

## Media release

Zurich, 10 April 2007

### **SAM Group records strong growth; assets under management in 2006 increase by 62 per cent to more than CHF 4 billion.**

SAM Group, an enterprise focused on asset management and the fund business in the field of sustainability investments, achieved above-average growth in assets under management and assets under advice yet again in its 2006 financial year.

- SAM Group in 2006 witnessed a 62 per cent increase in directly managed assets (assets under management) to a level of CHF 4.1 billion (2005: CHF 2.5 billion). Indirectly managed assets (assets under advice, i.e. via licence agreements and advisory mandates) amounted to CHF 6.1 billion. As a result, total administered assets exceeded the CHF 10 billion mark for the first time.
- SAM Group has already achieved initial successes from the strategic alliance it concluded with Robeco in 2006: both entities were jointly awarded France's largest equity management mandate ever for sustainability investments.

2006 was an extremely successful year for Zurich-based SAM Group (Sustainable Asset Management). The net inflow of investable funds once again stood well above the industry average. The public's interest in the kind of sustainability-related investment products and theme-oriented funds in which SAM Group specialises has grown significantly, not least of all due to the public discussion regarding the potential effects of global climate change. Energy, water, raw materials efficiency, demographic changes and health have become topics that are of increasing concern to the financial markets. As one of the pioneers in this field, SAM Group is excellently positioned and benefits disproportionately from the sharp rise in demand for sustainability investments.

#### **Assets under management rise by 62 per cent**

Compared to the previous financial year, assets directly managed by SAM Group leaped by 62 per cent to CHF 4.1 billion (2005: CHF 2.5 billion). Net new money increased by CHF 1.1 billion, a 44 per cent gain. The greatest contribution to that growth is attributable to the SAM

Sustainable Water Fund and the SAM Smart Energy Fund. A very gratifying trend was also to be observed in the company's mandate-related business. Together with the indirectly managed assets (assets under advice) that are mainly related to licence agreements, the total amount entrusted to SAM Group's administration exceeded the CHF 10 billion level for the first time ever last year (2005: CHF 8.1 billion).

### **Initial successes for SAM Group / Robeco**

The strategic alliance concluded in December 2006 between Holland's Robeco (a subsidiary of AAA-rated Rabobank) was a significant milestone in the corporate development of SAM Group. With the launch of the world's leading platform for sustainability investments, the pieces were put in place for the Group's next phase of growth - and at precisely the right time.

An initial resounding success from this joint undertaking is evidenced by France's grant of the largest equity management mandate it has ever awarded for sustainability investments. The French pension fund ERAFP selected Robeco and SAM Group from a large number of competitors to manage assets with a potential volume of EUR 1.2 billion. Additional new SAM Group products are also in the pipeline: SAM Group and Robeco will introduce investment opportunities that are specifically related to climate change, as well as those that enable investors to benefit from the growing market for structured products.

### **New Executive Committee member for Robeco/Rabobank distribution channel**

To rapidly address the broad-based, international distribution network of Robeco in Europe, Asia, North America and the Near East, SAM Group has named Ruud Wilders as a new member of its Executive Committee. Wilders, 37 years of age, is a Dutch citizen who earned his master's degree in business economics at the University of Maastricht. At SAM Group, he bears responsibility for the Robeco and Rabobank distribution channel. Prior to his current post, Ruud Wilders headed the Asset Management Services department of Robeco, with a team of 23 specialists under his guidance.

### **Outlook**

The recently published UN IPCC report on climate change has also led private and institutional investors to invest an increasing amount of money in companies that stand to benefit from the move towards a sustainable policy in terms of the global climate. As one of the oldest and most experienced providers in this field, and one with a proprietary research approach that also forms the basis for the Dow Jones Sustainability Index, SAM Group is witnessing even greater growth potential.

«In the coming months, we will be reinforcing our presence in Asia and North America in effort to exploit the opportunities in these rapidly growing markets», notes **Reto Ringger, CEO and founder of SAM Group**. In his opinion, «Sustainable, theme-based investment products offering solutions for the world of tomorrow will continue to demonstrate a significantly faster pace of growth than that of the overall market».



**SAM Group** was founded in 1995 as an independent asset management company for sustainability investments. Today, it is one of the world's leading institutions in this sector. Its clientele includes banks, insurance companies, pension funds, family offices and private clients.

The Group offers a comprehensive range of theme-related products in the area of new energy sources, water and innovative materials. In addition, it provides large institutional investors with a broad palette of mandate-based, client-oriented services (including enhanced, active and unrestricted strategies). For investors, SAM Group ensures a high degree of social responsibility and transparency with respect to their investments.

SAM Group seeks out and identifies companies that stand out in terms of corporate sustainability criteria. The integration of these forward-looking factors into corporate valuation and the investment process represents the basis for SAM Group's philosophy. The company's expertise is based on its own independent research and an active worldwide network focused on sustainability investments. To that purpose, SAM Group has compiled the world's largest sustainability database.

Together with Dow Jones Indexes and STOXX, SAM Group has launched a family of sustainability indexes to track the performance of companies that are industry leaders in terms of sustainability. In fulfilling that goal, SAM Group analyses over 1,200 companies a year.

In 2006, the assets managed directly by SAM Group rose by 62% to CHF 4.1 billion (2005: CHF 2.5 billion). Together with assets under advice, the Group administers a total of CHF 10.2 billion (2005: CHF 8.1 billion). Headquartered in Zurich (Switzerland) SAM Group maintains operations in Europe, Australia and North America and employs 60 individuals.

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