



PRI Reporting and Assessment survey 2010 Executive Summary

Your organisation:

Triodos Investment Management B.V.

Governance, policy and strategy (Q 11)

Triodos Bank has a very deliberate, positive approach to how we use the money our customers invest with us. We only finance organisations that help to build a sustainable future for individuals, the community and the environment. We identify socially, environmentally and culturally responsible businesses delivering lasting, positive change. This positive approach guides our investment decisions and our wider philosophy as an institution. But as well as this positive focus we also meet negative criteria, helping to provide clarity about who we will not finance. These negative criteria are applicable to all our products and services, but are particularly relevant for our funds that invest in stock-market listed companies.

For more information on our governance, policies and strategies please see our investment strategy document. This document can be downloaded from our website www.triodos.com.

Principle 1 - We will incorporate ESG issues into investment analysis and decision-making processes (Q 19)

Triodos Investment Management considers it important that clients know that their investments are positively contributing to a sustainable society. We therefore only invest in companies that meet our sustainability criteria and we do not invest in companies that we consider to be associated with unsustainable services, products or processes. Furthermore our sustainable investment products stimulate companies to actively contribute to a sustainable society through business conduct and the products and/or services they offer.

We conduct our own sustainability analysis of companies. Based on the outcomes of these analyses, our investment universe is identified. Investments can only be made in the companies that are included in our investment universe.

As a starting point for defining criteria used for the screening of companies, we have identified seven themes that we considers most relevant for society. These themes include the responsible use of our cultural heritage, animal welfare, ecosystems, human rights, natural resources, social structures and human health.

The criteria that we apply are dynamic. Changes may be prompted by legislation, public debate, best practice standards or company behaviour. For identifying desired changes we engage with various interest groups, organisations and individuals.

For a full and updated overview of our investment criteria please see our website www.triodos.com.

Principle 2 - We will be active owners and incorporate ESG issues into our ownership policies and practices (Q 26)

Our goal is to improve corporate social responsibility. We do that by actively engaging with companies. The dialogue has a threefold purpose: to raise awareness, to influence company management and to trigger action with regard to sustainable business practices.

For our engagement strategy (investment strategy) and voting proxy guidelines please see our website www.triodos.com.

Principle 3 - We will seek appropriate disclosure on ESG issues by the entities in which we invest (Q 52)

In 2009 Triodos engaged in over 700 contacts with companies for our SRI funds alone. Most contact takes place during and after the sustainability assessment process. Also all companies investigated are informed about the conclusion, underlying assessment and recommendations for change.

We publish our engagement efforts and results in a semi-annual engagement report.

This report is published on our website (www.triodos.com).

Principle 4 - We will promote acceptance and implementation of the Principles within the investment industry (Q 58)

Triodos Investment Management is member of a number of sector initiatives. Please see an overview below.

Eurosif, VBDO (NL), Belsif (BE - we are board member), Uksif (UK - we are board member), Eumedion (NL - we take seat in two commissions - Eumedion aims to maintain and further develop good corporate governance on the basis of the responsibility of institutional investors established in the Netherlands).

Moreover we endorse the Forest Footprint Disclosure Project (It is a new initiative created to help investors identify how an organisation's activities and supply chains contribute to deforestation) and we are participant in the Round Table for CSR and Animal Testing in the Netherlands. The Round Table is an informal group of stakeholders that tries to push the agenda for minimizing animal tests and stimulates the development of alternatives.

Triodos Investment Management does not work with mandates or incentives. Sustainability is incorporated into our whole organisation and is therefore not incentivised separately.

Principle 5 - We will work together to enhance our effectiveness in implementing the Principles (Q 65)

Though our membership and active participation in network organisations we work with other institutional investors and/or stakeholders to stimulate social responsible investment (see principle 4).

For our SRI products we make use of collaborative engagement through individual contacts with peer or stakeholder organisations and through organised contacts like Eumedion (see previous Principle 4).

This year for instance questions were asked on Annual General Meetings of Shareholders on our behalf by other institutional investors and likewise we raised questions at meetings on behalf of other institutional investors.

Principle 6 - We will each report on our activities and progress towards implementing the Principles (Q 70)

One of our core values is transparency. We want our clients to know what we do with their money. On our website, in our monthly newsletters, in our semi-annual and annual reports we report as detailed and up-to-date possible.

Apart from the references made earlier in this questionnaire, we also report on our SRI universe and fund portfolio's, along with detailed position papers on our minimum standards on our website.

We also have electronic newsletters to which clients and stakeholders can subscribe.
