

Best in Services Approach for Investors

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Nest Sammelstiftung

Sustainability-driven retirement system

Founded 1983, insuring:

over 1'000 employers

over 6'000 employees

Assets:

over 300 million Swiss Francs

best in service – a comparative evaluation of services covering the same need

Whenever comparable services are available, the results of Life Cycle Assessments (LCA) will be integrated as central criteria into the product assessment.

„Comparable“ is understood here not as a functional unit in the narrower sense, but as „serving the same superimposed need“ (e.g. housing, clothing, transport, energy)

The principle of INrate (2)

When using environmental performance indicators (e.g. Ecoindicator 99 or external costs), not the precise environmental performance of a specific product is evaluated, but different products / technologies which cover the same need (e.g. transport: car versus train)

If there is no possibility for comparisons of the environmental performance, there will be a qualitative evaluation of the responsibility assumed by the company. The evaluation includes all stations of the Life Cycle. (e.g. machinery)

Product assessment in the service sector transport

transport sector: transport of persons and goods

Suppliers of transport such as the automotive industry, train and boat companies, bicycle manufacturers and airlines will be compared to each other in a common sector with regard to their environmental performance.

Two criteria:

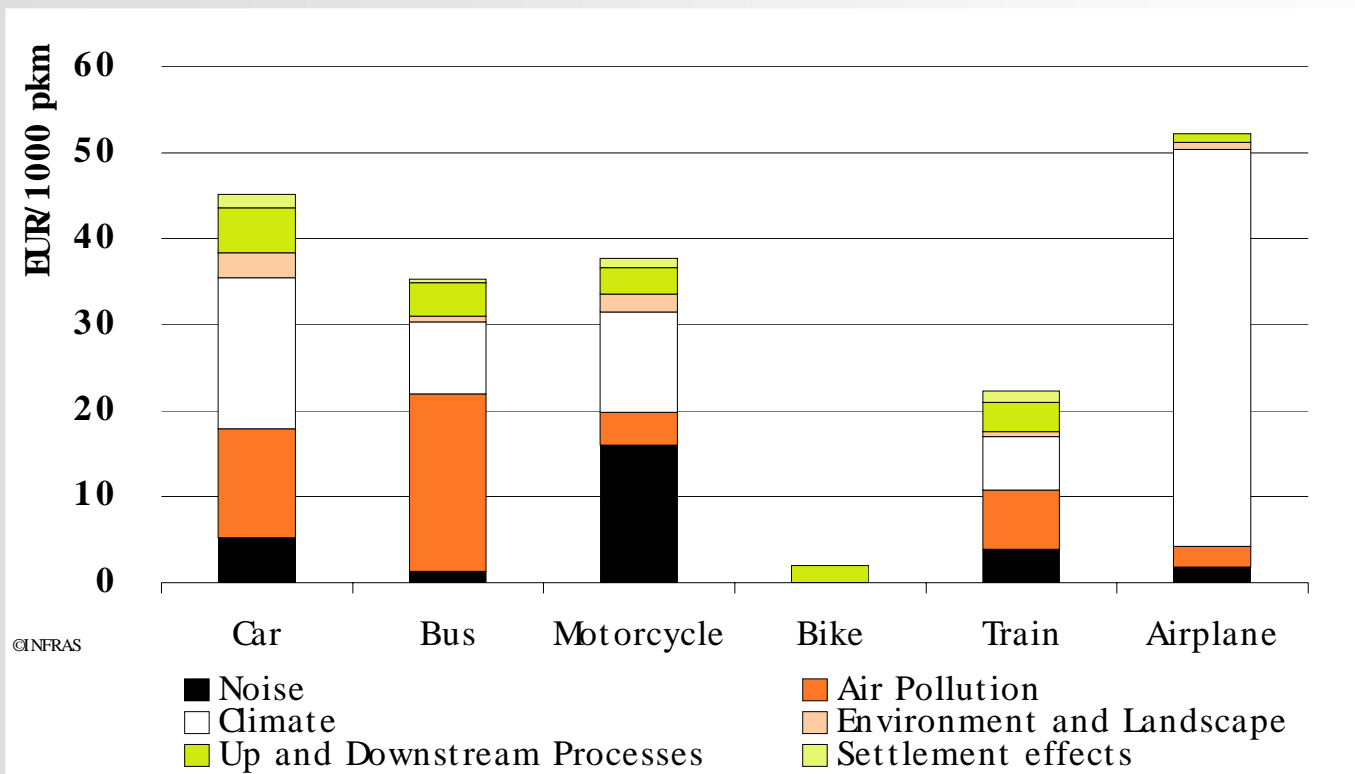
1. External Cost of means of transportation (all stages of life cycle are assessed according to the external cost of the final product)
2. Ecological Optimisation (e.g. fuel consumption of the vehicle models, choice of the means of transportation etc.)

best in service

service sector transport

Product assessment in the service sector transport

external costs of transport means



best in service preliminary service sector machinery / components



Product assessment

it ist not possible to allocate products direct to a service

	Environmental product criteria of machinery / components sector	
Operation	General evaluation criteria	
	Life span	
	Environmental performance of main materials	
	Environmental performance of additives	
	Environmental performance of usage	
	Environmental performance of disposal	
	Packaging	
Field of application	Specific evaluation criteria	
	Potential of significant environmental impact of usage <ul style="list-style-type: none"> Added value for client with regard to environmental impact (e.g. use of eco-efficient machinery which leads to more eco-efficient operational processes) 	
	Evaluation of product range from a sustainable point of view <ul style="list-style-type: none"> How to assess the product portfolio of the evaluated company (example: Sulzer delivers pumps to the oil company) 	

best in service preliminary service sector machinery / components



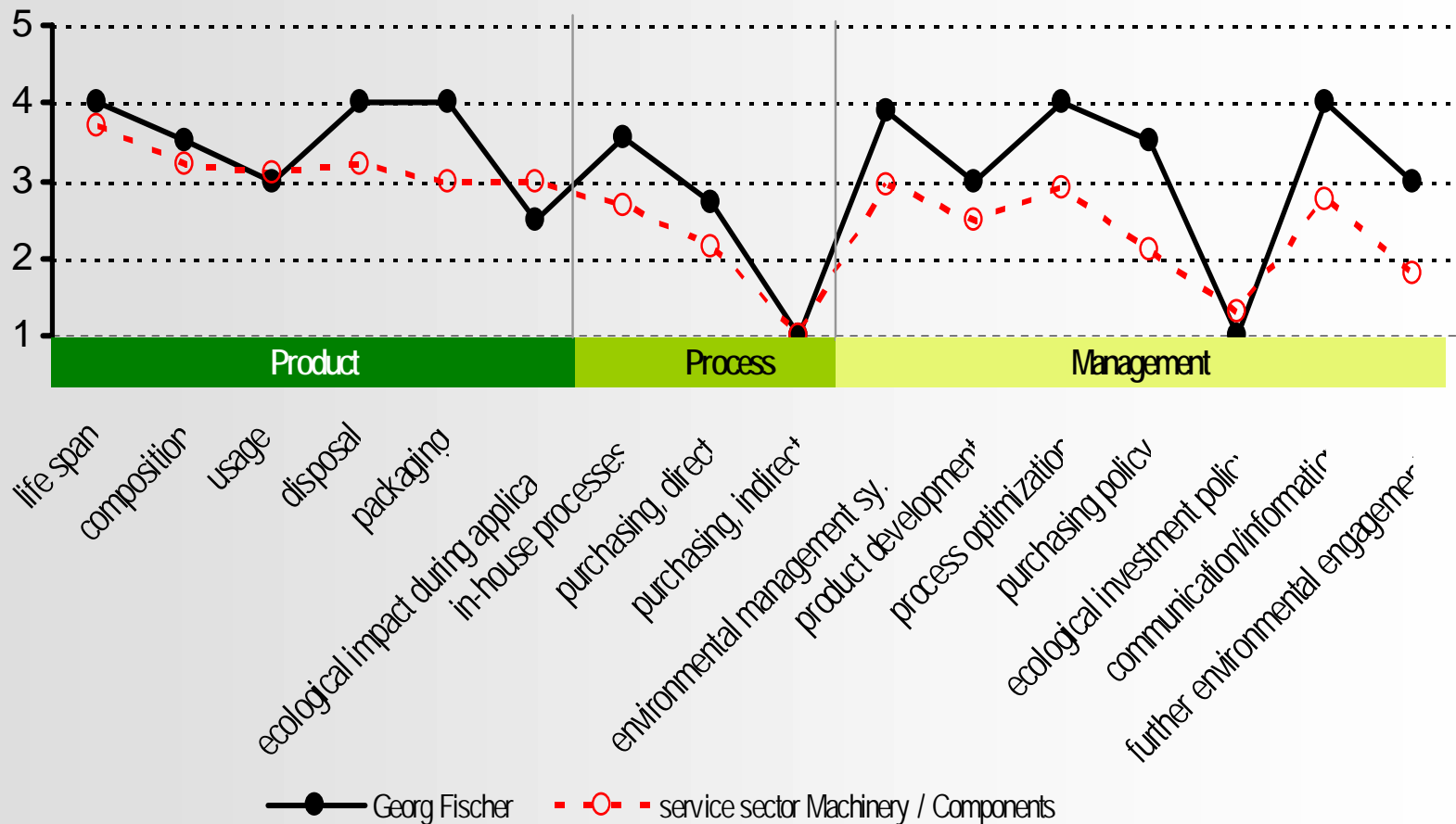
Process assessment

Life cycle phase	Mode of performance	Criteria
Extraction and processing of raw materials	Indirect purchase (very little direct possibility of exerting influence)	Consideration of environmental criteria when selecting products and suppliers
Preliminary production and production (actual manufacturing)	Direct purchase (direct possibility of exerting influence)	
	Home production (direct possibility of exerting influence)	Energy
		Operating supply items and additives
		Waste
		Waste water (sewage)
		Air pollutants
Soil (incl. contaminated sites)		

INrate environmental profile of Georg Fischer



Comparison to preliminary service sector Machinery / Components



INrate sustainability rating of Georg Fischer



E c o R a t i n g	more than + 25%						
	from + 25% to +15%						
	from + 15% to + 5%				Investment Universe		
	from + 5% to - 5%						
	less than - 5%						
Score: Eco-Rating: +15% Social Rating: +2%							
			less than - 5%	from - 5% to + 5%	from + 5% to + 15%	from + 15% to + 25%	more than + 25%
			Social Rating				

Life cycle aspects can be integrated in all rating approaches.

Best in service compares services on the basis of quantitative criteria where possible.

The comparison goes beyond a classical assessment of branches.

Best in service covers almost all possibilities of companies to act in an environmentally sound manner.

Best in service also includes the responsibility of component producers for the environmental effects of the final product.

Raiffeisen Futura Funds: investment process



Basic Universe: Reference index and selected mid and small companies

INrate sustainability rating
1. Ethical analysis with negative criteria
2. Ecological and social rating with positive criteria

Decision and control by external INrate board of experts

Result: investment universe screened by INrate

Selection of titles and investment decision by Vontobel

Futura Swiss Stock

Futura Global Stock



Futura Swiss Franc Bond

Futura Global Bond

Sustainability content of Raiffeisen Futura Swiss Stock



Portfolio as at 31.03.05



Futura Swiss Stock (30 positions)	Eco	Social
% compared to sector average	+ 20%	+ 7%
Number of labels of total 3 per partial rating		

SPI (30 biggest positions)	Eco	Social
% compared to sector average	+ 7%	+ 1%
Number of labels of total 3 per partial rating		∅

Sustainability content of Raiffeisen Futura Global Stock



Portfolio as at 31.03.05

Futura Global Stock (43 positions)	Eco	Social
% compared to sector average	+ 18%	+ 7%
Number of labels of total 3 per partial rating		

MSCI World (43 biggest positions)	Eco	Social
% compared to sector average	- 1%	+ 1%
Number of labels of total 3 per partial rating	∅	∅

Financial performance of the Raiffeisen Futura Funds



Position within Swiss Peergroup as at 31.03.05

	3 months	3 years	number of funds	MORNINGSTAR
Futura Swiss Stock	1	1	56	★★★★★
Futura Global Stock	35	12	44	
Futura Swiss Franc Bond	28	11	63	★★★★
Futura Global Bond	80	102	167	

source: Lipper