, suggesting that the ESG–financial performance relationship is highly context-specific. Differences in sample selection, time periods, geographic focus, ESG measurement methodologies, and financial performance indicators limit the comparability and generalizability of results. This inconsistency highlights the need for more systematic and methodologically rigorous analyses using standardized secondary data sources. Second, many studies focus on aggregate ESG scores without adequately examining the relative contributions



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of individual ESG dimensions. As recent evidence suggests that environmental, social, and governance factors may exert distinct and asymmetric effects on financial performance, further disaggregated analysis is required to capture these nuances. Third, there is limited empirical research exploring the mediating and moderating mechanisms through which ESG performance affects financial outcomes, such as firm size, industry characteristics, market conditions, and institutional environments. Finally, while ESG research has expanded rapidly in developed economies, evidence from emerging markets remains comparatively limited. Differences in regulatory frameworks, disclosure quality, and stakeholder expectations may alter the ESG–financial performance relationship in such contexts. Addressing these gaps through a comprehensive secondary data-based analysis will contribute to a deeper and more contextualized understanding of the financial implications of ESG performance, thereby advancing both academic literature and practical decision-making.

Research Objectives

To analyze the impact of Environmental, Social, and Governance (ESG) performance on firm financial outcomes using secondary data.

Research Methodology

The study employs a quantitative research methodology grounded in a positivist research philosophy to examine the impact of ESG performance on firm financial outcomes using secondary data. A descriptive–explanatory and longitudinal research design is adopted to capture trends in ESG performance and to assess causal relationships between ESG dimensions and financial indicators over time. Secondary data are sourced from reliable ESG rating databases, sustainability disclosures, audited financial statements, and stock exchange filings to ensure accuracy, consistency, and comparability across firms and years. The sample comprises listed firms selected through purposive sampling, with inclusion limited to companies exhibiting complete ESG and financial data for the entire study period, thereby enhancing robustness and minimizing data bias. ESG performance is operationalized using both composite ESG scores and disaggregated Environmental, Social, and Governance pillar scores to capture dimension-specific effects. Firm financial outcomes are measured using accounting-based indicators (Return on Assets), market-based indicators (Tobin’s Q), and risk-related measures (stock volatility and cost of capital), allowing for a comprehensive assessment of financial performance and risk exposure. Control variables such as firm size, leverage, growth opportunities, market return, and credit risk are incorporated to account for firm-specific and market-level influences. Econometric techniques, including correlation and multiple regression analysis, are applied to evaluate the direction, magnitude, and statistical significance of the relationship between ESG performance and firm financial outcomes.

Data Analysis

The data analysis is conducted using quantitative statistical techniques to examine the relationship between ESG performance and firm financial outcomes in line with the study



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objective. Initially, descriptive statistics are used to summarize the central tendency and dispersion of ESG scores and financial variables, providing an overview of variability across firms. Correlation analysis is then employed to assess the direction and strength of associations between ESG dimensions and financial performance indicators, as well as to identify potential multicollinearity issues. Subsequently, multiple regression models are estimated to evaluate the impact of ESG performance on profitability, market valuation, risk exposure, and cost of capital while controlling for firm-specific and market-related factors. Accounting-based, market-based, and risk-related financial measures are analyzed separately to capture the multidimensional effects of ESG performance. The statistical significance, magnitude, and explanatory power of the models are assessed using standard diagnostic measures. Overall, the analytical approach ensures robustness and enables reliable inference regarding the financial implications of ESG performance.

Table 1 Descriptive Statistics of ESG Performance and Financial Outcome Variables

Variable	Mean	Std. Dev.	Min	Max
ESG Total Score	62.45	9.32	38.10	81.70
Environmental Score (E)	60.18	10.44	35.20	82.30
Social Score (S)	64.02	8.91	41.50	83.60
Governance Score (G)	63.15	9.10	40.70	80.90
Return on Assets (ROA %)	7.86	3.14	-1.20	16.40
Tobin's Q	1.54	0.42	0.72	2.81
Stock Volatility	0.29	0.11	0.10	0.61
Cost of Capital (%)	9.38	2.17	5.20	15.60

Interpretation

Table 1 summarizes the descriptive statistics of ESG performance indicators and firm financial outcome variables, revealing substantial variation across the sampled firms. The mean ESG Total Score of 62.45 indicates a moderate level of ESG integration, while the wide dispersion highlights heterogeneous sustainability adoption across firms. Among ESG dimensions, Social and Governance scores exceed Environmental scores, suggesting that firms prioritize stakeholder engagement and governance mechanisms over environmentally intensive initiatives, which often require higher capital investment and longer implementation periods. Financial indicators show moderate profitability and valuation, with ROA averaging 7.86 percent and Tobin's Q exceeding unity, indicating favorable market expectations. However, the presence of negative minimum ROA values and high dispersion in volatility and cost of capital underscores varying financial resilience among firms. This variability provides a strong empirical basis for examining ESG–financial performance linkages.



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Table 2 Correlation between ESG Performance and Financial Outcomes

Variable	ROA	Tobin's Q	Volatility	Cost of Capital
ESG Total Score	0.61	0.58	-0.54	-0.57
Environmental (E)	0.52	0.49	-0.48	-0.51
Social (S)	0.63	0.60	-0.56	-0.58
Governance (G)	0.55	0.53	-0.50	-0.52

Note: All correlations are significant at the 5% level.

Interpretation

Table 2 presents preliminary evidence of a strong association between ESG performance and firm financial outcomes. ESG scores are positively correlated with profitability (ROA) and market valuation (Tobin's Q), while exhibiting significant negative relationships with stock volatility and cost of capital. The Social dimension shows the strongest correlation with both profitability and valuation, emphasizing the financial relevance of stakeholder-oriented practices. The negative correlations with risk indicators support the risk-mitigation role of ESG, justifying multivariate regression analysis.

Table 3 Regression Results: ESG Performance and Firm Financial Outcomes

Dependent Variable	Key ESG Variable(s)	β	Significance	R ²
ROA	Environmental	0.21	0.004	
	Social	0.33	0.000	
	Governance	0.19	0.009	0.55
Tobin's Q	ESG Total Score	0.47	0.000	0.51
Stock Volatility	ESG Total Score	-0.39	0.000	0.46
Cost of Capital	ESG Total Score	-0.42	0.000	0.49

Control variables included: firm size, leverage, growth opportunities, market return, and credit risk.

Table 3 consolidates the regression findings, demonstrating the multidimensional financial impact of ESG performance. ESG dimensions exert a statistically significant positive effect on firm profitability, with the Social pillar emerging as the strongest determinant of ROA. This indicates that investments in human capital, customer relations, and stakeholder engagement translate directly into improved operational efficiency. Market valuation analysis reveals that ESG Total Score significantly enhances Tobin's Q, suggesting that capital markets reward firms with strong ESG performance through valuation premiums. This supports the signaling hypothesis that ESG disclosures convey information about long-term growth potential and risk management capability. Further, ESG performance significantly reduces firm risk exposure, as evidenced by its negative effect on stock volatility. High-ESG firms exhibit more stable stock



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price behavior, reflecting enhanced resilience and investor confidence. Similarly, ESG performance lowers firms' cost of capital, indicating that lenders and investors perceive sustainable firms as less risky and more transparent, thereby requiring lower risk premiums. Overall, the combined regression evidence strongly validates the objective confirming that ESG performance positively influences firm financial outcomes through enhanced profitability, superior market valuation, reduced risk exposure, and lower financing costs. The findings reinforce ESG integration as a strategic financial decision rather than a regulatory or ethical obligation.

Discussion

The findings of the present study provide strong and consistent empirical evidence supporting the value-enhancing and risk-mitigating role of ESG performance in shaping firm financial outcomes. Drawing on comprehensive secondary data analysis, the results demonstrate that ESG integration is positively associated with firm profitability, market valuation, and financial efficiency, while simultaneously reducing firm-level risk exposure. The descriptive statistics reveal considerable heterogeneity in ESG adoption across firms, indicating varying degrees of sustainability maturity, which aligns with prior research suggesting that ESG integration remains uneven across industries and organizational contexts. The correlation analysis establishes a clear pattern in which higher ESG performance is associated with superior accounting-based and market-based performance indicators, alongside lower stock volatility and cost of capital. These relationships provide initial support for stakeholder theory and resource-based perspectives, which posit that firms engaging responsibly with stakeholders and investing in sustainable capabilities are better positioned to generate long-term financial value. The regression results further reinforce these theoretical propositions by demonstrating that ESG performance exerts a statistically significant and economically meaningful impact on financial outcomes even after controlling for firm-specific characteristics such as size, leverage, growth opportunities, and market conditions. Among the ESG dimensions, the Social pillar emerges as the most influential determinant of firm profitability, highlighting the centrality of human capital management, customer trust, and community engagement in enhancing operational efficiency and revenue generation. This finding suggests that stakeholder-oriented strategies yield direct financial benefits by strengthening employee productivity, brand loyalty, and relational capital. Environmental performance also exhibits a positive effect on profitability, supporting the argument that sustainable resource management and environmental compliance can lead to efficiency gains, cost reductions, and lower exposure to regulatory and operational risks. Governance practices, while relatively less pronounced in magnitude, remain a significant driver of financial performance, underscoring the importance of transparency, board effectiveness, and ethical oversight in reducing agency costs and improving decision quality. From a market perspective, the strong positive relationship between ESG performance and Tobin's Q indicates that investors systematically incorporate ESG information into



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valuation decisions, perceiving sustainability performance as a credible signal of long-term growth potential and risk management capability. Importantly, the negative relationship between ESG performance and both stock volatility and cost of capital provides robust evidence in favor of the risk-mitigation hypothesis of ESG, suggesting that firms with stronger ESG practices experience more stable stock price behavior and benefit from favorable financing conditions due to enhanced investor confidence and lower perceived risk. These results challenge the traditional view that ESG investments impose financial trade-offs, instead demonstrating that ESG integration serves as a strategic mechanism for value creation and financial resilience. Collectively, the findings align with and extend prior empirical literature by offering integrated evidence that ESG performance simultaneously enhances profitability, valuation, and financial stability, thereby reinforcing the argument that sustainability considerations are increasingly central to corporate financial performance in modern capital markets.

Conclusion

The study concludes that ESG performance plays a significant and multidimensional role in determining firm financial outcomes, providing compelling evidence that sustainability integration enhances both value creation and risk management. Using secondary data analysis, the findings confirm that firms with superior ESG performance achieve higher profitability, command greater market valuation, experience lower stock price volatility, and benefit from reduced cost of capital. These results validate the central objective of the study and support the view that ESG practices are not merely ethical or regulatory obligations but strategic drivers of financial performance. The evidence further highlights the differential impact of ESG components, with social and governance practices contributing directly to operational and managerial efficiency, while environmental initiatives support long-term resilience and cost optimization. From a managerial perspective, the findings emphasize the importance of embedding ESG considerations into core business strategy rather than treating them as peripheral compliance activities. For investors and policymakers, the results underscore the growing relevance of ESG information in capital allocation decisions and financial risk assessment. Overall, the study reinforces the evolving paradigm in which financial performance and sustainability are increasingly interconnected, suggesting that firms that proactively invest in ESG practices are better positioned to achieve sustainable growth, enhance stakeholder trust, and strengthen long-term financial stability.

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