

Storebrand

Sustainable investments - challenges and opportunities

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ABGSC SRI Conference

Storebrand Group

The Nordic region's leading life and pensions provider



Life and Pensions

NORWAY (Storebrand Life Insurance)

- Premiums for own account: 15 NOK bn.
- Customer reserves: 218 NOK bn.
- Market share *: ~30 %

SWEDEN (SPP)

- Premiums for own account: 2 NOK bn.
- Customer reserves: 111 NOK bn.
- Market share *: ~7 %

Storebrand Asset Management

- AuM: 426 NOK bn.

Storebrand Insurance

- Gross written premiums: 2 NOK bn.

Storebrand Bank

- Net lending: 33 NOK bn.

* Occupational pensions.

Results Storebrand Group

NOK mill.	Q1		Full year
	2012	2011	2011
Storebrand Life Insurance	197	156	481
SPP	355	265	291
Asset management	31	77	293
Bank	56	51	213
Insurance	89	33	280
Storebrand ASA / other	-61	-66	-278
Group Profit	667	516	1 279
Amortisation and write-downs of intangible assets	-95	-100	-394
Profit before tax	571	416	885

Storebrand has been a pioneer within sustainability



- Environmental goals since 1995
- Sustainable investments since 1995
- CSR-reporting since 2000
- First life insurance company with minimum standard for asset management in 2001
- First asset manager with minimum standard for asset management of all funds
- Integrated reporting since 2008
- First listed Nordic company with sustainability manager as part of the executive management
- Initiator to PRI, Global Compact, GRI, climate neutrality etc.

Storebrand voted the world`s most sustainable asset owner in 2011



The jury's verdict

"The winner in this category is an ESG pioneer, with sustainability in its DNA. All of its assets under management are responsibly invested. They have redefined what fiduciary responsibility means. They also proves there are other areas of excellence for this country beyond downhill skiing."

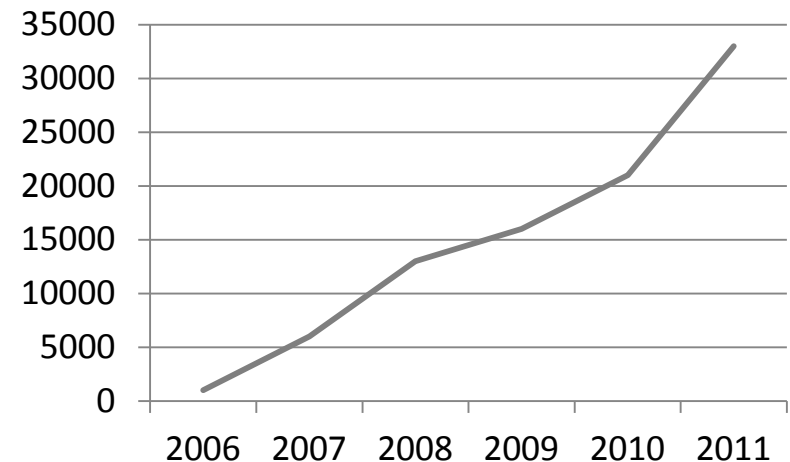
....and nominated in the group of the world`s most sustainable investors in 2012

Sustainability is growing in importance

UN PSI – launched in Rio 2012

- We will **respond to the environmental, social and governance-related issues** in all parts of our business.
- We will work with customers and business partners to increase **awareness** related to environmental, social / societal and governance factors, reduce risk and develop **sustainable products and services**.
- We will **work together with governments and other stakeholders** to develop joint initiatives and long-term solutions in the effort to create sustainable development.
- We will have a **transparent reporting** of progress relating to the implementation of the principles of our stakeholders. This could in practice mean to include the reporting in the annual report.

UN PRI – launched in Paris 2005



- 900 asset managers and \$30,000 bn under management
- Equivalent to 10% of total global assets



FT/IFC Sustainable Finance Conference
& Awards 2011
Where Innovation Meets Impact
London, 16 June 2011



Sustainable asset
owner of the year 2011



FTSE4Good



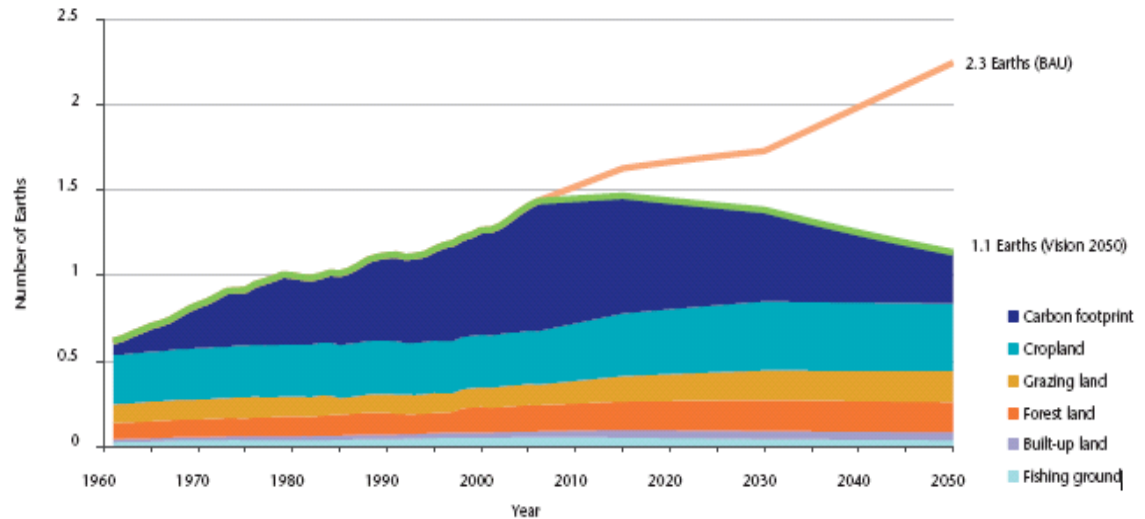
**Dow Jones
Sustainability Indexes**
Member 2011/12

Increased resource scarcity challenges existing business models and creates opportunities

150%

2,3 earths

2011 estimated that people consume 150% of the resources that the earth can produce in one year

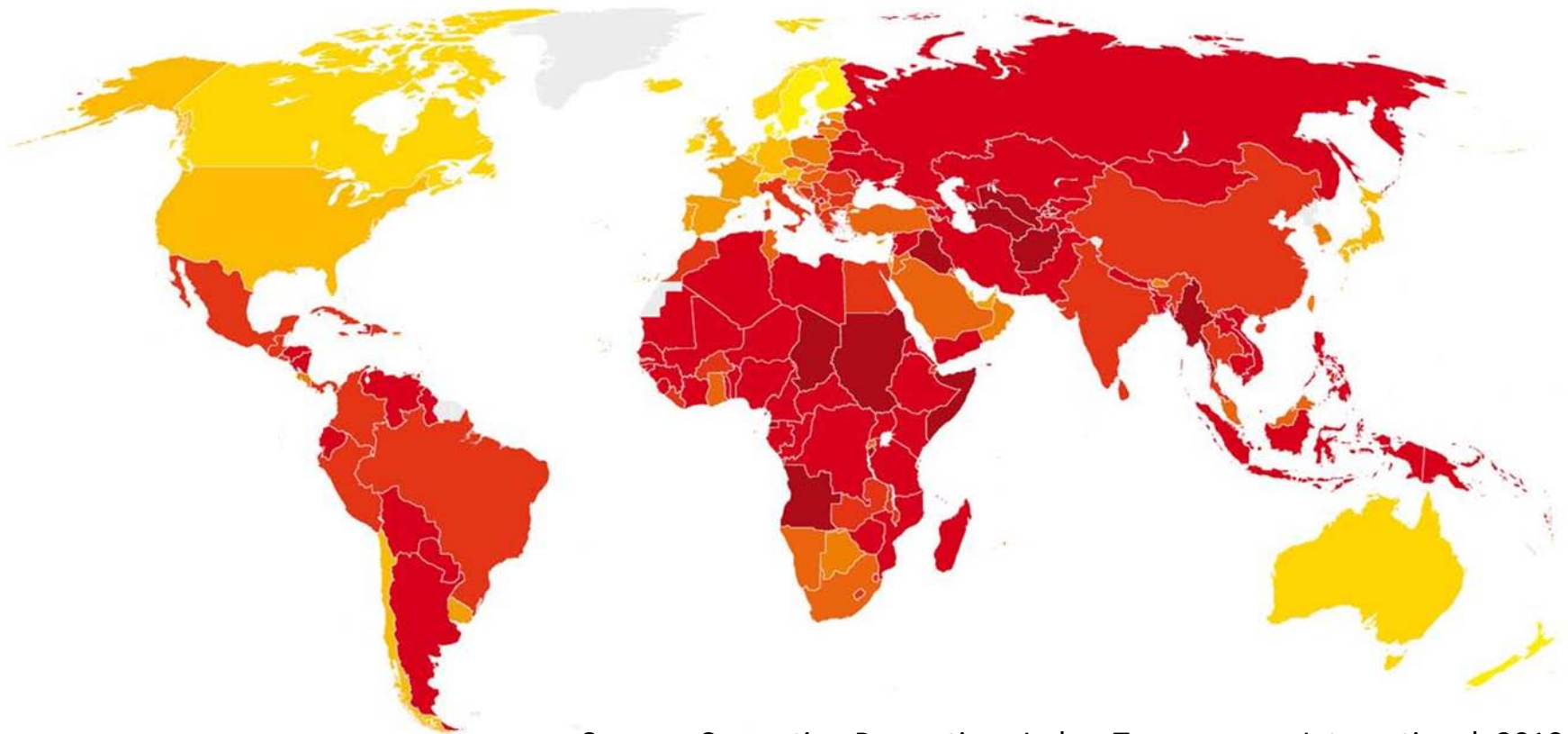


Source: www.footprintnetwork.org

Source: World Business Council for Sustainable Development, Vision 2050

Global growth creates new challenges for many companies

70% of the growth in multinational companies are going to take place in markets in emerging economies (The Economist, 2011)



Source: Corruption Perceptions Index, Transparency International, 2010

New consumer behaviour change the rules of the game



The company's goal is that all cotton used in 2020 should be organically grown

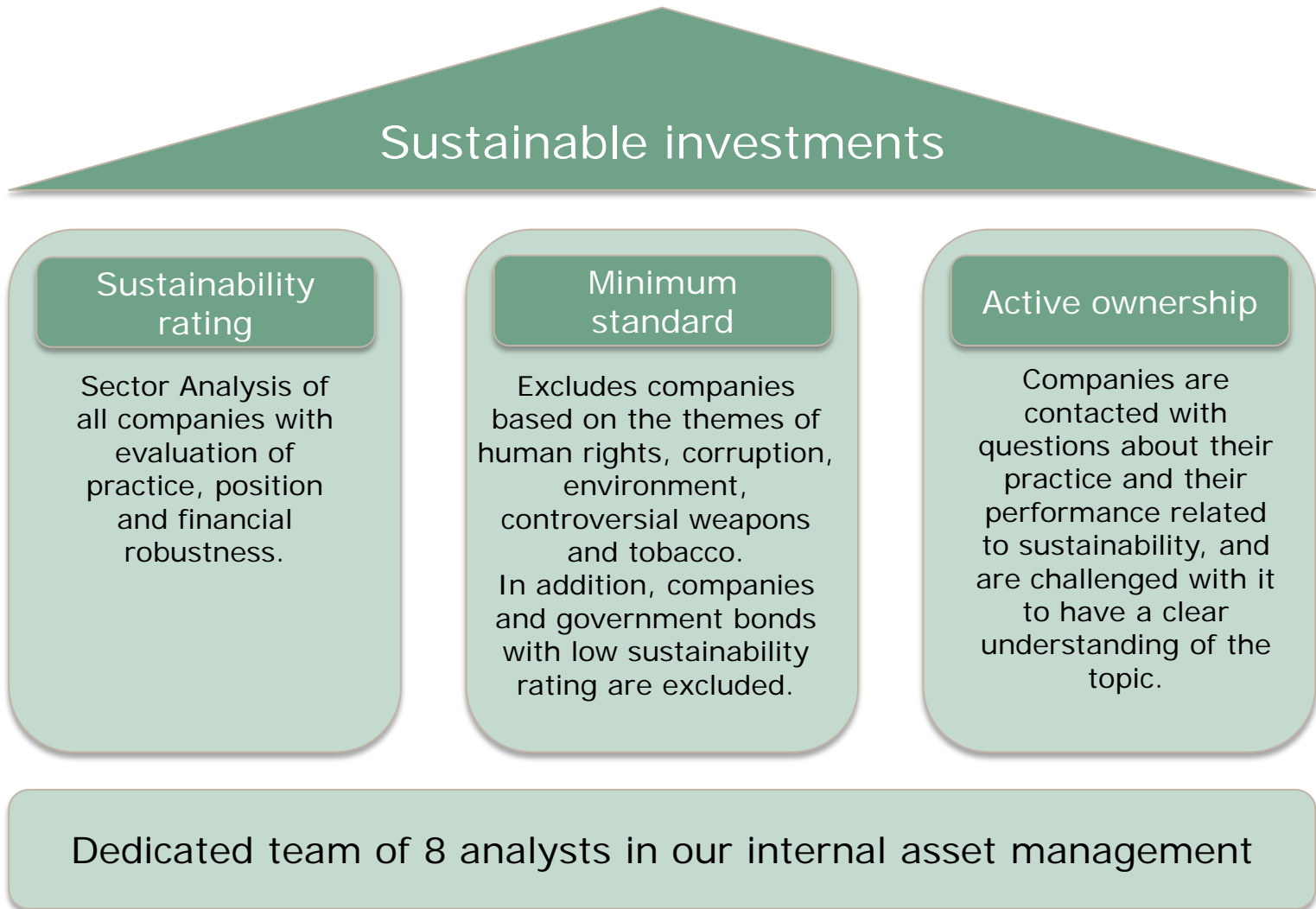


Unilever



shall double sales by 2020 and halve its environmental impact. All agricultural products are produced organically

Sustainable investments in our own asset management



Analysis of practice

- We analyse more than 60 KPIs related to sustainability
- For example:
 - Anti-corruption program
 - CO2-emissions
 - Proportion of renewable energy
- We focus on understanding and using information. We employ specialists to collect data



Analysis of position

1. Identification of trends related to environmental, social and corporate governance for each sector
2. Give priority to trends of financial impact by analysing risk and opportunities per sector
 - Sectoral reviews with our portfolio managers
3. Identification of relevant indicators (KPIs) and data collection
 - Focus on use and not collection of data

Analysis by Materials;

- Trend: increased regulation of emissions

Dialogue with portfolio managers

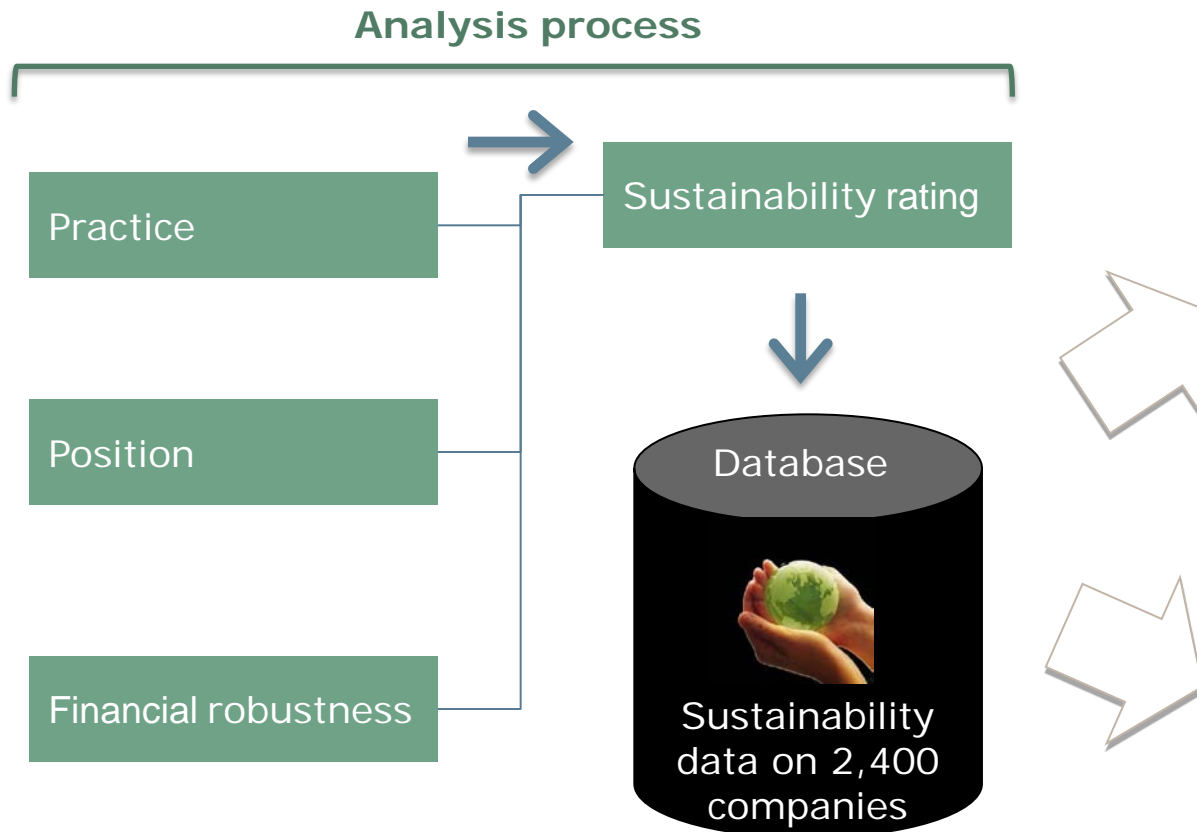
- Companies with high emissions risk to fall in value as a result of increased fees, fines or lost licenses/concessions

Proposed key figures

- Emissions/unit



Integrated in our investment processes



Our portfolio managers will have direct access to relevant and valuable insight into an area with increasing importance



Our customers will be able to invest in a global spreadhead product with the most sustainable companies



Companies that are excluded or under consideration in the Group's investment portfolios



We work hard to be a leader...



Integration
Spearhead product
Active ownership

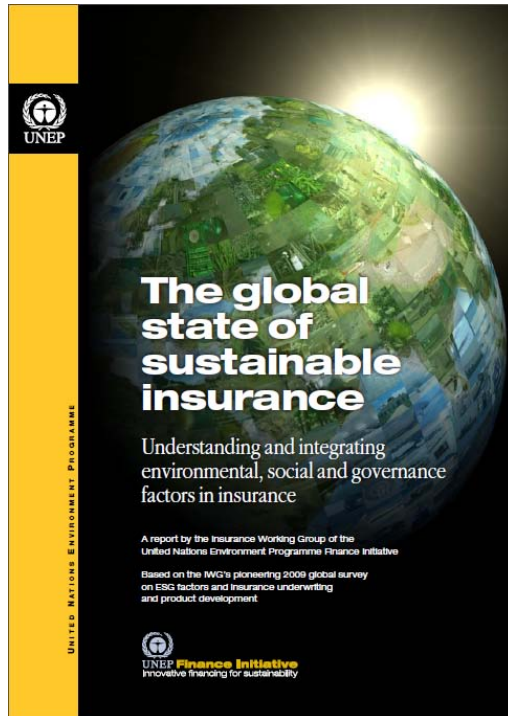


Micro finance
Active investor



Real investments

Implementing sustainable insurance principles




The UNEP FI Insurance Working Group



The UNEP FI Academic Working Group



A close-up photograph of a person's hand holding a small, transparent globe of the Earth. The globe shows continents in green and oceans in blue. The background is blurred, showing a person in a white shirt and dark jacket.

“Those companies that wait to be forced into action or who see it solely in terms of reputation management or CSR, will do too little too late and may not even survive.”

Paul Polman, CEO Unilever

