



S A M

SAM
Sustainability
Group

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The Dow Jones Sustainability Group Index

Sustainability - A successful investment concept

„New Century Enterprises“

World Resources Institute, Washington

October 20, 1999



SAM Portrait

SAM
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Group

- Founded in 1995
- Independent asset management company
- Focus on sustainability in asset management
- One of Europe`s most experienced sustainability research team
- Institutional and private investment advisory and asset management



SAM Organization

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SAM Sustainability Council

**SAM
Sustainability Group**

**SAM
Asset Management**

Sustainable
Performance Group (SPG)
Investment Funds
Individual Accounts
Investor Relations

**SAM
Private Equity**

Food & Agriculture
Mobility
Energy
Technology

**SAM
Sustainability Research**

Sustainability Scenarios
SAM Sustainability Rating
Sustainability Index



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SAM Co-Operation Partners



- Co-Founder SPG
- Sustainability-Research (Risk Analysis)



- Co-Founder SPG
- Private Equity



- Sub Advisory-Mandate for Sustainable Investment



- Sub Advisory-Mandate for Credit Suisse Equity Fund Eco-Efficiency

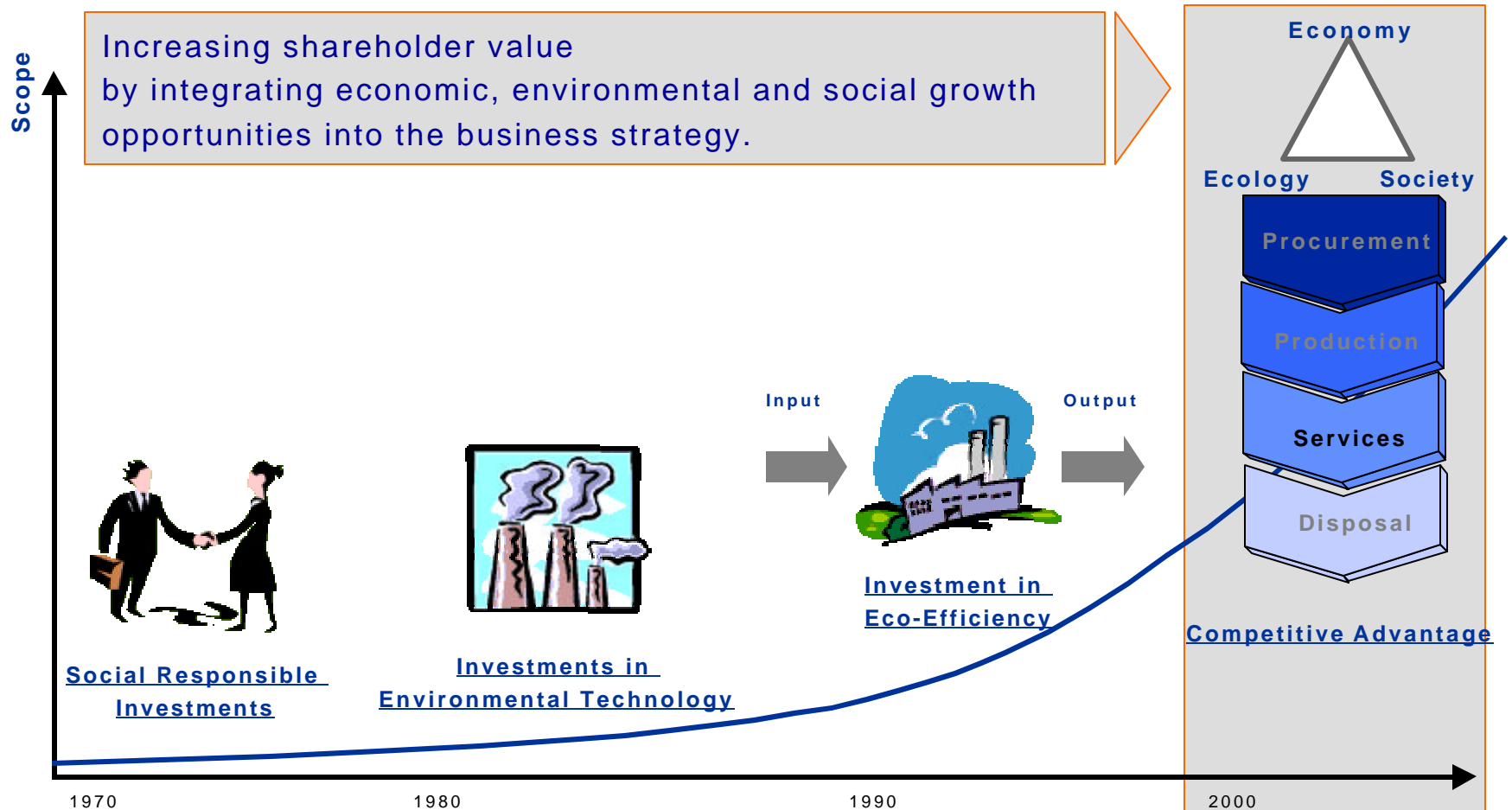


- Sub Advisory-Mandate for Robeco Sustainable Investment Fund



- Dow Jones Sustainability Group Index

Development of Sustainability Investments





Dow Jones Sustainability Group Index

- Tracks the performance of the leading sustainability-driven companies worldwide
- Investable Index - Benchmark for Sustainability Investments
- Standard for measuring Sustainability - Financial Quantification of Sustainability
- Fully integrated with the Dow Jones Global Index Family

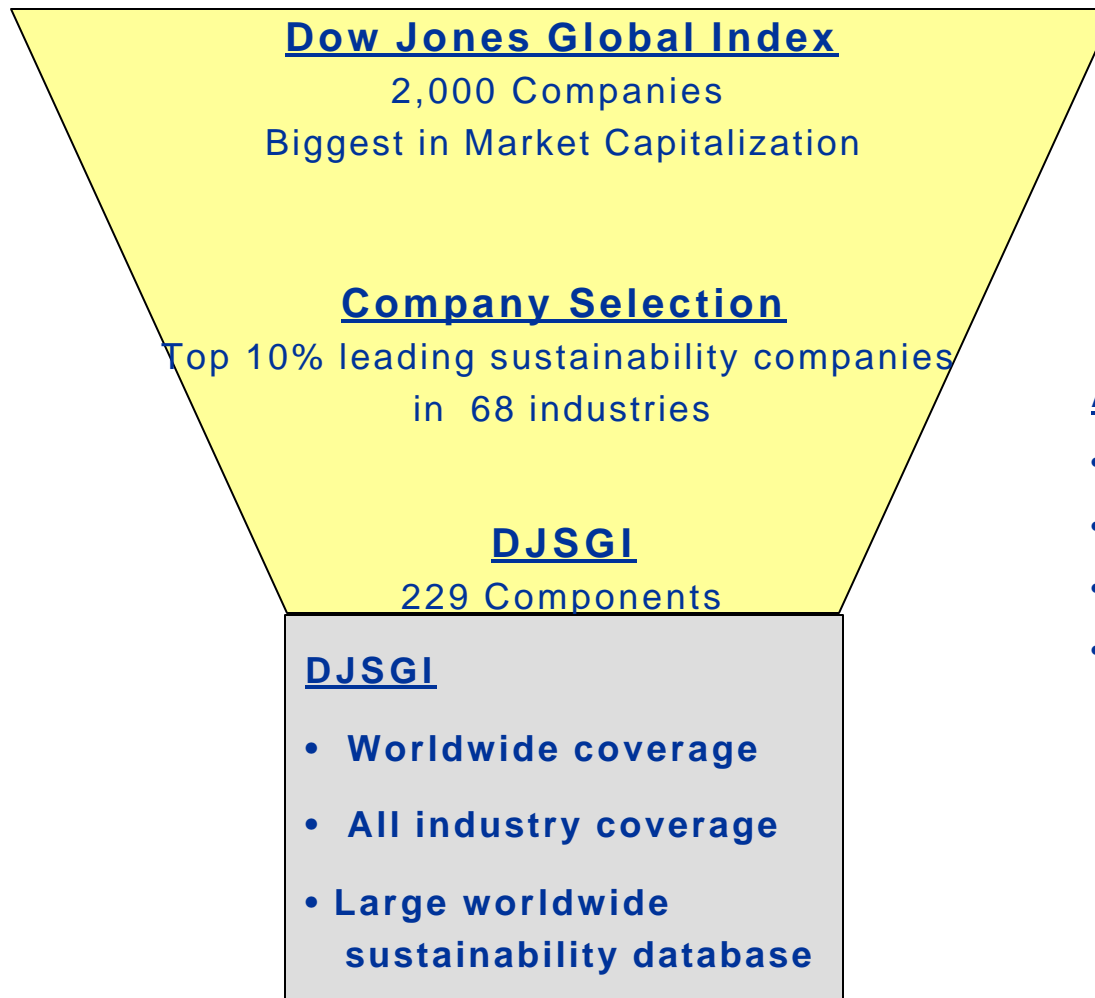
- A partnership of
Dow Jones Indexes





Methodology

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Advantages

- Representative
- Liquid
- Objective
- Credible



Dow Jones Sustainability Group Index

Key attributes

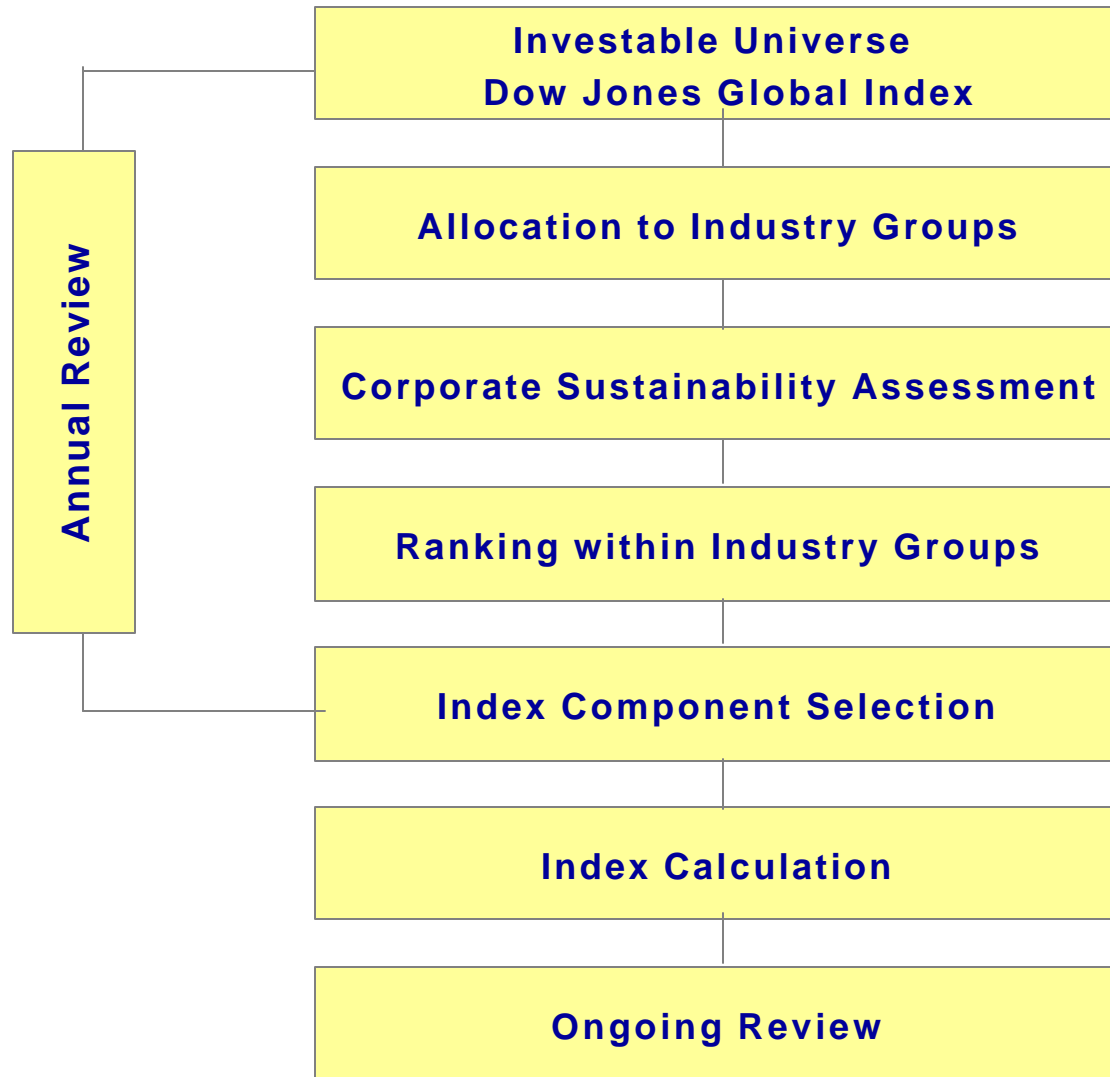


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- Basis: Dow Jones Global Index (2000 companies of 73 industries, globally diversified)
- Top 10 % leading sustainability companies of all industries (225)
- Selection Process: based on SAM Sustainability Rating
- Calculation: Dow Jones Indexes
- Weighting: Capitalization
- Publication: Real time for the Price-Index (W1SGI Bloomberg)
- Total market capitalization: 4.3 Trilo. USD



Selection Process





Sustainability Assessment

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Corporate Sustainability Criteria

SAM Rating



Opportunities

Sustainability Business Strategy

- Organization of Sustainability
- Sustainability Policies
- Stakeholder Relations
- Corporate Governance

Management of Sustainability Opportunities

- Incentives for employees
- Intellectual capital management
- Virtual company
- Strategic & financial planning
- Sustainability communication

Industry specific Sustainability Opportunities

Risks

Strategic Sustainability Risks

- Corporate risk management system
- Social minimum standards worldwide
- Codes of conduct

Management of Sustainability Risks

- Environmental management system
- Environmental and social audits
- Contingency plans
- Corporate health and wellness
- Environmental liabilities

Industry specific Sustainability Risks



Corporate Sustainability Evaluation System

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• Opportunities		36
Sustainability Policy and Strategy	12	
Management of Sustainability-related Opportunities	12	
Industry specific Sustainability-related Opportunities	12	
• Risks		36
Strategic Sustainability Risks	12	
Management of Sustainability Risks	12	
Industry specific Sustainability-related Risks	12	
• Quality of Information		2
• Maximum Score		74



Leading Sustainability Companies

(in Industry Groups)

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Basic Material

- StoraEnso Oy, Finland
- Dofasco Inc., Canada

Consumer, cyclical

- BMW AG, Germany
- Fuji Photo Film Co. Ltd., Japan

Consumer, non-cyclical

- Bristol-Myers Squibb Co., USA
- Unilever Plc., Netherlands

Energy

- Suncor Energy Inc., Canada
- Enbridge Inc. Canada

Financial

- Credit Suisse Group, CH
- Skandia Försäkrings AB, SW

Independent

- Norsk Hydro ASA, Norway
- Marubeni Corp., Japan

Industrial

- Tomra Systems ASA, Norway
- Honeywell Inc., USA

Technology

- ST Microelectronics N.V., France
- Fujitsu Ltd., Japan

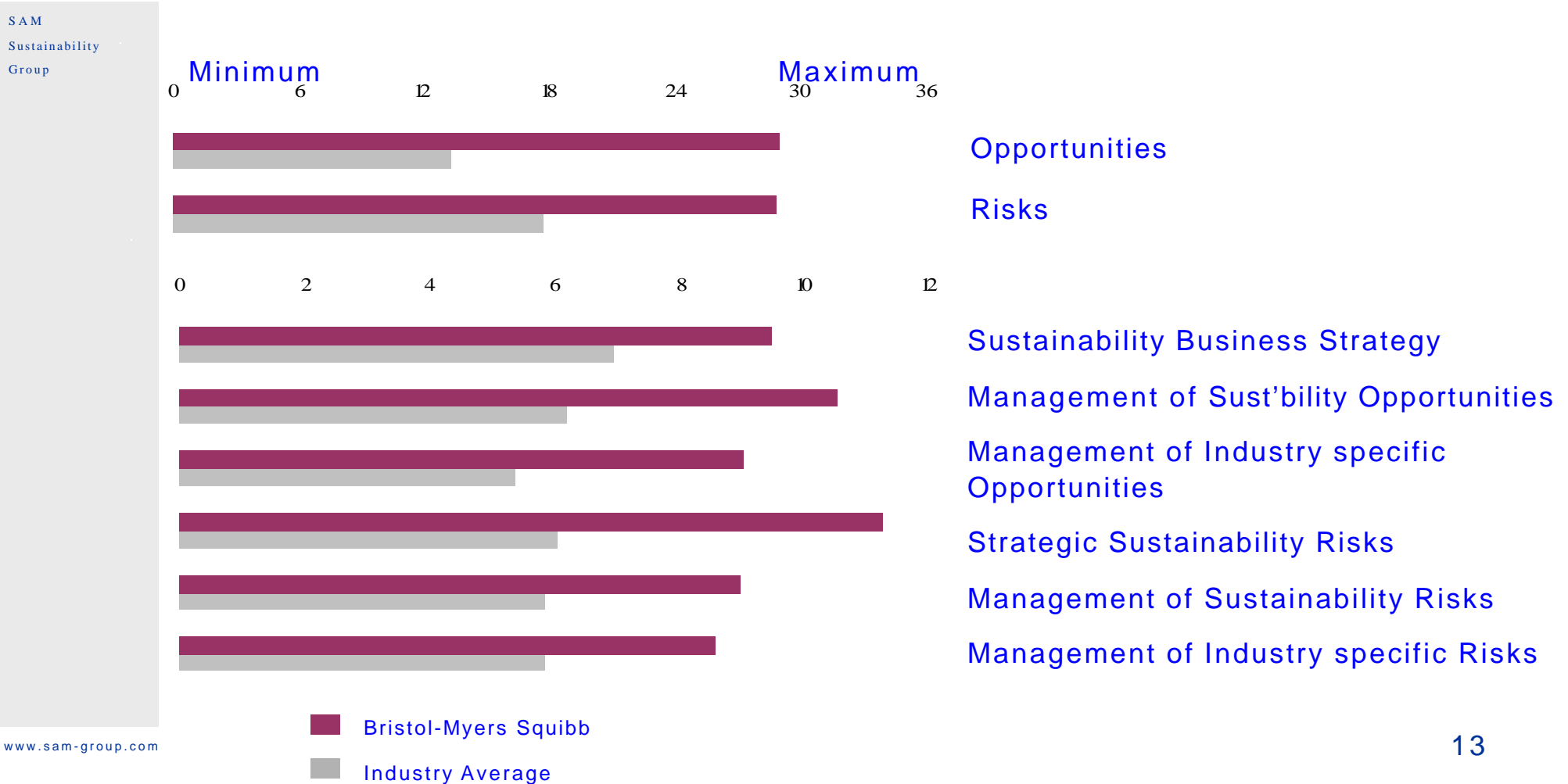
Utilities

- TransAlta Corp., Canada
- Deutsche Telekom AG, Germany



Corporate Sustainability Performance

Bristol-Myers Squibb Co., Industry leader Pharmaceuticals





SAM's sources of information

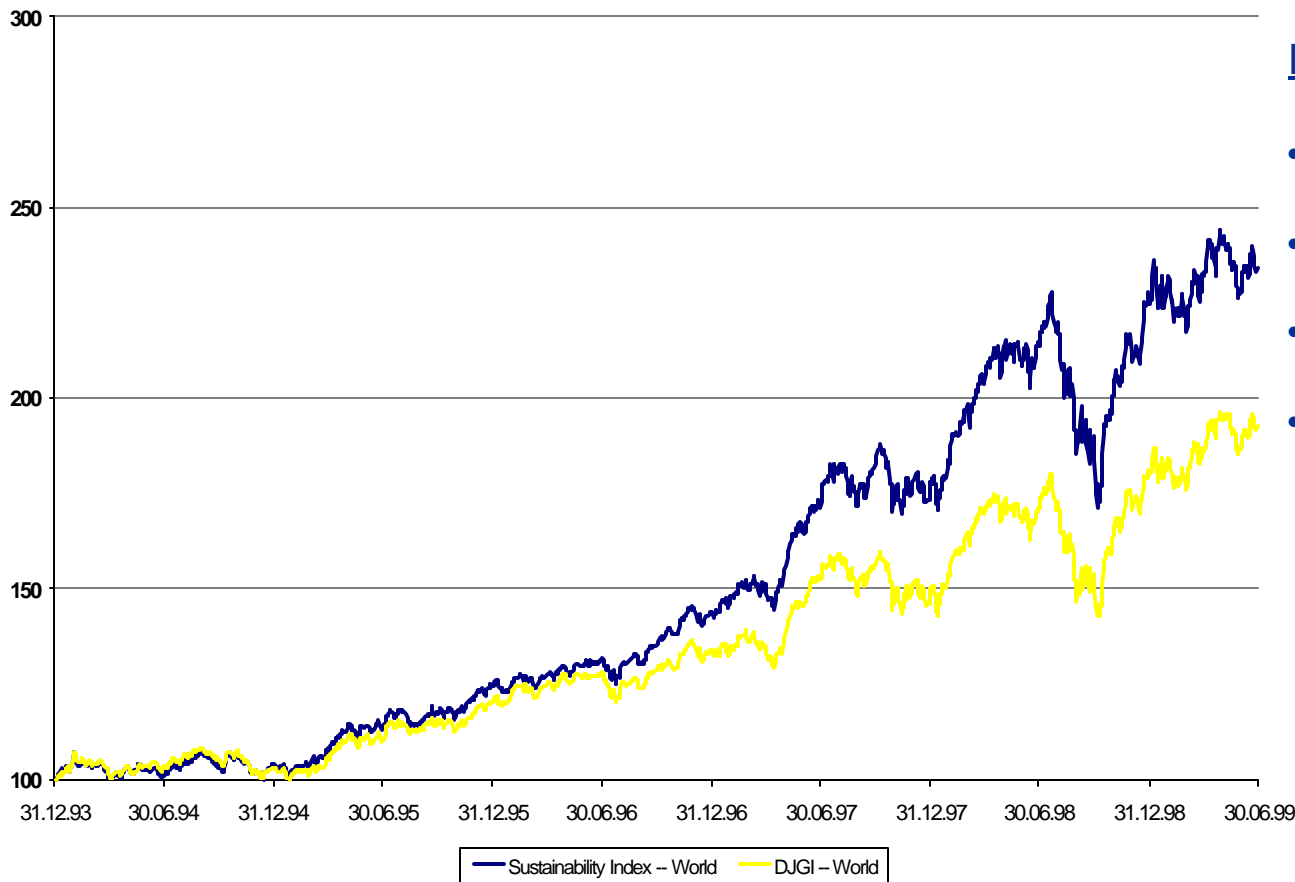
- Industry specific questionnaire
- Corporate reports
(financial, environmental, health, safety, social, intellectual capital reports, etc)
- Corporate policies, standards and programs
- Audit reports
concerning EHS management, social management, IT security, Year 2000, anti-bribery, emergency training, etc
- Management interviews
- Stakeholder information (e.g. critical shareholders, NGO's)
- Media Analysis (through Reuters Business Information System & Dow Jones Interactive)
- Sustainability Network



Sustainability World

(December 31, 1993 - June 30, 1999)

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DJ SAM / DJGI:

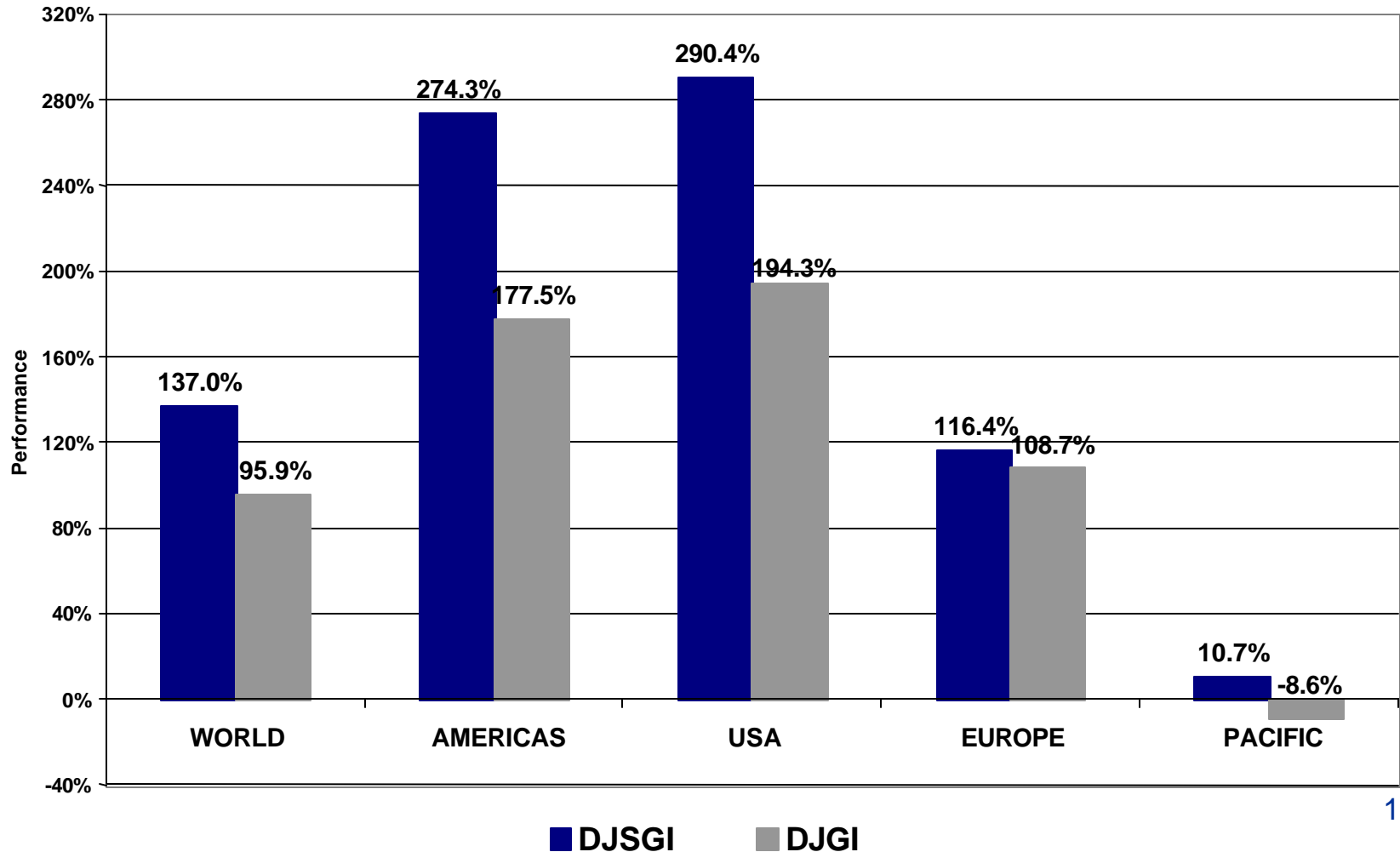
- Correlation: 0.9945
- DJ SAM Volatility: 10.83%
- DJGI Volatility: 9.77%
- Tracking Error: 2.67%



5 Year Performance

(January 1, 1994 – June 30, 1999; US Dollar, Price Index)

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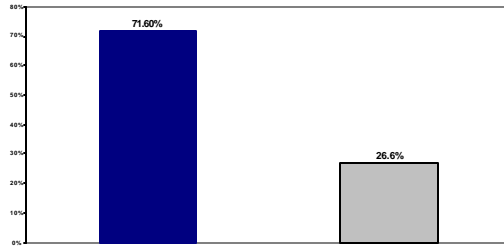


5 Year Performance

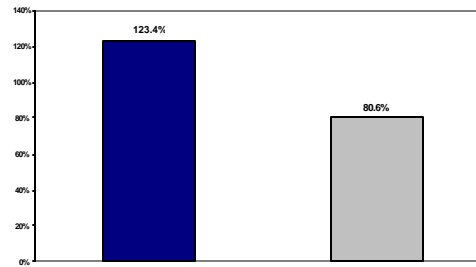
(January 1, 1994 – June 30, 1999)

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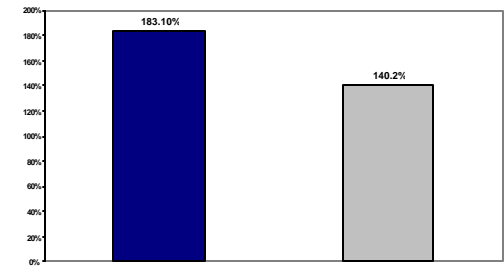
Basic Materials



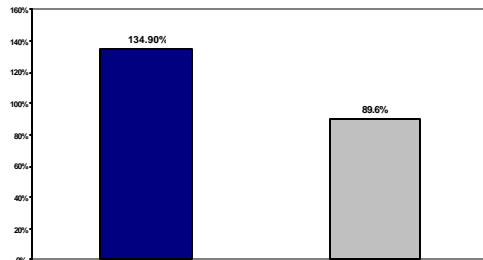
Cyclicals



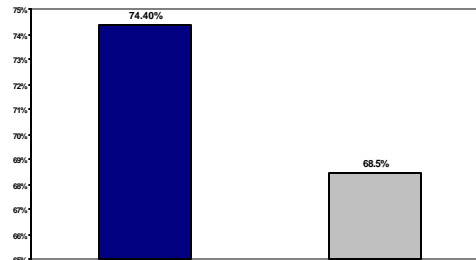
Non-cyclical



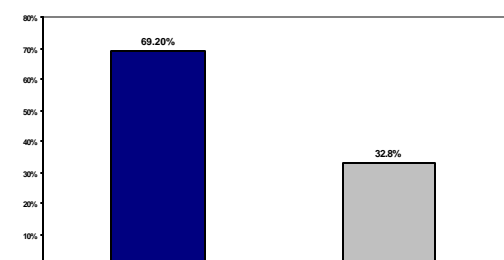
Energy



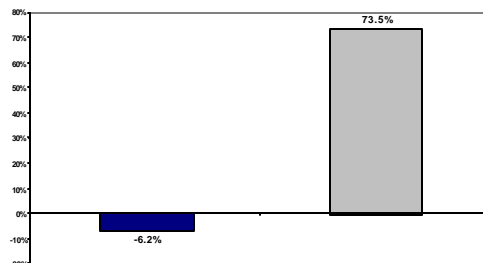
Financials



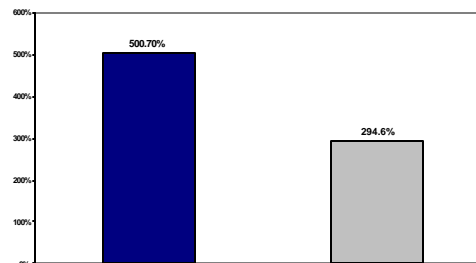
Industrials



Independent



Technology



Utilities

