Sustainability & Entrepreneurship
Learnings & Experiences

Reto Ringger
Founder & CEO Globalance Bank

Zürich, 29. Mai 2013
The story of a tuna...
The challenge

The disconnect of financial markets with the real economy
Another debt crisis...

Source: Global Footprint Network, United Nations
Financial Industry & Real Economy

Source: www.tradersnarrative.com
Short-termism
Average Holding Period of Shares (S&P 500)

Source: SG Global Strategy Research
Pension Funds: long-term vs. short-term?

- **Short-term:** 1 – 3 years
- **Long-term:** 20 – 30 years

**Investments** vs. **Liabilities**
Sustainable Asset Management

The vision behind SAM
BUSINESS PLAN

SUSTAINABLE ASSET MANAGEMENT®

"Nichts auf der Welt ist so mächtig, wie eine Idee. Denn eine Idee ist der Zuzug der Zukunft."  
Victor Hugo

überreicht an: ____________________________

© Sustainable Asset Management ist eine eingetragene Marke
Would you have invested in this team?
The challenges

Not in the business plan....
Mount Sustainability

Success
Staying Power
Flexibility
Patience
Courage
Vision
Marketing-Dilemma

Sustainability Performance

Investment Performance

SAM Business Model

Perception of Investors
Dow Jones Sustainability Index

Roche

Basel, 18 September 2005

Roche reselected for inclusion in Dow Jones Sustainability and FTSE4Good Indexes

Roche recognized as a leading sustainability-driven company in the healthcare industry.

Roche has been reselected as an index component of the Dow Jones Sustainability World Index (DJSI World) and Dow Jones STOXX Sustainability Indexes (DJSI STOXX). Within the healthcare sector, Roche is recognized as a leading company in both indexes. In addition, Roche again met the FTSE4Good criteria, so continues to be a member of the FTSE4Good Indexes. The selection process involved a thorough assessment of the company’s economic, environmental and social performance for inclusion in indexes that track companies that most globally recognized corporate responsibility standards. The inclusion in these important indexes underscores Roche’s commitment to sustainability.

Cisco

Cisco Recognized in the 2006 Dow Jones Sustainability Index

Findings highlight Cisco’s corporate citizenship and long-term shareholder value

January 16, 2007

Holcim

Holcim again named “Leader of the Industry” in the Dow Jones Sustainability Index and has been acknowledged as the company with the best sustainability performance in the building materials industry for the second year in row. This renewed recognition underscores the fact that Holcim’s sustainability performance satisfies the high expectations placed on global corporations. Holcim has been included in both the Dow Jones Sustainability World Index and the Dow Jones STOXX Sustainability Index (Europe) for four years.

Philips

Philips

Philips

10 Dow Jones names Philips market leader in sustainability

November 2006

About Philips

Corporate Communications: Tel: +31 58 858 67 10
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Internet: www.philips.com

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Further information:
- Detailed assessment of Holcim: www.holcim.com/dwindex
- More information on the indexes: www.sustainability-indexes.com

Holcim is one of the world’s leading suppliers of cement and aggregates, concrete, glass and sand, as well as further activities such as ready-mix concrete and asphalt, including service. The Group holds majority and minority interests in more than 70 countries on all continents.

This media release is also available in German.

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Our offerings

Be open & stay flexible
Market Leader & Global Innovations

Innovation

1995

Foundation

The big Idea

2000

Cleantech Venture Capital

2005

Thematic Funds

SAM

SAM Sustainable Water Fund
Participating in the increasing demand for clean water services.

Dow Jones Sustainability Indexes
Member 2006/07

Emerald Technology Ventures
Impact on Shareholder Value

Source: Globalance Bank
Harvard Study confirms Outperformance

• 180 listed US Companies (90 high Sustainability score, 90 low score)
• Long-term Study: 18 Years (1992-2010)
• Outperformance of 50 % (2.3% p.a.)

What’s next?

Sustainability 3.0
Money & Values.....
What is the footprint of my portfolio?
Performance & Footprint

S&P 500

Footprint: 3.9 out of 7 (Neutral)

Source: Globalance Bank
Performance & Footprint

S&P 500

Footprint: **3.9** out of 7 (Neutral)
Performance 2008-2013: **+32%**

S&P Footprint Top 25

Footprint: **5.7** out of 7 (Strongly Positive)
Performance 2008-2013: **+81%**

Source: Globalance Bank
Learnings

People, Personality, Plan

& .....Luck
People

- Partners, Co-Entrepreneurs, Employees
- Shareholders
- Customers
- Family
Your Personality

• Courage
• Ability to grow
• Are you a leader?
• Do you have staying power?
• Are you willing to pay the price?
Plan

• Mount Sustainability
• Adaptation (Employees, Shareholders)
• Financials
• Human Resources
Luck
The tuna is most often on the other side of the street...