# sam insight 2/03

## Climate Change
## The next major challenge









sam sustainable asset management

## Dear Readers

A few weeks ago I had a meeting with the chairman of an investment foundation for one of Switzerland's biggest pension funds. While we were talking, he asked me what impact progressive climate change is likely to have on his securities portfolio and the expected returns from his investment strategy.

Few us stop to think about whether climate change can have a negative impact on the performance of our pension funds.

We are all becoming increasingly aware that global warming is already having an impact on our climate, our natural resources, tourism, the cost of land in ski regions, and also our health in general. But few us stop to think about whether climate change can have a negative impact on the performance of our pension funds. But it is inevitable that such a momentous environmental and ultimately also financial development will have a significant impact on the performance of our securities portfolios over the next 10 to 20 years. In this publication we attempt to explain how this might happen.

While politicians are still weighing up the pros and cons of climate protection, the economy is already forging ahead with practical applications.

While politicians are still weighing up the pros and cons of climate protection – we only need to think about the imponderables in trying to ratify the Kyoto protocol originally passed in December 1997 – the economy is already forging ahead with practical applications of environmental protection measures. At the start of October, the first emission credits were traded on the Chicago Climate Exchange (CCX). The large private-sector corporations, as well as the City of Chicago in the public sector, involved in the pilot project had voluntarily agreed to cut their emissions of the six gases stipulated in the Kyoto protocol by 1% p.a. over the next four years. If they do not achieve these targets, they can buy the extra emission credits they need on CCX. The Chicago Climate Exchange is therefore based entirely on monetary incentives. You can read all about initial experiences with CCX on page 10.

Like all social trends, climate change will create both winners and losers. A study produced in conjunction with the World Resources Institute (WRI) shows exactly who these winners and losers might be in the automobile industry. The study, entitled "Changing Drives" analyses the $CO_2$ strategy of the world's 10 biggest carmakers and evaluates the company which is best positioned in terms of new technologies. Our Automobile analyst, Niki Rosinski, has summarised the study. Other interesting articles in this edition of "SAM insight" include an interview with the British lawyer Peter Roderick, who is in the process of assembling legal claims for climate change in the USA with which he intends to pursue "environmental offenders", an article about the lower carbon strategy of BP p.l.c. and an article by our energy specialist Roland Pfeuti on new, eco-efficient energy technologies. I hope you enjoy reading this edition.

**Reto Ringger**
CEO
SAM Sustainable
Asset Management

# Better a "Clean Cow" than a "Carbon Cowboy"

A new report produced in collaboration of SAM and the World Resources Institute (WRI,) identifies Toyota as the best placed car manufacturer to meet the challenge of carbon constraints, with above average management quality scores and lower than average expected costs. This results into a 9% premium over its peers group in EBIT and Return on Invested Capital (ROIC).

By **Niki Rosinski,** Senior Sustainability Analyst, SAM Research and Co-Autor of «Changing Drivers»

Toyota's potential to capitalize on the full range of lower carbon technologies clearly distinguishes it from its peers. Early on, Toyota systematically aligned lower carbon technology with its global expansion strategy. Historic strategic moves put Toyota in a particularly strong position in fuel cell and hybrid technologies, where its dominance could impact the competitive balance across the automotive industry.

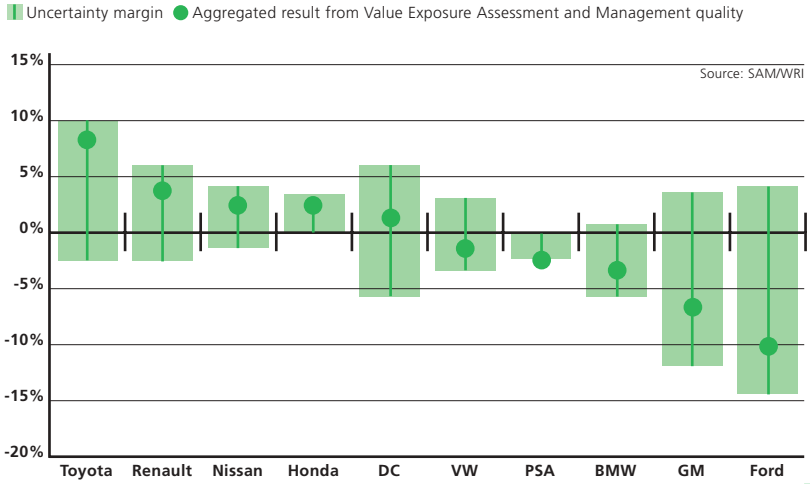
### The political pressure increasing

Carbon constraints set the scene for value creation and destruction in the automotive industry. The European Union and Japan have both made strong commitments to lower the $CO_2$ emissions rates of vehicles. To date, the US has made less of a commitment, but debate over federal Corporate Average Fuel Economy (CAFE) standards continues, while a 2002 California law seeks to regulate vehicle $CO_2$ emissions for the first time. As an indicator of growing pressure in this area, over 60% of global sales last year occurred in countries that have ratified the Kyoto Protocol.

### Downside risks

Being a "Carbon Cowboy" or a "Clean Cow" determines downside risk. The report identifies exposure to carbon constraints as a main differentiator in the automotive industry. Consequently, a Value Exposure Assessment identifies the downside risks of carbon constraints in terms of the estimated costs for each carmaker to meet new $CO_2$ emissions standards by 2015. In other words, the higher the "carbon intensity of profits", the higher the downside risks. Carbon intensity of profits and thus differences in downside risks are largely determined by carmakers' unique product portfolio structure. Key elements of portfolio structure include segment mix, carbon intensity of

**Figure 1:** Range of Possible Impacts on EBIT (2003-2015) for top car manufactures



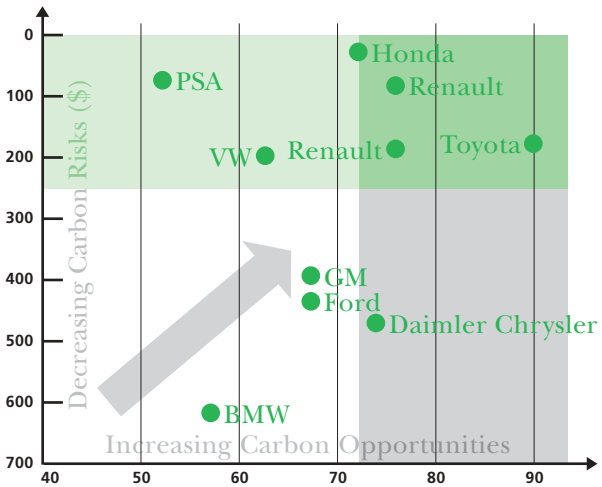
models, and geographic distribution of sales. Figure 2 shows different combinations of carbon intensity and profitability as determined by product portfolios. As opposed to "Clean Cows", "Carbon Cowboys" are those car manufacturers whose profitability largely depends on sales in segments of high carbon intensity. Ford and GM would qualify as "Carbon Cowboys" due to their profit bias in the high carbon intensive light truck segment. As this segment becomes more competitive, margins are under pressure. The combination of high exposure to carbon constraints, including stricter fuel economy standards for light trucks and increased competition from Japanese and European rivals, represents a significant downside risk for Ford and GM.

### Management quality

Complementary, management quality regarding lower carbon technologies determines upside potential. Lower carbon technologies have the potential to alter significantly the competitive balance in the industry over the next decade. The recent Frankfurt motor show provided a flavor of things to come. Besides new models, discussion around clean diesel was one of the most prominent issues on the agenda in 2003. Moreover, a growing number of car manufacturers announced hybrid options in a move to reconcile increasing customer expectations regarding performance with better fuel economy. Consequently, Akihiko Saito, head of research and development at Toyota expects diesel, hybrid and fuel cell technology to exist side by side through 2015 and beyond. However, there is much uncertainty regarding which technology(s) will emerge as winner(s).

**Figure 2:** Quantification of risks and opportunities concerning climate change.
Source: SAM/WRI

**Figure 2:** $CO_2$-matrix of the automotive industry




To identify car manufacturers that hold the potential to yield a higher return on their investment in lower carbon technologies, including diesel, hybrid and fuel cell technology, the report focuses on management quality. The Management Quality Assessment draws on the SAM Competence Model. The SAM Competence Model is a unique analytical framework to evaluate intangible value drivers, including management quality in key issues related to sustainable development.

### Conclusion for investors

A report designed to make more informed investment decisions regarding carbon constraints in the automotive industry. In the light of increasingly carbon constrained automotive markets, the purpose of "Changing Drivers" is to help investors make better informed decisions regarding automotive company stocks. This report explores how carbon constraints in global automotive markets may affect value creation of 10 leading automotive companies between now and 2015 – a timeframe in which major technological and policy changes are possible. The car manufacturers assessed are BMW, Daimler Chrysler (DC), Ford, General Motors (GM), Honda, Nissan, PSA, Renault, Toyota and Volkswagen (VW) – the largest independent automotive companies. The geographical scope is the United States, European Union and Japanese markets, which together account for 70 percent of current global sales.

Lower carbon technologies have the potential to alter significantly the competitive balance in the industry over the next decade.

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For full contents, please refer to
**www.sam-group.com/changingdrivers**

# Wave Energy - the next big Wave in Renewable Energy Venture Capital

The European Union has moved a step closer to creating a greenhouse gas (GHG) emissions trading system (ETS) that will lie at the heart of its program to meet its Kyoto Protocol targets.

By **Roland Pfeuti,** SAM Private Equity Principal

A recent analysis of Cambridge Energy Research Associates suggests that in the short and medium term, the price of $CO_2$ in the ETS is likely to be low thereby providing little benefit to the renewable energy industry. However, the overall support of the EU member states for renewable sources remains strong as it is confirmed by the overall target of 22% of electricity consumed in 2010 (to be compared with 13.9% in 1997).

The planned full-scale wavefarm of Ocean Power Delivery has an overall length of 160m.

A recent SAM Private Equity analysis of climate change policy instruments in Europe concludes that from a quantitative perspective the influence of GHG emission trading on emerging clean technologies will probably be very limited. As a result, more mature and therefore cheaper technologies such as wind and landfill gas/biogas technologies and specially wave technologies will profit most.

As one of the first global venture capital funds SAM Private Equity analyzed the potential of wave energy technologies.

### Two companies with potential

As one of the first global venture capital funds SAM Private Equity analyzed the potential of wave energy as well as the technical feasibility and the maturity of several different wave energy technologies. Based thereon, SAM Private Equity concluded that ocean waves represent an abundant source of renewable energy and that its energy density and potential power offer the potential for low cost renewable energy. Therefore we believe that wave energy is the next renewable source of energy to enter the market. On the basis of this analysis SAM Private Equity led two venture capital transactions. One investment is in the Australian company Energetech which has developed an on-shore a wave energy device using a parabolic wall and a patented turbine using the oscillating water column principle.

The other investment is in the Scottish company Ocean Power Delivery which has developed a snake-like floating device what will be moored in water depths of 30 – 100m. The device consists of several cylindrical sections, which move up and down as well as sideways as the wave passes underneath. The single sections are connected by joints and hydraulic rams, which pump high pressure oil through variable displacement motors, thus producing electricity. The planned full-scale device has a diameter of 3.5m and an overall length of approx. 160m. Both technologies could well arrive at production cost levels which are equal to those in the wind industry thus opening the potential for a similar growth pattern for the emerging wave energy industry.

Both technologies could well arrive at production cost levels which are equal to those in the wind industry thus opening the potential for a similar growth pattern.

# BP Lower Carbon Growth Strategy

Understanding widespread concern about the effect of greenhouse gas emissions and climate change, BP took a lead by committing to a considerable reduction in emissions -10% in absolute terms from a 1990 baseline by 2010.

By **Greg Coleman,** Group Vice President, Health, Safety and Environment, BP p.l.c.

We were the first company to create and implement a $CO_2$ trading system across our global operations to identify the best opportunities to reduce emissions. We achieved our emission reduction goals in 2001, well before our target date, due to the application of technical solutions and real commitment by our staff. During the 1990s and the early 21st century, BP has also evolved towards lower carbon products and growing our gas business, offering our customers cleaner energy choices. Of course, the use of hydrocarbon energy is not only associated with climate change. Local environmental impact is equally important. In one of many actions taken to address this issue, and in advance of any legislation, BP was the first company to launch a cleaner fuels programme - rolled out to 113 cities worldwide by the end of 2001. More recently BP has launched BP Ultimate, a high performance fuel with improved environmental performance. Over the last twenty years, the world's population has increased by around 40%, world electricity consumption by over 70% and the world passenger vehicle fleet has doubled. Living standards have improved considerably in many places. Yet primary energy usage has grown by only around 30% and per capital energy use remains essentially unchanged. This is largely the result of energy efficiency improvements and new energy technologies delivering the dual benefits of lower waste and higher profits. In many cases, it is the result of the ongoing shift to less carbon-intensive energy sources. And it is possible to imagine a future where a photovoltaics or hydrogen play a key role.

Over the last twenty years, the world's population has increased by 40%, world electricity consumption by over 70% and the world passenger vehicle fleet has doubled.

### Bringing Gas to Market

Because gas has a very low energy density, moving a barrel of oil equivalent (BOE) of gas from Norway to France by pipeline consumes as much energy as moving a BOE of crude oil twice around the globe by sea. Reducing the costs associated with moving gas is crucial to realising its full market potential. By working closely with industry partners throughout the design, construction and procurement stages, BP believes capital costs can be reduced by 25%. Though not as efficient as pipelines, carrying liquefied natural gas (LNG) in specialised ships can offer an effective transport solution. As technology advances and the cost of LNG falls, so the number of LNG projects around the world is rising.

### $CO_2$ Capture and Storage

When utilizing hydrocarbons to provide energy, the capture and safe storage of $CO_2$ is a potentially key part of any effort to reduce greenhouse gas emissions. The $CO_2$ Capture Project (CCP) has been set up by BP together with seven other leading energy companies. The team has set itself the target of reducing the cost of capture by 50% for retrofit applications and 75% for new build plants compared with the best technology today. Once $CO_2$ has been collected, it has to be stored somewhere. To this end, over 25% of project funds are allocated to long-term geological storage, looking at innovative ways to maximise and measure the volume of $CO_2$ that can be safely and securely stored. Working closely with governments, NGOs and other stakeholders, the CCP is developing important bridging technologies designed to deliver cleaner energy in the medium term.

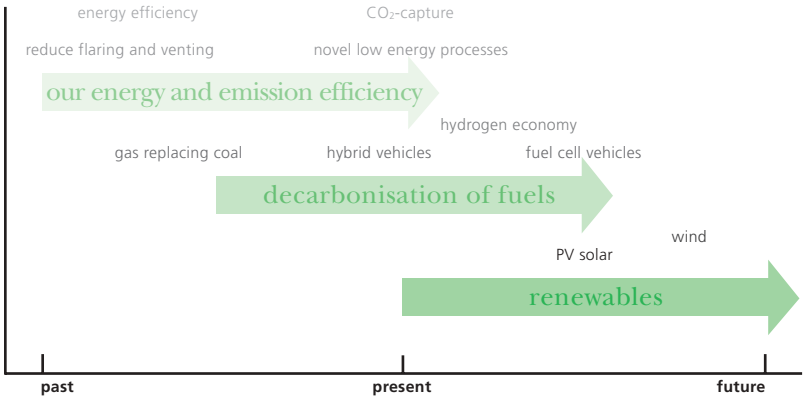
### Renewable Energy

BP has a significant Renewables and Alternatives business, and we believe that by focusing on reducing costs and creating new commercial products, solar and wind power in particular will help us to meet the world's demand for sustainable and affordable energy into the future.

With nearly 20% of the global market, BP is one of the world's leading solar companies. Recently, the company has doubled manufacturing capacity, investing over $100 million in a solar plant in Madrid that will be one of the largest in the world and able to grow with the market.

BP Solar products are sold in over 160 countries and we are broadening our capabilities in many areas – generating "clean" electricity for residential and commercial properties as well as rural electrification in parts of the developing world, for example in irrigation and the refrigeration of medicines.

**Figure:**
Lower Carbon Toolkit
Source: BP p.l.c.




## Efficiency Examples

Much of BP's emission reduction programme was delivered through improvements in energy efficiency – which equates with operational and financial efficiency. By focussing on our greenhouse gas emissions reduction targets, we added $750 million dollars of value to the company between 1998 and 2002. Three examples:

- Our work included modifications to the valves (used extensively in the Lower 48 Gas Business Unit) that separate fluids from gas at the wellhead. Together with other measures this enabled us to reduce the amount of methane lost to the atmosphere by 1.6 million equivalent $CO_2$ tonnes.
- A holistic approach to energy management at our Texas City refinery has enabled us to reduce greenhouse gas emissions by 300,000 equivalent $CO_2$ tonnes, saving $5 million a year .
- In Canada, the installation of controllers on natural gas engines driving 275 compressors has resulted in a reduction of 50,000 equivalent $CO_2$ tonnes.

**It is clear that future energy will be lower in carbon. Renewables are increasing in importance and hydrogen is also likely to play a role.**

### The Hydrogen economy

Hydrogen has the potential to rewrite the world's energy economy, offering the possibility of a non-polluting fuel with both stationary and transport applications. In fuel cells, hydrogen can be converted directly into electricity and heat, with water as the only by-product. Currently, producing hydrogen from natural gas is the most cost effective method. Combined with upcoming $CO_2$ sequestration technologies, this offers the potential for a low or even zero polluting energy supply in the medium term.

As part of the ten-city Daimler Chrysler European Bus Project (Clean Urban Transport for Europe: CUTE), BP is setting up the infrastructure to supply gaseous hydrogen fuel cell buses in London, Barcelona, Oporto and Perth, and as a partner in Hamburg and Stuttgart. The Daimler Chrysler Car Project extends these experiences to our retailing environment and the next level of challenge. Through 2003-2005, BP will install infrastructure to support a fleet of hydrogen fuel cell cars in Singapore. Other cities are expected to follow.

### Conclusion

It is clear that future energy will be lower in carbon. Renewables are increasing in importance and hydrogen is also likely to play a role. Future energy supplies may come from a wide range of sources. The task today is to optimise the balance between the increased need for affordable energy, social and economic development, and respect for people and the environment.

# "Is Climate Change the next cause for class-action lawsuits?"

Peter Roderick, a British Environment lawyer working for the Climate Justice Programme is preparing a climate change litigation against the Bush Administration.

The interview was held by **Niki Rosinski,** Senior Sustainability Analyst, SAM Research

sam insight: What are the driving forces for climate change litigation?

**P.RODERICK:** People are fed up with the lack of action by politicians and industry. Climate change science has been well established for decades and has now reached a strength of legal significance. It's the poor who will suffer most, and civil society needs to do all it can to respond and encourage political and industry leadership to make the necessary emission cuts and move to low carbon economies. Enforcing the laws that are in place now is one effective way of doing this.

sam insight: On what legal basis do you rely for going to court on the grounds of climate change?

**P.R.:** There are potentially many legal bases. The cases already underway against the Bush Administration use traditional administrative law challenges – judicial review of executive failure to consider climate change in key regulatory decisions. National laws usually make it illegal for polluters to cause nuisances and to market defective products. Domestic laws impose duties on directors to act in the best interests of shareholders who may suffer financial harm as a result of climate impacts.

sam insight: Which industries do you think will be more exposed to climate change litigation?

> Climate change science has been well established for decades and has now reached a strength of legal significance.

**P.R.:** I usually put them in three categories: those who produce fossil fuel; those who emit fossil fuel and those who facilitate production and emissions, such as financial services companies and car companies.

sam insight: Can you cite companies that are already target of climate change litigations?

> The civil society needs to do all it can to respond and encourage political and industry leadership to make the necessary emission cuts and move to low carbon economies.

**P.R.:** No. Amongst the three groups, companies differ as regards size of contribution to the problem and response. Of those with significant contributions, some have a head-in-the-sand and some have a greenwash response. I can't think of any company with a significant contribution whose words and deeds are in line. Until we see that, I don't see a sound basis for narrowing down.

sam insight: Which players in the financial market will be exposed to the effects of climate change lawsuits against companies and why?

**P.R.:** The most exposed from external challenge will be those who decide to spend their money to help more fossil fuel production and emissions. The most exposed from internal – i.e. shareholder or policy-holder – challenge will be those who help companies which have not fully appreciated climate risk – in terms of regulation,

policy shift, reputation and physical impacts, as well as litigation.

sam insight: Given that it took 30 years for financial markets to pick up the risk of asbestos litigation: Should institutional investors start to worry about climate change litigation already now?

**P.R.:** Of course, and they have already started to. If they want to wait 30 years, more fool them. I know that I'd be very happy arguing the case for a shareholder or policy-holder who'd lost out, for example, because their company had never even heard of or acted on Table 8-1[1)] of Chapter 8 of Working Group II's Contribution to the Third Assessment Report of the Intergovernmental Panel on Climate Change.

sam insight: How can investors minimize risks related to potential climate change litigation?

**P.R.:** A good start would be to read Table 8-1 and professionally assess its implications, and to get legal advice for their actuaries to make sure that they properly appreciate the impact of their professional and regulatory obligations in the context of climate change. Look at their current and potential clients and ask, for example: Are they taking climate risk seriously? Do they know their emissions? How do their emissions compare with their current assets and long-term debt? Have they worked out how emissions trading affects them?

1) Table 8-1 of Chapter 8 of Working Group II's Contribution to the Third Assessment Report of the Intergovernmental Panel on Climate Change (IPCC) summarizes the effects and probability of extreme climate-related phenomena in the context of the insurance industry. For instance, the working group concludes that there is a 90-99% probability of a rise in temperature and that life insurers are among the most exposed companies.

The most exposed from external challenge will be those who decide to spend their money to help more fossil fuel production and emissions.

In the future, nobody will take fossil fuel out of the ground. Of course, that future is not tomorrow, not in 20 years, not in 50 years. But in 100 years?

sam insight: Should one not try to change the political framework rather than going to court regarding climate change?

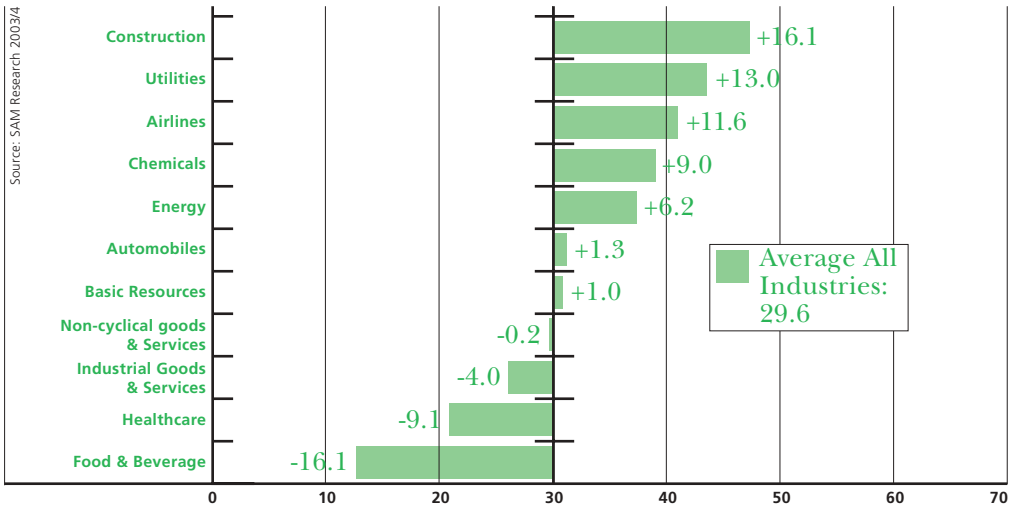
**P.R.:** Both, of course – and even then we still won't have done enough – not until all players honestly accept that making huge cuts in emissions is the right thing for the rich to do because the lives of millions and the future of the planet are at stake. In the future, nobody will take fossil fuel out of the ground. Of course, that future is not tomorrow, not in 20 years, not in 50 years. But in 100 years? If court cases can bring forward that time, then so much the better, for all of us.

You can download the report of IPCC under:
**http:/www.ipcc.com**

**Box 2: Key $CO_2$-related criteria of the DJSI:**

- Organisational boundaries of GHG inventory
- Categories of GHG emissions covered (direct, indirect)
- Verification of GHG inventory
- Experience with flexible mechanisms under the Kyoto protocol (e.g. Joint Implementation)
- GHG target and mitigation strategy
- Experience with GHG emissions trading schemes

Based on the above set of indicators, Figure X shows that management quality varies significantly across sectors. The Figure conveys a correlation between exposure and management quality. Highly exposed sectors, such as Utilities, show superior management quality in addressing the challenge of climate change.



# Creating a Market for Greenhouse Gas Emissions Trading

By Richard L. Sandor*

| Members of the Dow Jones Sustainability Index which are also Founding and Charter Members of CCX | |
|---|---|
| Ford Motors Co. | Du Pont |
| Temple-Inland Inc. | Stora Enso North America |
| STMicroelectronics | Baxter International |
| Equity Office Properties Trust | Bayer |

*Richard L. Sandor is Chairman and founder of the Chicago Climate Exchange, Inc. and a Research Professor at the Kellogg Graduate School of Management at Northwestern Universit and Member of the Board of Sustainable Performance Group

The September 30 launch of the Chicago Climate Exchange (CCX) and the announcement of the results of its first auction are major steps on the road to global price discovery for $CO_2$ and in the convergence of environmental and capital markets. In an over-subscribed auction, Du Pont, City of Chicago, Baxter Healthcare Corporation, Manitoba Hydro, Ford, American Electric Power and Stora Enso North America were successful in their bids for Exchange Allowances, each representing 100 metric tons of $CO_2$ equivalent. The weighted average price was $0.98 per metric ton for vintage 2003 and $0.84 per metric ton for vintage 2005.

**Market-based mechanism**

CCX Members, including 25 North American corporations and subsidiaries of European corporations and public-sector institutions, have voluntarily made a legally binding commitment to reduce their emissions of greenhouse gases by four percent below the average of their 1998-2001 baseline by 2006, the last year of the pilot program. CCX enables members to receive credit for reductions, and to buy and sell credits to determine the most cost-effective means of achieving emission reductions. First-movers in this growing market will not only gain competitive advantages in GHG emissions trading and contribute to the development of climate change policy in North America, but will also build up skills in GHG management and create new profit centers. Participation in a rules-based compliance system also reduces financial exposure by giving our members direct, practical knowledge of potential climate change liabilities and how they may be most effectively mitigated. This is crucially important as such liabilities increasingly come under scrutiny from financial institutions, shareholders and regulators. The launch of CCX shows the wide acceptance market-based mechanisms have gained as a cost-effective method for addressing environmental concerns, especially as societies move towards a carbon-constrained future. CCX will offer an early test of GHG emissions trading concept on a scale with global potential.

Chicago Climate Exchange will offer an early test of greenhouse gas emissions trading concept on a scale with global potential.

## The most significant piece of environmental legislation in EU history

**Lionel Fretz,** Executive Director of Climate Change Capital

In contrast to the CCX, the EU Emissions Tradingg Scheme (ETS) is the first mandatory emissions trading scheme. Therefore, market size and prices will depend on the national allocation plans due to be submitted in March 2004. In turn, reactions of companies will depend on the price of $CO_2$. In a low price environment of say, 3-10 per ton of $CO_2$, companies will simply buy more power from gas-fired power stations. At higher $C0_2$ prices, of say 20-30 per ton, you could see the power sector switching from existing coal-fired stations to cleaner fuels, particularly gas. You'd probably also see upgrading of power plants to use state of the art Combined Cycle Gas Turbines (CCGT), and investments in new greenfield CCGT plants. From an investor's point of view, there are two main areas to look at. First of all, investors should have a close eye on the $CO_2$-abatement cost that a company potentially faces. In other words, they need to find out the cost of meeting the new emissions limits. Abatement cost curves are largely dependent on companies' individual risk exposure. Management quality is also an important element to consider. Aspects to look for in a company include : policy on Climate Change, reporting of $CO_2$-emissions, clearly communicated emissions targets and milestones and experience in emissions trading.

For more information on Climate Change Capital, please refer to: **www.climatechangecapital.com**

# SAM News and Events

news

## Tessa Tennant wins the SAM/SPG Award

**Tessa Tennant is not only the first woman to win the annual Sustainability Leadership Award, sponsored by SAM and SPG, but has also had a pioneering role in the field of sustainable investments.**

Tessa Tennant not only set up the first sustainability fund in the UK, but was also the first to promote the concept of sustainability in the Asian financial community. The objective of Sustainable and Responsible Investment in Asia (ASrIA), a non-profit organisation set up by Tessa Tennant in 2001, is to make companies more environmentally and socially aware, and to promote socially responsible investment (SRI) in Asia.

## SAM and HSBC Trinkaus launch joint funds

**HSBC Trinkaus Capital Management, a private bank established over 200 years ago, and SAM Sustainable Asset Management are cooperating in the field of sustainable financial products.**

The exclusive cooperation, focused on the German and Austrian market, provides for the sale of public and segregated funds to institutional investors. The cooperation between HSBC Trinkaus and SAM Sustainable Asset Management offers mainly the institutional investors of both companies the opportunity to invest in sustainable bonds and balanced mandates. The investment concept integrates sustainability consistently, and across all levels of the investment process.

## New composition of the DJSI

**In September, Dow Jones Indexes, STOXX Limited and SAM Group announced a new composition for the Dow Jones Sustainability Index.**

As of 22 September, the Index contains 317 companies from 60 sectors and 22 countries. The European benchmark, DSJI STOXX, comprises 178 companies from 13 countries. The new composition is the result of the sustainability analysis undertaken by SAM Research, which identified the companies that are industry leaders in terms of environmental, social and economic criteria.

## Second "European Energy Venture Fair"

**The second conference, sponsored by SAM Private Equity, achieved its goal of providing a valuable platform for this industry segment.**

More than 100 participants from leading risk capital providers, industrial corporations and start-up companies in the energy sector attended this event at the Swiss Re Center for Global Dialogue in Rüschlikon (Zurich) on 27/28 October to discuss themes such as the future of virtual power stations, the influence of public authorities on renewable energies in Europe and the recent spate of electricity black-outs. The conference offered 18 young companies in the energy sector, and in different stages of development, the opportunity to present their products to interested investors.

agenda

## Events

**13/14 November 2003**

**First Swiss Conference on Corporate Social Responsibility with papers from Reto Ringger and Alois Flatz, organised by the Philias Foundation.**

Venue: CS Forum
rue de Lausanne 17, 1201 Genf

**17 - 19 November 2003**

**Third Environmental Forum of DaimlerChrysler and UNEP with a paper from SAM Sustainability Analyst Niki Rosinski**

Venue: Maritim Hotel, Magdeburg, Germany

**5 - 7 Februar 2004**

**Fonds 04**

Fonds 04 – The Swiss Financial Industry Trade Fair, with a SAM Sustainable Asset Management stand.
Venue: Kongresshaus Zurich
Gotthardstrasse 5, 8022 Zurich

## Publications

**Winter 2003/04**

"SAM Leading Edge Yearbook 2003"
The new publication to showcase the outcome of SAM's leading sustainability research for the Dow Jones Sustainability Indexes

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SAM Sustainable Asset Management (SAM) was founded in 1995 as an independent asset management company specializing in sustainability investments. As one of the world's leading asset managers in its field, SAM works with banks, insurance companies, pension funds, trusts, foundations, and private investors.

The systematic analysis and integration of sustainability criteria in the investment process serves as a basis for high-quality products and services. SAM's acumen is based on its own research as well as the resources of its worldwide sustainability network. Together with Dow Jones and STOXX, SAM launched a family of sustainability indexes, tracking the performance of companies that lead their industry in terms of sustainability.

SAM Sustainable Asset Management is headquartered in Zurich, Switzerland, with offices in Somona (USA), Milan (Italy), Melbourne (Australia), and Stockholm (Sweden).

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