

Zurich, January 26, 2010

**SAM's 2010 Sustainability Yearbook Published**

- **Work is a reference of the world's leading companies in sustainability**
- **Only the top 15% of companies per industry sector of 2,500 companies qualify for inclusion**
- **Number of assessed companies has risen to 1,237**

SAM, the investment boutique focused exclusively on Sustainability Investing, has produced its annual Sustainability Yearbook in collaboration with PricewaterhouseCoopers (PwC). The Sustainability Yearbook 2010 gives an overview of the results of SAM's annual Corporate Sustainability Assessment. It has been carried out for eleven consecutive years. The number of assessed companies has risen from 468 companies to 1,237 companies, since the SAM Corporate Sustainability Assessment was first established 1999.

**Only the Top 15% of Companies per Sector are Included in the Yearbook**

The assessments measure sustainability performance both on an industry specific basis and more broadly across industries. The process identifies companies that manage the risks and seize opportunities deriving from economic, environmental and social challenges and as a result, represent potentially attractive investments. Only the top 15% of the companies per industry sector in the initial universe of 2,500 companies are included in the Sustainability Yearbook. In each sector, the *SAM Sector Leader* is the company with the best score of all companies assessed in this sector. For full information about the Sustainability Yearbook and the SAM Sector Leaders please visit: <http://www.sam-group.com/html/yearbook>.

**Best-in-Class Research Approach**

SAM's unique research team uses a best-in-class approach, looking at sustainability leaders from each industry. The Corporate Sustainability Assessment consists of more than 100 questions that cover economic, environmental and social dimensions, as well as additional business issues that are critical to a company's long-term success and financial performance. Broad issues such as corporate governance, risk management, branding, climate change mitigation, supply chain standards and labor practices are assessed; and more intangible factors such as human capital development and knowledge management, which in SAM's view are under-researched in traditional financial analysis, are also considered key to the findings.

**Industry Specific Criteria Key to Understanding Fair Value**

General questions cite corporate governance policies, labor practices, talent attraction and retention, and the quality of reporting on environmental and social issues. Industry specific criteria focuses on companies' awareness of material risk related to sustainability issues relevant to their industry and their actions to mitigate it. The weight of the industry specific criteria has risen from 30% eleven years ago to just below 60% of the total score in 2009.

**Sander van Eijkern, CEO at SAM:** *"This increased emphasis on sector criteria reflects our conviction that sector-relevant sustainability opportunities and risks play a key role in determining the long-term success of companies and resulting shareholder value."*

**Research Makes the Case for Alpha from Sustainability**

SAM has researched the connection between corporate sustainability leadership and stock performance and found that the top 20% of the most sustainable companies in each industry sector



perform better in comparison to the whole universe. Conversely, the share price of the bottom 20% of companies with the poorest sustainability ratings in each sector underperformed the comparison group. The study "Alpha from Sustainability" illustrates the details of this research.

To obtain a copy of the "Sustainability Yearbook 2010", e-mail: [yearbook@sam-group.com](mailto:yearbook@sam-group.com)

To obtain a copy of the study "Alpha from Sustainability", e-mail: [com@sam-group.com](mailto:com@sam-group.com)

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### About SAM

SAM is an investment boutique focused exclusively on Sustainability Investing. The firm's offering comprises asset management, indexes and private equity. Its asset management capabilities include a range of single-theme, multi-theme and core sustainability investment strategies catering to institutional asset owners and financial intermediaries in Europe, the United States, Asia-Pacific and the Middle East.

Through its index activities, SAM has partnered with Dow Jones Indexes and STOXX Limited for the publication and licensing of the globally recognized Dow Jones Sustainability Indexes (DJSI) as well as customized sustainability benchmarks. Furthermore, SAM is the center of expertise for Clean Tech private equity within Robeco.

Based on its Corporate Sustainability Assessment, SAM has compiled one of the world's largest sustainability databases and analyzes over 1,200 listed companies annually. SAM's proprietary research and sustainability data are fully integrated into its offering.

SAM is a member of Robeco, which was established in 1929 and offers a broad range of investment products and services worldwide. Robeco is a subsidiary of the AAA-rated Rabobank Group.

SAM was founded in 1995, is headquartered in Zurich and employs over 100 professionals. As of December 31, 2009, SAM's total assets amount to USD 14.8 billion.

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