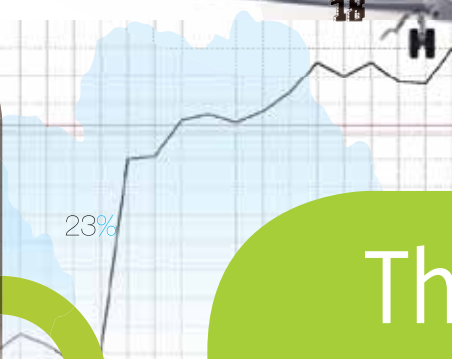
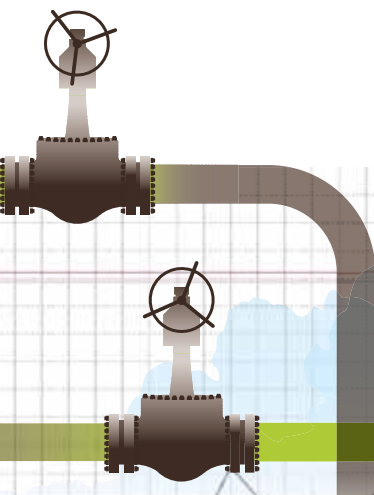
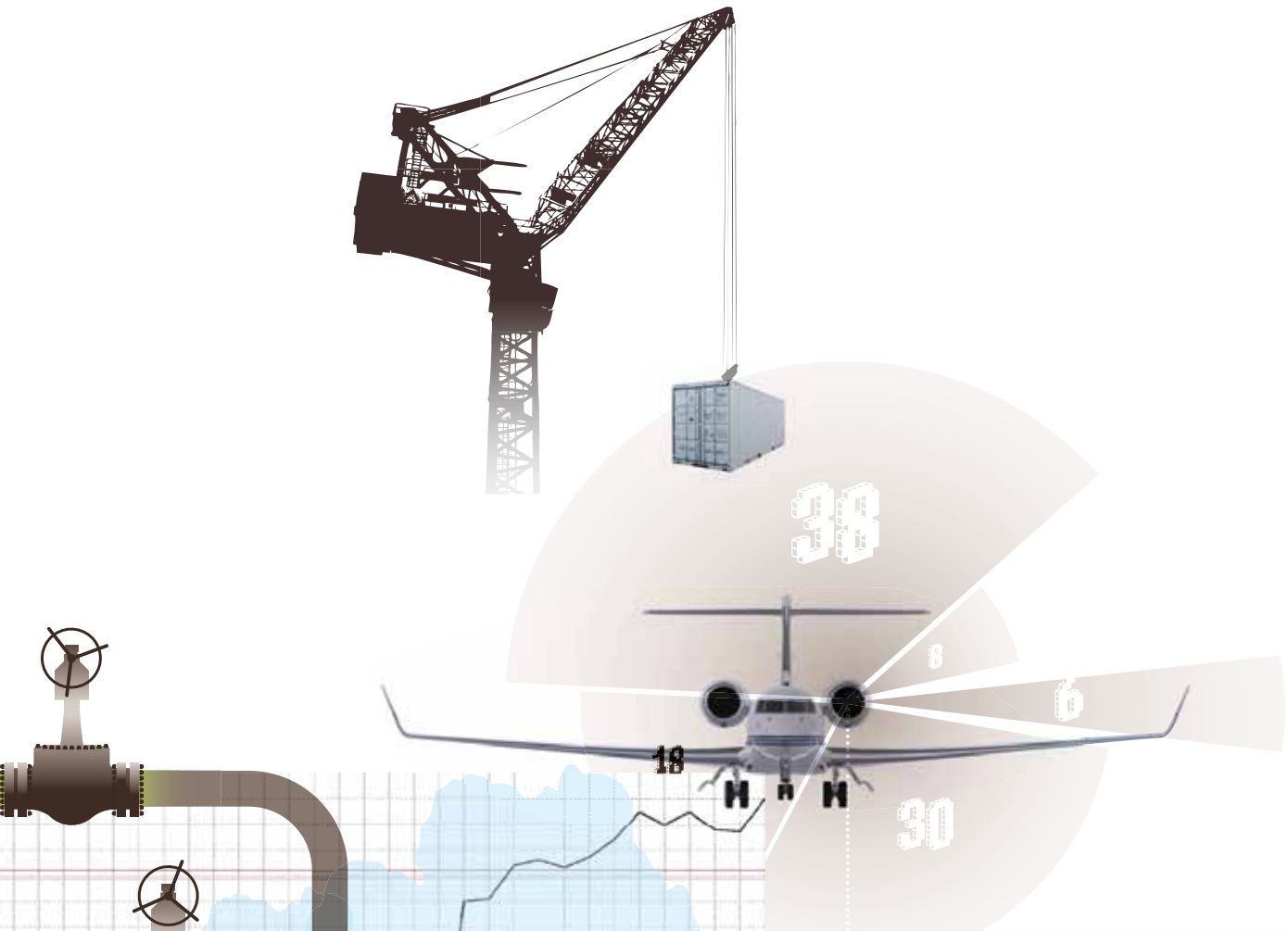


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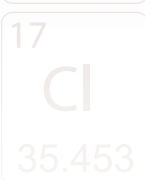
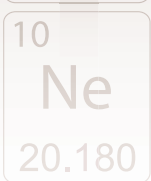


ROBECOSAM

Sustainability Investing



The Sustainability Yearbook 2013



The Sustainability Yearbook 2013

01/2013

RobecoSAM AG

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Foreword

Michael Baldinger
Chief Executive Officer
RobecoSAM



Yvo de Boer
KPMG's Special Global
Advisor, Climate Change and
Sustainability

Dear Reader,

Ten years ago, when the first edition of The Sustainability Yearbook was published, corporate sustainability was a somewhat vague concept that few companies and investors considered. Since then, however, companies have made tremendous progress in recognizing the financial benefits of embracing sustainability as a core component of their corporate strategies, and The Sustainability Yearbook has grown to become one of the leading reference guides to the world's sustainability leaders.

This 10th Anniversary edition of The Sustainability Yearbook is the culmination of a decade's worth of rigorous research and continuous dialogue with thousands of companies over the years. We begin by looking back at how corporate sustainability has evolved during this time. In an interview, Deputy Head of Research Gabriela Grab Hartmann and Head of

Sustainability Services Edoardo Gai—both of whom have been at RobecoSAM since the publication of the very first edition of The Sustainability Yearbook—highlight the regions and sectors that have made the most progress. They also discuss how the criteria have changed over the years and offer insight into which sustainability trends are expected to gain importance in the future.

One area that has seen vast improvement over the last ten years is supply chain management. Today, corporate sustainability means that companies must look beyond their own operations to understand the full economic, environmental and social impact of their business activities. As companies increasingly outsource a large portion of their production or services in an ever more globalized world, they face new challenges relating to the management of reputational risks and corporate social responsibilities associated with their supply

chains. For this reason, RobecoSAM recently introduced an enhanced framework for assessing companies' supply chain management practices. In the second chapter of The Sustainability Yearbook, we highlight preliminary findings of our evaluation of companies' approach to supply chain management.

Beyond limiting supply chain risks, a successful supply chain management strategy can also help companies capture opportunities. The same holds true for a company's overall corporate sustainability strategy. In a panel discussion on the financial materiality of sustainability, a group of company representatives

More than just mitigating risks, an effective corporate sustainability strategy offers opportunities for generating competitive advantages.

echoed the sentiment that more than just mitigating risks, an effective corporate sustainability strategy offers opportunities for generating competitive advantages. Yet companies still face many challenges in convincing investors to embrace sustainability as a means of generating shareholder value. The panelists explore how companies can improve how they communicate the financial benefits of their sustainability strategies to their stakeholders.

KPMG provides insights into the environmental and social changes impacting businesses today and in the future. The article explores how companies can navigate these challenges to carve out competitive advantage and become fit for the future.

Reflecting growing investor interest in how emerging markets companies implement sustainability and in line with our goal of continuously integrating sustainability investing into an ever broader range of asset classes, 800 emerging markets-based companies were invited to participate in the Corporate Sustainability Assessment. As a result, a record-breaking number of companies took part in the 2012 assessment. We highlight key trends shaping each of the 58 analyzed sectors in the Sector Insights. As always, the leading companies in each sector are classified into three categories – RobecoSAM Gold Class, RobecoSAM Silver Class and RobecoSAM Bronze Class – with special distinctions for Sector Leaders and Sector Movers.

We hope you find The Sustainability Yearbook a useful tool that provides fresh insights – the fruit of the successful alliance between RobecoSAM and KPMG – into one of the major trends of our time, which will certainly continue to evolve over the next ten years and beyond.

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1. Looking back and looking ahead

“Companies have made such great strides over the past ten years that it has become much harder for them to stand out against their peers when it comes to sustainability.”



Gabriela Grab Hartmann, Deputy Head of Research, and Edoardo Gai, Head of Sustainability Services discuss how corporate sustainability has evolved over the past decade. Both have worked at RobecoSAM for over ten years and have been closely involved with the development of the Corporate Sustainability Assessment and The Sustainability Yearbook since they were first launched.

One can appreciate just how much has changed over the years by looking at the very first Sustainability Yearbook published in 2004. What seemed a bit exotic back then has now become a mainstream concept, and the challenges that must be addressed today are also completely different from what they were ten years ago.

Ms. Grab, this is the tenth edition of The Sustainability Yearbook, and both you and Mr. Gai have been part of it every year. Looking back, what would you say are the biggest changes you've witnessed during this time?

Gabriela Grab Hartmann: Certainly the tremendous progress many companies have made over the years. When we published the first Sustainability Yearbook, sustainability was still a somewhat neglected issue. Today almost every company takes it seriously and tries to go one step further year after year. Ten years ago, not much effort was required for a company to portray itself as a sustainable, responsible enterprise. But today that is no longer the case. Many companies are integrating sustainability into their overall strategy. Process and product improvements as well as tangible results are necessary to distinguish the sustainability leaders from the laggards precisely because so many companies have already made such big strides.

Ten years ago, there was a clear divide in terms sustainability performance between European companies and those from other regions, which was also reflected in the regional response rates to our questionnaires. Since then, interest in our assessment has grown considerably in every region. Today, a



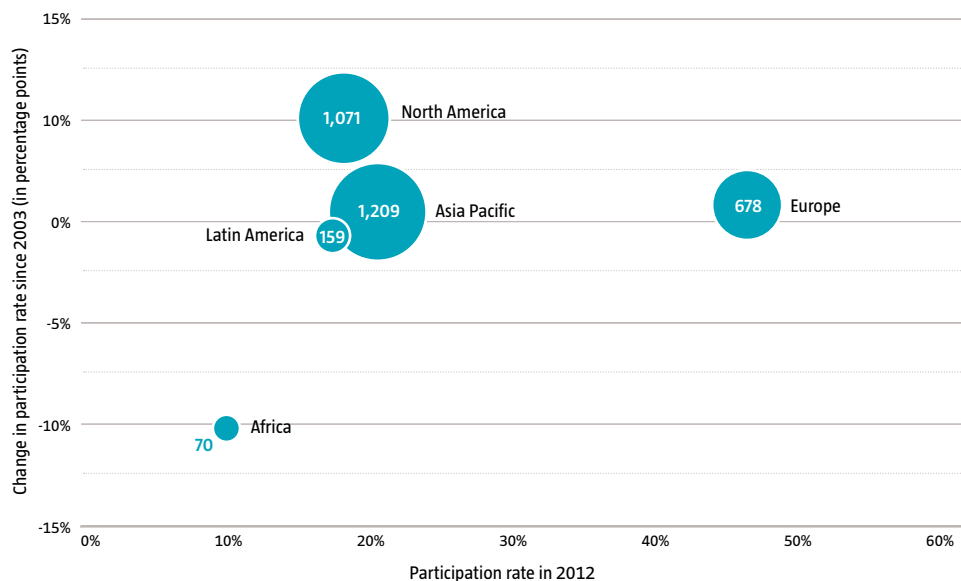
“Ten years ago, not much effort was required for a company to portray itself as a sustainable, responsible enterprise. But today that is no longer the case.”

larger number of North American companies are actively participating in our assessment but they have yet to close the gap in relation to their European counterparts, both in terms of their sustainability performance and their participation rates.

One notable example of progress can be seen in South Korea. Ten years ago it was still considered an emerging market, but through its sustained economic development it has shifted into the mature market definition. Likewise, we have also witnessed remarkable improvement in its sustainability performance, and today Korea has one of the highest concentrations of sustainability leaders.

There are also differences at the sector level. Ten years ago, sectors such as oil & gas producers or mining, which have high exposures to sustainability issues, exhibited strong sustainability performance in relation to the real estate sector, for example. Since then, however, the laggards have caught up and in some cases even surpassed them, which is also reflected in the increased percentage of completed assessments we now receive from many sectors.

Figure 1: Participation rate in 2012 and change in participation rate since 2003 by region



● Number of companies invited for DJSI World & Regional Indexes, Emerging Markets and AuSSI in 2012

Source: RobecoSAM

Figure 2: Participation rate in 2012 and change in participation rate since 2003, five largest sectors by number of companies invited

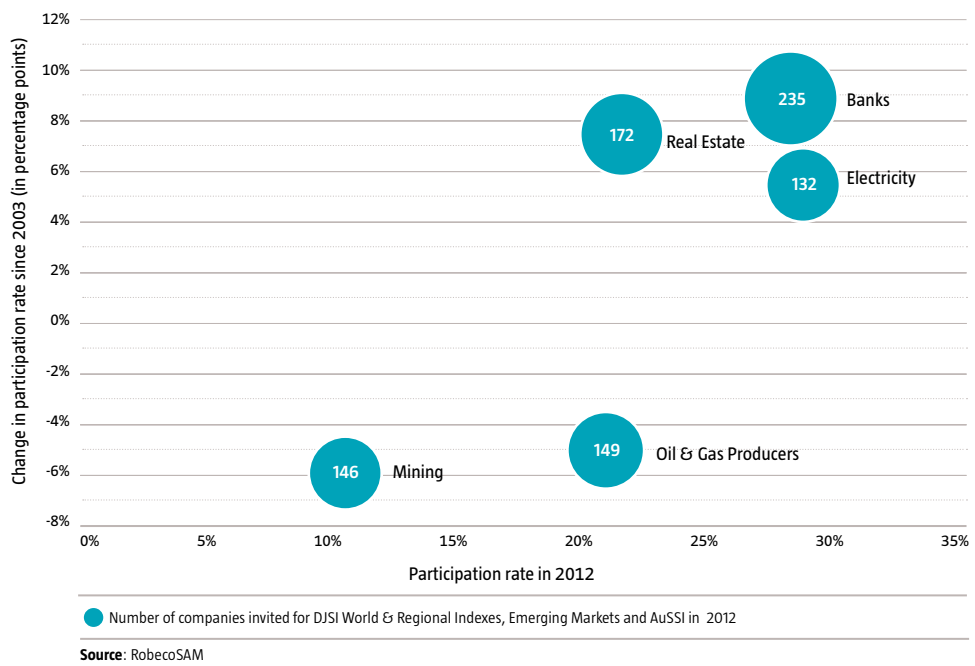
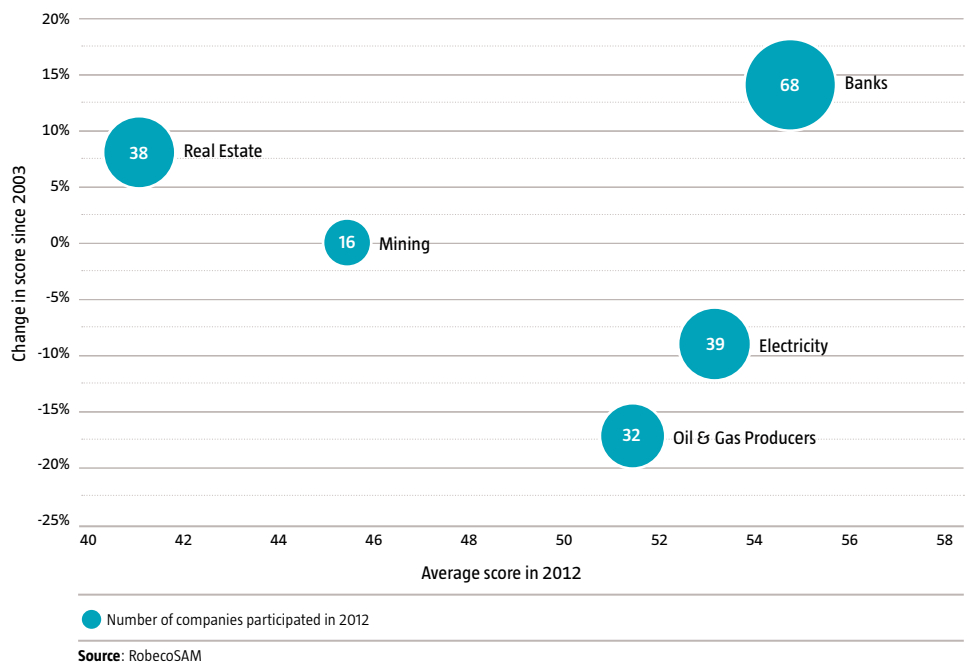


Figure 3: Average score in 2012 and change in score since 2003, five largest sectors by number of companies invited



Mr. Gai, in what areas have you seen the greatest improvements?

Edoardo Gai: We have witnessed great improvement in a number of different criteria. Corporate governance is one such area that can now be considered mainstream. At a growing number of companies, the directors have established independent committees that have direct oversight over the key governance issues of accounting, executive nominations and compensation. Almost every firm we assess now gets top marks in this regard. Ten years ago, we were among the first investors to put a spotlight on the issue of corporate governance and today it is of central importance for investors, especially in light of the various scandals we have seen in recent years: one need only think of all the headlines about corporate whistleblowers, boardroom pay, conflicts of interest, and separation of company chairman and CEO roles.

Gabriela Grab Hartmann: Companies' environmental policies are no longer a major differentiating factor either, since this is also an area in which so many companies have made so much progress. Many have implemented an environmental management system and achieve external certification, which gives them a high standing according to our assessment.

“Going forward, companies will be expected to actively communicate the financial benefit of their sustainability strategy.”

The same applies to reporting: many companies now publish detailed sustainability and environmental reports. But the real differentiating factor now comes from expressing these achievements in financial reports, linking the results of their sustainability strategies to their financial performance.

Edoardo Gai: Almost every company today also has a Code of Conduct with guidelines designed to protect the company and its reputation. Here too, then, there is not much scope for differentiation. The same applies to human capital development, an area in which most companies have developed and implemented standardized policies and procedures for managing its human capital as an asset.

In some sectors, the integration of IT into various business processes used to be a significant differentiating factor, allowing first-movers to take advantage of e-invoicing and e-commerce opportunities. Today such services are almost universal.

Have the criteria and measurement tools used in the Corporate Sustainability Assessment (CSA) also changed over the past ten years?

Gabriela Grab Hartmann: Absolutely. In the early days, we measured innovation potential, for example, only in terms of R&D spending. Today, we focus more on the broader concept of innovation management and want to know exactly how a company measures and manages innovation throughout an entire business development life cycle. In other words, “How efficiently and effectively is a company spending its R&D funds?”

Water-related risks is another example. Initially, we only measured a company's consumption volume, whereas today we specifically look at how a company manages its water-related risks. For example, in regions where water is scarce or where water quality is a concern, we are interested in how the company is managing these risks. Ultimately, we are evaluating whether risk management policies are adequately addressing the given risks.

Edoardo Gai: Supply chain management also deserves mention. Ten years ago, this topic mainly concerned consumer goods companies, but today it is just as relevant for the services and manufacturing sectors, which are increasingly outsourcing production and key services to third parties. Supply chain management is no longer a matter of keeping consumers and other stakeholders satisfied; it is more about taking an integrated approach to cost and risk management, as well as capturing opportunities. In fact, this key assessment criterion has evolved the most during the past ten years because companies themselves have continually changed their supply chains and raised the bar in terms of policies and procedures used.

This is also the case with regard to policies addressing climate change, which is another way our methodology has become more sophisticated over the years. For example, the Corporate Sustainability Assessment now includes Scope 3 carbon emissions. That is, indirect emissions generated during the production of purchased materials or waste disposal.

Looking ahead, what sustainability criteria are likely to set companies apart from the competition in the next ten years?

Gabriela Grab Hartmann: One focus will certainly be on the emerging markets in Asia, Latin America and Africa, regions that are becoming increasingly important players in the global economy. Sustainability research is expanding quickly by taking a closer look at companies in these regions because a growing number of investors

are asking questions about corporate responsibility and sustainability in these parts of the world too. On the one hand, it's important that global companies apply their policies and standards uniformly across all of their operations throughout the world and, on the other hand, there are different or additional risks that both global and local companies must contend with in the emerging markets.

Edoardo Gai: Integrated reporting, or incorporating sustainability reporting into financial reporting, will certainly be a major topic going forward. Companies will be expected to publish and actively communicate the financial benefit of their sustainability strategy. We are now in the process of adding this aspect to our questionnaire.

We also expect sustainable sourcing to become an integral part of the entire supply chain for the sake of better risk management. Responsible sourcing also means upholding basic human rights. Sustainability will generally play a greater role in both risk and innovation management, too.

How does RobecoSAM plan to differentiate itself from other sustainability research organizations?

Gabriela Grab Hartmann: RobecoSAM is an asset management company. The methodology behind our CSA is based on an investor's perspective. Our analyses are designed to enhance investment decisions by capturing information that is typically under researched in traditional financial analysis. We will continually

adjust our methodology wherever our criteria can no longer distinguish the leaders from the laggards and to capture new sustainability trends and developments that might have an influence on a company's financial performance.

Through our assessment, we are actively engaging in a dialogue with more than 800 companies worldwide. This enables us to constantly refine the methodology while the questionnaire we send out to the companies serves as a roadmap for improving their sustainability efforts. This ultimately has a positive impact on sustainability in general.

Edoardo Gai: We will continue to increase the number of emerging markets-based companies covered by our assessment. This is a very heterogeneous group of countries at different stages of development but there are clear signs that sustainability is being embraced in these countries too. This is particularly true in Brazil and Colombia, whereas many emerging countries in Asia still have considerable scope for improvement. We assume that future developments will be driven by pressure from the investment community. Our goal is to develop criteria that are applicable to local companies in emerging markets and additionally, to improve the existing criteria for evaluating how global companies manage the sustainability risks and opportunities they face in their emerging markets operations. Bridging the global and local perspectives is another area in which RobecoSAM can again play a pioneering role.

TEN YEARS OF CONTINUOUS PROGRESS

"The progress achieved in the corporate sector on sustainability issues over the past ten years is reflected in our ongoing dialogue with company representatives. Discussions today go into much greater detail and we are no longer talking only to sustainability officers. Executive management, line managers and larger groups within the organization are increasingly joining the conversation."

Gabriela Grab Hartmann

"Ten years ago when I was calling companies and encouraging them to participate in our assessment, I found myself explaining what sustainability meant and describing the Dow Jones Sustainability Indexes (DJSI). Nowadays, the variable compensation of a growing number of directors is contingent on a company's sustainability achievements and sometimes even on its inclusion in the DJSI, which shows just how much progress has been made over the last ten years."

Edoardo Gai



2. Supply chain management: the new frontier of corporate sustainability

In an environment characterized by intensified globalization and specialization, companies have been increasingly outsourcing both their production and services over the last few decades. But companies that outsource their production and services also outsource their reputational risks, corporate social responsibility and environmental impact. For this reason, both companies and investors are beginning to recognize the value of well-managed supply chains. For this year's Corporate Sustainability Assessment, RobecoSAM introduced an enhanced framework for assessing sustainability in companies' supply chains. Sustainability Analyst Ida Karlsson offers an overview of the new framework and highlights some of the key findings from this year's assessment.

1. Supply chain trends: from risks to opportunities

In the past, supply chain management has traditionally focused on upstream social risks such as working conditions, child labor and minimum wages. More recently, the concept has expanded to include a broader range of economic, environmental and social issues across the entire value chain. This means that supply chain management must increasingly consider suppliers' capacity to innovate, retain talent and mitigate risks. But it doesn't stop there: effective supply chain management is also about capturing opportunities.

Companies' ever broadening approach to supply chain management practices and their efforts to integrate sustainability into their supply chains over the past decade mirrors a similar evolution undergone by RobecoSAM's Corporate Sustainability Assessment (CSA). What began as a set of standards that primarily examined the guidelines companies issue to their suppliers and how companies audit these suppliers for compliance with their guidelines, has evolved into a comprehensive supply chain framework encompassing economic, environmental and social risks as well as integration into the overall business strategy and opportunity management.

Awareness of risks and traceability gain importance

When companies outsource business-critical activities, they must also manage the risks associated with relinquishing operational control over such activities. As a result, there is an increased focus on traceability and awareness – both of which are extremely important for ensuring flawless execution and avoiding reputational risks. The importance of managing these risks is also reflected in the increased scrutiny from stakeholders such as legislators, NGOs, the media and customers.

2. Why does supply chain management matter?

The company perspective: the dilemma of lower costs and higher quality

Companies face a major dilemma when trying to meet supply chain requirements such as lower costs and faster deliveries without compromising on improved sustainability performance and quality. Once companies have outsourced a significant share of their reputational risks, corporate social responsibility and environmental impact to their suppliers, supply chain management becomes one of the most important sustainability issues that they must address. Further, companies are progressively outsourcing production and services to emerging markets, exposing them to potential labor issues, human rights violations and environmental risks specific to those regions. Not only can mismanagement tarnish a company's reputation and the quality of its products and services, it can also lead to supply chain disruptions that can have a negative impact on the company's overall operations as well as its financial performance.

The investor perspective: well-managed supply chains are a sign of a well-managed company

Investors have several reasons for paying close attention to how a company manages its supply chain. A recent study published by Harvard Business

Once companies have outsourced part of their reputational risks, corporate social responsibility and environmental impacts, supply chain management becomes one of the most important sustainability issues that they must address.

School¹ clearly shows that early sustainability movers outperform sustainability laggards over the long run. Not surprisingly, it also reveals that the same group of companies generally has a higher rate of adopting sustainability guidelines for its suppliers.

Transparency of the supply chain is becoming increasingly important for investors as a consequence of companies' increased outsourcing of reputational risks – in many instances to high-risk suppliers on which they are highly dependent. Not only should such details be communicated transparently, they must also be managed effectively, as demonstrated by recent high-profile cases in which labor-related allegations were made against key suppliers for several communication technology companies. This resulted in damaged brand reputation and consumer backlash, driving companies to improve transparency and communication regarding their supply chains in order to limit the negative impact on sales and revenues.

¹ Eccles, Robert G; Ioannis Ioannou and George Serafeim, "The Impact of a Corporate Culture of Sustainability on Corporate Behavior and Performance" Harvard Business School, 2011.

Further, potential risks are not limited to reputational risks: the mismanagement of sustainability risks in the supply chain can also lead to product recalls resulting from poor production quality, causing companies to incur significant direct costs. Thus, investors have a keen interest in identifying companies that effectively manage their supply chains and can therefore avoid such considerable costs that can hurt their financial performance.

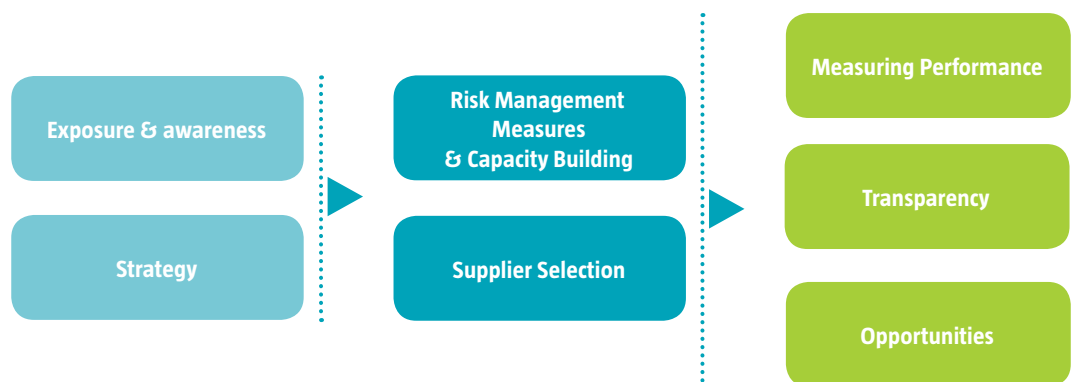
3. Framework for assessing supply chain management

As part of its Corporate Sustainability Assessment, RobecoSAM has developed a comprehensive framework for assessing companies' supply chain management practices. The approach looks at seven key factors – outlined in more detail in the following pages – focusing on risk identification and management as well as how sustainability is integrated into the overall supply chain strategy, how it is linked to financial materiality and, ultimately, a company's business performance.

Exposure & awareness

The first part of the framework focuses on a company's awareness of its supply chain spend and characteristics as well as the sustainability risks inherent to the supply chain. Companies are asked if they have conducted a comprehensive analysis of their supply chain spend and whether they systematically identify critical suppliers. Companies are allowed to provide their own definition of what constitutes criticality, but suppliers are generally considered to be critical if they represent high volume, if they are supplying key components or services, or if little or no alternative suppliers or substitute components exist. The framework also attempts to determine

Figure 1: Framework for assessing supply chain management



Source: RobecoSAM

whether companies have completed a comprehensive assessment of sustainability risks in their supply chain and whether such risks can be identified as economic, environmental or social risks. An overview highlighting various examples of potential supply chain risks is provided in Figure 2.

Figure 2: Examples of supply chain risks



Source: RobecoSAM

Risk management measures & capacity building

Once a company has identified critical and high-risk suppliers, the next step is to determine how to manage these risks. The framework goes beyond looking at companies’ standards for suppliers and their audit procedures in accordance with those standards, and also looks at other approaches to managing supply chain risks. These can include collaborative industry initiatives, capacity building or incentives for suppliers. The main rationale for asking companies about a broad range of risk management initiatives is that not every initiative should necessarily be applied to every supplier. Rather, companies should take appropriate steps to managing their supply chain risks in a manner that is commensurate with their level of exposure, depending on the characteristics, criticality and risk level of each specific supplier.

Strategy and supplier selection

When assessing a company’s approach to sustainability in the supply chain, one important factor to consider is whether sustainability-related supply chain objectives are consistent with the company’s overall supply chain management strategy, which in turn depends on the company-specific business model. This is important because significant discrepancies may lead to situations in which a company is unable to execute either set of objectives. To test that, this section evaluates to what extent companies implement their strategy by examining the impact of sustainability on, for example, the supplier selection process – which is where competing requirements such as awareness of cost, time, quality and sustainability factors need to be balanced.

Opportunities

RobecoSAM is convinced that an efficient and well-integrated supply chain management strategy will also lead to opportunities. The framework addresses this by looking at examples of sustainability initiatives in the supply chain and exploring the extent to which a company has derived qualitative and quantitative benefits from these. Examples of such opportunities could include, for instance, a systematic shift away from air freight toward road freight, thereby reducing costs while having a positive effect on the environment.

Measuring performance and transparency

The framework’s final section seeks to obtain insights into the outcome of a company’s supply chain management activities. This includes how a company measures performance and sets targets for different key performance indicators (KPIs) as well as the thoroughness and quality of its public reporting on supply chain-related topics. Best practices in public reporting include a comprehensive range of elements such as high-level risk analysis and descriptions of risk management measures, the company’s standards for suppliers or sustainable purchasing policy as well as an overview of the most important supply chain KPIs.

4. Findings from the first year of data analysis

The clearest result derived from the analysis of data collected following the introduction of the new supply chain framework in the Corporate Sustainability Assessment is that companies are starting to devote greater attention to their supply chain and to the management of sustainability risks and opportunities related to their suppliers. Participating companies from a broad range of sectors consider supply chain

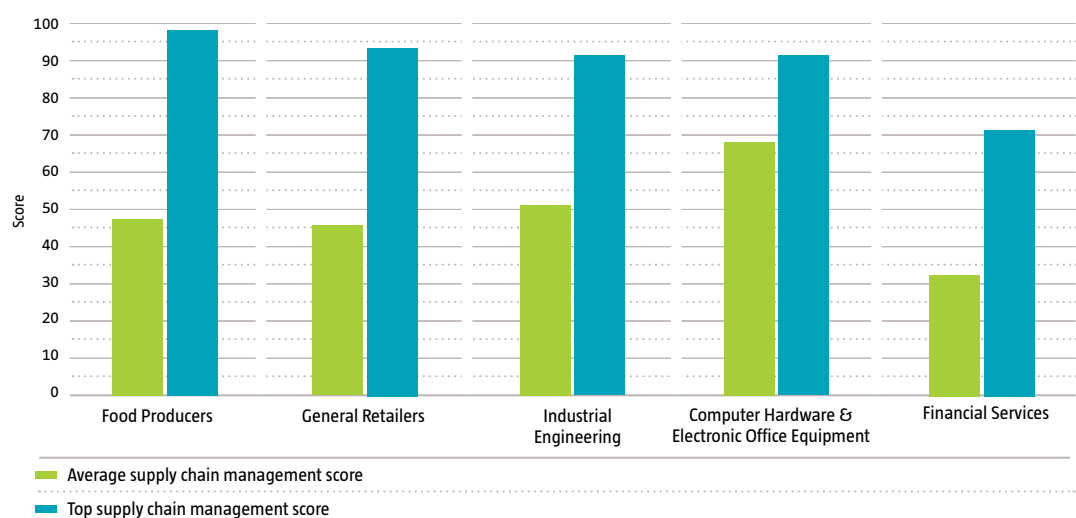
management to be among the most financially relevant topics for their operations. But although this subject is gaining increased attention, it is also clear that companies' internal practices are much more advanced than their external reporting would suggest. This has proved to be an Achilles' heel for many companies, as investors and other stakeholders may not be fully aware of the manner and extent to which companies are managing sustainability risks and opportunities in their supply chains.

Public scrutiny contributes to improved practices

When comparing average and top scores across five different sectors, as shown in Figure 3, it is clear that the adoption of sustainable supply chain practices varies from industry to industry. Though there is no single explanation for such differences, some of the factors that may have influenced the varying degrees of adoption of sustainable supply chain practices in the different sectors are outlined below:

1. Sectors such as food producers and retailers, which have a direct relationship with customers, have been under public scrutiny for a long time – from NGOs, media and consumers. For food producers, the main concern has been product traceability, which is natural because end consumers of food products want to know about both the contents of the final product and the origins of the ingredients – mainly due to potential health consequences. For retailers, attention has focused more on working conditions related to outsourcing to low-cost countries. This has forced companies in these sectors to become early movers in terms of addressing risks relating to supply chain issues.
2. Sectors such as industrial engineering – whose supply chains have a high environmental impact – and that rely heavily on critical suppliers and on-time delivery, have also been forced to become early adopters of sustainable supply chain management practices. Public pressure has been one reason. However, a more significant motive has been the need to ensure business continuity with their critical suppliers and the need to work with suppliers to leverage opportunities to decrease energy costs for outsourced, resource-intensive production.
3. The computer hardware and electronic office equipment sector has recently begun to experience external pressure and public scrutiny, forcing it to accelerate the development of sustainable supply chain practices. Increased media, consumer and NGO scrutiny has led to the launch of sector-wide collaborative initiatives, which may explain the high average score in this sector.
4. Service-related sectors such as financial services, have not yet experienced a high degree of external or internal pressure relating to their supply chains. This is one reason for the lower scores and adoption rates in these sectors. This does not mean, however, that a well-managed supply chain is of no material importance for these sectors, which often rely heavily on outsourcing their IT services and other key business processes that are closely linked to their business continuity and core activities.

Figure 3: Supply chain management performance by sector



Source: RobecoSAM

Companies begin managing risk before measuring exposure

One of the most important conditions for managing sustainability in the supply chain effectively is for companies to be sufficiently knowledgeable on the characteristics of their suppliers and aware of their spend with each of these suppliers. Only then can companies determine which of its suppliers are critical, and which ones pose high economic, environmental or social risks. As the old adage goes, “a company cannot manage what it cannot measure.” Still, the data collected during the first year of applying the new supply chain framework shows that paradoxically, many companies have begun to manage their (perceived) risks before measuring their actual exposures to such risks. Although about 85% of participating companies have standards for suppliers in place, only 29% have conducted a well-documented spend analysis including breakdowns by country, supplier category, amount spent and number of suppliers.

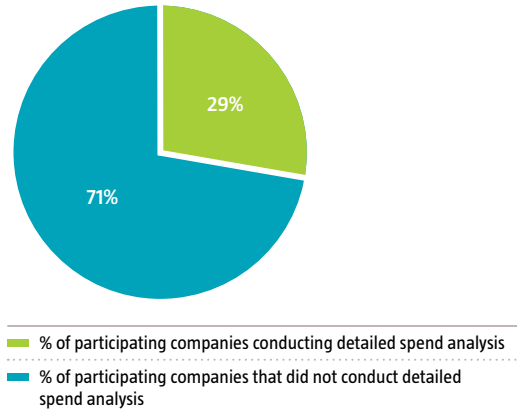
The data shows that paradoxically, many companies have begun to manage their perceived risks before measuring their actual exposures to such risks.

Awareness, traceability and transparency are crucial to ensuring the sustainable management of a company’s supply chain. As shown in Figures 5 and 6, less than one-third of participating companies can identify their critical and high-risk suppliers. Clearly, companies still have a long way to go. Companies that lack awareness of their risk exposures are unable to determine the optimal level of risk management, resulting in a lack of focus and misdirected, costly initiatives. But awareness of exposure alone is not enough: only one-third of the companies able to identify high-risk suppliers also conduct audits of these suppliers.

Standards for suppliers – a first step, but what does it cover?

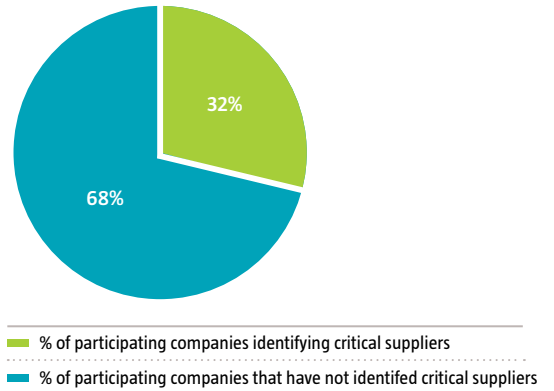
An analysis of the measures adopted by a wide range of companies seeking to improve the sustainability performance of their supply chains reveals, as indicated earlier, that they typically begin by introducing a code of conduct or a set of standards for suppliers. This is a first good step because it requires their suppliers to adopt a certain level of social and environmental standards.

Figure 4: Supplier spend analysis



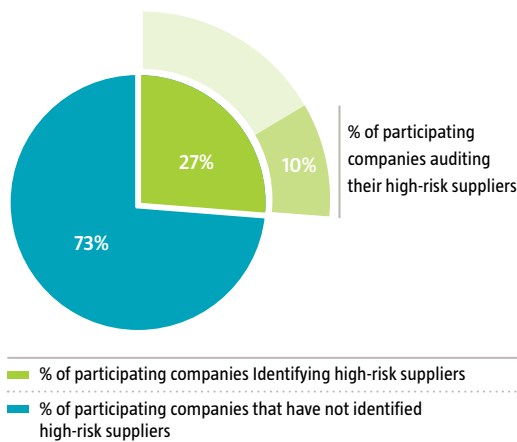
Source: RobecoSAM

Figure 5: Companies identifying critical suppliers



Source: RobecoSAM

Figure 6: Companies identifying and auditing high-risk suppliers



Source: RobecoSAM

But a closer analysis shows that the quality of these standards varies among companies, as shown in Figure 7. Most companies include guidelines on environmental and occupational health & safety standards, human rights, business ethics and working conditions. However, standards requiring suppliers to adopt environmental management systems and disclose environmental and social data are still rare. In addition, less than half of the companies participating in the CSA require their suppliers to apply the same set of standards to their own subcontractors. This means the company only has control over the standards used by its first-tier suppliers, but has no visibility further down its supply chain, posing a major potential risk for the company.

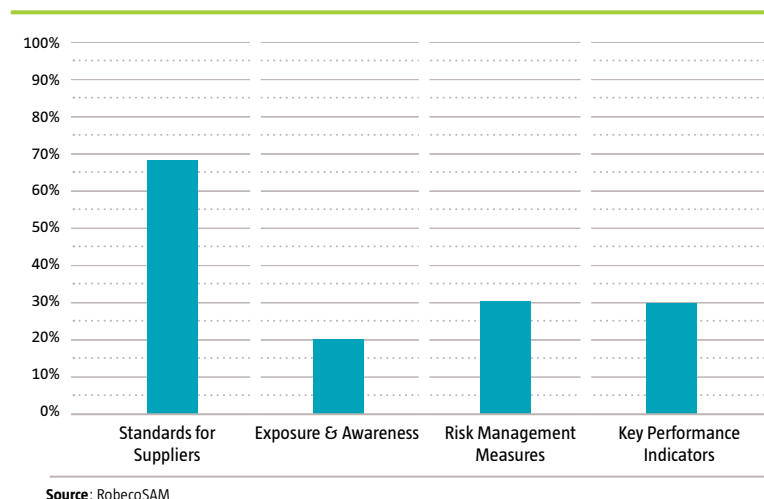
From sustainable supply chain management to transparency

Based on data gathered from the almost 800 participating companies in this year's CSA as well as an additional 900 assessments carried out using publicly available information, companies are working hard to understand the impact of their supply chains and manage the associated risks and opportunities. However, as shown in Figure 8, transparency remains in its infancy across industries and regions: Most companies publicly disclose their standards for suppliers, but less than one-third report on risk management measures such as audits, collaborative supply chain initiatives and key performance indicators relating to their supply chain. Less than 20% of the companies disclose information on their risk assessments and risk exposures.

Figure 7: Sustainability factors covered in companies' standards for suppliers



Figure 8: Supply chain topics covered in public company reports²



² Data in this graph includes all companies that participated in the CSA, plus an additional 900 companies that were assessed using publicly available information.

5. Conclusion and outlook

Over the last decade, companies have attempted to understand their own environmental, social and economic impacts, measure them, manage them and report on them. By examining their supply chains, they are one step closer to determining the real impact of their operations, the extent of their material risk exposures, and the full range of opportunities that can be captured by managing business in a sustainable manner. Many companies' environmental and social impacts and reputational risks are largely concentrated

Managing supply chain risks and measuring their impact without taking a holistic view of economic, environmental and social intangibles is not only unwise, it is impossible.

in their supply chains rather than within their own operations. At the same time, they rely on steady, undisrupted supplies of products and services to remain profitable well into the future. Managing these challenges and measuring their impact without taking a holistic view of economic, environmental and social intangibles is not only unwise, it is impossible.

Momentum toward awareness and transparency

Results from the first year of applying the enhanced supply chain management analytical framework suggest that although awareness of risk exposures and transparency remain limited, many companies are putting great effort into developing strategies for integrating sustainability into their supply chain practices. Over the last few years, several factors have added momentum toward improved transparency, accountability and traceability. One is stakeholder pressure leading to full disclosure of suppliers and supply chain risk management measures. Another is standards such as the new G4 guidelines that are in the process of being introduced by the Global Reporting Initiative, which now include supply chain key performance indicators that go beyond human rights. In addition, investors such as RobecoSAM have begun to ask companies how they manage risks and opportunities in their supply chains in order to determine whether reputational risks and corporate responsibilities that have been outsourced are being effectively managed according to the same sustainability standards that companies apply to their own operations.

Moving beyond audits and assessments

Looking ahead, in addition to improved transparency, we expect to see greater collaborative efforts, capacity building and incentives for suppliers. Collaboration typically takes one of two forms: As collaborative industry-wide initiatives started by NGOs or companies within the same industry which, through the participation of several large players from the same sector, can exert greater leverage over suppliers and accelerate change connected to material issues. The second form involves direct collaboration between individual companies and their key suppliers to identify innovative solutions for improving sustainable practices in the supply chain as well as in the products and services offered to customers. Another rapidly growing trend will be companies' efforts to build capacity among their suppliers through training, conferences and awards. Finally, companies will increasingly provide financial incentives such as extending longer-term contracts for suppliers that perform well.

RobecoSAM will continue to develop and refine its supply chain management framework to encourage companies to improve their awareness, management and disclosures on their supply chain risks and opportunities. The growing consensus among both companies and investors on the material relevance of supply chain management to a company's financial performance is encouraging. Most importantly, this will help drive momentum, further advancing sustainable practices beyond a company's own operations.

3. Building business value in a changing world



Yvo de Boer, KPMG's Special Global Advisor, Climate Change and Sustainability, explores the environmental and social changes that are impacting businesses today and how companies can navigate these challenges to become fit for the future.

Businesses today are operating in an ever more interconnected and globalized world. Supply chains stretch across continents and are vulnerable to disruption. Customer demands and government policies are changing rapidly and threaten to impact bottom lines if businesses do not respond.

Against this background of complexity we face a new set of challenges. For 20 years or more we have recognized that the way we do business has serious impacts on the world around us. Now it is clear that the state of the world around us increasingly affects the way we do business.

In a recent report, KPMG has explored the challenges, risks and opportunities faced by businesses as a result of the massive environmental and social changes taking place in our world.¹

Ten environmental and social megaforges

We analyzed dozens of forecasts to identify the changes that will have the greatest effects. The result is a set of ten environmental and social megaforges that KPMG professionals believe will impact every business over the next two decades. They are:

Climate Change:

Climate Change is the one global megaforge that directly impacts the other nine. Predictions of annual GDP losses from climate change range between 1 percent per year, if strong and early action is taken, to at least 5 percent a year if policymakers fail to act.²

Energy & Fuel:

Fossil fuel markets are likely to become more volatile and unpredictable because of higher global energy demand; changes in the geographical pattern of consumption; supply and production uncertainties; and increasing regulatory interventions related to climate change.

Material Resource Scarcity:

As developing countries industrialize rapidly, global demand for material resources is increasing dramatically. Business is likely to face increasing trade restrictions and intense global competition for a wide range of material resources that become less easily available. On the flip side, scarcity also creates opportunities to develop substitute materials or to recover materials from waste.

Water Scarcity:

It is predicted that by 2030, the global demand for freshwater will exceed supply by 40 per cent.³ Businesses will be vulnerable to water shortages, declines in water quality, water price volatility, and reputational challenges. Growth may be compromised and conflicts over water supplies may create a security risk to business operations.

Population Growth:

Global population is predicted to be 8.4 billion by 2032 in a moderate growth scenario.⁴ This growth will place intense pressures on ecosystems and the supply of natural resources such as food, water, energy and materials. Businesses can expect supply challenges and price volatility as a result.⁵ This is a threat, but there are also opportunities to grow commerce, create jobs, and to innovate to address the needs of growing populations.

Wealth:

The global middle class (defined by the OECD as individuals with disposable income of between US\$10 and US\$100 per capita per day)⁶ is predicted to grow 172 percent between 2010 and 2030.⁷ The challenge for businesses is to serve this new middle class market at a time when resources are likely to be scarcer and more price-volatile. The advantages many companies experienced in the last two decades from "cheap labor" in developing nations are likely to be eroded by the growth and power of the global middle class.

1 KPMG International (2012) Expect the Unexpected: Building business value in a changing world.

2 United Kingdom Stern Review on the Economics of Climate Change, Executive Summary. (2006).

3 2030 Water Resources Group. (2009). Charting Our Water Future: Economic frameworks to inform decision-making.

4 United Nations, Department of Economic and Social Affairs, Population Division. (2011). World Population Prospects: The 2010 Revision.

5 Behrens, A., Giljum, S., Kovanda, J., Niza, S. (2007). The material basis of the global economy. World-wide patterns in natural resource extraction and their implications for sustainable resource use policies. Ecological Economics 64, pp. 444-453.

6 OECD Development Centre. (2010). Working Paper No. 285: The Emerging Middle Class in Developing Countries.

7 OECD Development Centre. (2010). Working Paper No. 285: The Emerging Middle Class in Developing Countries.

Urbanization:

In 2009, for the first time ever, more people lived in cities than in the countryside.⁸ By 2030 all developing regions including Asia and Africa are expected to have the majority of their inhabitants living in urban areas; virtually all population growth over the next 30 years will be in cities.⁹ These cities will require extensive improvements in infrastructure including construction, water and sanitation, electricity, waste, transport, health, public safety and internet and cell phone connectivity.

Food Security:

In the next two decades the global food production system will come under increasing pressure from megaforges including Population Growth, Water Scarcity and Deforestation. Global food prices are predicted to rise 70–90 percent by 2030.¹⁰ In water-scarce regions, agricultural producers are likely to have to compete for supplies with other water-intensive industries such as electric utilities and mining, and with consumers.

Ecosystem Decline:

Historically, the primary business risk of declining biodiversity and ecosystem services has been to corporate reputations. However, as global ecosystems show increasing signs of breakdown and stress, more companies are realizing how dependent their operations are on the critical services these ecosystems provide. The decline in ecosystems is making

natural resources scarcer, more expensive and less diverse; increasing the costs of water and escalating the damage caused by invasive species to sectors including agriculture, fishing, food and beverages, pharmaceuticals and tourism.

Deforestation:

Forests are big business. Wood products contributed US\$100 billion per year to the global economy from 2003–2007 and the value of non-wood forest products (mostly food) was estimated at US\$18.5 billion in 2005.¹¹ Yet forest areas are predicted to decline by 13 percent from 2005 to 2030, mostly in South Asia and Africa.¹² The timber industry and downstream sectors such as pulp and paper are vulnerable to potential regulation to slow or reverse deforestation. Companies may also find themselves under increasing pressure from customers to prove that their products are sustainable. Opportunities may arise through market mechanisms and incentives to reduce the rate of deforestation.

Existing predictions provide us with some insights about what the future might look like in a world buffeted by these megaforges, but we should not rely on them to tell the whole story.

Many predictions extrapolate current rates of change without taking full account of the fact that megaforges reinforce, compete with, or balance the effects of each other.

For example, increasing wealth and the growth of the global middle class will accelerate demand for consumer goods and services, putting further pressure on the natural and material resources needed to produce them. Regional freshwater availability could struggle to keep pace with the agricultural production necessary to feed the growing population. Urbanization predictions generally do not account for the potential impacts of climate change refugees migrating from areas where water and food scarcity hit hardest. Similarly, food production projections rarely factor in deteriorating soil quality and the competing demands for agricultural land.

8 UN Habitat. (2010). State of the World's Cities 2010/2011 – Cities for All: Bridging the Urban Divide

9 UN Habitat. (2010). State of the World's Cities 2010/2011 – Cities for All: Bridging the Urban Divide

10 Oxfam International. (2011). Growing a Better Future: Food justice in a resource-constrained world.

11 Food and Agriculture Organization of the United Nations (FAO). (2010). Global Forest Resources Assessment 2010.

12 OECD. (2008). OECD Environmental Outlook to 2030.

Figure 1: Ten global sustainability megaforges



Source: KPMG International (2011). Expect the Unexpected: Building business value in a changing world

Projections that do not consider the entire system of megaforges cannot provide an adequate basis for strategic business decisions. That is why KPMG member firm professionals encourage their clients to adopt systems thinking around sustainability – to consider the entire structure of megaforges, rather than individual constituents. This is an important way to assess and manage new risks, and uncover existing risks that were previously unidentified.

It is prudent for companies to expect to pay in the future a rising proportion of their external environmental costs.

13 Dataset provided by Trucost, an independent environmental research agency, on the operations of over 800 companies between 2002 and 2010 and representing 11 sectors. Trucost converts 22 environmental impacts into financial value, drawing upon current environmental-economic research.

For example, a company may understand its direct dependency on water, but may not have thought about how the supply of its material resources could be impacted by increasing water scarcity in the supply chain.

Companies may already be using systems thinking in strategic planning, revenue management or supply chain planning. In KPMG’s view, systems thinking should also be applied as part of a proactive sustainability strategy.

Megaforges: A sectoral view

Over the next 20 years there is likely to be increasing pressure for the price of resources, products and services to reflect the full cost of their production including the cost of environmental and social impacts. This pressure is likely to grow as governments address the effects of megaforges.

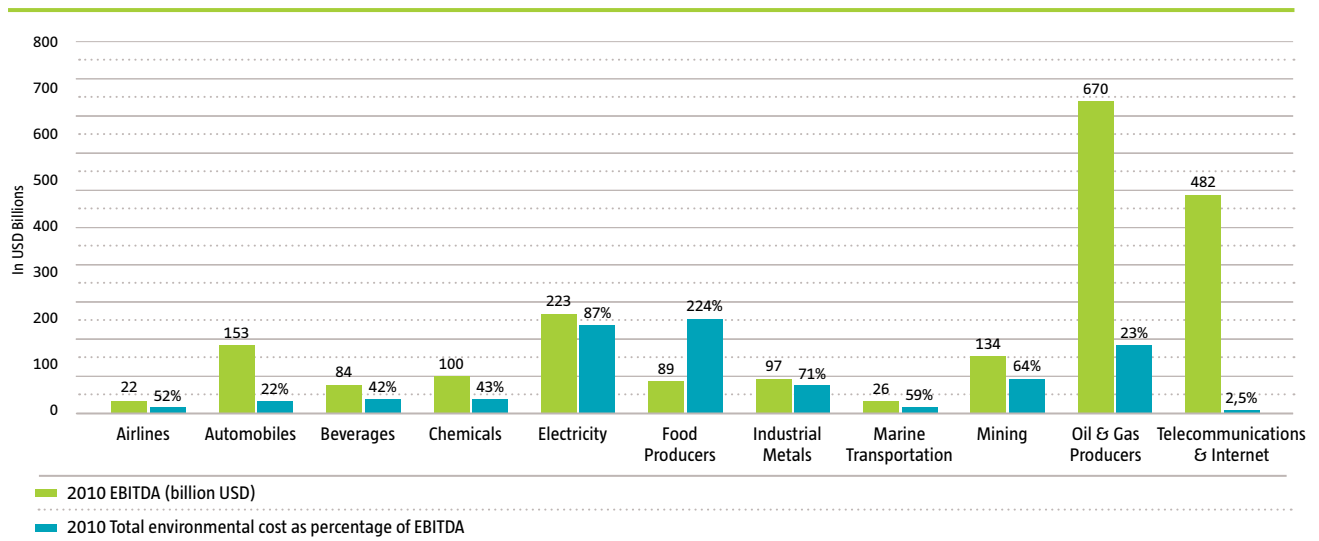
Possible futures include the removal of subsidies on input commodities (such as fossil fuels and water) and the wider introduction of mechanisms to increase the cost of environmentally damaging outputs (such as emissions trading systems and higher water pricing).

It is therefore prudent for companies to expect to pay in the future a rising proportion of their external environmental costs, which today are often not shown on financial statements.

Costs of environmental impacts are doubling every 14 years

Our analysis suggests that the external environmental costs of 11 key industry sectors (including upstream supply chain) rose by 50 percent between 2002 and 2010, from US\$566 billion to US\$854 billion.¹³ This suggests that the external environmental costs of business operations, and by implication the environmental impacts of business, are doubling every 14 years. This is a rate that is unlikely to be sustainable even in the medium-term.

Figure 2: 2010 EBITDA vs external environmental cost



Source: KPMG International (2011). Expect the Unexpected: Building business value in a changing world

The sectors analyzed were: Airlines; Automobiles; Beverages; Chemicals; Electricity; Food Producers; Industrial Metals & Mining; Marine Transportation; Mining; Oil & Gas and Telecommunications & Internet, all defined in line with the Industry Classification Benchmark system.¹⁴

We also compared the external environmental costs of these sectors with their level of earnings (EBITDA) and found that these costs, as yet mostly unpaid, could account for a considerable proportion of earnings and therefore represent significant business value potentially at stake.

Across the 11 sectors, the average external environmental costs per dollar of earnings would have been approximately 41 cents in 2010.¹⁵ Food producers had the largest external environmental cost footprint of the 11 sectors in 2010 at US\$200 billion, followed by electricity at US\$195 billion and oil and gas at US\$152 billion.¹⁶

Strikingly, the external environmental costs of Food Producers could outweigh the sector's entire earnings. For five other sectors (Electricity, Industrial Metals, Mining, Marine Transportation and Airlines) environmental costs could account for more than half of earnings.

Sectoral risks and opportunity

The risks that megaforges pose to business range from the physical, such as damage to assets or supply chains from extreme weather events, to the competitive, such as volatility in commodity prices and rapidly changing market dynamics.

Other risks include reputational damage, increasing exposure to legal action, complex and rapidly evolving regulation and the growing threat of civil unrest and even international conflict driven by environmental and social issues.

It is a mistake to label these risks as "medium to long term". They are not. They are impacting businesses here and now.

For example, Japanese car makers took a hit running into hundreds of millions of dollars after the 2011 floods in Thailand disrupted the global supply of auto components.¹⁷ Clothing companies saw profits drop significantly, also in 2011, after droughts and flooding affected cotton supplies and prices.¹⁸

Regulation is increasing worldwide. Denmark and South Africa require listed companies to report on sustainability or to explain why they do not. The UK is bringing in mandatory carbon reporting.

The rise of digital media means that corporate reputations are more fragile than ever before. And in several Asian countries, protests over environmental and social conditions are increasingly common and have forced changes in business strategies.

On the legal front, we are beginning to see pension funds prepared to take action against the companies they invest in if they do not get the answers they want about non-financial performance.

But this is not all about risk. Along with the risks, environmental and social megaforges also provide nimble and innovative businesses with new opportunities. These include opportunities to cut operating costs and increase efficiency; to develop profitable new partnerships with governments, NGOs and other businesses; to innovate new products and services, and to tap into new markets such as the US\$5 trillion "base of the pyramid" market: the four billion people living on less than US\$3000 per year.

This is why the likes of Unilever, Philips, Puma and many others are putting sustainability at the center of their strategies.

In this context, it seems inconceivable that narrow and traditional notions of company value can persist indefinitely. Can company valuations continue to largely ignore the risks and opportunities associated with environmental and social megaforges? The common-sense answer has to be "no".

With potentially far reaching impacts on the horizon as a result of environmental and social megaforges, it is crucial that businesses and policymakers together take strategic decisions now and promote changes in long-term thinking. Without action and planning for the complex future that lies ahead, risks will multiply and opportunities will be lost.

Sustainable growth requires action from both economic sides: supply and demand. The supply side must make more with less, increasing resource efficiency and minimizing the environmental footprint of processes and operations. The demand side must make less do more, managing growing demand for goods and services, while addressing pressure on dwindling natural resources.

14 Industry Classification Benchmark sector definitions can be found at www.icbenchmark.com.

15 Trucost, 2012. Please refer to footnote 13 for additional information on the Trucost data set.

16 Trucost, 2012. Please refer to footnote 13 for additional information on the Trucost data set.

17 Bland, B. & Kwong, R. (2011, November 3) Supply chain disruption: sunken ambitions. Financial Times. Retrieved from www.ft.com.

18 Jowit, J. (2011, November 16) Flooding and droughts leave companies with losses – but many unprepared. The Guardian. Retrieved from <http://www.guardian.co.uk>

Recommendations: the essentials of business action

Megaforces mean constraints, complexity and risks for business. But business leaders can do much more than simply survive the risks. With foresight and planning they can turn risks into new opportunities and prepare for success in an uncertain future. Our recommendations to business include:

Understand and assess risks:

We advise businesses to use Enterprise Risk Management tools and sustainability systems thinking to a) assess and understand future risks from sustainability megaforces and b) define responses to deal with them through efficiency, substitution or adaptation.

Use integrated strategic planning and strategy development:

Strategic planning for sustainability requires the involvement of senior management and should encompass a wide range of corporate functions.

Turn strategic plans into ambitious targets and actions:

Bold targets can drive energy and resource efficiency, sustainable supply chain management, innovation and access to new markets for greener products and services.

Measure and report on sustainability:

Sustainability reporting, although largely still unregulated, is becoming increasingly important and is already mandatory in some countries.

Integrated reporting, where sustainability information is included in the full picture of the company's business performance, is a growing trend. For integrated reporting companies need to build a framework for sustainability reporting processes, stronger information systems and appropriate governance and control mechanisms on a par with those currently used in financial reporting.

Seek collaboration with business partners on sustainability issues:

This will be critical to increase leverage and improve the cost-benefit ratio of action.

Build strategic partnerships:

Seek opportunities for genuine dialogue with governments and demonstrate new and innovative approaches to Public-Private Partnerships. Dialogue should focus on economic instruments that could reduce market barriers and make sustainable business operation easier.

Imperatives for achieving sustainable growth

The transition to a sustainable economy is possible, but it needs widespread global support from businesses, governments and civil society and innovative solutions that address both how and which goods and services are produced. The public and private sectors both have a vital role to play and a coordinated approach holds the key to success.

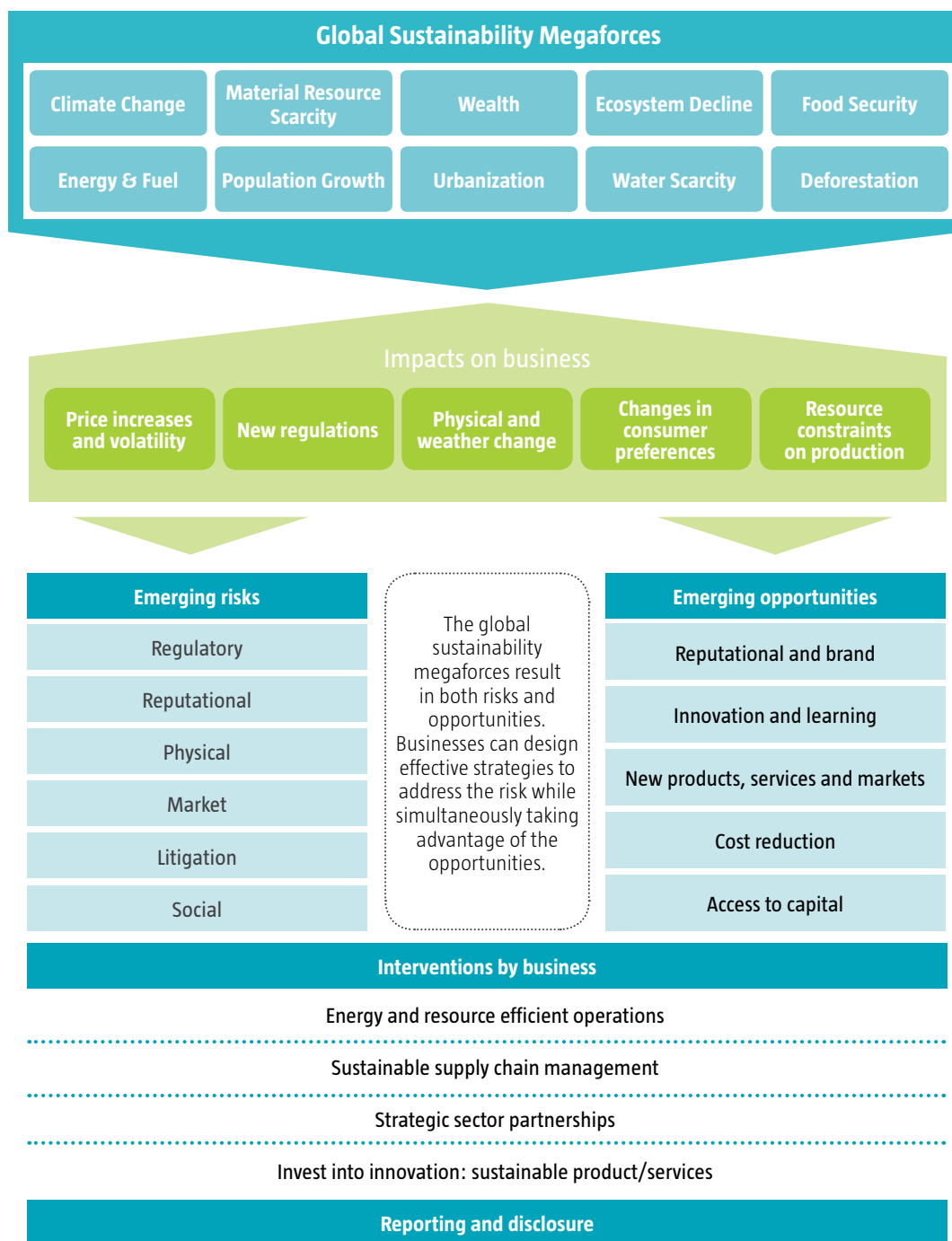
But that means moving on from old notions of corporate responsibility focused on protecting and enhancing reputation. It means being aware that your business stands to be affected as supplies of freshwater decrease, costs of energy rise and ecosystems decline. Knowing what those effects might be and how your business can manage them successfully requires a sophisticated understanding of these factors and how they work.

At the same time, consumer and investor values are changing. And as they change, more corporations are recognizing that there is profit and opportunity in a broader sense of responsibility beyond the next quarter's results. The bold, the visionary and the innovative recognize that what is good for people and the planet can also be good for the long-term bottom line and shareholder value. Competitive advantage can be carved out of emerging risk.

We can never be certain about the future. But it is good business sense to be prepared for the possibilities: to expect the unexpected.

We can never be certain about the future, but it is good business sense to be prepared for the possibilities.


Figure 3: Global sustainability megaforges-Addressing the risk while realizing the opportunities



Source: KPMG International (2011). Expect the Unexpected: Building business value in a changing world

KPMG International's report *Expect the Unexpected: Building business value in a changing world* can be downloaded from kpmg.com/sustainability

4. Panel discussion: financial materiality of sustainability



It is widely acknowledged that there is a gap between companies and investors when it comes to recognizing the strategic importance of sustainability and understanding its impact on a company's financial performance.

From left to right: Christopher Greenwald, David Lubin, Robert Metzke, Scott Tew, Mads Bodenhoff, Paolo Nazzaro

With this in mind, RobecoSAM assembled a group of representatives from four leading companies, as well as a consultant from the Sustainability Innovators Working Group, and Christopher Greenwald, RobecoSAM's Head of Sustainability Application & Operations led a lively discussion on the challenges companies face in bridging this gap.

Paolo Nazzaro is Head of Sustainability at Telecom Italia, Italy's largest telecommunications company, which also has a significant presence in Latin America.

Mads Bodenhoff is Vice President and Head of Corporate Finance at Novozymes, a Danish biotech company that is a leading provider of enzyme products for industrial applications.

Scott Tew is Executive Director at the Center for Energy Efficiency and Sustainability at Ingersoll Rand, a large diversified industrial company providing a variety of components for the built environment including heating, cooling and security systems, as well as refrigerated transport systems and electric recreational vehicles.

Robert Metzke is Senior Director at Royal Philips Electronics, a leading provider of professional and personal lighting solutions, consumer electronics and medical devices. He is responsible for developing and implementing the Philips EcoVision innovation program around the world.

David Lubin, Managing Director, Sustainability Shareholder Services and former Chairman of Viridis' Sustainability Innovators Working Group, a US-based group of 25 major global companies including GE, IBM, Microsoft, Wal-Mart, Unilever, FedEx, Johnson & Johnson, Ingersoll Rand and Boeing. The group focuses on improving companies' ability to execute sustainability strategies.



Christopher Greenwald: Can you provide some examples of the financial implications of sustainability on your businesses?

Paolo Nazzaro: As a player in the information and communication technologies (ICT) sector, sustainability is critical to our company. It's part of our core business because most of the services we provide have a double impact in terms of our revenues and P&L, but also in terms of reducing CO₂ emissions and improving the quality of life for our customers and other citizens.

Mads Bodenhoff: We are a business to business company that produces enzymes, which account for 90% of our sales. Enzymes are naturally occurring biological molecules, and are very interesting from a sustainability perspective because they help to regenerate and break down nature and speed up biological processes. By using enzymes in the production process for a range of applications including food, beverage and detergents, or ethanol from biomass, our customers can avoid using more harmful chemicals and reduce their costs. Also, by adding enzymes to detergents, we enable consumers to wash clothes effectively at lower temperatures. Ultimately, we help our customers to produce more with fewer resources.

Scott Tew: The heart of our company's offering is about efficiency. It's how we go to market.

Roughly two-thirds of our revenue comes from the built environment – doors for buildings, security systems, heating and air-conditioning systems, as well as the construction equipment used to manufacture those buildings. So when we talk to our customers about helping them save money, we are talking about lowering their energy costs, which is a direct result of our focus on energy and energy efficiencies in the built environment. So sustainability, efficiency – there are many different monikers – but it's the heart and core of what we do.

Robert Metzke: We are trying to improve the energy efficiency of the entire Philips product portfolio by 50% and are looking to double the amount of recycling we do as well as double the amount of recycled materials in our products. We have also set a target for our revenues from eco-design products: we are currently at 40%, and want to hit 50% by 2015.

David, how do the companies you work with report on sustainability initiatives?

David Lubin: The 25 companies that joined the Sustainability Innovators Working Group did so because they wanted to take their already strong sustainability initiatives to the next level. Most had been successful with sustainability as a strategy to manage downside risk or generate resource efficiencies. Now, the majority of firms was interested in driving business upside by substantially redesigning their processes and product offerings, and even, in some cases, their business models to gain real competitive differentiation in the marketplace and grow revenues with sustainable services and products. While many of the firms were capturing value from sustainability, few reported those benefits in any systematic way to shareholders.

Of these 25 companies, only GE regularly reports its revenues from sustainable products to investors, and only Dow Chemical communicates its total productivity gains from human resource and natural resource efficiencies. Even though all these companies have great programs and successes, mostly they don't sufficiently communicate the business upside they generate.

Until this group, and others like them who are realizing real benefits, begins to communicate the value of sustainability in terms of incremental revenue growth, productivity enhancement, and risk mitigation, there's little chance of generating mainstream investor interest in the concept. It's a challenge, but it's achievable, especially if investors push for it.

“Until companies begin to communicate the value of sustainability in terms of incremental revenue growth, productivity enhancement, and risk mitigation, there's little chance of generating mainstream investor interest in the concept.”

Can you provide examples of how you quantify the financial impact of sustainability and then communicate it to investors?

Paolo Nazzaro: We are Italy's second-largest electricity consumer, so it has a big impact on our operating costs and on climate change through the indirect CO₂ emissions that we generate by using electricity. We aim at reducing both costs and CO₂ emissions by adopting new technological solutions, and we have achieved good results both in terms of cost savings – about

EUR 23 million per year – and CO₂ emissions – in 2011 we reduced our electricity consumption by 6.3%. In the ICT sector we can generate a positive impact by helping other sectors to significantly reduce their own emissions, such as through teleconferencing, smart metering and telemedicine.

We believe the most interesting opportunity is in terms of revenue generation. So take telemedicine, for instance. Telecom Italia's offering includes a remote system that enables the measurement of some basic medical parameters such as blood pressure, blood sugar levels or heart rate, at home, without having to go to a doctor. This offers various benefits in terms cost savings for the overall healthcare system as well as reducing travel and CO₂ emissions. And for patients with chronic diseases, there is also the added benefit of improving their quality of life. We have revenue estimates for these types of services that still do not represent a relevant percentage of our domestic turnover (below 0.1% by the end of 2012) but this percentage is improving and we estimate this market to be worth about EUR 900 million in Italy, of which ICT products and services may represent a relevant slice.

Mads Bodenhoff: Our customers often ask about the environmental impacts of our enzyme products beyond cost reduction opportunities. We calculated that by using our enzymes, our customers and their end users prevented 45 million tons of CO₂ emissions in 2011. That figure will grow. Meanwhile, by 2015 we aim to reduce our company's energy consumption by 50% relative to 2005 levels. This will significantly improve our profitability, which is incorporated into the financial numbers we report.

Robert Metzke: Forty percent of our global turnover comes from eco-design products, and this figure is set to increase. In terms of market opportunities a huge part of our current and future revenues depends on major global trends such as urbanization, climate change and aging populations.

So why aren't more investors taking notice? What is preventing the movement from going mainstream in the investment community?

David Lubin: Not all companies are communicating the financial data to investors, even though many are generating good results. We see what we call a sustainability conundrum: on the one hand, executives are unwilling to invest time and resources into capturing and systematically reporting the benefits of their sustainability strategies because the SRI community is happy with current ESG data, and mainstream investors

don't seem to care. Meanwhile, mainstream investors are waiting for real evidence that sustainability affects growth, productivity and risk, and until this data is available, they're going to stand on the sidelines. Given that a small percentage of companies is beginning to present their sustainability story and data, showing top and bottom-line business benefits, we should begin to see a growing movement toward the linking of sustainability to business value, and with that more mainstream investor interest.

What's your experience with the investment community in terms of their interest in, and adoption of, sustainability?

Paolo Nazzaro: We see a clear distinction between the SRI investment community and mainstream investors. With the SRI community, it's easy as they are already interested in ESG issues; they ask questions, so the dialogue is quite smooth. With the mainstream investment community, we hardly get any questions about ESG. But investors are not asking questions because companies in most cases are not delivering clear messages about their ESG performance. And companies are not communicating their ESG performance because they do not get any questions. So there's a communication gap that we have to bridge.

Investors focus on strategy, so it's up to companies to convince investors that sustainability is an integral part of their overall business strategy.

Robert Metzke: Two years ago, we launched our new EcoVision program and announced that we would invest EUR 2 billion to help us hit our green sales targets and further improve the footprint of our products. It took just two days for Goldman Sachs to call us and say, 'well, that's nice, but what happens to the profitability of your products?'

This was at a time when we had seen Philips' turnover decline significantly in the previous six months as a result of the financial crisis. But over the same period, sales of our green products, which made up 30% of our portfolio at the time, kept increasing. The profitability of our green products is on average higher than that of our non-green products, not because we charge a premium, but because they are better solutions. Furthermore, the growth rates of green products in the market are higher and there's increasing demand for them.

This triggered a discussion with Goldman Sachs in which part of our response was that you should not be concerned about profitability at the product level, but about total shareholder return. And then we started to

build a financial model, a DCF model basically, where we showed how our different sustainability initiatives translate into higher shareholder return.

Mads Bodenhoff: Investors are mostly interested in the drivers making a company grow, so it's very much linked to future growth opportunities. Investors say, 'help me understand your growth,' 'how do you create money?' and 'how will you exist in the long term?' and so on.

Scott Tew: We avoid the term sustainability. We try to focus on the big, mainstream issues of the day, like resource, energy and water scarcity. Yet we have to find ways to show how these issues are relevant to our business. For example, in a large building, 60% of costs are related to energy. If you can take 5% off the cost of running a building, you get the building owner's

"It's not so much about explaining your sustainability strategy, but the sustainability of your strategy."

attention. But we also frame it in terms of our legacy as a company, which has been about solving problems for our customers and helping them become more efficient. We try to help investors see that this is not a temporary fad, but is in fact influencing how we think about and design products for tomorrow.

So is packaging part of the problem? If it's presented as SRI or ESG, people dismiss it, but if it's presented as strategic and part of good business, then it makes sense to take these factors into account.

David Lubin: Well, there's great value in ESG data for all sorts of analyses. But if I'm a mainstream investor I look at all my holdings through the lens of growth, productivity and risk. Whatever the strategy – globalization, miniaturization, it doesn't matter – I can look at it through that lens. If a sustainability strategy can't be seen through that lens, investors don't know what to ask, and you can't really get their interest in that strategy.

Robert Metzke: Maybe it's just semantics, but it's not so much about explaining your sustainability strategy, but the sustainability of your strategy. An important step is ensuring that our own management feels comfortable with the quality of the data and the story around sustainability in the same way they feel comfortable with reporting and talking about financial data.

What do you think about integrated reporting? Can it address the problem of communicating to investors?

Mads Bodenhoff: We have had integrated reporting for over 15 years. It's a natural extension of our sustainability strategy and it's important that we are open with our customers and stakeholders about our figures and how we integrate environmental and social aspects into our strategy. But what is integrated reporting? We lack a reporting standard. You also have to be very careful about comparing sustainability numbers from company to company, particularly those in different industries.

"If integrated reporting enables you to see how a company's sustainability strategy is generating above-average margins and growth rates, then it has a great deal of promise."

They are extremely different and one number means one thing for one, and something completely different for another company. So it's important that the story behind the figures is also told.

Scott Tew: I agree – integrated reporting is not a complete answer because no common language exists. The effectiveness of integrated reporting depends very much on the audience. In our two years of integrated reporting, it has been a significant change for our investor audience because they're so used to seeing financial reports in a certain way. But some of our audience have embraced it and feel that we have done a good job of connecting the dots between financial performance, policy regulations, our product offerings and our innovation efforts.

Paolo Nazzaro: The lack of common standards is a real problem because financial reporting is highly regulated in Italy as it is in the rest of Europe. So you cannot be the first mover without some clear direction from the regulators. So in Italy, my guess is that we will see very few companies moving along toward integrated reporting without a clear position from regulators and trade bodies. Another challenge is that we also need to be careful about information overload. So we have to make sure we don't lose our focus on materiality when drawing up an integrated report, because otherwise we run the risk of simply combining financial information with non-financial information without a clear focus on the company's strategy and the company's targets.

The first generation of sustainability reports had the problem of the so-called carpet bombing. Everybody was including information in the reports just in case sooner or later someone would be interested in that specific bit of information. Integrated reporting should be targeted, coherent and consistent with the company's business strategy so that it can be a useful tool.

Robert Metzke: We have been doing it for many years and it's a natural reflection of integrating sustainability into our business. But the integrated report needs to be relevant to the company's overall business strategy, and we have to ensure the quality and reliability of the sustainability data. We are now moving toward full assurance for our sustainability data, just like for financial data.

David Lubin: It depends on what you're integrating. If you're just taking your standard CSR report and gluing it to your financial report, then integrated reporting has a ways to go. But if it enables you to see how a company's sustainability strategy is generating above-average margins and growth rates from sustainable products, which would have been invisible before, then integrated reporting has a great deal of promise.

What kinds of opportunities do you see for collaboration between companies? Some companies may not wish to share a sustainability USP with their peers. Could there be sustainability initiatives among companies within the same sector or across value chains?

Paolo Nazzaro: As sustainability managers, we are lucky because the competitive issues related to sustainability aren't as sensitive as in some other fields, so we have no problems in sharing information, even with companies in our sector. There is a strong association of telecom operators in Europe, and there is a wealth of initiatives covering a range of sustainability issues. Our problem is not in finding initiatives in which we can team up to develop common solutions, but rather in selecting from among the many existing initiatives those that can really add value for our company and for the sector.

David Lubin: I'd put a wet blanket on this. We wanted the Sustainability Innovators Working Group to be made up of non-overlapping companies. We didn't have both Unilever and Procter & Gamble, or Federal Express and UPS, as that wouldn't be possible. We could only do that if all we wanted to discuss was downside risk management. But the more we began to view sustainability as a source of competitive advantage,

the more companies said, 'no thank you, if they're here then I'm not.' One of the reasons it's hard to get the data investors really need is that firms with real competitive advantages do not want to publicize how much bottom-line impact is being generated by their sustainability strategy. Unless they get a lot of push from the investors who want to know, companies are not going to disclose that information.

How do your sustainability policies address the concerns of investors who are more interested in social responsibility?

Mads Bodenhoff: There are two approaches to addressing social responsibility: there are opportunities arising from social factors – population growth, food scarcity and so on – and there are company behavior and license to operate issues that mean companies must ensure they act responsibly. Both are extremely important for the long-term survival of a company. If one firm is able to gain market share by responding to population growth and others don't, that company will perform better. Likewise, if one company does not address social risks, it is likely to underperform firms that do.

Robert Metzke: It's important to remember that the license to operate is granted by society and the rules of the game are changing, and this will hurt the laggards at some point. If you are an innovator in that field, then you are more likely to stay in business over the long run.

David Lubin: This reminds me of an interview we did with a senior executive at Dow Chemical. When he looked back over 20 years of Dow's efforts in sustainability, he said there were three main stages: 'do less bad,' 'do more good,' and then 'change the world.' When they were at the 'do less bad' and even 'do more good' stages, it was hard to recruit the top talent from the best universities, which was necessary to drive their product and service innovations—in green chemistry, for instance. But as Dow began to roll out a sustainability strategy focused on creating big, breakthrough solutions to global challenges, its ability to recruit and retain the top talent markedly improved.

Are there aspects of your sustainability strategies that cannot be quantified? And if they can't be quantified in terms of financial benefits, should they still be managed?

Scott Tew: There are several intangibles—reputation issues, brand enhancement—that are difficult to measure, but they were already difficult before sustainability came along. In our customers' buildings

and in our own operations, it is fairly easy to measure and quantify the benefits of energy savings and CO₂ emissions reductions. In the long term, however, we also want to understand the positive impact on employee health and productivity that is enabled by higher performing buildings. Our industry is just beginning to understand this new positive correlation.

In addition, there are areas in which we have improved where we had difficulties before. One is employee retention. We have some 6,000 employees globally who are involved in green volunteer initiatives. We recently compared sites that have employee volunteers with sites that do not, and found employee engagement is 6% higher at sites with volunteering. So for us there's a direct correlation that employees are more motivated, more engaged and therefore will be retained longer.

Mads Bodenhoff: Some factors, such as employee absence, employee turnover and so on, are relatively easy to convert into a financial impact. Companies generally benefit if they can reduce employee turnover, but of course a small level of turnover is also necessary to get new ideas and generate innovation. So a balance needs to be found. But firms differ markedly: some factors have similar impacts across companies, but many others do not mean the same thing to all firms, especially for those in different industries. So it's extremely important that management conveys what sustainability means to the company in the social or environmental area, and why it's important for the company.

“Sustainability is a way to improve business solutions for customers.”

Some conservative investors may be hesitant to adopt sustainability investment strategies due to concerns about investment risk. How do you respond to their concerns?

Scott Tew: Actually, investors need to learn that focusing on sustainability doesn't increase risk, it reduces risk, and we have to articulate that message in a way they understand. Although risk management is important, companies that want to create a competitive advantage with a sustainability strategy, they've got to move along the innovation curve in terms of products, services and solutions. Risk management alone is not enough, but it's critical, both from an investor's point of view and the corporate point of view.

David Lubin: There's much greater focus by investors on downside risk than on upside potential. So much data that's collected is about the downside. Take Puma, the only company to release an environmental balance sheet. The Puma project is more about reporting on downside risk than it is about upside. And I don't mean that's bad – it helps managers make good decisions. But it doesn't solve the problem of getting mainstream investors on board with sustainability as a driver of performance. And I can tell you, from the 25 companies we've been working with, we see big contributions to revenue growth and EBITDA from their sustainability efforts. But the companies themselves are having a hard time telling that story because they're dealing with an audience that often dismisses it as marketing and they do not do an adequate job of systematically reporting the data on business upside.

For many companies sustainability is about risk management or reputation management. Such companies are likely to generate much less long-term value through sustainability compared to companies that view it through the lens of business transformation, culture and values.

Look at Unilever, which is considered a leader in creating value through a sustainability strategy, they got in the game because they were being pummeled by NGOs such as Greenpeace over palm oil 15 or so years ago. They had huge reputational and supply chain risk issues that they needed to address, so their sustainability initiatives started out as a risk management strategy. But as they got into it, they began to realize that there was great upside for the company here. They could sell sustainably produced tea and they even found that consumers were willing to pay a small, but meaningful, premium for sustainable products. They began to see that if they started to change their production models and methods, they could gain market share. So they saw that not only did this strategy offer them good downside management, but also upside. But as I said, today most investors' capacity to see this upside potential from sustainability is much lower than their ability to get some measure of how much downside protection it offers. That's a problem firms should address.

Is adopting a sustainability strategy any different from the concept of improving overall business processes and quality?

Scott Tew: I believe sustainability is a way to improve business solutions for customers. It's an enhancement on what companies have done in the past. We just have to get better about viewing it that way, which will then enable us to measure the outcomes related to growth, productivity and risk management. And it shouldn't only be about seeking premium pricing for green products. It's really about a holistic view of the product itself. We looked at the full life cycle and take-back options of our products recently, and as a result we have changed the materials that go into the products at the design stage and are coming up with better products that last longer, cost less to operate and can be recycled for other uses. You can call that risk, or growth opportunities, or superior products – but whatever you call it, it's an improvement on what we did five years ago.

Robert Metzke: If you do it right, then your sustainability strategy can be very much about effectiveness, innovation and the relevance of a company. You don't innovate for the sake of changing something – you innovate to stay competitive.

Mads Bodenhoff: For most companies, the market opportunities lie in addressing future scarcity and the future increased population. But I certainly agree that sustainability is about making sure each part of the business is agile, competitive and using the latest and the most efficient processes in all functions including R&D, production, sales, finance, and so on.

Robert Metzke: Building on that, I think it goes back to this notion that in the sixties or so, companies could externalize risks and costs to society, and that is where a large part of sustainability reporting came from in the early days. Now externalizing risks is fortunately no longer acceptable. But the interesting thing that is not yet covered in the data or in the questions that investors ask, is: 'are you as a company able to internalize or to maximize the positive externalities?' More sustainable solutions create additional value, but this value is often not translated into a personal outcome. It's typically a societal outcome and/or an environmental outcome. That means that there are huge positive externalities, but they are still not considered to be part of the business model. If you find a business model that can generate part of the cash flow from these kinds of externalities, then you can internalize part of these positive externalities. This entire concept is not yet reflected in the reporting or in the metrics or in the questions coming from investors.

5. Sustainability Leaders 2013

Since 1999, RobecoSAM has been assessing and documenting the sustainability performance of over 2,000 corporations on a yearly basis. In the process, RobecoSAM has compiled one of the largest global databases on corporate sustainability.

Over 3,000 of the world's largest companies, including 800 companies based in the emerging markets, are invited to participate in RobecoSAM's Corporate Sustainability Assessment each year.

RobecoSAM is pleased to see that over the years participation rates in the RobecoSAM Corporate Sustainability Assessment (CSA) have continuously risen – with a record number of companies taking part in this year's assessment – indicating that sustainability is increasingly rising to the top of corporate agendas and becoming more mainstream.

On the following pages, RobecoSAM offers insights highlighting opportunities and risks deriving from economic, environmental and social trends and developments that have an impact on the competitive position of companies in each of the 58 sectors analyzed. Not only are the top 15% of the companies from each sector included in The Sustainability Yearbook, but they are also classified into three categories: RobecoSAM Gold Class, RobecoSAM Silver Class and RobecoSAM Bronze Class. In addition, the top performing company from each sector is named the RobecoSAM Sector Leader.

In addition to the companies' sustainability scores derived from the CSA, a qualitative screen based on RobecoSAM's Media & Stakeholder Analysis (MSA), which evaluates a company's response to critical sustainability issues that may arise during the year, is also applied to determine eligibility for inclusion in The Sustainability Yearbook. This aligns the Yearbook's methodology with any decision by the DJSI Design Committee to exclude a company from the DJSI, which is also based on the MSA.



For each sector, the company with the highest score is named the RobecoSAM Sector Leader, and is considered to be the company within its sector that is best prepared to seize the opportunities and manage the risks deriving from economic, environmental and social developments.



Companies whose score is within 1% of the Sector Leader's score receive the RobecoSAM Gold Class award.



All companies receiving a score within a range of 1% to 5% from the score of the Sector Leader receive the RobecoSAM Silver Class distinction.



Companies whose score is within a range of 5% to 10% from the score of the Sector Leader receive the RobecoSAM Bronze Class distinction.



Within the top 15% of each sector, the company that has achieved the largest proportional improvement in its sustainability performance compared to last year is named the RobecoSAM Sector Mover.

Sustainability leaders 2013

RobecoSAM Gold Class	
Company *	Country
Company	Country
RobecoSAM Silver Class	
Company	Country
Company	Country
RobecoSAM Bronze Class	
Company **	Country
Company	Country
Runners up	
Company	Country
Company	Country

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

The RobecoSAM Sector Leader appears at the top of the table. Within each of the medal categories, the remaining companies are listed in alphabetical order. Out of the 465 companies listed in The Sustainability Yearbook, the following distinctions were awarded:

67 RobecoSAM Gold Class
52 RobecoSAM Silver Class
107 RobecoSAM Bronze class

Reading Instructions

The information below provides an explanation on how to interpret the various sections contained in each of the Sector Insights on the following pages.

Driving forces

Highlights current and future challenges shaping the competitive landscape of each sector.

Highlighted criteria

Highlights selected sector-specific and general criteria that are applied in the 2012 RobecoSAM Corporate Sustainability Assessment.

Sector statistics

This section displays the research coverage in 2012 for the respective sector

Results at sector level

Offers an overview of the 2012 RobecoSAM Corporate Sustainability Assessment scores. For each sector the average and the best score of the assessed companies are displayed, as well as the average score and the top score for the economic, environmental and social dimensions. The relative weight assigned to each of the three dimensions is also shown.

RobecoSAM Sector Leaders & Movers 2013

RobecoSAM Sector Leaders 2013

Company	Sector	Country
Adidas AG	Clothing, Accessories & Footwear	Germany
Air France-KLM	Airlines	France
Akzo Nobel NV	Chemicals	Netherlands
Alcatel-Lucent SA	Communication Technology	France
Alcoa Inc	Aluminum	United States
Amadeus IT Holding SA	Support Services	Spain
AMEC PLC	Oil Equipment & Services	United Kingdom
Amorepacific Corp	Personal Products	South Korea
Anglo American PLC	Mining	United Kingdom
ArcelorMittal	Steel	France
AU Optronics Corp	Computer Hardware & Electronic Office Equipment	Taiwan
Australia & New Zealand Banking Group Ltd	Banks	Australia
Baxter International Inc	Medical Products	United States
Bayerische Motoren Werke AG	Automobiles	Germany
Benesse Holdings Inc	Specialized Consumer Services	Japan
Bombardier Inc	Aerospace & Defense	Canada
British American Tobacco PLC	Tobacco	United Kingdom
Delta Electronics Inc	Electronic Equipment	Taiwan
Electrolux AB	Durable Household Products	Sweden
Enbridge Inc	Pipelines	Canada
Fiat Industrial SpA	Industrial Engineering	Italy
Gamesa Corp Tecnologica SA	Renewable Energy Equipment	Spain
Gas Natural SDG SA	Gas Distribution	Spain
GPT Group	Real Estate	Australia
GS Engineering & Construction Corp	Heavy Construction	South Korea
Henkel AG & Co KGaA	Nondurable Household Products	Germany
Herman Miller Inc	Furnishing	United States
Iberdrola SA	Electricity	Spain
Itausa - Investimentos Itau SA	Financial Services	Brazil
J Sainsbury PLC	Food & Drug Retailers	United Kingdom
Koninklijke Philips Electronics NV	Leisure Goods	Netherlands
KT Corp	Fixed Line Communications	South Korea

Company	Sector	Country
Lite-On Technology Corp	Electric Components & Equipment	Taiwan
Lotte Shopping Co Ltd	General Retailers	South Korea
Molson Coors Brewing Co	Beverages	United States
Novozymes A/S	Biotechnology	Denmark
Pirelli & C. SpA	Auto Parts & Tires	Italy
PostNL NV	Industrial Transportation	Netherlands
Repsol SA	Oil & Gas Producers	Spain
Roche Holding AG	Pharmaceuticals	Switzerland
SAP AG	Software	Germany
Siam Cement PCL	Building Materials & Fixtures	Thailand
Siemens AG	Diversified Industrials	Germany
SK Telecom Co Ltd	Mobile Telecommunications	South Korea
Sodexo	Hotels, Restaurants, Bars & Recreational Services	France
Sonoco Products Co	Containers & Packaging	United States
Suez Environnement Co	Water	France
Sumitomo Forestry Co Ltd	Home Construction	Japan
Swiss Re AG	Insurance	Switzerland
Tabcorp Holdings Ltd	Gambling	Australia
Taiwan Semiconductor Manufacturing Co Ltd	Semiconductors	Taiwan
Telenet Group Holding NV	Media	Belgium
TUI AG	Travel & Tourism	Germany
Unilever NV	Food Producers	Netherlands
UnitedHealth Group Inc	Healthcare Providers	United States
UPM-Kymmene OYJ	Forestry & Paper	Finland
Waste Management Inc	Waste & Disposal Services	United States
Wipro Ltd	Computer Services & Internet	India

RobecoSAM Sector Movers 2013

Company	Sector	Country
Advanced Micro Devices Inc	Semiconductors	United States
Air France-KLM	Airlines	France
Ajinomoto Co Inc	Food Producers	Japan
Alcoa Inc	Aluminum	United States
Altria Group Inc	Tobacco	United States
Amadeus IT Holding SA	Support Services	Spain
American Water Works Co Inc	Water	United States
BAE Systems PLC	Aerospace & Defense	United Kingdom
Baker Hughes Inc	Oil Equipment & Services	United States
Balfour Beatty PLC	Heavy Construction	United Kingdom
Ball Corp	Containers & Packaging	United States
Braskem SA	Chemicals	Brazil
CaixaBank	Banks	Spain
Canadian National Railway Co	Industrial Transportation	Canada
Casino Guichard Perrachon SA	Food & Drug Retailers	France
China Steel Corp	Steel	Taiwan
Coca-Cola Enterprises Inc	Beverages	United States
Duratex SA	Building Materials & Fixtures	Brazil
Enbridge Inc	Pipelines	Canada
Entergy Corp	Electricity	United States
Galp Energia SGPS SA	Oil & Gas Producers	Portugal
Gildan Activewear Inc	Clothing, Accessories & Footwear	Canada
Goldcorp Inc	Mining	Canada
Hewlett-Packard Co	Computer Hardware & Electronic Office Equipment	United States
Humana Inc	Healthcare Providers	United States
Infosys Ltd	Computer Services & Internet	India
LG Electronics Inc	Leisure Goods	South Korea
LG Innotek Co Ltd	Electric Components & Equipment	South Korea
Liberty Global Inc	Media	United States
London Stock Exchange Group PLC	Financial Services	United Kingdom

Company	Sector	Country
Microsoft Corp	Software	United States
Nokia OYJ	Communication Technology	Finland
Novo Nordisk A/S	Pharmaceuticals	Denmark
Outotec OYJ	Industrial Engineering	Finland
Reckitt Benckiser Group PLC	Nondurable Household Products	United Kingdom
Samsung Life Insurance Co Ltd	Insurance	South Korea
Seven & I Holdings Co Ltd	General Retailers	Japan
Siemens AG	Diversified Industrials	Germany
Sodexo	Hotels, Restaurants, Bars & Recreational Services	France
Spectra Energy Corp	Gas Distribution	United States
Stanley Black & Decker Inc	Durable Household Products	United States
Sumitomo Forestry Co Ltd	Home Construction	Japan
Svenska Cellulosa AB	Personal Products	Sweden
Swisscom AG	Fixed Line Communications	Switzerland
Sysmex Corp	Medical Products	Japan
Telenor ASA	Mobile Telecommunications	Norway
Tokyu Land Corp	Real Estate	Japan
TUI AG	Travel & Tourism	Germany
UPM-Kymmene OYJ	Forestry & Paper	Finland
Valeo SA	Auto Parts & Tires	France
Waste Management Inc	Waste & Disposal Services	United States
Yokogawa Electric Corp	Electronic Equipment	Japan

Companies that have achieved the largest proportional improvement in their sustainability performance within their sector are named the RobecoSAM Sector Mover. For a limited number of sectors for which there was no improvement in sustainability scores, no Sector Mover was selected.

Sector insights: 58 sectors at a glance

Sector	Page	Sector	Page
Aerospace & Defense	44	Healthcare Providers	73
Airlines	45	Heavy Construction	74
Aluminum	46	Home Construction	75
Auto Parts & Tires	47	Hotels, Restaurants, Bars & Recreational Services	76
Automobiles	48	Industrial Engineering	77
Banks	49	Industrial Transportation	78
Beverages	50	Insurance	79
Biotechnology	51	Leisure Goods	80
Building Materials & Fixtures	52	Media	81
Chemicals	53	Medical Products	82
Clothing, Accessories & Footwear	54	Mining	83
Communication Technology	55	Mobile Telecommunications	84
Computer Hardware & Electronic Office Equipment	56	Nondurable Household Products	85
Computer Services & Internet	57	Oil & Gas Producers	86
Containers & Packaging	58	Oil Equipment & Services	87
Diversified Industrials	59	Personal Products	88
Durable Household Products	60	Pharmaceuticals	89
Electric Components & Equipment	61	Pipelines	90
Electricity	62	Real Estate	91
Electronic Equipment	63	Renewable Energy Equipment	92
Financial Services	64	Semiconductors	93
Fixed Line Communications	65	Software	94
Food & Drug Retailers	66	Specialized Consumer Services	95
Food Producers	67	Steel	96
Forestry & Paper	68	Support Services	97
Furnishing	69	Tobacco	98
Gambling	70	Travel & Tourism	99
Gas Distribution	71	Waste & Disposal Services	100
General Retailers	72	Water	101



Aerospace & Defense

Driving forces

In the commercial airline space, the convergence of economic and regulatory incentives has strengthened the link between environmental and economic performance. As a result, there has been a sustained push for products and technologies that lead to lower emissions and energy consumption, higher overall efficiency and lower operating and maintenance costs. This trend is likely to persist regardless of future macroeconomic developments, providing an incentive for continued innovation.

On the weaponry and defense side of the business, the current geopolitical situation has led to an increase in both conventional and unprecedented security challenges that call for more flexible and intelligent technologies as well as solutions providing improved integration of systems and resources. Given the increasing focus on reputational and license to operate issues, companies exposed to the industry's civilian and defense segments need to pay close attention to local and international regulatory and ethical issues.

Highlighted criteria

- Economic Dimension**
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Risk & Crisis Management
 - Supply Chain Management
- Environmental Dimension**
 - Climate Strategy
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Product Stewardship
- Social Dimension**
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Bombardier Inc*	Canada
RobecoSAM Bronze Class	
BAE Systems PLC**	United Kingdom
Embraer SA	Brazil
Finmeccanica SpA	Italy
Rolls-Royce Holdings PLC	United Kingdom

* RobecoSAM Sector Leader
** RobecoSAM Sector Mover

As of October 31, 2012

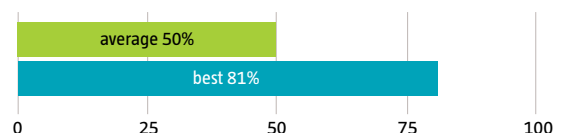
Sector statistics

Number of companies in universe	38
Number of companies assessed by RobecoSAM in 2012	18
Assessed companies to total companies in universe (%)	47
Market capitalization of assessed companies to total market capitalization (%)	74

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	58%	88%	37%
Environmental	44%	85%	28%
Social	48%	76%	35%

Total score





Airlines

Driving forces

The airline industry continues to face significant economic challenges such as fluctuating fuel prices, overcapacity and changing customer demand patterns. Although increasing consolidation within the industry has increased efficiency, many airlines are still coping with rising costs and lower profitability while trying to address key sustainability issues. Thanks to an industry-wide commitment to reducing greenhouse gas emissions, airlines now have a clear roadmap for their long-term sustainability strategies. Increased orders of state-of-the-art aircraft and investments into fuel-saving technology are enabling long-term cost savings while meeting sustainability targets. Still, a lack of government interest and investment in developing and commercializing alternative fuels remains, leaving the development costs to the private sector. The EU Emissions Trading Scheme, though met with significant international resistance, may play a key role in encouraging airlines to advance their sustainability strategies.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Fleet Management
- Risk & Crisis Management

Environmental Dimension

- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency
- Route Network

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Noise
- Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Air France-KLM**/**	France
●	RobecoSAM Bronze Class	
	Deutsche Lufthansa AG	Germany
	Qantas Airways Ltd	Australia

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

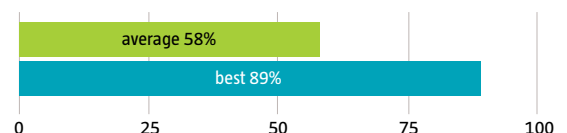
Sector statistics

Number of companies in universe	22
Number of companies assessed by RobecoSAM in 2012	16
Assessed companies to total companies in universe (%)	73
Market capitalization of assessed companies to total market capitalization (%)	87

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	63%	91%	42%
Environmental	55%	93%	28%
Social	55%	83%	30%

Total score





Aluminum

Driving forces

Energy consumption and climate change remain two of the most pressing issues facing the aluminum industry. Today, coal and hydropower are the primary energy sources used in aluminum production. Although power consumption (MWh/t) has been halved over the past ten years, smelting remains an energy-intensive process that uses considerably more energy than steel production. This ecological disadvantage is partly offset by the significantly lower specific weight of aluminum and the moderate energy input required for aluminum recycling. Nevertheless, further decreases in specific energy consumption and greenhouse gas emissions from anode consumption remain a key challenge. In terms of social sustainability, occupational health & safety dominate the agenda. However, as aluminum producers become vertically integrated, they are also increasingly faced with additional sustainability issues such as stakeholder engagement and mineral waste management.

Highlighted criteria

- Economic Dimension**
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Risk & Crisis Management
- Environmental Dimension**
 - Climate Strategy
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension**
 - Enabling Local Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Social Impacts on Communities

Sustainability leaders 2013

RobecoSAM Gold Class	
Alcoa Inc*/**	United States
RobecoSAM Silver Class	
Norsk Hydro ASA	Norway

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

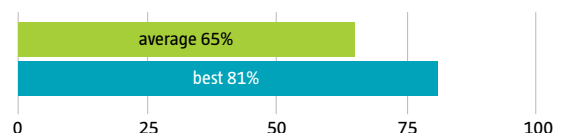
Sector statistics

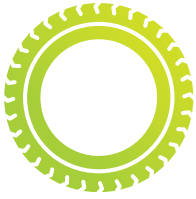
Number of companies in universe	4
Number of companies assessed by RobecoSAM in 2012	4
Assessed companies to total companies in universe (%)	100
Market capitalization of assessed companies to total market capitalization (%)	100

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	68%	80%	25%
Environmental	59%	80%	38%
Social	67%	85%	37%

Total score





Auto Parts & Tires

Driving forces

Intense competition in the automotive sector requires suppliers of auto parts & tires to consistently deliver improved products while they face constant competitive pressure to reduce prices on their existing product range. Tightening emission regulations around the world have provided many auto parts suppliers with an opportunity to grow faster than global car production. Suppliers of technologies that help reduce emissions can increase their products' market penetration. At the same time, the continued shift of the production base into emerging markets puts large leading suppliers at an advantage relative to small regional producers. Despite this boost from additional volumes, suppliers must continuously improve their production efficiency and reduce the cost of their materials to prevent eroding margins. Innovation remains a key differentiating factor, enabling companies to secure a competitive advantage. Supply chain management has grown in importance as efforts to improve efficiency have led to a concentration of the sector, resulting in fewer, but more global players.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Climate Strategy
- Environmental Policy/Management System
- Operational Eco-Efficiency
- Product Stewardship

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Pirelli & C. SpA*	Italy
RobecoSAM Silver Class	
Cie Generale des Etablissements Michelin	France
RobecoSAM Bronze Class	
Hyundai Mobis	South Korea
Johnson Controls Inc	United States
Runners up	
Bridgestone Corp	Japan
Denso Corp	Japan
Valeo SA**	France

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

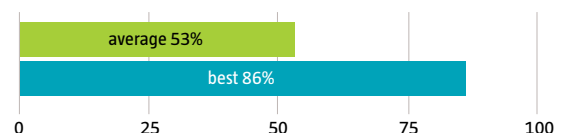
Sector statistics

Number of companies in universe	51
Number of companies assessed by RobecoSAM in 2012	21
Assessed companies to total companies in universe (%)	41
Market capitalization of assessed companies to total market capitalization (%)	70

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	58%	84%	27%
Environmental	51%	92%	37%
Social	51%	85%	36%

Total score



Automobiles



Driving forces

The automobile sector faces a number of key challenges including the need to define and implement a clear market positioning strategy in an environment characterized by overcapacities, cut-throat competition, and cost pressure stemming from higher R&D and raw material costs. Given increasingly tight regulations on greenhouse gas emissions and air pollutants, as well as the sector's dependence on oil, carmakers need to improve fuel efficiency and lower the carbon intensity of their product portfolio by introducing alternative propulsion systems such as electric motors. In this respect, talented, skilled and motivated employees are directly responsible for developing innovative products, improving efficiency and ensuring production quality. Thus, progressive human resources policies that include talent attraction & retention, human capital development, occupational health & safety and group-wide ethical principles are indispensable to a company's success.

Highlighted criteria

Economic Dimension

- Brand Management
- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Supply Chain Management

Environmental Dimension

- Climate Strategy
- Environmental Policy/Management System
- Operational Eco-Efficiency
- Product Stewardship

Social Dimension

- Human Capital Development
- Occupational Health & Safety
- Social Reporting
- Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Bayerische Motoren Werke AG*	Germany
●	RobecoSAM Silver Class	
	Fiat SpA	Italy
	Toyota Motor Corp	Japan
	Volkswagen AG	Germany
●	RobecoSAM Bronze Class	
	Daimler AG	Germany
	Peugeot SA	France

* RobecoSAM Sector Leader

As of October 31, 2012

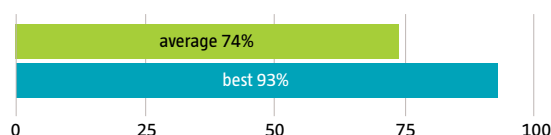
Sector statistics

Number of companies in universe	31
Number of companies assessed by RobecoSAM in 2012	17
Assessed companies to total companies in universe (%)	55
Market capitalization of assessed companies to total market capitalization (%)	76

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	72%	92%	31%
Environmental	79%	98%	35%
Social	71%	93%	34%

Total score





Banks

Driving forces

The banking sector remains under public scrutiny. As banks work to restore their credibility and contribute to stable financial systems, leadership and accountability are key factors in building a competitive advantage. Adherence to international best practices in corporate governance, risk management and compliance standards remains a necessity. Regulation, political and stakeholder pressure, demographic shifts and climate change will continue to have an impact on the business environment. Leading banks are integrating environmental and social factors into their long-term strategies and performance reviews. A multi-stakeholder-driven approach to developing innovative and prudent financial services and products is essential. Motivated, highly educated and experienced employees are a critical to developing such financial services and products as well as in attracting and retaining clients. At the same time, climate change and resource scarcity are creating new business opportunities, for example in the area of low-carbon mortgages or funding schemes for innovative sectors that are paving the way toward a low-carbon economy.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Customer Relationship Management
 - Risk & Crisis Management
- Environmental Dimension
 - Business Risks & Opportunities
 - Environmental Policy/Management System
 - Environmental Reporting
- Social Dimension
 - Controversial Issues, Dilemmas in Lending / Financing
 - Financial Inclusion
 - Labor Practice Indicators and Human Rights
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class		
	Australia & New Zealand Banking Group Ltd*	Australia	
●	RobecoSAM Silver Class		
	Westpac Banking Corp	Australia	
●	RobecoSAM Bronze Class		
	Banco Bradesco SA	Brazil	
	Banco do Brasil SA	Brazil	
	Itau Unibanco Holding SA	Brazil	
	National Australia Bank Ltd	Australia	

Runners up

Banca Monte dei Paschi di Siena SpA	Italy	Deutsche Bank AG	Germany
Banco Bilbao Vizcaya Argentaria SA	Spain	DNB ASA	Norway
Banco Espirito Santo SA	Portugal	HSBC Holdings PLC	United Kingdom
Banco Santander SA	Spain	Intesa Sanpaolo SpA	Italy
BanColombia SA	Colombia	Lloyds Banking Group PLC	United Kingdom
Bankinter SA	Spain	Nedbank Group Ltd	South Africa
Barclays PLC	United Kingdom	Royal Bank of Canada	Canada
BNP Paribas SA	France	Royal Bank of Scotland Group PLC	UK
CaixaBank**	Spain	Shinhan Financial Group Co Ltd	South Korea
Canadian Imperial Bank of Commerce	Canada	Skandinaviska Enskilda Banken AB	Sweden
Citigroup Inc	United States	Societe Generale SA	France
Commonwealth Bank of Australia	Australia	Standard Chartered PLC	United Kingdom
Credit Agricole SA	France	UBS AG	Switzerland
Credit Suisse Group AG	Switzerland	UniCredit SpA	Italy

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

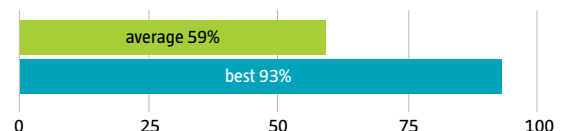
Sector statistics

Number of companies in universe	232
Number of companies assessed by RobecoSAM in 2012	114
Assessed companies to total companies in universe (%)	49
Market capitalization of assessed companies to total market capitalization (%)	84

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	69%	97%	41%
Environmental	54%	93%	24%
Social	51%	90%	35%

Total score





Beverages

Driving forces

In the mature global beverage industry, growth will continue to be driven by emerging markets, demographic trends and innovation. Carbonated soft drinks account for the majority of non-alcoholic beverages but demand in developed markets has been in decline for years as consumers shift toward healthier and/or lower calorie alternatives. Industry participants are developing and marketing higher quality and more diversified products to meet new consumption patterns. Over the last few years, such niche categories as energy drinks have emerged and expanded. Innovative beverage companies can capture these new market trends that frequently offer faster growth and high margins. New opportunities can also be tapped in emerging markets where favorable demographic trends are boosting consumption. Given the large proportion of calories consumed through beverages, the industry's ingredients and advertising policies have increasingly come under scrutiny. Producers of alcoholic beverages, in particular, face the challenge of implementing effective and responsible marketing strategies.

Highlighted criteria

Economic Dimension

- Brand Management
- Risk & Crisis Management
- Strategy for Emerging Markets
- Supply Chain Management

Environmental Dimension

- Environmental Policy/Management System
- Packaging
- Raw Material Sourcing
- Water Related Risks

Social Dimension

- Human Capital Development
- Responsibility for Alcoholic Products
- Social Reporting
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Molson Coors Brewing Co*	United States
PepsiCo Inc	United States
RobecoSAM Bronze Class	
Coca Cola Hellenic Bottling Co SA	Greece
Coca-Cola Enterprises Inc**	United States
Diageo PLC	United Kingdom

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

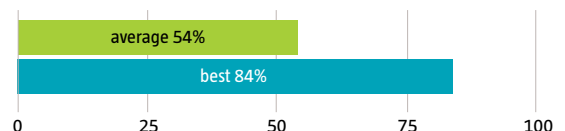
Sector statistics

Number of companies in universe	38
Number of companies assessed by RobecoSAM in 2012	24
Assessed companies to total companies in universe (%)	63
Market capitalization of assessed companies to total market capitalization (%)	93

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	56%	86%	46%
Environmental	53%	93%	26%
Social	53%	83%	28%

Total score





Biotechnology

Driving forces

Biotechnology companies apply technologies based on biological systems to develop products or processes used in clinical and industrial applications and agriculture. The sector is characterized by extensive R&D efforts and a high risk of failure in product development. Innovation and intellectual property are key drivers that make highly qualified employees and effective human capital management important success factors. Medical biotechnology companies, similar to pharmaceutical companies, face challenges related to pricing and reimbursement of their products, global patent protection and public concerns over drug safety. The use of biotechnology products in agriculture is widely criticized among certain stakeholder groups. Public mistrust centers on the production, release and use of genetically modified seeds and plants. The use of genetically modified organisms in closed production processes to increase the yield, speed and thus cost efficiency of industrial processes is far less controversial. Nevertheless, building and maintaining stakeholders' trust in their core technologies is a general sustainability challenge faced by the biotechnology industry.

Highlighted criteria

Economic Dimension

- Corporate Governance
- Innovation Management
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Addressing Cost Burden
- Health Outcome Contribution
- Labor Practice Indicators and Human Rights
- Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Novozymes A/S*	Denmark
●	RobecoSAM Bronze Class	
	Life Technologies Corp	United States
	Runners up	
	Biogen Idec Inc	United States

* RobecoSAM Sector Leader

As of October 31, 2012

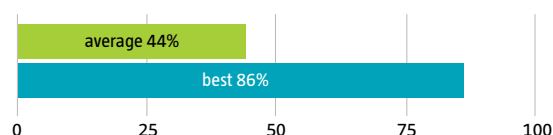
Sector statistics

Number of companies in universe	26
Number of companies assessed by RobecoSAM in 2012	12
Assessed companies to total companies in universe (%)	46
Market capitalization of assessed companies to total market capitalization (%)	71

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	50%	81%	44%
Environmental	40%	93%	10%
Social	39%	90%	46%

Total score





Building Materials & Fixtures

Driving forces

Rapid urbanization in emerging markets, rising awareness of environmental issues and new construction methods have made the building materials sector a highly dynamic industry. The sector covers a diverse set of companies engaged in the production of materials and products used in the construction and refurbishment of buildings and structures, including cement, bathroom and kitchen fixtures, air-conditioning and heating equipment. The industry's diverse nature results in varying competitive environments. For example, cement production consumes large amounts of energy and is a prime source of greenhouse gas emissions. As a result, reductions in greenhouse gas emissions and environmental life cycle analyses will be top priorities for the sector. Across the building materials segment, increasingly stringent energy and water efficiency regulation requires innovation, and as a result, the industry will become even more knowledge-driven than in the past, making talent attraction, retention and human capital development key sources of competitive advantage.

Highlighted criteria

Economic Dimension

- Antitrust Policy
- Corporate Governance
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Biodiversity
- Climate Strategy
- Operational Eco-Efficiency
- Transport and Logistics

Social Dimension

- Human Capital Development
- Occupational Health & Safety
- Social Reporting
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Siam Cement PCL*	Thailand
RobecoSAM Bronze Class	
Duratex SA**	Brazil
Owens Corning	United States
TOTO Ltd	Japan
Runners up	
Asahi Glass Co Ltd	Japan
CRH PLC	Ireland
Holcim Ltd	Switzerland
Italcementi SpA ¹	Italy

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

¹ This company has been evaluated outside of the regular Dow Jones Sustainability Indexes assessment process

As of October 31, 2012

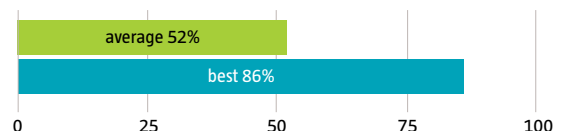
Sector statistics

Number of companies in universe	56
Number of companies assessed by RobecoSAM in 2012	34
Assessed companies to total companies in universe (%)	61
Market capitalization of assessed companies to total market capitalization (%)	79

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	60%	84%	32%
Environmental	44%	93%	33%
Social	53%	84%	35%

Total score





Chemicals

Driving forces

The chemical sector comprises companies that develop, manufacture and distribute specialty and commodity chemicals, plastics, industrial gases, agrochemicals and additives for the healthcare and wellness industries. Innovative process and product developments remain key sector drivers. However, growing awareness of the environmental impact of chemical operations has resulted in legislative and consumer-driven pressure on the industry to adopt more sustainable approaches such as implementing strict emission controls or corporate social responsibility initiatives. Also, new product development requires more sustainable process designs involving (bio) catalyzed reactions and the replacement of traditional solvents and hazardous reagents with renewable materials. Further, new product applications require the implementation of comprehensive product stewardship management systems that include product databases and client training.

Highlighted criteria

Economic Dimension

- Corporate Governance
- Innovation Management
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Climate Strategy
- Environmental Reporting
- Operational Eco-Efficiency
- Product Stewardship

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Akzo Nobel NV*	Netherlands
●	RobecoSAM Silver Class	
	Koninklijke DSM NV	Netherlands
●	RobecoSAM Bronze Class	
	BASF SE	Germany
	Bayer AG	Germany
	Dow Chemical Co	United States
	Praxair Inc	United States
	Runners up	
	Air Products & Chemicals Inc	United States
	Braskem SA**	Brazil
	Clariant AG	Switzerland
	El du Pont de Nemours & Co	United States
	Lanxess AG	Germany
	LG Chem Ltd	South Korea
	Linde AG	Germany
	Solvay SA	Belgium
	Syngenta AG	Switzerland
	Teijin Ltd	Japan
	Umicore SA	Belgium

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

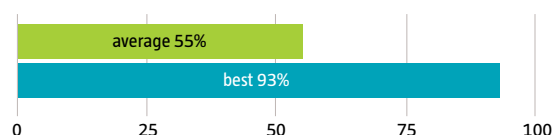
Sector statistics

Number of companies in universe	119
Number of companies assessed by RobecoSAM in 2012	68
Assessed companies to total companies in universe (%)	57
Market capitalization of assessed companies to total market capitalization (%)	83

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	57%	92%	34%
Environmental	52%	94%	35%
Social	56%	92%	31%

Total score





Clothing, Accessories & Footwear

Driving forces

Faced with limited growth in the major developed markets and product categories, companies in the textiles, footwear and accessories sector will need to leverage their strong brand recognition and high level of innovation to expand into new markets and categories. Rapidly changing fashion trends and shorter product cycles not only require innovative marketing strategies, but also sound sourcing models, responsible sourcing and additional transparency on the efficiency and management of the supply chain. The industry continues to face the challenge of integrating environmental considerations into product design and development. Thus, companies must engage with contractors and suppliers on sustainability issues, actively monitor labor practices, and disclose the results of these activities to ensure fair working conditions and protect their reputation and ultimately, their brand and enterprise value.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency
- Product Stewardship

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Adidas AG*	Germany
●	RobecoSAM Bronze Class	
	Christian Dior SA	France
	LVMH Moët Hennessy Louis Vuitton SA	France
	Nike Inc	United States
	Puma SE	Germany
	Runners up	
	Gildan Activewear Inc**	Canada

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

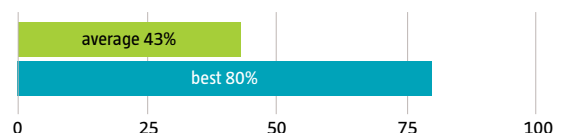
Sector statistics

Number of companies in universe	40
Number of companies assessed by RobecoSAM in 2012	25
Assessed companies to total companies in universe (%)	63
Market capitalization of assessed companies to total market capitalization (%)	80

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	50%	80%	36%
Environmental	32%	90%	24%
Social	44%	80%	40%

Total score





Communication Technology

Driving forces

Constant innovation and a strong intellectual property portfolio are crucial for companies in the communication technology industry. The quick adoption of new “smart” mobile devices with short product life cycles has heightened competition among manufacturers and providers of communication equipment. In addition, mass production of such devices and the increased total energy consumption during their use have sharpened the focus on the environmental performance of devices and equipment over the product’s life cycle. The design of a product must consider the production inputs, energy efficiency during use, and disposal options. Take-back programs, greater modularity, and extended producer responsibility are becoming increasingly relevant. Environmental and social standards for suppliers are key factors as a large share of production is outsourced to emerging economies. The development and use of certain technologies to monitor communication raises questions related to potential violations of the human right to freedom of expression and privacy. As a result, the sector must demonstrate clear standards reflecting its commitment to human rights.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Privacy Protection
- Risk & Crisis Management

Environmental Dimension

- Climate Strategy
- Environmental Policy/Management System
- Hazardous Substances
- Product Stewardship

Social Dimension

- Digital Inclusion
- Human Capital Development
- Labor Practice Indicators and Human Rights
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Alcatel-Lucent SA*	France
RobecoSAM Silver Class	
Nokia OYJ**	Finland
Runners up	
Cisco Systems Inc	United States

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

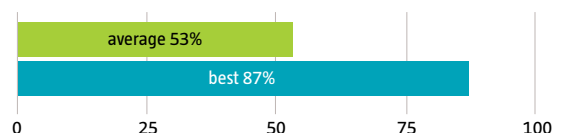
Sector statistics

Number of companies in universe	24
Number of companies assessed by RobecoSAM in 2012	10
Assessed companies to total companies in universe (%)	42
Market capitalization of assessed companies to total market capitalization (%)	86

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	62%	92%	40%
Environmental	47%	92%	31%
Social	48%	80%	29%

Total score





Computer Hardware & Electronic Office Equipment

Driving forces

The technology equipment sector is characterized by disruptive innovations, vertical integration of the supply chain and mass production of electronic equipment. Shorter product life cycles and the ubiquity of electronic devices around the world have resulted in high disposal volumes. To address the issue of electronic waste, product design and sales need to consider energy and material conservation, modularity, take-back programs and extended producer responsibility. Revenue streams can be diversified through a gradual migration from sale to leasing, and from products to the provision of services. For example, by outsourcing data storage to huge datacenters, companies can create new business opportunities while offering customers energy-efficient and cost-effective storage. Effective implementation of environmental standards and monitoring of supplier compliance in areas such as the use of hazardous materials and fair working conditions in emerging economies are particularly relevant for the sector. Finally, information technology can increasingly enable carbon emissions reductions.

Highlighted criteria

- Economic Dimension
 - Corporate Governance
 - Innovation Management
 - Risk & Crisis Management
 - Supply Chain Management
- Environmental Dimension
 - Climate Strategy
 - Environmental Reporting
 - Hazardous Substances
 - Operational Eco-Efficiency
- Social Dimension
 - Digital Inclusion
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Stakeholder Engagement

Sustainability leaders 2013

RobecoSAM Gold Class	
AU Optronics Corp*	Taiwan
Konica Minolta Holdings Inc	Japan
RobecoSAM Bronze Class	
EMC Corp	United States
Fujitsu Ltd	Japan
Hewlett-Packard Co**	United States
Lexmark International Inc	United States
NEC Corp	Japan

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

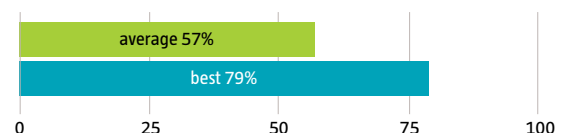
Sector statistics

Number of companies in universe	41
Number of companies assessed by RobecoSAM in 2012	23
Assessed companies to total companies in universe (%)	56
Market capitalization of assessed companies to total market capitalization (%)	93

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	62%	85%	41%
Environmental	58%	87%	30%
Social	50%	71%	29%

Total score





Computer Services & Internet

Driving forces

The IT service sector helps companies run their businesses efficiently through software applications and integration. The use of secure information technology and a rigorously enforced code of conduct covering access to confidential data help protect client privacy. Companies need effective knowledge management and training to attract and retain qualified staff. Leading companies access and share the knowledge base of a global network to create customized solutions. By becoming more transparent, particularly with regard to disclosures of business practices, companies can restore shareholder confidence in their corporate governance. In addition, due to increased outsourcing of IT services to lower cost countries, exceptional quality management is essential. The sector's main environmental impacts stem from its office operations and travel. These can be addressed through recycling and eco-efficiency programs and by substituting travel with conference calls and other collaboration tools. In addition, IT service providers can use information technology applications to help their customers reduce their environmental impact.

Highlighted criteria

- Economic Dimension**
 - Corporate Governance
 - Customer Relationship Management
 - IT Security
 - Privacy Protection
- Environmental Dimension**
 - Climate Strategy
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension**
 - Digital Inclusion
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Wipro Ltd*	India
RobecoSAM Silver Class	
Indra Sistemas SA	Spain
SK C&C Co Ltd	South Korea
RobecoSAM Bronze Class	
Infosys Ltd**	India
Teradata Corp	United States
Runners up	
Tata Consultancy Services Ltd	India

* RobecoSAM Sector Leader
** RobecoSAM Sector Mover

As of October 31, 2012

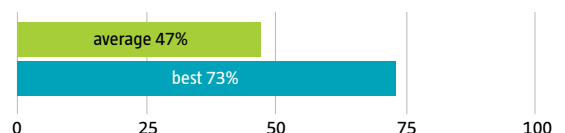
Sector statistics

Number of companies in universe	41
Number of companies assessed by RobecoSAM in 2012	23
Assessed companies to total companies in universe (%)	56
Market capitalization of assessed companies to total market capitalization (%)	88

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	52%	78%	51%
Environmental	43%	85%	21%
Social	39%	65%	28%

Total score





Containers & Packaging

Driving forces

Amid the continuing global downturn, the sector faces various challenges, including stagnating or declining demand in developed markets, higher material, energy and capital costs, and shifts in client and consumer demand. The markets in which these companies operate remain highly competitive, with substantial downward pressure on both prices and operating margins. Some players seek to set themselves apart through innovative products and solutions while moving into emerging markets that offer superior growth potential. At the same time, stakeholders are placing increasing importance on environmental and social performance, as reflected in converging public communication strategies. Leading companies integrate these factors into their growth strategies, continually make improvements and effectively communicate them to their stakeholders. Overall, the sector continues to be characterized by a trend towards improved energy and resource efficiency, innovative solutions and the strengthening of companies' reputation through greater transparency and involvement.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Risk & Crisis Management
 - Supply Chain Management
- Environmental Dimension
 - Climate Strategy
 - Environmental Policy/Management System
 - Operational Eco-Efficiency
 - Product Stewardship
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Social Reporting
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Sonoco Products Co*	United States
	MeadWestvaco Corp	United States
●	RobecoSAM Silver Class	
	Ball Corp**	United States
●	RobecoSAM Bronze Class	
	Amcor Ltd	Australia

* RobecoSAM Sector Leader
** RobecoSAM Sector Mover

As of October 31, 2012

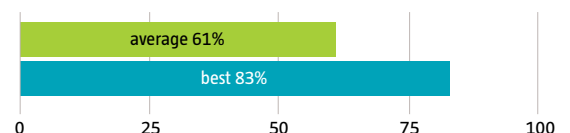
Sector statistics

Number of companies in universe	20
Number of companies assessed by RobecoSAM in 2012	12
Assessed companies to total companies in universe (%)	60
Market capitalization of assessed companies to total market capitalization (%)	77

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	69%	90%	38%
Environmental	57%	87%	31%
Social	55%	79%	31%

Total score





Diversified Industrials

Driving forces

Although sound operational management that considers environmental factors is a key concern for the diversified industrials sector, the industry's main challenges and opportunities are product-related. Important issues include efficiency, safety, hazardous content and disposal and recycling options for products that have reached the end of their lifespan. Innovation and the integration of environmental considerations into product development are key criteria, as outlined by the Eco-Design Framework. In equipment markets, addressing customers' carbon constraints is an important factor in product development. Diversified industrials typically have a global presence that includes emerging markets. To manage the diverse cultural background of their workforce, companies must focus on promoting common corporate values, including policies and compliance systems to prevent corruption and illegal market practices. Health & safety standards must be met at all operational levels. Supply chains extending to emerging markets increase companies' potential exposure to human rights abuses. Finally, stakeholder engagement is a key contributor to long-term success.

Highlighted criteria

- Economic Dimension**
 - Corporate Governance
 - Innovation Management
 - Strategy for Emerging Markets
 - Supply Chain Management
- Environmental Dimension**
 - Climate Strategy
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Water Related Risks
- Social Dimension**
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class

Siemens AG*/** Germany

Runners up

3M Co United States

Eaton Corp United States

General Electric Co United States

Toshiba Corp Japan

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

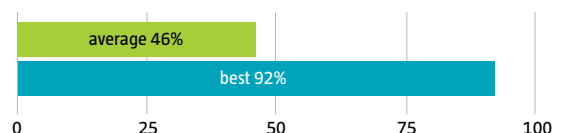
Sector statistics

Number of companies in universe	36
Number of companies assessed by RobecoSAM in 2012	20
Assessed companies to total companies in universe (%)	56
Market capitalization of assessed companies to total market capitalization (%)	80

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	50%	94%	38%
Environmental	41%	96%	31%
Social	47%	88%	31%

Total score





Durable Household Products

Driving forces

Innovation, quality, and branding are key differentiating factors for companies in this sector. In addition, leading companies actively manage safety and environmental issues throughout the product life cycle. Take-back guarantees for used products and customer-oriented services offer interesting opportunities from a business and environmental perspective. Further, consumers increasingly demand products tailored to their specific needs, including a high level of comfort and adaptability, as well as transparent product information and labeling. Brands that successfully manage to integrate the shift toward sustainable consumption and offer attractive solutions in that respect may also emerge as leaders in terms of business model innovation. Additional long-term challenges arise from integrating suppliers into the production chain.

Highlighted criteria

Economic Dimension

- Brand Management
- Codes of Conduct/Compliance
- Corruption & Bribery
- Innovation Management
- Supply Chain Management

Environmental Dimension

- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency
- Product Stewardship

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Social Reporting
- Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Electrolux AB*	Sweden
●	RobecoSAM Bronze Class	
	Stanley Black & Decker Inc**	United States
	Woongjin Coway Co Ltd	South Korea

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

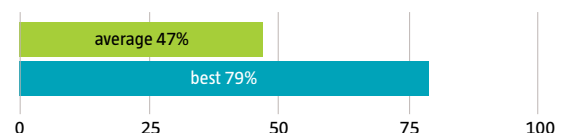
Sector statistics

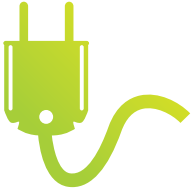
Number of companies in universe	17
Number of companies assessed by RobecoSAM in 2012	13
Assessed companies to total companies in universe (%)	76
Market capitalization of assessed companies to total market capitalization (%)	81

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	52%	85%	46%
Environmental	42%	85%	26%
Social	43%	68%	28%

Total score





Electric Components & Equipment

Driving forces

As providers of high-tech products, companies in this sector rely heavily on their employees' skills, qualifications and training. Companies whose technologies and products are used in the defense sector should brace for increased reputational risks. In the medium term, companies serving the communications and information technology sectors are expected to benefit from balanced growth in these markets, after the significant overcapacity built up over the past years has been absorbed. Advanced industrial equipment providers must also play a key role in developing and providing new products and technologies that focus on energy efficiency as well as various aspects of environmental protection such as testing, measurement and the removal of pollutants.

Highlighted criteria

Economic Dimension

- Corporate Governance
- Customer Relationship Management
- Strategy for Emerging Markets
- Supply Chain Management
- Supply Chain Management

Environmental Dimension

- Climate Strategy
- Environmental Policy/Management System
- Operational Eco-Efficiency
- Product Stewardship

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Lite-On Technology Corp*	Taiwan
RobecoSAM Bronze Class	
Samsung Electro-Mechanics Co Ltd	South Korea
Schneider Electric SA	France
Runners up	
Fuji Electric Co Ltd	Japan
Ibiden Co Ltd	Japan
LG Innotek Co Ltd**	South Korea

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

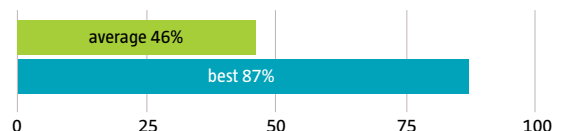
Sector statistics

Number of companies in universe	44
Number of companies assessed by RobecoSAM in 2012	25
Assessed companies to total companies in universe (%)	57
Market capitalization of assessed companies to total market capitalization (%)	81

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	49%	85%	38%
Environmental	43%	90%	31%
Social	46%	89%	31%

Total score





Electricity

Driving forces

The rapid development of renewables in western markets within the last few years is beginning to have a considerable impact on energy markets. Companies must deal with the integration of these new sources into the energy mix, their subsequent impact on electricity prices and the increasingly intermittent use of the thermal plants within the context of weak electricity demand. Enormous efforts are also required to develop and replace an aging grid. Moreover, infrastructure developments must factor in stakeholders' concerns, which can delay the progress of a project. The austerity measures brought about by the financial crisis will also make it more important for companies to offer their clients efficiency enhancements and opportunities to cut their energy consumption while generating additional revenues. In emerging markets, industrialization and urbanization imply a huge need for additional generation capacity.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Market Opportunities
 - Risk & Crisis Management
- Environmental Dimension
 - Climate Strategy
 - Electricity Generation
 - Environmental Reporting
 - Transmission & Distribution
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Iberdrola SA*	Spain
EDP - Energias de Portugal SA	Portugal
Terna Rete Elettrica Nazionale SpA	Italy
RobecoSAM Silver Class	
Cia Energetica de Minas Gerais - CEMIG	Brazil
RobecoSAM Bronze Class	
AGL Energy Ltd	Australia
Endesa SA	Spain
Enel SpA	Italy
Entergy Corp**	United States
Red Electrica Corp SA	Spain
Runners up	
CPFL Energia SA	Brazil
E.ON AG	Germany
Fortum OYJ	Finland
GDF Suez	France
PG&E Corp	United States
Public Service Enterprise Group Inc	United States
RWE AG	Germany
Sempra Energy	United States
Xcel Energy Inc	United States

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

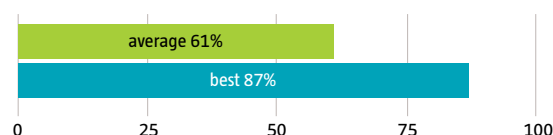
Sector statistics

Number of companies in universe	129
Number of companies assessed by RobecoSAM in 2012	76
Assessed companies to total companies in universe (%)	59
Market capitalization of assessed companies to total market capitalization (%)	83

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	65%	92%	37%
Environmental	54%	89%	34%
Social	63%	93%	29%

Total score





Electronic Equipment

Driving forces

One of the main focuses of electronic equipment providers is to enable their customers to improve efficiency. A number of products from the electronic equipment sector have specific sustainability applications. Providers of control and automation solutions, for example, can tap opportunities resulting from customers' demand for improved energy and carbon efficiency. In addition, increasing safety and quality concerns present opportunities in the area of controls, sensors and testing. Regulatory requirements governing the protection of air, soil and water systems in developed markets as well as in rapidly growing emerging markets are driving the testing equipment, measurement and control technology and pollutant removal equipment markets. Given the mostly oligopolistic market structures, adherence to antitrust regulations is an important issue. Furthermore, as high-tech providers, companies in this sector rely heavily on the knowledge, qualification and training of their employees for their business success. Given the long-term nature of B2B relationships, tools to monitor the quality of client management are also important.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Risk & Crisis Management
 - Supply Chain Management
- Environmental Dimension
 - Climate Strategy
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Product Stewardship
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Delta Electronics Inc*	Taiwan
RobecoSAM Silver Class	
Samsung SDI Co Ltd	South Korea
Runners up	
Hitachi Ltd	Japan
Yokogawa Electric Corp**	Japan

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

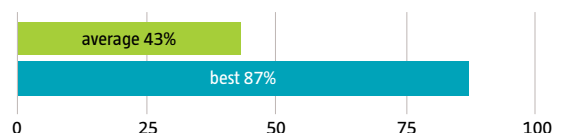
Sector statistics

Number of companies in universe	29
Number of companies assessed by RobecoSAM in 2012	17
Assessed companies to total companies in universe (%)	59
Market capitalization of assessed companies to total market capitalization (%)	82

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	46%	85%	39%
Environmental	36%	93%	31%
Social	44%	84%	30%

Total score





Financial Services

Driving forces

The financial services sector consists of a heterogeneous group of companies such as stock exchanges, asset managers and investment holdings. Accountability and leadership are crucial for building a competitive advantage. Adherence to international best-practice standards in corporate governance, risk management and compliance is essential. Globalization, regulation, demographic shifts and climate change will continue to influence the business environment. Leading companies integrate environmental and social factors into their long-term strategies and performance reviews. A multi-stakeholder-driven approach to developing innovative and prudent financial services and products is essential. Motivated, highly educated and experienced employees are crucial to developing such financial services and products as well as in attracting and retaining clients. Examples include venture capital investments focusing on new technologies that promote the transition to a low-carbon economy or improve resource efficiency, as well as the integration of environmental and social considerations into companies' service portfolios.

Highlighted criteria

- Economic Dimension**
 - Anti-crime Policy/Measures
 - Corporate Governance
 - Customer Relationship Management
 - Risk & Crisis Management
- Environmental Dimension**
 - Business Risks & Opportunities
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension**
 - Controversial Issues, Dilemmas in Lending / Financing
 - Financial Inclusion
 - Labor Practice Indicators and Human Rights
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class

Itausa - Investimentos Itau SA* Brazil

Runners up

3i Group PLC	United Kingdom
African Bank Investments Ltd	South Africa
Daewoo Securities Co Ltd	South Korea
Daiwa Securities Group Inc	Japan
Deutsche Boerse AG	Germany
Grupo de Inversiones Suramericana SA	Colombia
Hong Kong Exchanges and Clearing Ltd	Hong Kong
Investec PLC	United Kingdom
London Stock Exchange Group PLC**	United Kingdom
Man Group PLC	United Kingdom
Morgan Stanley	United States
Northern Trust Corp	United States
NYSE Euronext	United States
Provident Financial PLC	United Kingdom
Redecard SA	Brazil
Samsung Securities Co Ltd	South Korea
State Street Corp	United States
Woori Investment & Securities Co Ltd	South Korea

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

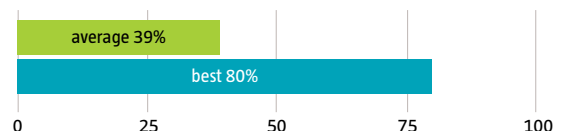
Sector statistics

Number of companies in universe	128
Number of companies assessed by RobecoSAM in 2012	70
Assessed companies to total companies in universe (%)	55
Market capitalization of assessed companies to total market capitalization (%)	84

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	53%	86%	41%
Environmental	27%	69%	24%
Social	32%	79%	35%

Total score





Fixed Line Communications

Driving forces

The fixed-line telecommunications industry operates in a highly competitive environment characterized by a continuously blurred boundary between fixed-line and wireless technology. The industry can significantly improve work habits and lifestyles, resulting in a reduction of travel and transportation and their corresponding environmental and social impacts. In order to remain competitive in a market subject to rapid technological change, companies will need to adopt flexible business models that enable them to integrate new-generation technologies and services, such as voice-over-IP, TV and Internet services into their offering. Careful handling of data is essential as insufficient database and network protection could expose companies to reputational and liability risks, as in case of unauthorized access, for instance. Energy efficiency and state-of-the-art infrastructure remain the sector's key environmental challenges. Providers of low-cost telecommunication solutions that help reduce the digital divide and pursue an emerging markets strategy are optimally positioned for sustainable revenue growth.

Highlighted criteria

Economic Dimension

- Corporate Governance
- Privacy Protection
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Climate Strategy
- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Digital Inclusion
- Human Capital Development
- Impact of Telecommunication Services
- Labor Practice Indicators and Human Rights

Sustainability leaders 2013

RobecoSAM Gold Class	
KT Corp*	South Korea
RobecoSAM Silver Class	
BT Group PLC	United Kingdom
Chunghwa Telecom Co Ltd	Taiwan
Koninklijke KPN NV	Netherlands
Portugal Telecom SGPS SA	Portugal
Telecom Italia SpA	Italy
RobecoSAM Bronze Class	
Swisscom AG**	Switzerland
Telefonica SA	Spain

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

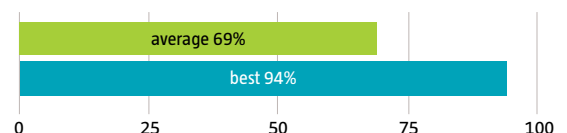
Sector statistics

Number of companies in universe	44
Number of companies assessed by RobecoSAM in 2012	29
Assessed companies to total companies in universe (%)	66
Market capitalization of assessed companies to total market capitalization (%)	89

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	73%	95%	45%
Environmental	61%	94%	19%
Social	68%	93%	36%

Total score





Food & Drug Retailers

Driving forces

The food & drug retail space has always been characterized by intense competition for market share. As a result, the industry has consolidated over the past few years, with interest in M&A continuously high. The shift toward eating at home should continue to favor those that have capitalized on this trend with expanded offerings of private label or store brands that carry higher margins than branded products. The health and wellness trend is also clearly evident as traditional food and drug retailers increase their exposure to natural and organic products and healthier formulations. International sourcing has increased and food retailers need to improve the efficiency and transparency of their supply chains. Drug retailers should become more relevant in managing rising healthcare costs: several key drug patents are set to expire and a wave of generic drugs is expected to hit the market over the next few years, resulting in significant cost savings. Consumers can also benefit from drug retailers' convenient locations and in-store clinics, which offer affordable access to basic care.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Health & Nutrition
- Supply Chain Management

Environmental Dimension

- Environmental Policy/Management System
- Operational Eco-Efficiency
- Packaging
- Raw Material Sourcing

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	J Sainsbury PLC*	United Kingdom
●	RobecoSAM Silver Class	
	Woolworths Ltd	Australia
●	RobecoSAM Bronze Class	
	Casino Guichard Perrachon SA**	France
	Kesko OYJ	Finland
	Runners up	
	Carrefour SA	France
	Delhaize Group SA	Belgium
	Koninklijke Ahold NV	Netherlands

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

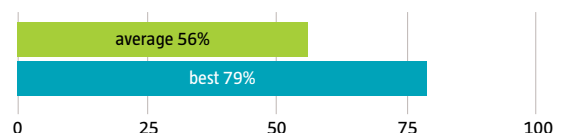
Sector statistics

Number of companies in universe	52
Number of companies assessed by RobecoSAM in 2012	28
Assessed companies to total companies in universe (%)	54
Market capitalization of assessed companies to total market capitalization (%)	80

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	65%	85%	37%
Environmental	49%	78%	32%
Social	52%	78%	31%

Total score





Food Producers

Driving forces

Growth in the food sector will be driven by emerging market consumption, product innovation focusing on health and wellness and rising demand for convenience food in the developed world. Health, wellness and nutrition have emerged as major growth categories and will remain in the spotlight for food manufacturers as more and more consumers become aware of the relationship between diet and health. Strong balance sheets across the industry have resulted in heightened M&A activity and should allow for further industry consolidation. The sector's main challenges include rising raw material prices, which have put pressure on volumes and margins. Effective packaging and supply chain management can help reduce costs as well as ensure food safety, a key concern that highlights the need for quality control and transparency along the supply chain.

Highlighted criteria

- Economic Dimension
 - Corporate Governance
 - Health & Nutrition
 - Strategy for Emerging Markets
 - Supply Chain Management
- Environmental Dimension
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Raw Material Sourcing
 - Water Related Risks
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Unilever NV*	Netherlands
●	RobecoSAM Silver Class	
	Danone SA	France
	Nestle SA	Switzerland
●	RobecoSAM Bronze Class	
	Campbell Soup Co	United States
	ConAgra Foods Inc	United States
	HJ Heinz Co	United States
	Runners up	
	Ajinomoto Co Inc**	Japan
	BRF-Brasil Foods SA	Brazil
	General Mills Inc	United States
	Grupo Nutresa SA	Colombia
	Hershey Co	United States
	Hillshire Brands Co	United States
	Hormel Foods Corp	United States
	Kraft Foods Inc	United States
	Nong Shim Co Ltd	South Korea

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

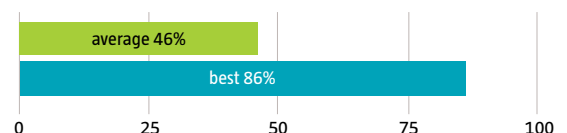
Sector statistics

Number of companies in universe	102
Number of companies assessed by RobecoSAM in 2012	53
Assessed companies to total companies in universe (%)	52
Market capitalization of assessed companies to total market capitalization (%)	86

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	50%	91%	40%
Environmental	41%	89%	29%
Social	44%	82%	31%

Total score





Forestry & Paper

Driving forces

The forestry & paper sector comprises owners and operators of timber tracts, forest tree nurseries and sawmills as well as producers, converters, merchants and distributors of all grades of paper. The main challenge consists of ensuring responsible management of forests and plantations and the responsible sourcing of wood fibers. Certification and chain of custody systems play an important role in gaining customers' trust and loyalty. The use of genetically modified organisms is increasing and poses new challenges that must be addressed to minimize the risk of future liabilities. As paper becomes an even more customized product fulfilling client-specific needs, product innovation and customer focus will move up the corporate agenda. As a result, talent attraction and retention as well as human capital development remain a key source of competitive advantage. Technology-wise, room for considerable improvements in resource efficiency remains, and companies that can introduce new technologies such as enzyme-based processes will secure a competitive advantage.

Highlighted criteria

- Economic Dimension**
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Risk & Crisis Management
 - Supply Chain Management
- Environmental Dimension**
 - Biodiversity
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Sustainable Management of Forests
- Social Dimension**
 - Enabling Local Development
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	UPM-Kymmene OYJ*/**	Finland
●	RobecoSAM Silver Class	
	Fibria Celulose SA	Brazil

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

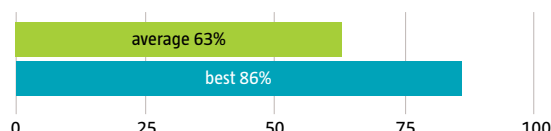
Sector statistics

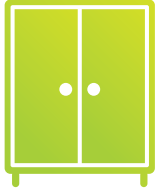
Number of companies in universe	12
Number of companies assessed by RobecoSAM in 2012	9
Assessed companies to total companies in universe (%)	75
Market capitalization of assessed companies to total market capitalization (%)	88

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	64%	85%	27%
Environmental	66%	94%	34%
Social	60%	83%	39%

Total score





Furnishing

Driving forces

Innovation, quality and branding are the key differentiating factors in the furnishing sector. In addition, leading companies actively manage safety and environmental issues throughout the product life cycle. This includes the incorporation of new, innovative and environmentally friendly materials into products as well as take-back and recyclability guarantees for used products. Moreover, consumers increasingly demand products tailored to their needs, including a high level of comfort and adaptability, as well as transparent product information and labeling. The winners in the sector will be pioneers of innovative and environmentally friendly products that profit from a well-managed supply chain and a strong brand.

Highlighted criteria

Economic Dimension

- Brand Management
- Corporate Governance
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency
- Product Stewardship

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Social Reporting
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class

Herman Miller Inc* United States

* RobecoSAM Sector Leader

As of October 31, 2012

Sector statistics

Number of companies in universe	4
Number of companies assessed by RobecoSAM in 2012	4
Assessed companies to total companies in universe (%)	100
Market capitalization of assessed companies to total market capitalization (%)	100

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	44%	67%	46%
Environmental	31%	77%	29%
Social	32%	53%	25%

Total score





Gambling

Driving forces

The gambling sector remains under intense scrutiny from the public and regulators: legal changes, barriers to entry and market deregulation, as well as compliance with anti-crime and money-laundering policies are key issues that affect a company's brand and license to operate. In addition, increased competition from Internet-based platforms has added pressure to traditional physical venues, which is compounded by a contraction in gambling-related tourism and disposable incomes. An increasing focus on new markets and new online platforms to mitigate these demand shifts has raised concerns over online security and restricting under age and compulsive gambling. Industry leaders have profited from their proactive interaction with stakeholders and their commitment to initiatives and policies that help mitigate the negative impact of gambling. Regarding environmental factors, key challenges include the bottom-line effects of energy costs and public attention to the environmental impacts of infrastructure and operations.

Highlighted criteria

Economic Dimension
 – Anti-crime Policy/Measures
 – Brand Management
 – Corporate Governance
 – Risk & Crisis Management

Environmental Dimension
 – Environmental Policy/Management System
 – Environmental Reporting
 – Operational Eco-Efficiency

Social Dimension
 – Promoting Responsible Gaming
 – Social Reporting
 – Stakeholder Engagement
 – Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Tabcorp Holdings Ltd*	Australia
RobecoSAM Silver Class	
Ladbrokes PLC	United Kingdom
Runners up	
Echo Entertainment Group Ltd	Australia

* RobecoSAM Sector Leader

As of October 31, 2012

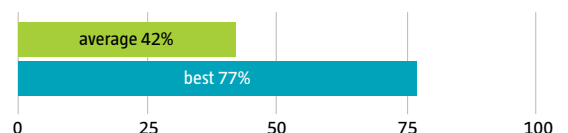
Sector statistics

Number of companies in universe	25
Number of companies assessed by RobecoSAM in 2012	17
Assessed companies to total companies in universe (%)	68
Market capitalization of assessed companies to total market capitalization (%)	83

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	49%	86%	43%
Environmental	26%	68%	16%
Social	41%	76%	41%

Total score





Gas Distribution

Driving forces

Natural gas is the least carbon-intensive fossil fuel and is therefore considered to be an effective alternative to coal as a base- and mid-load fuel, and which can reduce CO₂ emissions, depending on fuel and carbon dioxide prices. The spectacular development of unconventional resources coupled with weak energy demand is already reshaping the gas markets. Supply is increasingly available, leading to infrastructure development, adding flexibility to the system and encouraging increased competition. Gas-fired power generation is therefore expected to increase dramatically. However, gas utilities remain exposed to price volatility, potential opposition to large infrastructure projects and the failure of distribution networks. Changes in gas markets, combined with the effects of the Kyoto Protocol, are also encouraging gas companies to enhance both supply-side and demand-side energy efficiency.

Highlighted criteria

- Economic Dimension**
 - Corporate Governance
 - Customer Relationship Management
 - Market Opportunities
 - Risk & Crisis Management
- Environmental Dimension**
 - Biodiversity
 - Climate Strategy
 - Environmental Reporting
 - Transmission & Distribution
- Social Dimension**
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

● RobecoSAM Gold Class	
Gas Natural SDG SA*	Spain
● RobecoSAM Silver Class	
Enagas SA	Spain
● RobecoSAM Bronze Class	
Snam SpA	Italy
Spectra Energy Corp**	United States

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

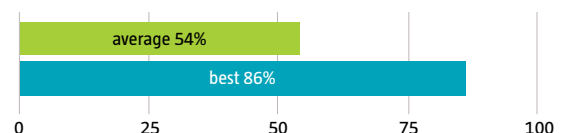
Sector statistics

Number of companies in universe	30
Number of companies assessed by RobecoSAM in 2012	17
Assessed companies to total companies in universe (%)	57
Market capitalization of assessed companies to total market capitalization (%)	79

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	60%	89%	41%
Environmental	45%	83%	28%
Social	55%	89%	31%

Total score





General Retailers

Driving forces

The retail market is still characterized by a continued shift toward multinational conglomerates with global supply and distribution networks, efficient inventory management and wide-scale marketing plans. Successful retailers willing to gain market share continuously develop new ways to analyze customer information and habits to detect buying patterns and implement more responsive and tailored customer relationship management processes. E-commerce, home delivery services and pick-up systems are gaining importance among distribution channels. On an operational level, companies need to address the efficiency of their supply chain management, distribution systems and the use and disposal of packaging. Responsible sourcing has gained significance among various stakeholders, and consumers have shown a willingness to pay a premium for companies that adopt healthy environmental practices. Within this context, retailers must establish long-term relationships with suppliers and provide enhanced transparency on their supply chain management systems in order to minimize reputational risks.

Highlighted criteria

- Economic Dimension
 - Brand Management
 - Corporate Governance
 - Customer Relationship Management
 - Supply Chain Management
- Environmental Dimension
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Packaging
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Stakeholder Engagement
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Lotte Shopping Co Ltd*	South Korea
●	RobecoSAM Bronze Class	
	Inditex SA	Spain
	Runners up	
	Aeon Co Ltd	Japan
	Best Buy Co Inc	United States
	Gap Inc	United States
	Hennes & Mauritz AB	Sweden
	Home Retail Group PLC	United Kingdom
	Kingfisher PLC	United Kingdom
	Marks & Spencer Group PLC	United Kingdom
	Office Depot Inc	United States
	Seven & I Holdings Co Ltd**	Japan
	Staples Inc	United States
	Target Corp	United States
	Wesfarmers Ltd	Australia
	Woolworths Holdings Ltd	South Africa

* RobecoSAM Sector Leader
** RobecoSAM Sector Mover

As of October 31, 2012

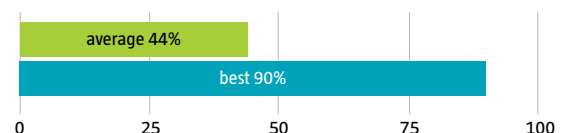
Sector statistics

Number of companies in universe	105
Number of companies assessed by RobecoSAM in 2012	52
Assessed companies to total companies in universe (%)	50
Market capitalization of assessed companies to total market capitalization (%)	82

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	45%	89%	47%
Environmental	43%	93%	24%
Social	42%	89%	29%

Total score





Healthcare Providers

Driving forces

The healthcare sector includes health insurers as well as companies providing healthcare services or products, such as hospitals or consumer goods producers. Aging populations, unhealthy lifestyles in industrialized countries and largely unmet medical needs in developing countries are key trends affecting this sector. Such trends lead to increased use of healthcare services, making them key economic drivers for the sector. However, exploding healthcare costs and the growing divide in healthcare services within population groups or entire nations present major societal challenges that are being tackled through healthcare reform programs worldwide. Leading companies assume an active role in the search for solutions and the creation of effective, sustainable healthcare systems by engaging with all the relevant stakeholder groups. The focus is on preventive medicine and services, better compliance, continuous improvement in customer-oriented services and strategic alliances across traditional business boundaries.

Highlighted criteria

- Economic Dimension**
 - Corporate Governance
 - Customer Relationship Management
 - Risk & Crisis Management
 - Supply Chain Management
- Environmental Dimension**
 - Climate Strategy
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension**
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Service to Patients
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
UnitedHealth Group Inc*	United States
RobecoSAM Bronze Class	
Humana Inc**	United States
Runners up	
Fresenius Medical Care AG & Co KGaA	Germany
Mediclinic International Ltd	South Africa
Quest Diagnostics Inc	United States

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

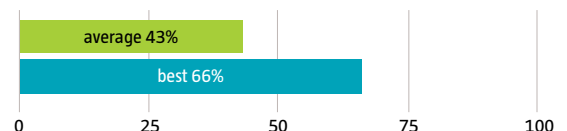
Sector statistics

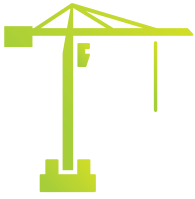
Number of companies in universe	36
Number of companies assessed by RobecoSAM in 2012	15
Assessed companies to total companies in universe (%)	42
Market capitalization of assessed companies to total market capitalization (%)	73

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	53%	73%	38%
Environmental	30%	68%	14%
Social	39%	72%	48%

Total score





Heavy Construction

Driving forces

The heavy construction sector includes companies engaged in the construction of infrastructure, commercial and residential buildings. The construction industry consumes resources on a massive scale to create the infrastructure and built environment. Companies are increasingly challenged by issues in areas such as operational health & safety, energy efficiency and the responsible use of resources. Resource efficiency is not limited only to compliance with legal requirements, but also includes the active promotion of measures to reduce resource depletion. In a resource-constrained world, establishing a reputation as resource-conscious company represents a competitive advantage. Given increasing infrastructure spending in emerging markets, a company's ability to establish itself as a preferred contractor also depends on its ability to handle and avoid reputational risks associated with antitrust and bribery cases. This means that the establishment and implementation of rigorous codes of conduct will be a key success factor, particularly in emerging markets.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Building Materials
- Environmental Reporting
- Operational Eco-Efficiency
- Resource Conservation and Resource Efficiency

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
GS Engineering & Construction Corp*	South Korea
Hyundai Engineering & Construction Co Ltd	South Korea
RobecoSAM Bronze Class	
Acciona SA	Spain
Ferrovial SA	Spain
Runners up	
ACS Actividades de Construccion y Servicios SA	Spain
Balfour Beatty PLC**	United Kingdom
Daelim Industrial Co Ltd	South Korea
Fomento de Construcciones y Contratas SA	Spain
Hochtief AG	Germany

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

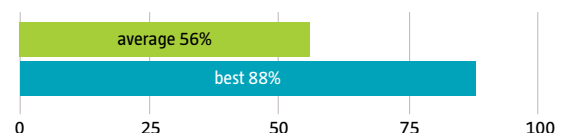
Sector statistics

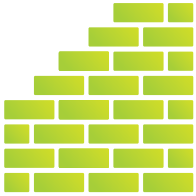
Number of companies in universe	62
Number of companies assessed by RobecoSAM in 2012	42
Assessed companies to total companies in universe (%)	68
Market capitalization of assessed companies to total market capitalization (%)	77

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	61%	85%	30%
Environmental	53%	93%	38%
Social	53%	87%	32%

Total score





Home Construction

Driving forces

Growth in the home construction sector is driven largely by external factors such as interest rates and general economic conditions. In addition, price pressures and tighter regulations remain constant challenges for the sector.

Companies must ensure that construction processes are run efficiently and in an environmentally friendly manner. This includes avoiding the use of harmful substances and increased recycling of generated waste. Companies that respond well to new technology developments such as low-energy, passive and plus-energy buildings are likely to remain at the forefront of the industry following increasing legislative pressure in the energy efficiency area. Commuting time, local amenities, green space, and energy conservation are all subjects that need to be addressed in the early planning processes of property development. Occupational health & safety risks are high, requiring strict management practices to reduce the injury rate among employees and external contractors.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Building Materials
- Environmental Policy/Management System
- Operational Eco-Efficiency
- Resource Conservation and Resource Efficiency

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Social Reporting

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Sumitomo Forestry Co Ltd*/**	Japan
●	RobecoSAM Bronze Class	
	Sekisui Chemical Co Ltd	Japan

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

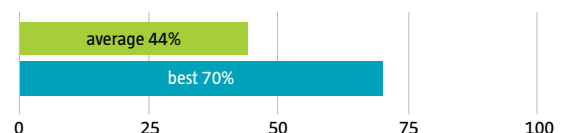
Sector statistics

Number of companies in universe	15
Number of companies assessed by RobecoSAM in 2012	11
Assessed companies to total companies in universe (%)	73
Market capitalization of assessed companies to total market capitalization (%)	77

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	55%	72%	27%
Environmental	49%	84%	36%
Social	31%	65%	37%

Total score



Hotels, Restaurants, Bars & Recreational Services



Driving forces

The key sustainability factors for the hotels, restaurants, bars & recreational services sector are linked to its employees, who drive the business and are the face of the company toward its customers. This makes it indispensable for companies to employ progressive human resource policies that include talent attraction & retention, human capital development, occupational health & safety as well as the adoption of group-wide ethical principles that cover the entire supply chain. Strong brand management and customer relationship strategies that address sustainability issues arising from changing customer demands are differentiating factors. Environmental considerations such as energy and water consumption are critical to companies' operations and create new opportunities for cost-savings. Local product sourcing and an enhanced product offering are required to address supply chain issues and shifting customer preferences and societal needs.

Highlighted criteria

- Economic Dimension**
 - Brand Management
 - Corporate Governance
 - Food Safety
 - Supply Chain Management
- Environmental Dimension**
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension**
 - Healthy Living
 - Labor Practice Indicators and Human Rights
 - Local Impact of Business Operations
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Sodexo*/**	France
RobecoSAM Silver Class	
Compass Group PLC	United Kingdom
RobecoSAM Bronze Class	
Accor SA	France
Runners up	
McDonald's Corp	United States
Starbucks Corp	United States

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

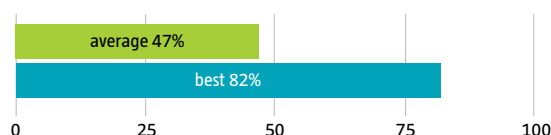
Sector statistics

Number of companies in universe	35
Number of companies assessed by RobecoSAM in 2012	20
Assessed companies to total companies in universe (%)	57
Market capitalization of assessed companies to total market capitalization (%)	82

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	57%	84%	36%
Environmental	31%	85%	19%
Social	45%	81%	45%

Total score





Industrial Engineering

Driving forces

Population growth and urbanization are creating sustained demand for fixed investment, particularly in emerging markets, which will be home to 85% of the world's population by 2050. The main sustainability challenges and opportunities in the industrial equipment sector are associated with the use of products. Increasing resource scarcity is spurring the need for improved resource efficiency, and more specifically, energy and water efficiency, particularly in water-intensive industries such as agriculture or mining. Leading companies are increasingly focusing on product innovations and use life cycle analysis to capitalize on customers' potential savings throughout the life span of the equipment. Wage increases, safety concerns and quality issues are also driving the progressive mechanization and automation of manufacturing processes. Supply chains extending to emerging markets increase companies' potential exposure to human rights abuses and occupational health & safety issues. Sector leaders actively manage these risks as an integral component of their supply chain management.

Highlighted criteria

- Economic Dimension**
 - Corporate Governance
 - Innovation Management
 - Strategy for Emerging Markets
 - Supply Chain Management
- Environmental Dimension**
 - Climate Strategy
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Water Related Risks
- Social Dimension**
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Fiat Industrial SpA*	Italy
●	RobecoSAM Bronze Class	
	Atlas Copco AB	Sweden
	Ingersoll-Rand PLC	United States
	MAN SE	Germany
	Runners up	
	ABB Ltd	Switzerland
	Alstom SA	France
	Caterpillar Inc	United States
	Cummins Inc	United States
	Daikin Industries Ltd	Japan
	IMI PLC	United Kingdom
	Komatsu Ltd	Japan
	Metso OYJ	Finland
	Outotec OYJ**	Finland
	Samsung Heavy Industries Co Ltd	South Korea
	SKF AB	Sweden
	Sulzer AG	Switzerland
	Volvo AB	Sweden
	Xylem Inc	United States

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

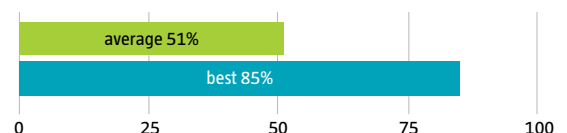
Sector statistics

Number of companies in universe	120
Number of companies assessed by RobecoSAM in 2012	59
Assessed companies to total companies in universe (%)	49
Market capitalization of assessed companies to total market capitalization (%)	76

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	55%	87%	38%
Environmental	48%	83%	31%
Social	51%	88%	31%

Total score





Industrial Transportation

Driving forces

The industrial transportation sector facilitates trade and promotes economic development and efficiency gains. Trade routes constantly change in response to shifting global supply/demand dynamics. Therefore, flexibility is a key success factor for companies involved in long-distance transportation. Efficiency – both from a cost and time perspective – is a critical contributor to companies' competitive advantage, which is increasingly achieved through standardization (e.g. containerization), inter-modal transport and IT-supported logistics. Fuel efficiency is becoming equally important, particularly for companies that own their own vehicle fleets. Additionally, companies seek to minimize the carbon footprint associated with transportation, as customers are increasingly mindful of the environmental impact of their supply chain. For companies operating local transportation hubs such as airports and seaports, stakeholder engagement and good relationships with local communities is a pre-requisite for maintaining their license to operate.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Climate Strategy
- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Stakeholder Engagement
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
PostNL NV*	Netherlands
RobecoSAM Silver Class	
Atlantia SpA	Italy
Canadian National Railway Co**	Canada
TNT Express NV	Netherlands
RobecoSAM Bronze Class	
Deutsche Post AG	Germany
Fraport AG Frankfurt Airport Services Worldwide	Germany
Nippon Yusen KK	Japan
Royal Mail Group Ltd ¹	United Kingdom
Transurban Group	Australia
United Parcel Service Inc	United States
Runners up	
Abertis Infraestructuras SA	Spain

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

¹ This company has been evaluated outside of the regular Dow Jones Sustainability Indexes assessment process

As of October 31, 2012

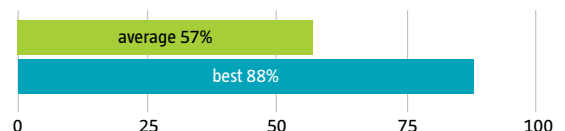
Sector statistics

Number of companies in universe	76
Number of companies assessed by RobecoSAM in 2012	41
Assessed companies to total companies in universe (%)	54
Market capitalization of assessed companies to total market capitalization (%)	81

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	58%	90%	29%
Environmental	57%	94%	28%
Social	56%	89%	43%

Total score





Insurance

Driving forces

Insurance is all about managing risk. Products and services offered by the insurance sector include liability, life and health insurance, as well as reinsurance and financial services. Because insurers rely on motivated, highly qualified and experienced employees to develop innovative products, attract and retain clients, they must invest in employee relations, remuneration systems and knowledge management. Climate change and resource scarcity have become important issues as natural disasters and relatively small events resulting from extreme weather conditions have well-known consequences for the insurance industry. Other issues include changing demographics, obesity, and other new health risks. Moreover, liability cases show that the insurance sector is closely tied to other economic sectors and dependent on the political decision-making process.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Customer Relationship Management
- Risk & Crisis Management

Environmental Dimension

- Business Risks & Opportunities
- Environmental Reporting
- Operational Eco-Efficiency
- Risk Detection

Social Dimension

- Financial Inclusion
- Human Capital Development
- Labor Practice Indicators and Human Rights
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Swiss Re AG*	Switzerland
RobecoSAM Silver Class	
Aegon NV	Netherlands
Allianz SE	Germany
Aviva PLC	United Kingdom
Munich Re AG	Germany
Samsung Life Insurance Co Ltd**	South Korea
RobecoSAM Bronze Class	
Delta Lloyd NV	Netherlands
Dongbu Insurance Co Ltd	South Korea
Mapfre SA	Spain
NKSJ Holdings Inc	Japan
Storebrand ASA	Norway
Tokio Marine Holdings Inc	Japan
Runners up	
AXA SA	France
ING Groep NV	Netherlands
Insurance Australia Group Ltd	Australia
Legal & General Group PLC	United Kingdom
Standard Life PLC	United Kingdom
Zurich Insurance Group AG	Switzerland

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

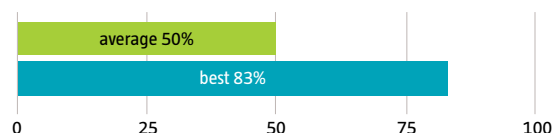
Sector statistics

Number of companies in universe	126
Number of companies assessed by RobecoSAM in 2012	67
Assessed companies to total companies in universe (%)	53
Market capitalization of assessed companies to total market capitalization (%)	81

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	61%	86%	37%
Environmental	46%	92%	29%
Social	41%	81%	34%

Total score





Leisure Goods

Driving forces

The sector's key drivers include product differentiation, quality, time-to-market, and brand management. As a result, companies must focus on innovation and R&D to maintain their competitiveness in the rapidly changing electronics and entertainment markets where new products tend to become commoditized after a certain amount of time on the market. Leading companies address the challenges of developing new technologies and the need to provide ever-changing and more integrated product ranges by entering into strategic alliances and outsourcing operations. Supply chain management that integrates environmental and social considerations is increasingly important for minimizing economic, social and reputational risks. Thus, companies must pay increasing attention to working conditions, particularly with regard to suppliers and subcontractors in developing countries. Environmental challenges arise throughout the product life span, requiring life cycle analysis, which includes product modularity, avoiding the use of toxic substances in both manufacturing processes and products, energy efficient products and effective take-back programs for the disposal of obsolete products.

Highlighted criteria

- Economic Dimension
 - Brand Management
 - Corporate Governance
 - Customer Relationship Management
 - Supply Chain Management
- Environmental Dimension
 - Climate Strategy
 - Environmental Reporting
 - Hazardous Substances
 - Product Stewardship
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Stakeholder Engagement
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Koninklijke Philips Electronics NV*	Netherlands
●	RobecoSAM Bronze Class	
	LG Electronics Inc**	South Korea
	Panasonic Corp	Japan

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

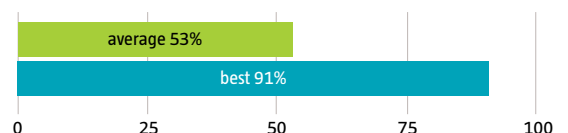
Sector statistics

Number of companies in universe	26
Number of companies assessed by RobecoSAM in 2012	17
Assessed companies to total companies in universe (%)	65
Market capitalization of assessed companies to total market capitalization (%)	82

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	54%	95%	42%
Environmental	48%	93%	30%
Social	55%	88%	28%

Total score





Media

Driving forces

The heterogeneous and competitive publishing sector is experiencing a major shift towards the digitization and electronic presentation of content. Media companies that embrace this shift and increase their revenue streams from online market segments will emerge as sector leaders. The use of new technologies, coupled with innovative thinking, content and channel management are important to tapping new markets and creating new business opportunities. Companies that consistently invest in retaining a talented, creative and motivated workforce while producing and continuously replenishing unique, valuable publishing content have led the sector. Rising literacy rates in developing countries offer the media industry a huge market with strong growth potential over the coming years. Social factors such as anti-discrimination policies for the workforce and cultural sensitivity toward clients and communities remain at the center of public attention and scrutiny. Given media companies' power to shape public opinion, accountability, transparency and ethical advertising approaches are also important factors.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Independence of Content
- Online Risks & Opportunities

Environmental Dimension

- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Labor Practice Indicators and Human Rights
- Responsibility of Content
- Social Reporting
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class

Telenet Group Holding NV*	Belgium
Pearson PLC	United Kingdom

RobecoSAM Bronze Class

British Sky Broadcasting Group PLC	United Kingdom
------------------------------------	----------------

Runners up

Dai Nippon Printing Co Ltd	Japan
ITV PLC	United Kingdom
Liberty Global Inc**	United States
McGraw-Hill Cos Inc	United States
Modern Times Group AB	Sweden
Reed Elsevier PLC	United Kingdom
Societe Television Francaise 1	France
Wolters Kluwer NV	Netherlands
WPP PLC	United Kingdom

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

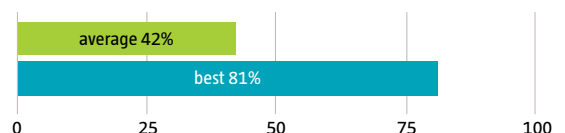
Sector statistics

Number of companies in universe	83
Number of companies assessed by RobecoSAM in 2012	41
Assessed companies to total companies in universe (%)	49
Market capitalization of assessed companies to total market capitalization (%)	80

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	47%	83%	44%
Environmental	35%	88%	16%
Social	40%	82%	40%

Total score





Medical Products

Driving forces

The medical equipment and service industry develops medical devices such as orthopedic implants and cardiovascular devices, as well as medical supplies, instruments and equipment. The industry plays a critical role in improving the quality of life for patients with chronic diseases by facilitating the detection and effective treatment of certain chronic conditions. Product and service quality, safety management and close relationships with different stakeholders such as physicians, payers and patients, are key to ensuring successful product commercialization and maintaining a social license to operate. Similar to other healthcare industries, the sector has also been affected by healthcare reforms that affect pricing, reimbursement and utilization. On the other hand, efforts to broaden healthcare coverage in emerging markets coupled with rising income levels create new growth opportunities for the industry. Sustainable companies focus on developing highly differentiated products and on demonstrating their clinical and economic value. Moreover, they adopt consistent, value- and stakeholder-oriented corporate strategies and governance systems based on effective human and intellectual capital management and a transparent reporting framework.

Highlighted criteria

- Economic Dimension
 - Corporate Governance
 - Innovation Management
 - Marketing Practices
 - Risk & Crisis Management
- Environmental Dimension
 - Climate Strategy
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension
 - Health Outcome Contribution
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Stakeholder Engagement

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Baxter International Inc*	United States
●	RobecoSAM Silver Class	
	Medtronic Inc	United States
●	RobecoSAM Bronze Class	
	Smith & Nephew PLC	United Kingdom
	Runners up	
	Becton Dickinson and Co	United States
	Coloplast A/S	Denmark
	Elekta AB	Sweden
	Systemex Corp**	Japan

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

Sector statistics

Number of companies in universe	49
Number of companies assessed by RobecoSAM in 2012	28
Assessed companies to total companies in universe (%)	57
Market capitalization of assessed companies to total market capitalization (%)	81

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	45%	74%	44%
Environmental	34%	81%	10%
Social	29%	61%	46%

Total score





Mining

Driving forces

The main sustainability issue facing the mining industry is that of declining ore grades, which implies that over time, more mineral ore will need to be extracted and processed in order to produce the same amount of metal. This is likely to exacerbate many of the environmental and social issues facing the mining & metals industry going forward. Prominent environmental issues include mineral waste management as well as the management of key inputs such as energy and water. Social issues mainly center on occupational health & safety as well as general labor conditions. Issues such as land rights, population relocations, the use of private security forces to protect mining assets, and mine closures also remain controversial. Finally, and similarly to other extractive industries, the mining space is particularly susceptible to corruption, bribery, and other breaches of codes of conduct.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management
- Transparency

Environmental Dimension

- Climate Strategy
- Environmental Reporting
- Mineral Waste Management
- Operational Eco-Efficiency

Social Dimension

- Enabling Local Development
- Human Capital Development
- Occupational Health & Safety
- Social Impacts on Communities

Sustainability leaders 2013

RobecoSAM Gold Class	
Anglo American PLC*	United Kingdom
Teck Resources Ltd	Canada
RobecoSAM Silver Class	
Barrick Gold Corp	Canada
Gold Fields Ltd	South Africa
Xstrata PLC	United Kingdom
RobecoSAM Bronze Class	
BHP Billiton Ltd	Australia
Newmont Mining Corp	United States
Rio Tinto PLC	United Kingdom
Runners up	
Agnico-Eagle Mines Ltd	Canada
Anglo American Platinum Ltd	South Africa
AngloGold Ashanti Ltd	South Africa
Eramet	France
Freeport-McMoRan Copper & Gold Inc	United States
Fresnillo PLC	United Kingdom
Glencore International PLC	United Kingdom
Goldcorp Inc**	Canada
HudBay Minerals Inc	Canada
Inmet Mining Corp	Canada
Kinross Gold Corp	Canada

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

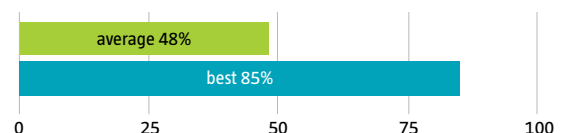
Sector statistics

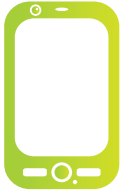
Number of companies in universe	144
Number of companies assessed by RobecoSAM in 2012	68
Assessed companies to total companies in universe (%)	47
Market capitalization of assessed companies to total market capitalization (%)	84

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	58%	91%	25%
Environmental	39%	83%	38%
Social	50%	90%	37%

Total score





Mobile Telecommunications

Driving forces

The mobile telecommunications sector has capitalized on the growth path set by growing market penetration of mobile devices and substantial technological advances in wireless computing. Customer-driven price pressure is a growing challenge. Key success factors include innovation, operational excellence, coherent service portfolios as well as a well-defined brand strategy capable of creating a competitive edge in a fast-moving market environment. Network and capacity management strategies must accommodate for growing traffic. Careful handling of information is essential as insufficient database and network protection could expose companies to reputational and liability risks, in cases of unauthorized access to customer data, for instance. The ability to provide customized services based on stable multi-purpose equipment is emerging as a key differentiator. Efforts to bridge the digital divide have to be supported by seizing investment opportunities in emerging countries.

Highlighted criteria

- Economic Dimension**
 - Corporate Governance
 - Customer Relationship Management
 - Privacy Protection
 - Risk & Crisis Management
- Environmental Dimension**
 - Climate Strategy
 - Electromagnetic Fields
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension**
 - Digital Inclusion
 - Impact of Telecommunication Services
 - Labor Practice Indicators and Human Rights
 - Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
SK Telecom Co Ltd*	South Korea
RobecoSAM Bronze Class	
Deutsche Telekom AG	Germany
Telenor ASA**	Norway
Runners up	
China Mobile Ltd	China
NTT DOCOMO Inc	Japan
Sprint Nextel Corp	United States
Vodafone Group PLC	United Kingdom

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

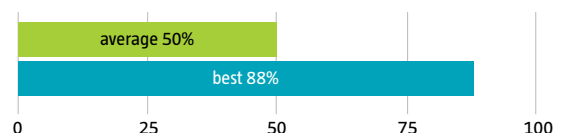
Sector statistics

Number of companies in universe	48
Number of companies assessed by RobecoSAM in 2012	27
Assessed companies to total companies in universe (%)	56
Market capitalization of assessed companies to total market capitalization (%)	88

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	57%	86%	45%
Environmental	36%	93%	19%
Social	48%	88%	36%

Total score





Nondurable Household Products

Driving forces

Producers of nondurable household products operate in a multi-brand environment in which the competitive landscape is driven by strong product brands and innovative capabilities. Because they come into direct or indirect contact with the human body and end up in the natural environment, nondurable household products must be proven to be safe for human health and the environment. Product safety concerns increasingly influence new regulations but also drive new product innovations and reformulations. The changing regulatory environment also has an impact on production and operating costs through restrictions on emissions, energy consumption and water use. In addition, a sound strategy for engagement in emerging markets has been a key success factor for companies in this sector. In order to remain successful, companies must adapt their product development and marketing strategies to the specific demands of these markets, and focus on providing value-adding products on a sufficiently small scale and at affordable prices.

Highlighted criteria

- Economic Dimension
 - Corporate Governance
 - Innovation Management
 - Strategy for Emerging Markets
 - Supply Chain Management
- Environmental Dimension
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Product Stewardship
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Henkel AG & Co KGaA*	Germany
●	RobecoSAM Bronze Class	
	Reckitt Benckiser Group PLC**	United Kingdom

* RobecoSAM Sector Leader
** RobecoSAM Sector Mover

As of October 31, 2012

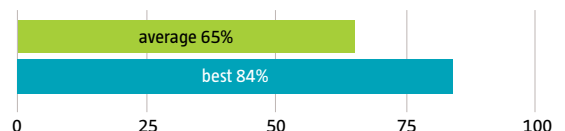
Sector statistics

Number of companies in universe	9
Number of companies assessed by RobecoSAM in 2012	5
Assessed companies to total companies in universe (%)	56
Market capitalization of assessed companies to total market capitalization (%)	93

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	69%	91%	47%
Environmental	64%	85%	21%
Social	61%	76%	32%

Total score





Oil & Gas Producers

Driving forces

Oil and gas companies' ability to sustain long-term value creation will depend on access to next-generation assets. Companies are struggling with increasing exploration and development costs stemming from smaller reserves with complex geology in deeper waters, rising taxes, increasing dependence on countries with high political risks, and mounting costs of oil services and manpower. As a result, keeping the cost base down will be crucial for the industry. As exploration moves to remote and environmentally sensitive locations, environmental, health & safety excellence, coupled with progressive management of social issues will remain important aspects of energy companies' long-term profitability. As for environmental issues, the carbon challenge continues to top the agenda. Active corporate strategies that seek out related business opportunities and mitigate carbon risks will be critical to securing companies' future competitiveness. As poorer countries with weaker governance increasingly dominate new reserve discoveries, engagement with local communities should gain importance as an important component of sustainable risk management.

Highlighted criteria

- Economic Dimension**
 - Corporate Governance
 - Exploration & Production
 - Gas Portfolio
 - Risk & Crisis Management
- Environmental Dimension**
 - Biodiversity
 - Climate Strategy
 - Environmental Reporting
 - Releases to the Environment
- Social Dimension**
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Social Impacts on Communities
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Repsol SA*	Spain
●	RobecoSAM Silver Class	
	BG Group PLC	United Kingdom
	Eni SpA	Italy
	Galp Energia SGPS SA**	Portugal
●	RobecoSAM Bronze Class	
	Ecopetrol SA	Colombia
	Santos Ltd	Australia
	Total SA	France
	Woodside Petroleum Ltd	Australia
	Runners up	
	Cenovus Energy Inc	Canada
	Encana Corp	Canada
	MOL Hungarian Oil and Gas PLC	Hungary
	Neste Oil OYJ	Finland
	Nexen Inc	Canada
	Petroleo Brasileiro SA	Brazil
	PTT PCL	Thailand
	Sasol Ltd	South Africa
	S-Oil Corp	South Korea
	Statoil ASA	Norway
	Suncor Energy Inc	Canada
	Thai Oil PCL	Thailand

* RobecoSAM Sector Leader
** RobecoSAM Sector Mover

As of October 31, 2012

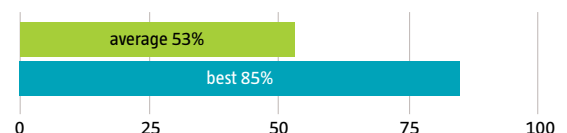
Sector statistics

Number of companies in universe	146
Number of companies assessed by RobecoSAM in 2012	73
Assessed companies to total companies in universe (%)	50
Market capitalization of assessed companies to total market capitalization (%)	87

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	61%	83%	42%
Environmental	41%	91%	27%
Social	51%	91%	31%

Total score





Oil Equipment & Services

Driving forces

As subcontractors to the oil and gas majors and independent exploration and production (E&P) groups, equipment and service companies must adhere to the strictest environmental, health & safety (EHS) standards in order to win contracts. Given concerns over reputational risk in the exploration and production sector, these companies are by default safeguarding the brand of the majors. As a result, EHS excellence and the responsible management of social and political issues in highly sensitive areas represent critical success factors. Technological innovation drives the profitability of drilling companies as advanced seismic and deep-water technologies become the new frontiers against a backdrop of increasingly smaller and less accessible oil fields. The sector continues to be challenged on the human resources front, with an aging workforce and an insufficient number of newly trained and qualified petroleum-related graduates. The boom-and-bust patterns that have characterized the sector in the past have prompted many trained engineers to leave the sector. As a result, with order books at record highs, a shortage of engineers remains a real challenge.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Risk & Crisis Management
 - Supply Chain Management
- Environmental Dimension
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Releases to the Environment
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Stakeholder Engagement

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	AMEC PLC*	United Kingdom
●	RobecoSAM Silver Class	
	Halliburton Co	United States
	Schlumberger Ltd	United States
●	RobecoSAM Bronze Class	
	Technip SA	France
	Runners up	
	Baker Hughes Inc**	United States
	Cie Generale de Geophysique - Veritas	France
	SBM Offshore NV	Netherlands
	SembCorp Industries Ltd	Singapore

* RobecoSAM Sector Leader
** RobecoSAM Sector Mover

As of October 31, 2012

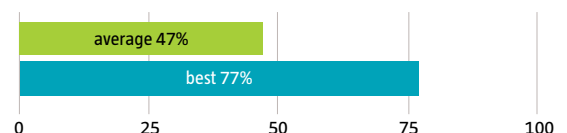
Sector statistics

Number of companies in universe	54
Number of companies assessed by RobecoSAM in 2012	23
Assessed companies to total companies in universe (%)	43
Market capitalization of assessed companies to total market capitalization (%)	78

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	63%	82%	35%
Environmental	27%	81%	26%
Social	45%	78%	39%

Total score





Personal Products

Driving forces

Personal products companies operate in a multi-brand environment whose competitive landscape is shaped by strong brands and high innovation capabilities. Concerns over product safety increasingly influence new regulations and drive responsible sourcing, new product innovations and reformulations. The changing regulatory environment also has an impact on production and operating costs through restrictions on emissions, energy consumption and water use. The pricing strategy of the personal products companies must be flexible enough to adapt to the different market environments in both the developed world and emerging markets. Faced with price volatility of raw materials, companies must to optimize their cost structures without compromising on marketing spending and brand strategies. To successfully gain and maintain market share in the emerging markets, companies must offer affordable products adapted to local needs and tastes.

Highlighted criteria

Economic Dimension

- Corporate Governance
- Innovation Management
- Strategy for Emerging Markets
- Supply Chain Management

Environmental Dimension

- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency
- Product Stewardship

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Amorepacific Corp*	South Korea
●	RobecoSAM Silver Class	
	Colgate-Palmolive Co	United States
●	RobecoSAM Bronze Class	
	Kimberly-Clark Corp	United States
	LG Household & Health Care Ltd	South Korea
	Svenska Cellulosa AB**	Sweden

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

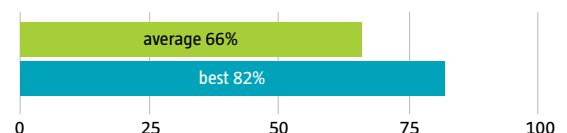
Sector statistics

Number of companies in universe	23
Number of companies assessed by RobecoSAM in 2012	12
Assessed companies to total companies in universe (%)	52
Market capitalization of assessed companies to total market capitalization (%)	80

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	67%	87%	47%
Environmental	69%	87%	21%
Social	63%	81%	32%

Total score



Pharmaceuticals



Driving forces

The innovation-driven pharmaceutical industry relies on the development of novel drugs with high sales potential. Despite large investments in R&D, the industry has experienced declining R&D productivity over the last decade, resulting in limited pipelines. Further, following patent expirations for many of their blockbuster products, many companies have lost or are losing revenues to competition from generics. Exploding healthcare costs have driven resource-constrained governments to cut healthcare budgets, putting pressure on drug pricing. In addition, payers are increasingly evaluating the cost-effectiveness and cost-benefits of pharmaceutical products to determine pricing and reimbursement decisions. To return to growth, preserve profitability and generate higher returns, pharmaceutical companies must employ effective innovation management to focus on developing innovative drugs that address unmet medical needs. Key challenges include the clinical and cost effectiveness of drugs, patient access to and compliance with therapeutic treatments, as well as changing distribution models. In addition, pharmaceutical companies also face ethical discussions related to marketing practices, drug safety and quality, and pharmacogenomics.

Highlighted criteria

Economic Dimension

- Corporate Governance
- Innovation Management
- Marketing Practices
- Supply Chain Management

Environmental Dimension

- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Addressing Cost Burden
- Health Outcome Contribution
- Strategy to Improve Access to Drugs or Products
- Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Roche Holding AG*	Switzerland
●	RobecoSAM Silver Class	
	AstraZeneca PLC	United Kingdom
	Novo Nordisk A/S**	Denmark
●	RobecoSAM Bronze Class	
	Novartis AG	Switzerland
	Runners up	
	Abbott Laboratories	United States
	Allergan Inc	United States
	Bristol-Myers Squibb Co	United States
	GlaxoSmithKline PLC	United Kingdom
	Johnson & Johnson	United States
	Merck & Co Inc	United States
	Sanofi	France

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

Sector statistics

Number of companies in universe	77
Number of companies assessed by RobecoSAM in 2012	37
Assessed companies to total companies in universe (%)	48
Market capitalization of assessed companies to total market capitalization (%)	88

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	52%	87%	44%
Environmental	50%	89%	10%
Social	44%	89%	46%

Total score





Pipelines

Driving forces

The need to transport energy – both fossil fuels and renewables – from politically and environmentally sensitive areas to demand-intensive geographic regions is driving value creation in the pipeline sector. To minimize future environmental costs, pipeline companies need to adopt state-of-the-art management systems to prevent leakages and emissions along their pipelines, supported by modern risk and crisis management systems. Moreover, the security of pipeline systems is vital to ensuring a constant energy supply from politically sensitive regions. As a result, human rights issues and stakeholder communication are becoming increasingly important in planning and operating pipelines in emerging economies. By adopting a progressive community relations management system, pipeline companies can reduce their exposure to human rights risks and cut their operating costs, thereby gaining a sustainable competitive advantage.

Highlighted criteria

- Economic Dimension**
 - Corporate Governance
 - Customer Relationship Management
 - Diversification
 - Risk & Crisis Management
- Environmental Dimension**
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Releases to the Environment
- Social Dimension**
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Social Impacts on Communities
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Enbridge Inc*/**	Canada
●	RobecoSAM Silver Class	
	TransCanada Corp	Canada

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

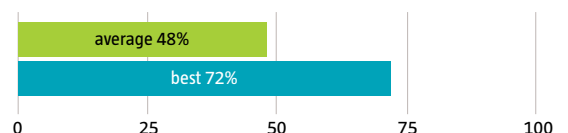
Sector statistics

Number of companies in universe	9
Number of companies assessed by RobecoSAM in 2012	5
Assessed companies to total companies in universe (%)	56
Market capitalization of assessed companies to total market capitalization (%)	77

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	61%	82%	38%
Environmental	35%	71%	24%
Social	44%	75%	38%

Total score





Real Estate

Driving forces

The real estate industry is a heterogeneous sector comprising developers and maintenance professionals as well as residential and commercial property managers and investors. Climate change and energy efficiency are of great importance for this sector. Rising energy costs have made the amount of operational energy used in buildings a crucial factor in determining their attractiveness. Low-energy buildings that use innovative materials reduce the impact of volatile energy prices on the cost of management and ownership of a property. This results in high demand for residential, commercial and industrial green buildings. Commercial tenants increasingly seek low-energy buildings to meet their sustainability commitments and strengthen their brand. In addition, the development of strict energy-efficiency regulations for buildings, including the introduction of energy performance certificates in Europe, is further driving demand for sustainable buildings.

Highlighted criteria

Economic Dimension

- Antitrust Policy
- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management

Environmental Dimension

- Building Materials
- Climate Strategy
- Environmental Reporting
- Resource Conservation and Resource Efficiency

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Social Integration
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
GPT Group*	Australia
RobecoSAM Silver Class	
Stockland	Australia
Runners up	
British Land Co PLC	United Kingdom
Capital Shopping Centres Group PLC	United Kingdom
CapitaLand Ltd	Singapore
CFS Retail Property Trust	Australia
City Developments Ltd	Singapore
Commonwealth Property Office Fund	Australia
Corio NV	Netherlands
Dexus Property Group	Australia
Fonciere Des Regions	France
Gecina SA	France
Hammerson PLC	United Kingdom
Hysan Development Co Ltd	Hong Kong
Keppel Land Ltd	Singapore
Klepierre	France
Land Securities Group PLC	United Kingdom
Lend Lease Group	Australia
Mirvac Group	Australia
Mitsubishi Estate Co Ltd	Japan
ProLogis Inc	United States
Shaftesbury PLC	United Kingdom
Tokyu Land Corp**	Japan
Unibail-Rodamco SE	France
Weyerhaeuser Co	United States

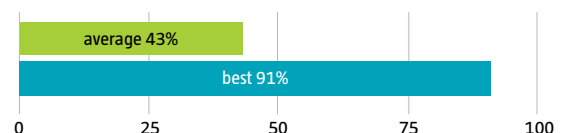
Sector statistics

Number of companies in universe	172
Number of companies assessed by RobecoSAM in 2012	90
Assessed companies to total companies in universe (%)	52
Market capitalization of assessed companies to total market capitalization (%)	76

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	60%	92%	31%
Environmental	37%	90%	39%
Social	34%	92%	30%

Total score



* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012



Renewable Energy Equipment

Driving forces

Demand for energy from alternative (renewable) sources is still primarily driven by government support in the form of feed-in tariffs and other incentive mechanisms such as tax credits. Due to the higher cost of alternative energy, these incentives are currently required to stimulate investments in the sector, but going forward, dependence on such incentives is expected to decrease given the rapidly declining costs and increasing efficiencies in some of the more expensive technologies – solar in particular. More mature technologies such as wind still offer potential for efficiency enhancements, but the main focus will be on improving turbine quality. With improving economics and increasing government support in developing markets, particularly in China, alternative energy is likely to command a growing share of the global electricity mix. Given strong growth projections for the sector, it is increasingly important to examine how companies conduct their business activities and whether they are managing their growth in a sustainable manner.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance/Corruption & Bribery
 - Corporate Governance
 - Customer Relationship Management
 - Supply Chain Management
- Environmental Dimension
 - Climate Strategy
 - Environmental Reporting
 - Operational Eco-Efficiency
 - Product Stewardship
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Gamesa Corp Tecnologica SA*	Spain
●	RobecoSAM Bronze Class	
	Vestas Wind Systems A/S	Denmark

* RobecoSAM Sector Leader

As of October 31, 2012

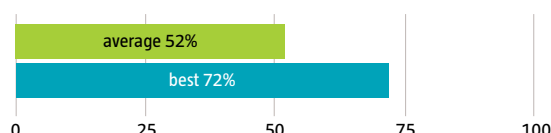
Sector statistics

Number of companies in universe	6
Number of companies assessed by RobecoSAM in 2012	5
Assessed companies to total companies in universe (%)	83
Market capitalization of assessed companies to total market capitalization (%)	85

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	56%	75%	41%
Environmental	42%	63%	29%
Social	56%	76%	30%

Total score





Semiconductors

Driving forces

Located at the top of the value chain, the semiconductor sector plays a critical role in the electronic industry. Therefore it must continuously innovate to respond to the need for resource efficiency and miniaturization. The main issues include energy-efficient production processes and low energy consumption chips and processors. Quality, performance and reliability must be monitored throughout the entire value chain. The sector also must address the environmental impacts of its own operations by reducing the use of chemicals and hazardous substances, generating less waste, by enhancing the energy efficiency of ultra-clean spaces, and by reducing consumption of ultra-pure water. High-quality research and development are important success factors as shrinkage, migration to new materials and the introduction of more efficient production processes are the dominant trends. Considering the long lead time of capacity extensions, the semiconductor sector's extreme cyclicality is forcing companies to pay close attention to strategic planning and business cycle management. Companies have to continually attract new talent to ensure their long-term capacity to innovate.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance/Corruption & Bribery
 - Corporate Governance
 - Product Quality and Recall Management
 - Supply Chain Management
- Environmental Dimension
 - Climate Strategy
 - Operational Eco-Efficiency
 - Product Stewardship
 - Water Related Risks
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Social Reporting

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Taiwan Semiconductor Manufacturing Co Ltd*	Taiwan
●	RobecoSAM Silver Class	
	Intel Corp	United States
	Samsung Electronics Co Ltd	South Korea
●	RobecoSAM Bronze Class	
	SK Hynix Inc	South Korea
	United Microelectronics Corp	Taiwan
	Runners up	
	Advanced Micro Devices Inc**	United States
	ASML Holding NV	Netherlands
	Infineon Technologies AG	Germany

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

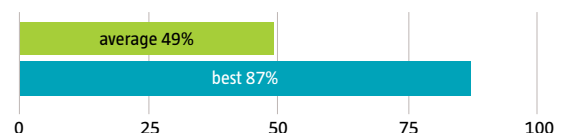
Sector statistics

Number of companies in universe	54
Number of companies assessed by RobecoSAM in 2012	29
Assessed companies to total companies in universe (%)	54
Market capitalization of assessed companies to total market capitalization (%)	89

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	56%	87%	40%
Environmental	44%	92%	35%
Social	45%	84%	25%

Total score





Software

Driving forces

The software sector is characterized by a fast-paced market environment in which the speed of innovation represents a key success factor. Because innovation is closely linked to human capital, efficient human resource management is vital to attracting and retaining qualified staff. Given rapidly broadening customer needs, software companies must adapt their solutions to accomplish more specific and customized tasks while keeping development costs under control. Increasing competition from emerging markets requires companies to address intellectual property issues. In addition, companies must ensure data security as a growing amount of confidential data is processed. Given the ubiquity of software in daily life, innovative and differentiated distribution models are gaining importance. Widespread Internet access, for example, creates new opportunities in the area of “software as a service.” In addition, software companies must increasingly make an effort to attract external developers.

Highlighted criteria

Economic Dimension

- Corporate Governance
- IT Security
- Privacy Protection
- Risk & Crisis Management

Environmental Dimension

- Climate Strategy
- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Digital Inclusion
- Human Capital Development
- Labor Practice Indicators and Human Rights
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class

SAP AG* Germany

Runners up

Autodesk Inc United States

CA Inc United States

Invensys PLC United Kingdom

Microsoft Corp** United States

Symantec Corp United States

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

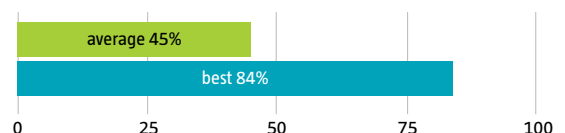
Sector statistics

Number of companies in universe	40
Number of companies assessed by RobecoSAM in 2012	20
Assessed companies to total companies in universe (%)	50
Market capitalization of assessed companies to total market capitalization (%)	88

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	53%	87%	52%
Environmental	37%	87%	20%
Social	35%	79%	28%

Total score





Specialized Consumer Services

Driving forces

The sector comprises service providers with a wide range of businesses models and activities. Common to all companies in the sector, however, is their direct relationship with customers, often interacting directly with individual customers. Sector-specific challenges include the need to both retain and increase the customer base while expanding into new markets, and to continuously train employees and improve customer satisfaction. For this reason, companies should seek to strengthen their brand and reputation and minimize any negative social and environmental impacts. Technological advances - particularly those related to the Internet, electronic billing, privacy protection, real-time service and customer information - offer opportunities for growth and differentiation. On the flip side of the coin, companies face the challenge of adequately protecting customer-sensitive data and maintaining trust and loyalty. Regarding environmental impacts, companies in this space need to focus on materials sourcing and usage, and energy intensity, in order to improve operational eco-efficiency.

Highlighted criteria

Economic Dimension

- Brand Management
- Corporate Governance
- Privacy Protection
- Risk & Crisis Management

Environmental Dimension

- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Stakeholder Engagement
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class

Benesse Holdings Inc* Japan

Runners up

H&R Block Inc United States

* RobecoSAM Sector Leader

As of October 31, 2012

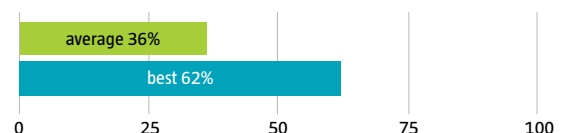
Sector statistics

Number of companies in universe	19
Number of companies assessed by RobecoSAM in 2012	12
Assessed companies to total companies in universe (%)	63
Market capitalization of assessed companies to total market capitalization (%)	84

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	48%	69%	48%
Environmental	20%	59%	19%
Social	29%	54%	33%

Total score





Steel

Driving forces

One of the challenges faced by the iron and steel producing sector is the effective handling of CO₂ constraints and climate change risks. Numerous steel companies are developing technologies to reduce the CO₂ intensity of the steel making process. Any breakthrough would represent a considerable competitive advantage, not only within the industry itself, but also in competition with the aluminum sector. In addition to reducing greenhouse gas emissions, the reduction of airborne emissions of heavy metals, dioxins and furans, as well as waste recycling and reuse will feature prominently on companies' future agendas. Consolidation seen in the steel sector over the last few years is likely to continue in the future. Competition will intensify as new players from Russia and China enter the market. Within this context, effective supply chain management will become an even more important way to counteract this competitive pressure.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Customer Relationship Management
 - Risk & Crisis Management
- Environmental Dimension
 - Climate Strategy
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension
 - Enabling Local Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Social Impacts on Communities

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	ArcelorMittal*	France
●	RobecoSAM Silver Class	
	POSCO	South Korea
●	RobecoSAM Bronze Class	
	Outokumpu OYJ	Finland
	Runners up	
	China Steel Corp**	Taiwan
	Hyundai Steel Co	South Korea
	Rautaruukki OYJ	Finland
	Tata Steel Ltd	India

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

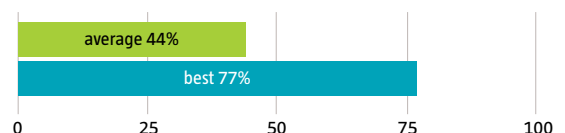
Sector statistics

Number of companies in universe	54
Number of companies assessed by RobecoSAM in 2012	32
Assessed companies to total companies in universe (%)	59
Market capitalization of assessed companies to total market capitalization (%)	81

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	49%	83%	25%
Environmental	38%	84%	38%
Social	47%	84%	37%

Total score





Support Services

Driving forces

For providers of industrial services, employees play a critical role in the success of the business. Clear employee policies combined with training programs, knowledge management and incentive schemes are important for creating a successful, safe and healthy working environment. Sector leaders maintain diversified business models that leverage internal synergies and cutting-edge technologies. As B2B service partners, they are ideally placed to spearhead sustainability innovations and promote them among their client base. Trading companies that acquire stakes in or operate large-scale projects such as exploration activities have a higher exposure to environmental and human rights issues stemming from both their operations and their suppliers. They should control those risks by integrating environmental and social impact assessments into their investment and supply chain decisions and by providing transparent reporting about such engagements. Support services companies must also be proactive in managing potential risks in order to avoid passing reputational risks on to their customers.

Highlighted criteria

- Economic Dimension**
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Customer Relationship Management
 - Risk & Crisis Management
 - Supply Chain Management
- Environmental Dimension**
 - Environmental Policy/Management System
 - Environmental Reporting
 - Operational Eco-Efficiency
- Social Dimension**
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	Amadeus IT Holding SA**/**	Spain
●	RobecoSAM Bronze Class	
	KEPCO Plant Service & Engineering Co Ltd	South Korea
	Marubeni Corp	Japan
	Mitsui & Co Ltd	Japan
	Runners up	
	Adecco SA	Switzerland
	Capita PLC	United Kingdom
	Ecolab Inc	United States
	Experian PLC	United Kingdom
	Premier Farnell PLC	United Kingdom
	Rentokil Initial PLC	United Kingdom
	Sumitomo Corp	Japan

* RobecoSAM Sector Leader
** RobecoSAM Sector Mover

As of October 31, 2012

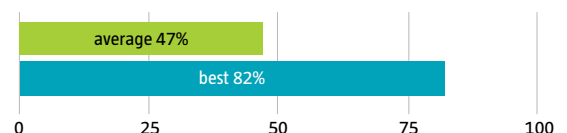
Sector statistics

Number of companies in universe	76
Number of companies assessed by RobecoSAM in 2012	45
Assessed companies to total companies in universe (%)	59
Market capitalization of assessed companies to total market capitalization (%)	78

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	54%	84%	38%
Environmental	41%	93%	25%
Social	43%	76%	37%

Total score



Tobacco

Driving forces

The tobacco sector is mature and global cigarette sales volumes are stable. However, tobacco companies enjoy a unique position in the consumer sector in that they have strong pricing power. The sector's relationship with the public sector is of fundamental importance with regard to tax policies and efforts to combat cigarette smuggling. Companies have to prove that they have a robust system in place to track their product distribution. The sector is constantly scrutinized by legislators, the media and NGOs, which requires well-managed companies and supply chains as well as a high degree of transparency. Following new legislation regulating smoking, it will also be increasingly important for tobacco companies to partly move away from traditional tobacco products and explore options in the area of non-combustible tobacco, such as snus, and non-tobacco nicotine products, both of which claim to have a lower health impact.

Highlighted criteria

Economic Dimension

- Brand Management
- Combatting Smuggling
- Corporate Governance
- Supply Chain Management

Environmental Dimension

- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency
- Raw Material Sourcing

Social Dimension

- Human Capital Development
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety
- Responsible Marketing Policies

Sustainability leaders 2013

●	RobecoSAM Gold Class	
	British American Tobacco PLC*	United Kingdom
●	RobecoSAM Bronze Class	
	Altria Group Inc**	United States
	Reynolds American Inc	United States

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

As of October 31, 2012

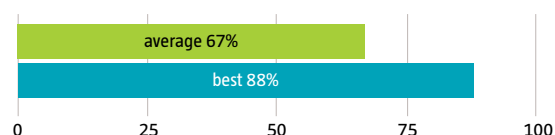
Sector statistics

Number of companies in universe	13
Number of companies assessed by RobecoSAM in 2012	9
Assessed companies to total companies in universe (%)	69
Market capitalization of assessed companies to total market capitalization (%)	94

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	69%	91%	41%
Environmental	72%	95%	23%
Social	60%	81%	36%

Total score





Travel & Tourism

Driving forces

Companies in the travel & tourism space rely heavily on the social, economic and natural environments in which they operate. Environmental challenges such as changing weather patterns and natural disasters pose a threat to business continuity, demanding the implementation of adequate risk management measures. A key driver for the sector is human capital management, making it indispensable for companies in the travel & tourism sector to employ progressive human resource policies that include talent attraction & retention, human capital development, occupational health & safety and group-wide ethical principles that prevent involvement in illegal practices. Ensuring sustainable supply chains that focus on local suppliers and the protection of human rights is key for the industry. Although the global economic downturn poses a significant threat to travel patterns and the tourism industry, progressive sustainability strategies allow companies to benefit from new opportunities such as eco-tourism, cultural promotion and development, and changing customer demands.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management
- Supply Chain Management

Environmental Dimension

- Climate Strategy
- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Human Capital Development
- Human Rights & Corruption
- Labor Practice Indicators and Human Rights
- Occupational Health & Safety

Sustainability leaders 2013

RobecoSAM Gold Class	
TUI AG/**	Germany
RobecoSAM Bronze Class	
Firstgroup PLC	United Kingdom
Runners up	
MTR Corp	Hong Kong
TUI Travel PLC	United Kingdom

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

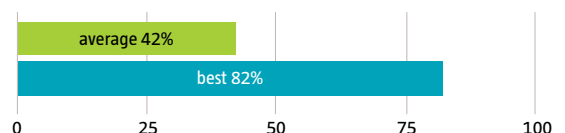
Sector statistics

Number of companies in universe	30
Number of companies assessed by RobecoSAM in 2012	19
Assessed companies to total companies in universe (%)	63
Market capitalization of assessed companies to total market capitalization (%)	79

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	47%	82%	26%
Environmental	33%	83%	23%
Social	43%	82%	51%

Total score





Waste & Disposal Services

Driving forces

Waste & disposal services need to ensure the appropriate management and treatment of the many different types of waste. Facilitating the reuse and recycling of end-of-life products are the main challenges for the sector. Because many countries still rely on landfills for their waste disposal, one of the sector's priorities is the introduction of alternative and innovative treatment processes to complement exhausted landfill capacities. Another challenge concerns the management of greenhouse gases from landfills: companies that use technologies to capture the methane produced by decomposing waste and use it to generate energy will emerge as sector leaders. At the same time, efficient transportation of equipment and logistics processes have a significant financial and environmental impact. Leading companies actively build a portfolio of real alternatives to landfills and systematically tap the financial benefits of excellence in occupational health & safety. Active and ongoing engagement with the sector's many stakeholders is crucial to facilitating quick project approvals and establishing a degree of confidence and transparency.

Highlighted criteria

- Economic Dimension
 - Codes of Conduct/Compliance
 - Corruption & Bribery
 - Corporate Governance
 - Customer Relationship Management
 - Risk & Crisis Management
- Environmental Dimension
 - Climate Strategy
 - Landfilling and Alternatives
 - Operational Eco-Efficiency
 - Transport and Logistics
- Social Dimension
 - Human Capital Development
 - Labor Practice Indicators and Human Rights
 - Occupational Health & Safety
 - Talent Attraction & Retention

Sustainability leaders 2013



RobecoSAM Gold Class

Waste Management Inc*/**	United States
Sims Metal Management Ltd	Australia

* RobecoSAM Sector Leader
 ** RobecoSAM Sector Mover

As of October 31, 2012

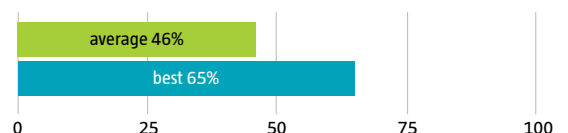
Sector statistics

Number of companies in universe	8
Number of companies assessed by RobecoSAM in 2012	4
Assessed companies to total companies in universe (%)	50
Market capitalization of assessed companies to total market capitalization (%)	78

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	57%	74%	31%
Environmental	37%	60%	36%
Social	44%	62%	33%

Total score





Water

Driving forces

Water scarcity, deteriorating water quality, aging distribution and collection networks in developed markets, as well as increased consumption and rapid infrastructure expansion in emerging markets represent some of the key challenges faced by water utilities. Tightening regulations, political risks and adequate cost recovery are yet other concerns within the sector. Leading companies perform active resource management, reduce water losses during distribution, and foster demand-side efficiency. Best practices involve the application of innovative sewage and sludge treatment technologies in combination with biogas production. Leading companies also partner with technology providers to investigate treatment of emerging water pollutants such as endocrine disruptors. The liberalization trend increases competition and rewards integrated, cost-efficient and customer-oriented water management strategies. The recent recognition of access to water and sanitation as a basic human right underscores the importance of stakeholder engagement. As pricing strategies come under increased scrutiny, companies opt for increasingly innovative tariff structures.

Highlighted criteria

Economic Dimension

- Codes of Conduct/Compliance
- Corruption & Bribery
- Corporate Governance
- Risk & Crisis Management
- Water Operations

Environmental Dimension

- Biodiversity
- Environmental Policy/Management System
- Environmental Reporting
- Operational Eco-Efficiency

Social Dimension

- Access to Water
- Human Capital Development
- Labor Practice Indicators and Human Rights
- Talent Attraction & Retention

Sustainability leaders 2013

RobecoSAM Gold Class	
Suez Environnement Co*	France
RobecoSAM Silver Class	
Sociedad General de Aguas de Barcelona SA ¹	Spain
United Utilities Group PLC	United Kingdom
RobecoSAM Bronze Class	
American Water Works Co Inc**	United States
Veolia Environnement SA	France

* RobecoSAM Sector Leader

** RobecoSAM Sector Mover

¹ This company has been evaluated outside of the regular Dow Jones Sustainability Indexes assessment process

As of October 31, 2012

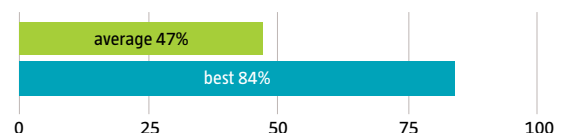
Sector statistics

Number of companies in universe	16
Number of companies assessed by RobecoSAM in 2012	15
Assessed companies to total companies in universe (%)	94
Market capitalization of assessed companies to total market capitalization (%)	98

Results at sector level

Dimension	Average score	Best score	Dimension weight
Economic	52%	86%	39%
Environmental	39%	84%	22%
Social	47%	88%	39%

Total score



Annex

About RobecoSAM

RobecoSAM is an investment specialist focused exclusively on Sustainability Investing. Its offerings comprise asset management, indices, private equity, engagement, impact analysis and sustainability assessments as well as benchmarking services. Asset management capabilities include a range of ESG-integrated investment and theme strategies (in listed and private equity) catering to institutional asset owners and financial intermediaries across the globe. Together with S&P Dow Jones Indices, RobecoSAM publishes the globally recognized Dow Jones Sustainability Indexes (DJSI). Based on its Corporate Sustainability Assessment, an annual ESG analysis of more than 2,000 listed companies, RobecoSAM has compiled one of the world's most comprehensive sustainability databases. RobecoSAM's proprietary research and sustainability insight, gained through its direct contact with companies, are both fully integrated into the company's investment solutions.

RobecoSAM is a member of the global pure-play asset manager Robeco, which was established in 1929 and offers a broad range of investment products and services. Robeco also has a long tradition of practicing and advocating Sustainability Investing principles. RobecoSAM was founded in 1995 out of the conviction that a commitment to corporate sustainability enhances a company's capacity to prosper, ultimately creating competitive advantages and stakeholder value. As a reflection of its own commitment to advocating sustainable investment practices, RobecoSAM is a signatory of the UNPRI and a member of Eurosif, ASrIA and Ceres. Headquartered in Zurich, RobecoSAM employs over 100 professionals. As of September 30, 2012, RobecoSAM's assets under management, advice and license amounted to a total of USD 11.8 billion.

RobecoSAM Academic Activities

RobecoSAM has implemented a proactive approach to developing its research partnerships with academia. The purpose of its research collaborations is to confirm RobecoSAM's research leadership position in the Sustainability Finance industry, capitalize on the value of RobecoSAM's proprietary database and further develop its cutting edge methodology for integrating sustainability into the investment process. Within this framework, RobecoSAM focuses on extensive collaboration with and sponsorship of selected academic institutions. In all research initiatives, RobecoSAM assumes an active role in designing, leading and actively supervising the projects.

Over the past year, RobecoSAM has been involved in research collaborations with the following academic institutions:

- Harvard Business School, Organizational Behavior Unit (Boston, MA, USA)
- School of Management, University of St. Andrews (Scotland, UK),
- University of Cologne (Germany)
- Warwick Business School, University of Warwick (England, UK)

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Sustainability Operations

KPMG Profile

As sustainability and climate change issues move to the top of corporate agendas, KPMG firms advise organizations to better understand the complex and evolving environment, helping them optimize their sustainability strategy. KPMG's Climate Change and Sustainability Services (CC&S) professionals provide sustainability and climate change Assurance, Tax and Advisory services to organizations to help them apply sustainability as a strategic lens to their business operations. KPMG's member firms have more than 25 years experience working with leading businesses and public sector organizations which has enabled them to develop extensive relationships with the world's leading companies and to contribute to shaping the sustainability agenda.

The expanding CC&S network, across more than 60 countries, enables us to apply a consistent, global approach to service delivery and respond to multinational organizations' complex business challenges with services that span industry sectors and national boundaries. The experienced CC&S teams assist organizations in the following areas:

- Sustainability risk and opportunity analysis
- Corporate responsibility strategy assistance
- Corporate Social Responsibility/Sustainability/GHG information systems design and implementation
- Regulatory framework assessment and optimization, including tax and carbon emission regimes
- Tax incentives and credits
- Sustainable supply chain enhancements
- Corporate responsibility reporting and assurance, including pre-audit assessments and Green House Gas emissions verification.

For more information, please visit our website, kpmg.com/sustainability

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Company overview

COMPANY OVERVIEW

Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
3i Group PLC	Financial Services	United Kingdom				64
3M Co	Diversified Industrials	United States				59
ABB Ltd	Industrial Engineering	Switzerland				77
Abbott Laboratories	Pharmaceuticals	United States				89
Abertis Infraestructuras SA	Industrial Transportation	Spain				78
Acciona SA	Heavy Construction	Spain	●			74
Accor SA	Hotels, Restaurants, Bars & Recreational Services	France	●			76
ACS Actividades de Construccion y Servicios SA	Heavy Construction	Spain				74
Adecco SA	Support Services	Switzerland				97
Adidas AG	Clothing, Accessories & Footwear	Germany	●	●		54
Advanced Micro Devices Inc	Semiconductors	United States			●	93
Aegon NV	Insurance	Netherlands	●			79
Aeon Co Ltd	General Retailers	Japan				72
African Bank Investments Ltd	Financial Services	South Africa				64
AGL Energy Ltd	Electricity	Australia	●			62
Agnico-Eagle Mines Ltd	Mining	Canada				83
Air France-KLM	Airlines	France	●	●	●	45
Air Products & Chemicals Inc	Chemicals	United States				53
Ajinomoto Co Inc	Food Producers	Japan			●	67
Akzo Nobel NV	Chemicals	Netherlands	●	●		53
Alcatel-Lucent SA	Communication Technology	France	●	●		55
Alcoa Inc	Aluminum	United States	●	●	●	46
Allergan Inc	Pharmaceuticals	United States				89
Allianz SE	Insurance	Germany	●			79
Alstom SA	Industrial Engineering	France				77
Altria Group Inc	Tobacco	United States	●		●	98
Amadeus IT Holding SA	Support Services	Spain	●	●	●	97
Amcor Ltd	Containers & Packaging	Australia	●			58
AMEC PLC	Oil Equipment & Services	United Kingdom	●	●		87
American Water Works Co Inc	Water	United States	●		●	101
Amorepacific Corp	Personal Products	South Korea	●	●		88
Anglo American Platinum Ltd	Mining	South Africa				83
Anglo American PLC	Mining	United Kingdom	●	●		83
AngloGold Ashanti Ltd	Mining	South Africa				83
ArcelorMittal	Steel	France	●	●		96
Asahi Glass Co Ltd	Building Materials & Fixtures	Japan				52
ASML Holding NV	Semiconductors	Netherlands				93
AstraZeneca PLC	Pharmaceuticals	United Kingdom	●			89

● RobecoSAM Gold Class ● RobecoSAM Silver Class ● RobecoSAM Bronze Class

Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
Atlantia SpA	Industrial Transportation	Italy	●			78
Atlas Copco AB	Industrial Engineering	Sweden	●			77
AU Optronics Corp	Computer Hardware & Electronic Office Equipment	Taiwan	●	●		56
Australia & New Zealand Banking Group Ltd	Banks	Australia	●	●		49
Autodesk Inc	Software	United States				94
Aviva PLC	Insurance	United Kingdom	●			79
AXA SA	Insurance	France				79
BAE Systems PLC	Aerospace & Defense	United Kingdom	●		●	44
Baker Hughes Inc	Oil Equipment & Services	United States			●	87
Balfour Beatty PLC	Heavy Construction	United Kingdom			●	74
Ball Corp	Containers & Packaging	United States	●		●	58
Banca Monte dei Paschi di Siena SpA	Banks	Italy				49
Banco Bilbao Vizcaya Argentaria SA	Banks	Spain				49
Banco Bradesco SA	Banks	Brazil	●			49
Banco do Brasil SA	Banks	Brazil	●			49
Banco Espirito Santo SA	Banks	Portugal				49
Banco Santander SA	Banks	Spain				49
BanColombia SA	Banks	Colombia				49
Bankinter SA	Banks	Spain				49
Barclays PLC	Banks	United Kingdom				49
Barrick Gold Corp	Mining	Canada	●			83
BASF SE	Chemicals	Germany	●			53
Baxter International Inc	Medical Products	United States	●	●		82
Bayer AG	Chemicals	Germany	●			53
Bayerische Motoren Werke AG	Automobiles	Germany	●	●		48
Becton Dickinson and Co	Medical Products	United States				82
Benesse Holdings Inc	Specialized Consumer Services	Japan	●	●		95
Best Buy Co Inc	General Retailers	United States				72
BG Group PLC	Oil & Gas Producers	United Kingdom	●			86
BHP Billiton Ltd	Mining	Australia	●			83
Biogen Idec Inc	Biotechnology	United States				51
BNP Paribas SA	Banks	France				49
Bombardier Inc	Aerospace & Defense	Canada	●	●		44
Braskem SA	Chemicals	Brazil			●	53
BRF-Brasil Foods SA	Food Producers	Brazil				67
Bridgestone Corp	Auto Parts & Tires	Japan				47
Bristol-Myers Squibb Co	Pharmaceuticals	United States				89
British American Tobacco PLC	Tobacco	United Kingdom	●	●		98
British Land Co PLC	Real Estate	United Kingdom				91

● RobecoSAM Gold Class ● RobecoSAM Silver Class ● RobecoSAM Bronze Class

Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
British Sky Broadcasting Group PLC	Media	United Kingdom	●			81
BT Group PLC	Fixed Line Communications	United Kingdom	●			65
CA Inc	Software	United States				94
CaixaBank	Banks	Spain			●	49
Campbell Soup Co	Food Producers	United States	●			67
Canadian Imperial Bank of Commerce	Banks	Canada				49
Canadian National Railway Co	Industrial Transportation	Canada	●		●	78
Capita PLC	Support Services	United Kingdom				97
Capital Shopping Centres Group PLC	Real Estate	United Kingdom				91
CapitaLand Ltd	Real Estate	Singapore				91
Carrefour SA	Food & Drug Retailers	France				66
Casino Guichard Perrachon SA	Food & Drug Retailers	France	●		●	66
Caterpillar Inc	Industrial Engineering	United States				77
Cenovus Energy Inc	Oil & Gas Producers	Canada				86
CFS Retail Property Trust	Real Estate	Australia				91
China Mobile Ltd	Mobile Telecommunications	China				84
China Steel Corp	Steel	Taiwan			●	96
Christian Dior SA	Clothing, Accessories & Footwear	France	●			54
Chunghwa Telecom Co Ltd	Fixed Line Communications	Taiwan	●			65
Cia Energetica de Minas Gerais - CEMIG	Electricity	Brazil	●			62
Cie Generale de Geophysique - Veritas	Oil Equipment & Services	France				87
Cie Generale des Etablissements Michelin	Auto Parts & Tires	France	●			47
Cisco Systems Inc	Communication Technology	United States				55
Citigroup Inc	Banks	United States				49
City Developments Ltd	Real Estate	Singapore				91
Clariant AG	Chemicals	Switzerland				53
Coca Cola Hellenic Bottling Co SA	Beverages	Greece	●			50
Coca-Cola Enterprises Inc	Beverages	United States	●		●	50
Colgate-Palmolive Co	Personal Products	United States	●			88
Coloplast A/S	Medical Products	Denmark				82
Commonwealth Bank of Australia	Banks	Australia				49
Commonwealth Property Office Fund	Real Estate	Australia				91
Compass Group PLC	Hotels, Restaurants, Bars & Recreational Services	United Kingdom	●			76
ConAgra Foods Inc	Food Producers	United States	●			67
Corio NV	Real Estate	Netherlands				91
CPFL Energia SA	Electricity	Brazil				62

● RobecoSAM Gold Class ● RobecoSAM Silver Class ● RobecoSAM Bronze Class

Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
Credit Agricole SA	Banks	France				49
Credit Suisse Group AG	Banks	Switzerland				49
CRH PLC	Building Materials & Fixtures	Ireland				52
Cummins Inc	Industrial Engineering	United States				77
Daelim Industrial Co Ltd	Heavy Construction	South Korea				74
Daewoo Securities Co Ltd	Financial Services	South Korea				64
Dai Nippon Printing Co Ltd	Media	Japan				81
Daikin Industries Ltd	Industrial Engineering	Japan				77
Daimler AG	Automobiles	Germany	●			48
Daiwa Securities Group Inc	Financial Services	Japan				64
Danone SA	Food Producers	France	●			67
Delhaize Group SA	Food & Drug Retailers	Belgium				66
Delta Electronics Inc	Electronic Equipment	Taiwan	●	●		63
Delta Lloyd NV	Insurance	Netherlands	●			79
Denso Corp	Auto Parts & Tires	Japan				47
Deutsche Bank AG	Banks	Germany				49
Deutsche Boerse AG	Financial Services	Germany				64
Deutsche Lufthansa AG	Airlines	Germany	●			45
Deutsche Post AG	Industrial Transportation	Germany	●			78
Deutsche Telekom AG	Mobile Telecommunications	Germany	●			84
Dexus Property Group	Real Estate	Australia				91
Diageo PLC	Beverages	United Kingdom	●			50
DNB ASA	Banks	Norway				49
Dongbu Insurance Co Ltd	Insurance	South Korea	●			79
Dow Chemical Co	Chemicals	United States	●			53
Duratex SA	Building Materials & Fixtures	Brazil	●		●	52
E.ON AG	Electricity	Germany				62
Eaton Corp	Diversified Industrials	United States				59
Echo Entertainment Group Ltd	Gambling	Australia				70
Ecolab Inc	Support Services	United States				97
Ecopetrol SA	Oil & Gas Producers	Colombia	●			86
EDP - Energias de Portugal SA	Electricity	Portugal	●			62
El du Pont de Nemours & Co	Chemicals	United States				53
Electrolux AB	Durable Household Products	Sweden	●	●		60
Elekta AB	Medical Products	Sweden				82
EMC Corp	Computer Hardware & Electronic Office Equipment	United States	●			56
Embraer SA	Aerospace & Defense	Brazil	●			44
Enagas SA	Gas Distribution	Spain	●			71
Enbridge Inc	Pipelines	Canada	●	●	●	90
Encana Corp	Oil & Gas Producers	Canada				86
Endesa SA	Electricity	Spain	●			62

● RobecoSAM Gold Class ● RobecoSAM Silver Class ● RobecoSAM Bronze Class

Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
Enel SpA	Electricity	Italy	●			62
Eni SpA	Oil & Gas Producers	Italy	●			86
Entergy Corp	Electricity	United States	●		●	62
Eramet	Mining	France				83
Experian PLC	Support Services	United Kingdom				97
Ferrovial SA	Heavy Construction	Spain	●			74
Fiat Industrial SpA	Industrial Engineering	Italy	●	●		77
Fiat SpA	Automobiles	Italy	●			48
Fibria Celulose SA	Forestry & Paper	Brazil	●			68
Finmeccanica SpA	Aerospace & Defense	Italy	●			44
Firstgroup PLC	Travel & Tourism	United Kingdom	●			99
Fomento de Construcciones y Contratas SA	Heavy Construction	Spain				74
Fonciere Des Regions	Real Estate	France				91
Fortum OYJ	Electricity	Finland				62
Fraport AG Frankfurt Airport Services Worldwide	Industrial Transportation	Germany	●			78
Freeport-McMoRan Copper & Gold Inc	Mining	United States				83
Fresenius Medical Care AG & Co KGaA	Healthcare Providers	Germany				73
Fresnillo PLC	Mining	United Kingdom				83
Fuji Electric Co Ltd	Electric Components & Equipment	Japan				61
Fujitsu Ltd	Computer Hardware & Electronic Office Equipment	Japan	●			56
Galp Energia SGPS SA	Oil & Gas Producers	Portugal	●		●	86
Gamesa Corp Tecnologica SA	Renewable Energy Equipment	Spain	●	●		92
Gap Inc	General Retailers	United States				72
Gas Natural SDG SA	Gas Distribution	Spain	●	●		71
GDF Suez	Electricity	France				62
Gecina SA	Real Estate	France				91
General Electric Co	Diversified Industrials	United States				59
General Mills Inc	Food Producers	United States				67
Gildan Activewear Inc	Clothing, Accessories & Footwear	Canada			●	54
GlaxoSmithKline PLC	Pharmaceuticals	United Kingdom				89
Glencore International PLC	Mining	United Kingdom				83
Gold Fields Ltd	Mining	South Africa	●			83
Goldcorp Inc	Mining	Canada			●	83
GPT Group	Real Estate	Australia	●	●		91
Grupo de Inversiones Suramericana SA	Financial Services	Colombia				64
Grupo Nutresa SA	Food Producers	Colombia				67
GS Engineering & Construction Corp	Heavy Construction	South Korea	●	●		74

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Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
H&R Block Inc	Specialized Consumer Services	United States				95
Halliburton Co	Oil Equipment & Services	United States	●			87
Hammerson PLC	Real Estate	United Kingdom				91
Henkel AG & Co KGaA	Nondurable Household Products	Germany	●	●		85
Hennes & Mauritz AB	General Retailers	Sweden				72
Herman Miller Inc	Furnishing	United States	●	●		69
Hershey Co	Food Producers	United States				67
Hewlett-Packard Co	Computer Hardware & Electronic Office Equipment	United States	●		●	56
Hillshire Brands Co	Food Producers	United States				67
Hitachi Ltd	Electronic Equipment	Japan				63
HJ Heinz Co	Food Producers	United States	●			67
Hochtief AG	Heavy Construction	Germany				74
Holcim Ltd	Building Materials & Fixtures	Switzerland				52
Home Retail Group PLC	General Retailers	United Kingdom				72
Hong Kong Exchanges and Clearing Ltd	Financial Services	Hong Kong				64
Hormel Foods Corp	Food Producers	United States				67
HSBC Holdings PLC	Banks	United Kingdom				49
HudBay Minerals Inc	Mining	Canada				83
Humana Inc	Healthcare Providers	United States	●		●	73
Hysan Development Co Ltd	Real Estate	Hong Kong				91
Hyundai Engineering & Construction Co Ltd	Heavy Construction	South Korea	●			74
Hyundai Mobis	Auto Parts & Tires	South Korea	●			47
Hyundai Steel Co	Steel	South Korea				96
Iberdrola SA	Electricity	Spain	●	●		62
Ibiden Co Ltd	Electric Components & Equipment	Japan				61
IMI PLC	Industrial Engineering	United Kingdom				77
Inditex SA	General Retailers	Spain	●			72
Indra Sistemas SA	Computer Services & Internet	Spain	●			57
Infineon Technologies AG	Semiconductors	Germany				93
Infosys Ltd	Computer Services & Internet	India	●		●	57
ING Groep NV	Insurance	Netherlands				79
Ingersoll-Rand PLC	Industrial Engineering	United States	●			77
Inmet Mining Corp	Mining	Canada				83
Insurance Australia Group Ltd	Insurance	Australia				79
Intel Corp	Semiconductors	United States	●			93
Intesa Sanpaolo SpA	Banks	Italy				49
Invensys PLC	Software	United Kingdom				94
Investec PLC	Financial Services	United Kingdom				64
Italcementi SpA	Building Materials & Fixtures	Italy				52
Itau Unibanco Holding SA	Banks	Brazil	●			49

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Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
Itausa - Investimentos Itau SA	Financial Services	Brazil	●	●		64
ITV PLC	Media	United Kingdom				81
J Sainsbury PLC	Food & Drug Retailers	United Kingdom	●	●		66
Johnson & Johnson	Pharmaceuticals	United States				89
Johnson Controls Inc	Auto Parts & Tires	United States	●			47
KEPCO Plant Service & Engineering Co Ltd	Support Services	South Korea	●			97
Keppel Land Ltd	Real Estate	Singapore				91
Kesko OYJ	Food & Drug Retailers	Finland	●			66
Kimberly-Clark Corp	Personal Products	United States	●			88
Kingfisher PLC	General Retailers	United Kingdom				72
Kinross Gold Corp	Mining	Canada				83
Klepierre	Real Estate	France				91
Komatsu Ltd	Industrial Engineering	Japan				77
Konica Minolta Holdings Inc	Computer Hardware & Electronic Office Equipment	Japan	●			56
Koninklijke Ahold NV	Food & Drug Retailers	Netherlands				66
Koninklijke DSM NV	Chemicals	Netherlands	●			53
Koninklijke KPN NV	Fixed Line Communications	Netherlands	●			65
Koninklijke Philips Electronics NV	Leisure Goods	Netherlands	●	●		80
Kraft Foods Inc	Food Producers	United States				67
KT Corp	Fixed Line Communications	South Korea	●	●		65
Ladbrokes PLC	Gambling	United Kingdom	●			70
Land Securities Group PLC	Real Estate	United Kingdom				91
Lanxess AG	Chemicals	Germany				53
Legal & General Group PLC	Insurance	United Kingdom				79
Lend Lease Group	Real Estate	Australia				91
Lexmark International Inc	Computer Hardware & Electronic Office Equipment	United States	●			56
LG Chem Ltd	Chemicals	South Korea				53
LG Electronics Inc	Leisure Goods	South Korea	●		●	80
LG Household & Health Care Ltd	Personal Products	South Korea	●			88
LG Innotek Co Ltd	Electric Components & Equipment	South Korea			●	61
Liberty Global Inc	Media	United States			●	81
Life Technologies Corp	Biotechnology	United States	●			51
Linde AG	Chemicals	Germany				53
Lite-On Technology Corp	Electric Components & Equipment	Taiwan	●	●		61
Lloyds Banking Group PLC	Banks	United Kingdom				49
London Stock Exchange Group PLC	Financial Services	United Kingdom			●	64
Lotte Shopping Co Ltd	General Retailers	South Korea	●	●		72
LVMH Moët Hennessy Louis Vuitton SA	Clothing, Accessories & Footwear	France	●			54
Man Group PLC	Financial Services	United Kingdom				64

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Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
MAN SE	Industrial Engineering	Germany	●			77
Mapfre SA	Insurance	Spain	●			79
Marks & Spencer Group PLC	General Retailers	United Kingdom				72
Marubeni Corp	Support Services	Japan	●			97
McDonald's Corp	Hotels, Restaurants, Bars & Recreational Services	United States				76
McGraw-Hill Cos Inc	Media	United States				81
MeadWestvaco Corp	Containers & Packaging	United States	●			58
Mediclinic International Ltd	Healthcare Providers	South Africa				73
Medtronic Inc	Medical Products	United States	●			82
Merck & Co Inc	Pharmaceuticals	United States				89
Metso OYJ	Industrial Engineering	Finland				77
Microsoft Corp	Software	United States			●	94
Mirvac Group	Real Estate	Australia				91
Mitsubishi Estate Co Ltd	Real Estate	Japan				91
Mitsui & Co Ltd	Support Services	Japan	●			97
Modern Times Group AB	Media	Sweden				81
MOL Hungarian Oil and Gas PLC	Oil & Gas Producers	Hungary				86
Molson Coors Brewing Co	Beverages	United States	●	●		50
Morgan Stanley	Financial Services	United States				64
MTR Corp	Travel & Tourism	Hong Kong				99
Munich Re AG	Insurance	Germany	●			79
National Australia Bank Ltd	Banks	Australia	●			49
NEC Corp	Computer Hardware & Electronic Office Equipment	Japan	●			56
Nedbank Group Ltd	Banks	South Africa				49
Neste Oil OYJ	Oil & Gas Producers	Finland				86
Nestle SA	Food Producers	Switzerland	●			67
Newmont Mining Corp	Mining	United States	●			83
Nexen Inc	Oil & Gas Producers	Canada				86
Nike Inc	Clothing, Accessories & Footwear	United States	●			54
Nippon Yusen KK	Industrial Transportation	Japan	●			78
NKSJ Holdings Inc	Insurance	Japan	●			79
Nokia OYJ	Communication Technology	Finland	●		●	55
Nong Shim Co Ltd	Food Producers	South Korea				67
Norsk Hydro ASA	Aluminum	Norway	●			46
Northern Trust Corp	Financial Services	United States				64
Novartis AG	Pharmaceuticals	Switzerland	●			89
Novo Nordisk A/S	Pharmaceuticals	Denmark	●		●	89
Novozymes A/S	Biotechnology	Denmark	●	●		51
NTT DOCOMO Inc	Mobile Telecommunications	Japan				84
NYSE Euronext	Financial Services	United States				64

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Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
Office Depot Inc	General Retailers	United States				72
Outokumpu OYJ	Steel	Finland	●			96
Outotec OYJ	Industrial Engineering	Finland			●	77
Owens Corning	Building Materials & Fixtures	United States	●			52
Panasonic Corp	Leisure Goods	Japan	●			80
Pearson PLC	Media	United Kingdom	●			81
PepsiCo Inc	Beverages	United States	●			50
Petroleo Brasileiro SA	Oil & Gas Producers	Brazil				86
Peugeot SA	Automobiles	France	●			48
PG&E Corp	Electricity	United States				62
Pirelli & C. SpA	Auto Parts & Tires	Italy	●	●		47
Portugal Telecom SGPS SA	Fixed Line Communications	Portugal	●			65
POSCO	Steel	South Korea	●			96
PostNL NV	Industrial Transportation	Netherlands	●	●		78
Praxair Inc	Chemicals	United States	●			53
Premier Farnell PLC	Support Services	United Kingdom				97
ProLogis Inc	Real Estate	United States				91
Provident Financial PLC	Financial Services	United Kingdom				64
PTT PCL	Oil & Gas Producers	Thailand				86
Public Service Enterprise Group Inc	Electricity	United States				62
Puma SE	Clothing, Accessories & Footwear	Germany	●			54
Qantas Airways Ltd	Airlines	Australia	●			45
Quest Diagnostics Inc	Healthcare Providers	United States				73
Rautaruukki OYJ	Steel	Finland				96
Reckitt Benckiser Group PLC	Nondurable Household Products	United Kingdom	●		●	85
Red Electrica Corp SA	Electricity	Spain	●			62
Redecard SA	Financial Services	Brazil				64
Reed Elsevier PLC	Media	United Kingdom				81
Rentokil Initial PLC	Support Services	United Kingdom				97
Repsol SA	Oil & Gas Producers	Spain	●	●		86
Reynolds American Inc	Tobacco	United States	●			98
Rio Tinto PLC	Mining	United Kingdom	●			83
Roche Holding AG	Pharmaceuticals	Switzerland	●	●		89
Rolls-Royce Holdings PLC	Aerospace & Defense	United Kingdom	●			44
Royal Bank of Canada	Banks	Canada				49
Royal Bank of Scotland Group PLC	Banks	United Kingdom				49
Royal Mail Group Ltd.	Industrial Transportation	United Kingdom	●			78
RWE AG	Electricity	Germany				62
Samsung Electro-Mechanics Co Ltd	Electric Components & Equipment	South Korea	●			61

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Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
Samsung Electronics Co Ltd	Semiconductors	South Korea	●			93
Samsung Heavy Industries Co Ltd	Industrial Engineering	South Korea				77
Samsung Life Insurance Co Ltd	Insurance	South Korea	●		●	79
Samsung SDI Co Ltd	Electronic Equipment	South Korea	●			63
Samsung Securities Co Ltd	Financial Services	South Korea				64
Sanofi	Pharmaceuticals	France				89
Santos Ltd	Oil & Gas Producers	Australia	●			86
SAP AG	Software	Germany	●	●		94
Sasol Ltd	Oil & Gas Producers	South Africa				86
SBM Offshore NV	Oil Equipment & Services	Netherlands				87
Schlumberger Ltd	Oil Equipment & Services	United States	●			87
Schneider Electric SA	Electric Components & Equipment	France	●			61
Sekisui Chemical Co Ltd	Home Construction	Japan	●			75
SembCorp Industries Ltd	Oil Equipment & Services	Singapore				87
Sempra Energy	Electricity	United States				62
Seven & I Holdings Co Ltd	General Retailers	Japan			●	72
Shaftesbury PLC	Real Estate	United Kingdom				91
Shinhan Financial Group Co Ltd	Banks	South Korea				49
Siam Cement PCL	Building Materials & Fixtures	Thailand	●	●		52
Siemens AG	Diversified Industrials	Germany	●	●	●	59
Sims Metal Management Ltd	Waste & Disposal Services	Australia	●			100
SK C&C Co Ltd	Computer Services & Internet	South Korea	●			57
SK Hynix Inc	Semiconductors	South Korea	●			93
SK Telecom Co Ltd	Mobile Telecommunications	South Korea	●	●		84
Skandinaviska Enskilda Banken AB	Banks	Sweden				49
SKF AB	Industrial Engineering	Sweden				77
Smith & Nephew PLC	Medical Products	United Kingdom	●			82
Snam SpA	Gas Distribution	Italy	●			71
Sociedad General de Aguas de Barcelona SA	Water	Spain	●			101
Societe Generale SA	Banks	France				49
Societe Television Francaise 1	Media	France				81
Sodexo	Hotels, Restaurants, Bars & Recreational Services	France	●	●	●	76
S-Oil Corp	Oil & Gas Producers	South Korea				86
Solvay SA	Chemicals	Belgium				53
Sonoco Products Co	Containers & Packaging	United States	●	●		58
Spectra Energy Corp	Gas Distribution	United States	●		●	71
Sprint Nextel Corp	Mobile Telecommunications	United States				84
Standard Chartered PLC	Banks	United Kingdom				49
Standard Life PLC	Insurance	United Kingdom				79
Stanley Black & Decker Inc	Durable Household Products	United States	●		●	60

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Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
Staples Inc	General Retailers	United States				72
Starbucks Corp	Hotels, Restaurants, Bars & Recreational Services	United States				76
State Street Corp	Financial Services	United States				64
Statoil ASA	Oil & Gas Producers	Norway				86
Stockland	Real Estate	Australia	●			91
Storebrand ASA	Insurance	Norway	●			79
Suez Environnement Co	Water	France	●	●		101
Sulzer AG	Industrial Engineering	Switzerland				77
Sumitomo Corp	Support Services	Japan				97
Sumitomo Forestry Co Ltd	Home Construction	Japan	●	●	●	75
Suncor Energy Inc	Oil & Gas Producers	Canada				86
Svenska Cellulosa AB	Personal Products	Sweden	●		●	88
Swiss Re AG	Insurance	Switzerland	●	●		79
Swisscom AG	Fixed Line Communications	Switzerland	●		●	65
Symantec Corp	Software	United States				94
Syngenta AG	Chemicals	Switzerland				53
Sysmex Corp	Medical Products	Japan			●	82
Tabcorp Holdings Ltd	Gambling	Australia	●	●		70
Taiwan Semiconductor Manufacturing Co Ltd	Semiconductors	Taiwan	●	●		93
Target Corp	General Retailers	United States				72
Tata Consultancy Services Ltd	Computer Services & Internet	India				57
Tata Steel Ltd	Steel	India				96
Technip SA	Oil Equipment & Services	France	●			87
Teck Resources Ltd	Mining	Canada	●			83
Teijin Ltd	Chemicals	Japan				53
Telecom Italia SpA	Fixed Line Communications	Italy	●			65
Telefonica SA	Fixed Line Communications	Spain	●			65
Telenet Group Holding NV	Media	Belgium	●	●		81
Telenor ASA	Mobile Telecommunications	Norway	●		●	84
Teradata Corp	Computer Services & Internet	United States	●			57
Terna Rete Elettrica Nazionale SpA	Electricity	Italy	●			62
Thai Oil PCL	Oil & Gas Producers	Thailand				86
TNT Express NV	Industrial Transportation	Netherlands	●			78
Tokio Marine Holdings Inc	Insurance	Japan	●			79
Tokyu Land Corp	Real Estate	Japan			●	91
Toshiba Corp	Diversified Industrials	Japan				59
Total SA	Oil & Gas Producers	France	●			86
TOTO Ltd	Building Materials & Fixtures	Japan	●			52
Toyota Motor Corp	Automobiles	Japan	●			48

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Company name	Sector	Country	RobecoSAM Distinction	RobecoSAM Sector Leader	RobecoSAM Sector Mover	Page
TransCanada Corp	Pipelines	Canada	●			90
Transurban Group	Industrial Transportation	Australia	●			78
TUI AG	Travel & Tourism	Germany	●	●	●	99
TUI Travel PLC	Travel & Tourism	United Kingdom				99
UBS AG	Banks	Switzerland				49
Umicore SA	Chemicals	Belgium				53
Unibail-Rodamco SE	Real Estate	France				91
UniCredit SpA	Banks	Italy				49
Unilever NV	Food Producers	Netherlands	●	●		67
United Microelectronics Corp	Semiconductors	Taiwan	●			93
United Parcel Service Inc	Industrial Transportation	United States	●			78
United Utilities Group PLC	Water	United Kingdom	●			101
UnitedHealth Group Inc	Healthcare Providers	United States	●	●		73
UPM-Kymmene OYJ	Forestry & Paper	Finland	●	●	●	68
Valeo SA	Auto Parts & Tires	France			●	47
Veolia Environnement SA	Water	France	●			101
Vestas Wind Systems A/S	Renewable Energy Equipment	Denmark	●			92
Vodafone Group PLC	Mobile Telecommunications	United Kingdom				84
Volkswagen AG	Automobiles	Germany	●			48
Volvo AB	Industrial Engineering	Sweden				77
Waste Management Inc	Waste & Disposal Services	United States	●	●	●	100
Wesfarmers Ltd	General Retailers	Australia				72
Westpac Banking Corp	Banks	Australia	●			49
Weyerhaeuser Co	Real Estate	United States				91
Wipro Ltd	Computer Services & Internet	India	●	●		57
Wolters Kluwer NV	Media	Netherlands				81
Woodside Petroleum Ltd	Oil & Gas Producers	Australia	●			86
Woolworths Holdings Ltd	General Retailers	South Africa				72
Woolworths Ltd	Food & Drug Retailers	Australia	●			66
Woongjin Coway Co Ltd	Durable Household Products	South Korea	●			60
Woori Investment & Securities Co Ltd	Financial Services	South Korea				64
WPP PLC	Media	United Kingdom				81
Xcel Energy Inc	Electricity	United States				62
Xstrata PLC	Mining	United Kingdom	●			83
Xylem Inc	Industrial Engineering	United States				77
Yokogawa Electric Corp	Electronic Equipment	Japan			●	63
Zurich Insurance Group AG	Insurance	Switzerland				79

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