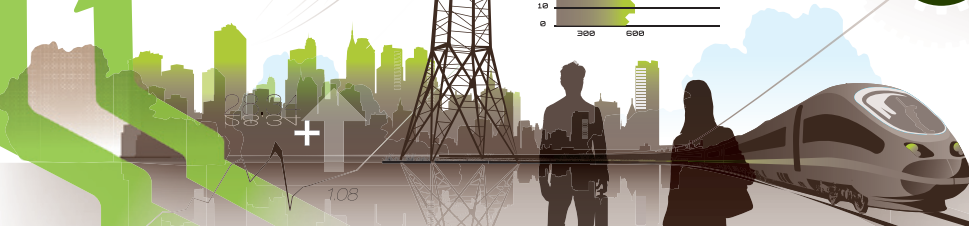
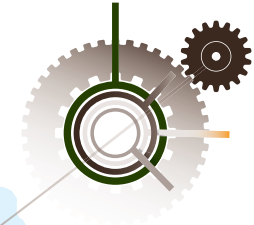
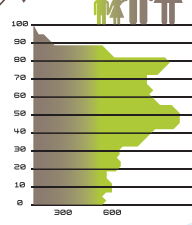
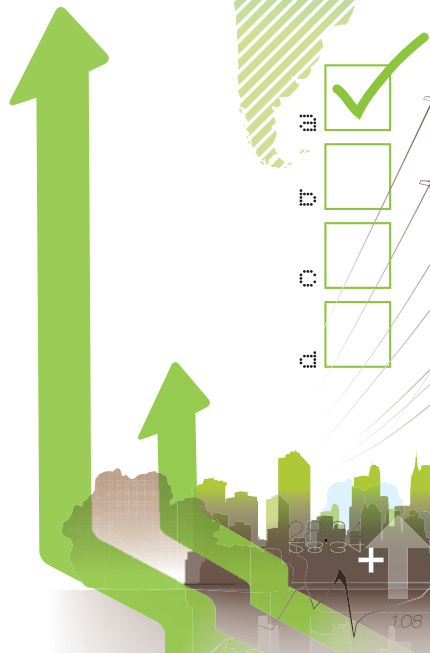
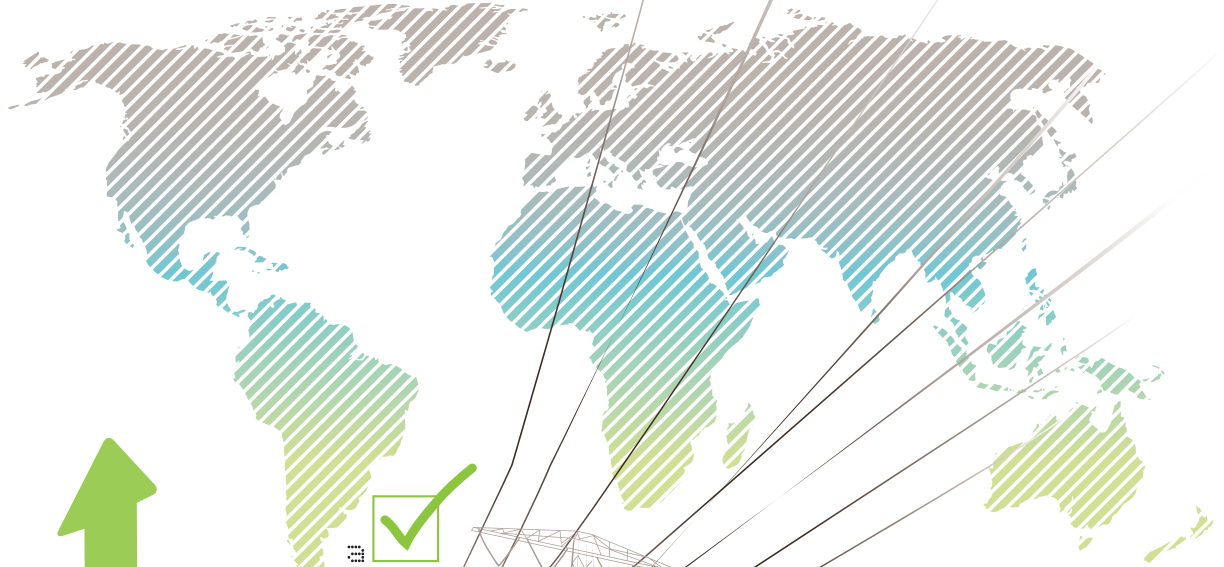


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**ROBECOSAM**  
We are Sustainability Investing.

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Sustainability –  
the essence of value

## About RobecoSAM

Founded in 1995, RobecoSAM is an investment specialist focused exclusively on Sustainability Investing. It offers asset management, indices, impact analysis and investing, sustainability assessments, and benchmarking services. The company's asset management capabilities cater to institutional asset owners and financial intermediaries and cover a range of ESG-integrated investments, featuring a strong track record in resource efficiency-themed strategies. Together with S&P Dow Jones Indices, RobecoSAM publishes the globally recognized Dow Jones Sustainability Indices (DJSI) as well as the S&P ESG Index series, the first index family to treat ESG as a standalone performance factor using the RobecoSAM Smart ESG methodology. Based on its Corporate Sustainability Assessment (CSA), an annual ESG analysis of over 3,900 listed companies, RobecoSAM has compiled one of the world's most comprehensive databases of financially material sustainability information. The CSA data is also included in USD 86.5 billion of assets under management by the subsidiaries of the Robeco Group.

RobecoSAM is a sister company of Robeco, the Dutch investment management firm founded in 1929. Both entities are subsidiaries of the Robeco Group, whose shareholder is ORIX Corporation. As a reflection of its own commitment to advancing sustainable investment practices, RobecoSAM is a signatory of the PRI and UN Global Compact, a member of Eurosif, Swiss Sustainable Finance, Carbon Disclosure Project (CDP), Ceres and Portfolio Decarbonization Coalition (PDC). As of December 31, 2016, RobecoSAM had client assets under management, advice and/or license of approximately USD 16.1 billion.

### **Important legal information:**

The details given on these pages do not constitute an offer. They are given for information purposes only. No liability is assumed for the correctness and accuracy of the details given. The securities identified and described may or may not be purchased, sold or recommended for advisory clients. It should not be assumed that an investment in these securities was or will be profitable. Copyright© 2017 RobecoSAM – all rights reserved.

Sustainability – the essence of value

10/2017

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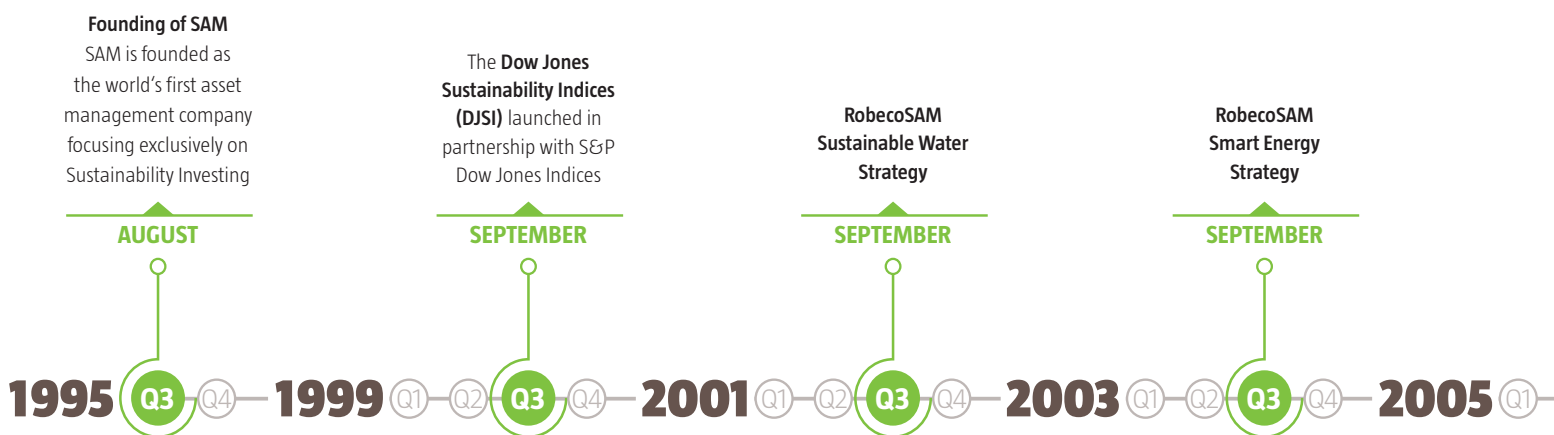
# Why sustainability?

Sustainability-related megatrends are changing our world – and are having a measurable impact on companies' top and bottom lines. Long-term challenges such as demographic change, resource scarcity, pollution and climate change are redefining public policy and regulatory frameworks, and as a result, business environments and investment outcomes. Such challenges create new opportunities and risks that companies must address today to remain competitive into the future. Firms that find successful solutions to these challenges should be well positioned to outperform their peers.

“Sustainability is no longer just an afterthought – it is vital to a company's ability to prosper over the long run. At RobecoSAM, we believe that integrating sustainability data into traditional financial analysis leads to better-informed investment decisions.”



**Aris Prepoudis**  
Chief Executive Officer  
RobecoSAM



## Focus on Sustainability Investing

RobecoSAM is an investment boutique focusing exclusively on sustainability investing. Our entire range of Sustainability Investing offerings is based on two guiding principles:

We passionately believe that the integration of financially material sustainability criteria into traditional financial analysis helps us to evaluate companies' quality of management and future performance potential. This in turn enables us to identify attractive investment opportunities that can generate value for our clients.

This conviction has enabled us to develop a broad range of sustainability solutions for investors and companies.

## The Corporate Sustainability Assessment: at the core of what we do

Initiated in 1999, our Corporate Sustainability Assessment (CSA) is an annual assessment of companies' sustainability practices. Each year we analyze over 3,900 listed companies around the world based on between 80-120 industry-specific questions focusing on economic, environmental and social factors that are relevant to the companies' success, but that are under-researched in conventional financial analysis.

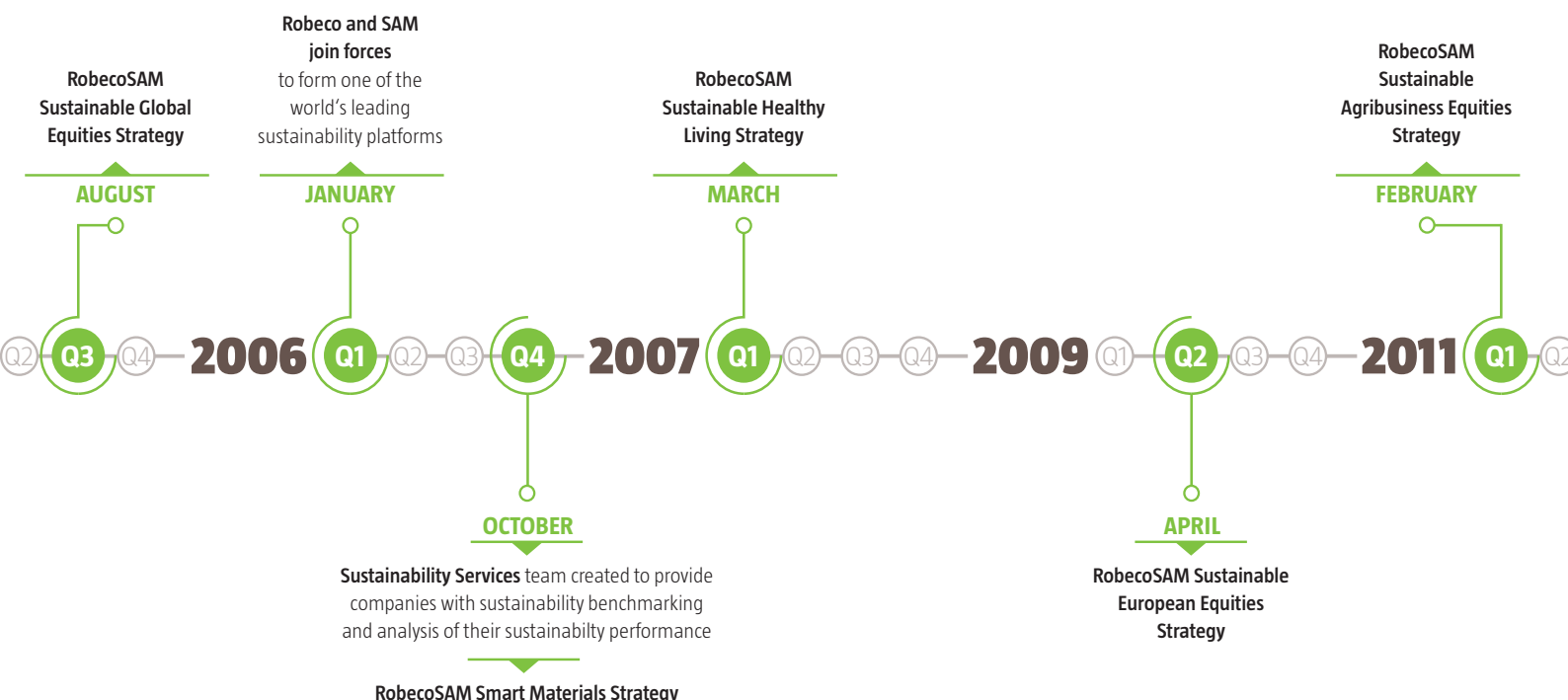
The CSA has given us unparalleled direct access to companies and their business practices, enabling us to build one of the world's most extensive research databases on corporate sustainability. Based on a rigorous and rules-based methodology, the CSA forms the research backbone of the globally recognized Dow Jones Sustainability Indices. We also use the insights derived from the CSA in our entire range of asset management products and services.

## Impact Investing

Whether you invest in one of our Thematic Equity strategies, which focus on identifying companies that provide solutions to some of the world's global challenges...

...Or whether you select one of our Core Equity strategies, which reduce their environmental footprint by excluding the most environmentally damaging companies...

...all of our strategies are designed to make a measurable environmental or societal impact.



# A range of Sustainability Investing capabilities and solutions

Our asset management capabilities include a range of Sustainability Investing strategies catering to institutional investors and private investors via various distribution platforms and financial intermediaries across the world.

## Equities

Our sustainability insights are fully integrated into our listed equity investment strategies. Our Core Equity strategies offer a diversified portfolio attractively valued companies that display a superior sustainability profile, while our Thematic Equity strategies invest in companies providing solutions to the world's greatest sustainability challenges.

### Core Equity Strategies

- Sustainable Global Equities
- Sustainable European Equities
- Global Small Cap Equities
- Global Gender Equality Impact Equities
- Global Child Impact Equities

### Thematic Equity Strategies

- Sustainable Water
- Smart Energy
- Smart Materials
- Sustainable Healthy Living
- Sustainable Agribusiness

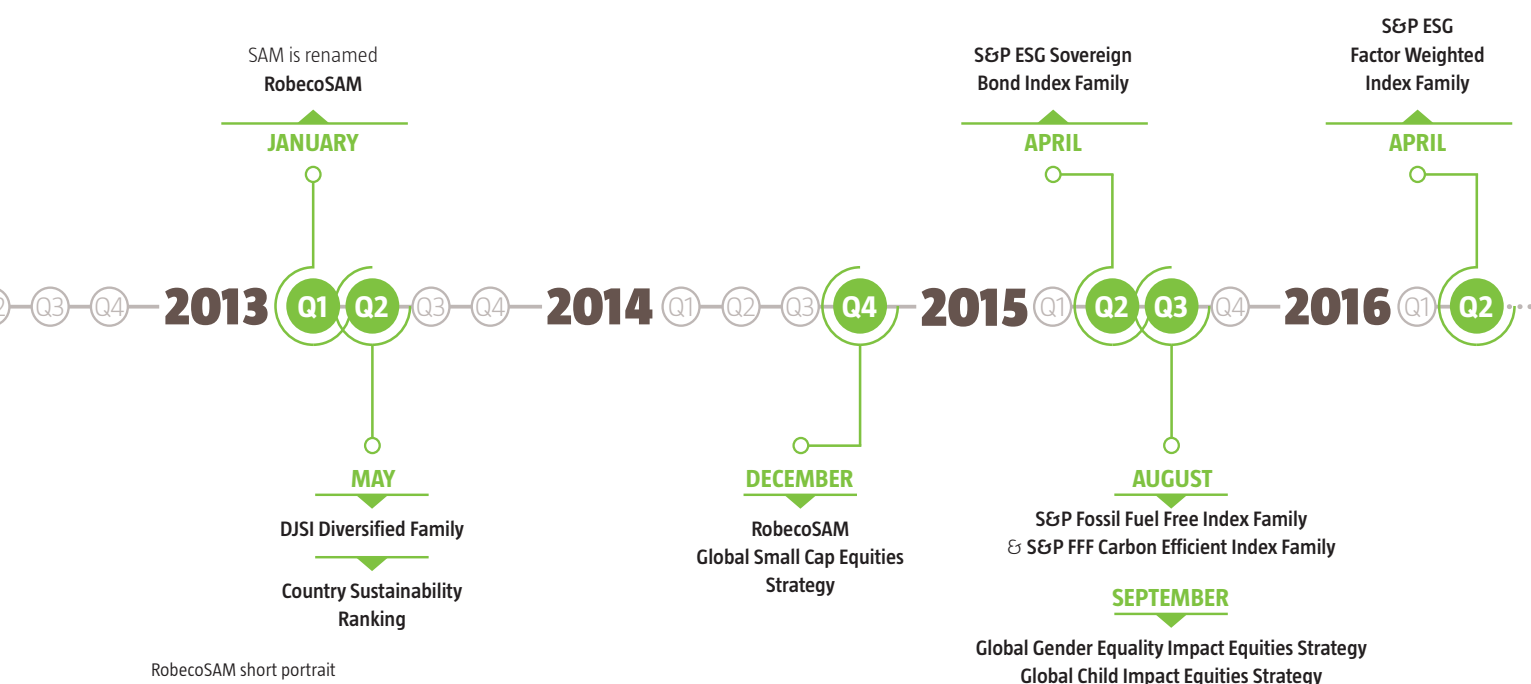
### Quantitative Equities

- Quant Environmental Impact Equities

## Sustainability Indices

Based on our collaboration with S&P Dow Jones Indices, the DJSI provide asset managers with a range of reliable and objective benchmarks for managing sustainability portfolios.

- Dow Jones Sustainable Index Family (DJSI)
- DJSI Diversified Family
- S&P ESG Factor Weighted Index Family
- S&P Fossil Fuel Free Index Family
- S&P ESG Sovereign Bond Family



## **Sustainability Investing Solutions**

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For institutional investors, RobecoSAM offers customized Sustainability Investing solutions in line with our clients' sustainability objectives and risk-return objectives. Customized solutions range from active ESG integration, thematic investing and Impact Investing, to engagement with companies on ESG issues, negative screening or any combination of these options.

## **Sustainability Services**

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We offer a range of services that allows companies, experts and practitioners to evaluate their sustainability performance against that of their peers.

## **Engagement & Voting**

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Our colleagues on Robeco's Governance & Active Ownership team engage with companies and vote on behalf of RobecoSAM clients, encouraging companies to enhance their corporate sustainability practices, ultimately maximizing the value of our clients' investments.

## Contact us

To find out how you can invest in one of our Sustainability Investing strategies, contact:

RobecoSAM Client Servicing  
clientservicing@robecosam.com  
[www.robecosam.com/impact](http://www.robecosam.com/impact)





**CarbonNeutral® publication**

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