

# GES INVESTMENT SERVICES®

*THE LEADING NORTH EUROPEAN ESG SERVICE PROVIDER*

- **Business idea:** Global ESG Investment Research and Engagement – adding values to Asset owners and Managers
- **Vision:** Global leader in independent ESG services in a sustainable market
- **Mission:** We make it a little bit better, everyday!
- **Year of Foundation:** 1992
- **Asset under Advice:** Approximately EUR 650 bn
- **Clients:** More than 60 large financial institutions
- **Organisation:** 32 employees in Sweden, Denmark, Poland and Switzerland
- **Partners:** SIRIS in Melbourne, Australia and ICCR, New York, USA



## GES Newsletter

March 6, 2009

### Engagement key tool in bringing about change in Burma

GES Investment Services continues to put pressure on companies operating in Burma by...

May 11, 2009

### Establishes subsidiary company in Zurich

GES Investment Services today announces the expansion of its business operations to Switzerland.

November 10, 2009

### A giant leap in the right direction for NEC

GES Investment Services has, together with its clients made important progress in...

February 3, 2010

### Awarded mandate by the Council on Ethics for the Norwegian Government Pension Fund

GES Investment Services has been awarded...

## ENGAGEMENT REACH OUT

- ✓ India, December 2009, (Vedanta, Monsanto, H&M)



- ✓ Tar Sands Responsible Investor Information tour and seminar: Edmonton, March 2010 (Suncor)



- ✓ Sydney, July 2009, (Wesfarmer, RioTinto)

RioTinto



- ✓ UK, February 2009, (Sodexo)

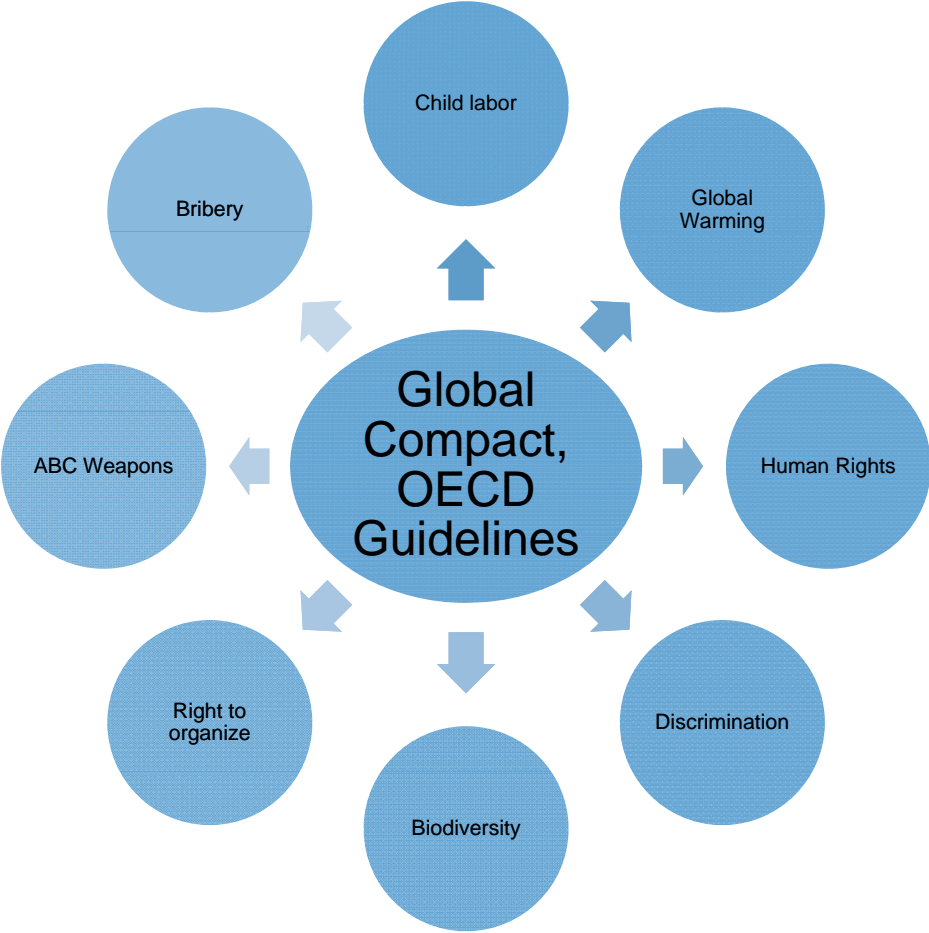


# GES GLOBAL ETHICAL STANDARD®

BASED ON UN GLOBAL COMPACT



International  
Labour  
Organization

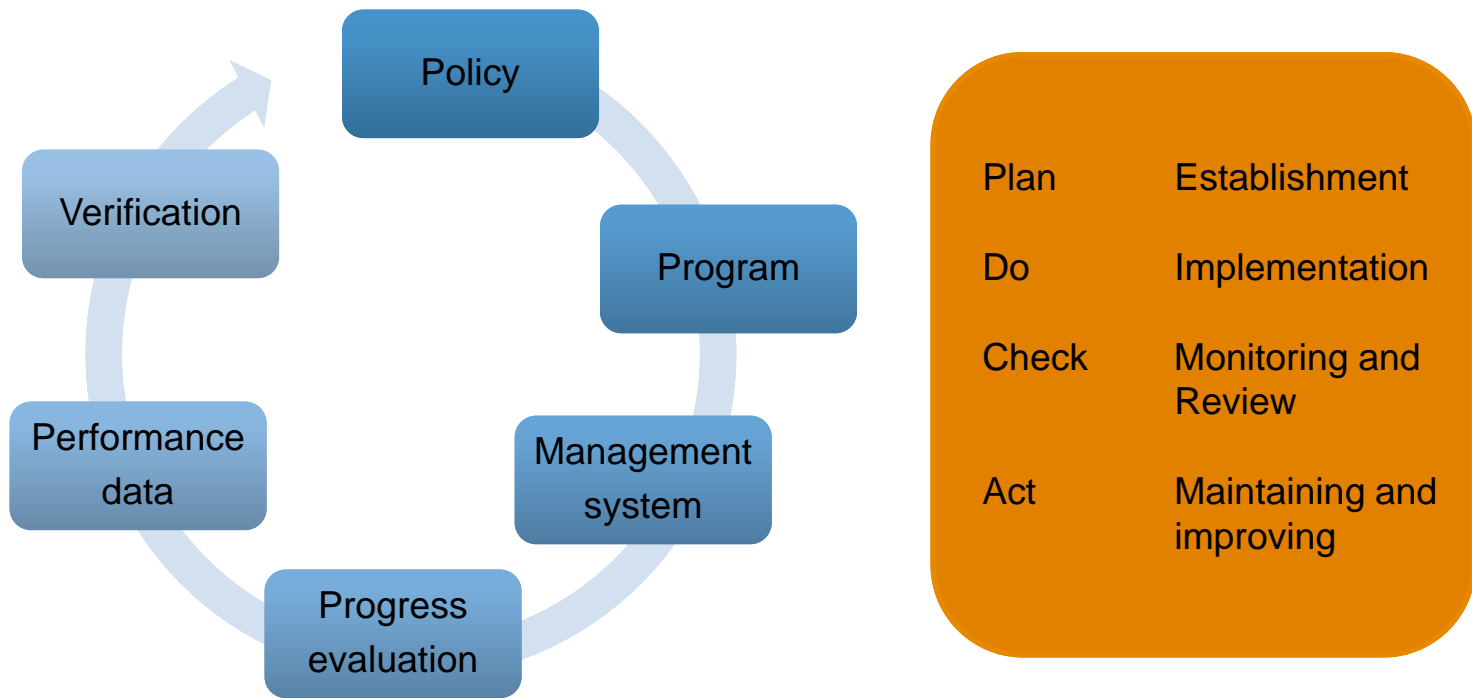


THE GLOBAL  
COMPACT



# GES GLOBAL ETHICAL STANDARD<sup>®</sup>

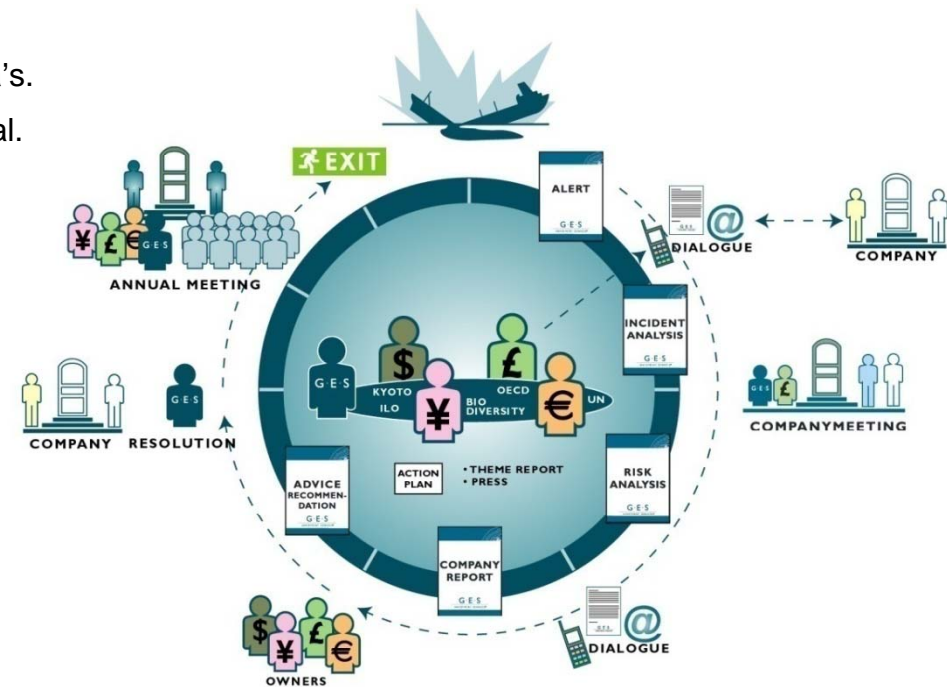
ESG GOVERNANCE AND MANAGEMENT



# GES ENGAGEMENT FORUM<sup>®</sup>

## COORDINATION BETWEEN OWNERS

- Each case have:
  - A clear process goal connected to the revision criteria's.
  - An identified strategy and action plan to reach the goal.
  - Next step.
  
- Coordination between owners:
  - Coordination with GES Engagement clients.
  - Coordination with other investors.
  - Co-meeting – owners & GES & Co's.
  
- The status of the case with a rating:
  - Company response.
  - Case development.



# GES ENGAGEMENT FORUM<sup>®</sup>

*IT'S NOT WHAT YOU DO, BUT HOW YOU DO IT*

---

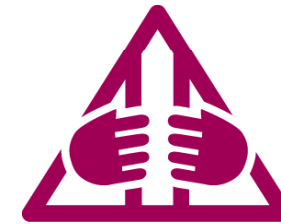
***"What impressed us the most, was that GES was very clear and strong, but were prepared to listen at the same time. It's not what you do, but how you do it when you approach others."***

Herb Nahapiet, Chairman Kalyx (Sodexo)

---

# WESFARMERS

## Responsible investor information tour and seminar



### Issue:

- Sourcing of phosphate from occupied Western Sahara is a violation against international law as it is currently conducted in disregard of the interests and wishes of the people of Western Sahara.

### Australia, July 2009:

- GES and Ilmarinen arranged an investor group meeting through the UNPRI Clearinghouse.



### Outcome:

- The subsidiary CSBP will invest in a new technology that will enable sourcing of phosphate rock from other locations.



### GES recommendation:

- Engage/Exclude

## GES ENGAGEMENT SERVICES

It's not what you do, but how you do it



---

***"This engagement case is pleasing as it demonstrates that we can cooperate when it comes to engaging with companies in other parts of the world. All three members of the Nordic Engagement Cooperation are satisfied about this development."***

Anna Hyske (Senior Advisor at Ilmarinen Mutual Pension Insurance Company)

---



## GES ENGAGEMENT SERVICES

- ▶ Different dimensions for engagement:
  - high risk /under performing companies.
  - high risk industries.
  - high risk countries.
  - proactive engagement to avoid incidents from occurring.
  - incident driven to push companies to implement measures.
- ▶ Regardless of strategy, by joining forces investors can facilitate corporate responsibility.
- ▶ Wesfarmers is an example of this, although there is still a long way to go...

