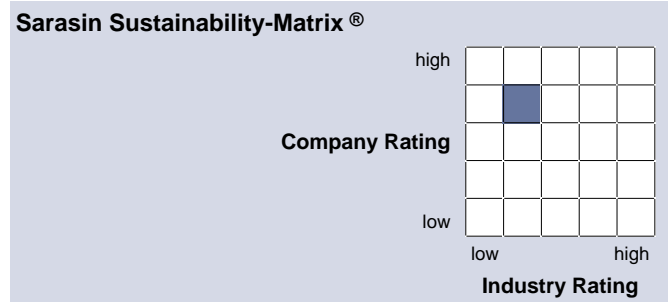




# Georg Fischer

Industrial Machinery  
Switzerland

Company Data	
Revenue:	4.47 bn CHF
Workforce:	14330
Financial Year:	2008
Controversial Activities	
Not significant (according to exclusion criteria)	



### Business Activities

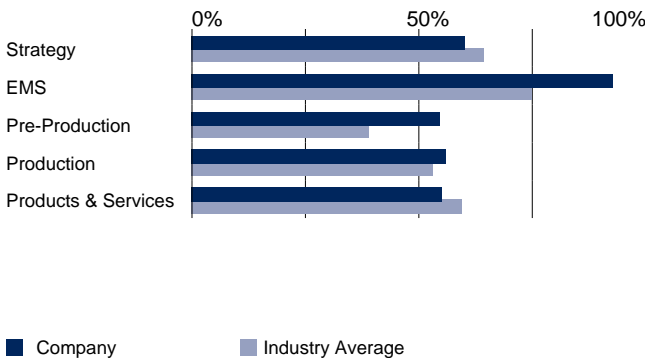
Georg Fischer (GF) is an industrial group operating in three divisions: Automotive Products (cast components: 48% of sales), Piping Systems (plastics and metal pipes, 27%), and Manufacturing Technology (electric discharge and high-speed milling machines produced by Agie Charmilles; 24%). The major operations are located in Germany (28% of employees), Switzerland (21%), and Austria (19%). Other European countries account for 8% of employees, the Americas 8%, and Asia and Australia 16%. Europe is the most important market (78% of sales, of which Germany 40%). North America accounts for 9% of sales, and Asia and Australia 13%.

### Industry Sustainability: Risks and Opportunities

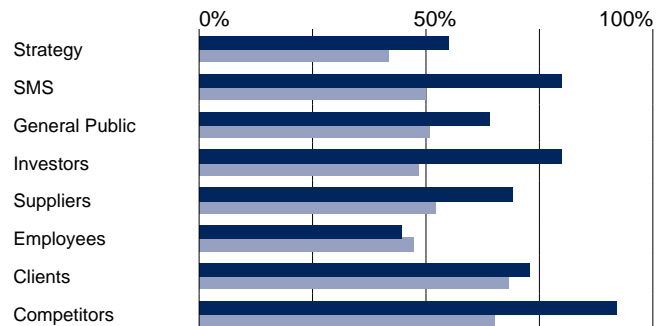
The sector produces long-lived products, plants and components. Therefore, the major environmental impacts result from their use (e.g. power consumption of machines). On the other hand, the sector's products and technologies can contribute to environmental benefits in other sectors (e.g. production technologies with low energy consumption). Metals constitute the main raw materials used. Their production involves encumbering environmental impacts and working conditions. Plant engineering is exposed to social risks, such as the consequences of large projects (e.g. chemical plants). Business ethics (e.g. corruption) is another issue of relevance in some business areas.

### Company Sustainability: Strengths and Weaknesses

#### Environmental Profile



#### Social Profile



GF has developed environmentally beneficial product innovations, such as lightweight car components. PVC which GF uses as a material for pipes has been discussed controversial for its environmental impact.

Environmental targets have not been integrated into the product development process systematically, but GF has conducted product life cycle assessment on a selective basis and plans to install an environmental data base as a design tool for the R&D departments. GF is also working on the implementation of REACH, the new EU chemicals directive.

The environmental policy was first published in 1996, the first annual environmental report followed in 2000. All fully consolidated production units have certified environmental management systems in place (ISO or EMAS).

General corporate environmental and social objectives are defined regularly. In production most environmental indicators have improved slightly normalised by sales over the last five years. The foundries have continuously worked to improve energy efficiency.

On the corporate level, the function of a Sustainability Officer and a quite comprehensive reporting system for environmental and social indicators were established.

The company operates worldwide, including production sites in countries with poor social standards, notably China (about 1'700 employees). These sites are integrated into all groupwide management systems. GF's social policy requires compliance with international labour standards.

In 2009 GF announced a restructuring programme including the reduction of 2'300 (16%) jobs.

As few improvements have been achieved in occupational health & safety over the last years, Georg Fischer will introduce OHSAS 18001 certified health & safety management systems at all production sites by 2011.

GF is integrating environmental and social criteria into its supplier assessment processes. It is the target that by 2009 80% of the core suppliers shall be registered to ISO 14001 and OHSAS 18001 and apply the group's social standards.

The Clean Water program initiated in 2001 supports the construction of water supply systems in developing countries.



## Sustainability Analysis Methodology

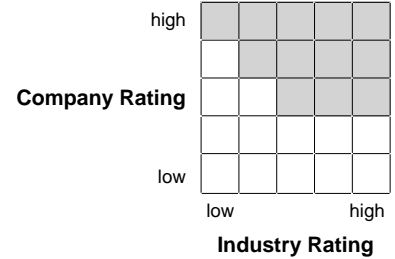
Our environmental and social analysis of companies is based on a proprietary valuation method developed by Bank Sarasin. It incorporates two dimensions which are combined in the Sarasin Sustainability-Matrix®:

**Industry rating:** comparative assessment of industries using selected environmental and social criteria.

**Company rating:** comparative environmental and social analysis of companies within their industry.

Only the companies in the Sarasin investment universe (shaded) qualify for Sarasin sustainability funds.

### Sarasin Sustainability-Matrix®



### Assessment criteria

When rating individual companies, we look at how they deal with industry-specific environmental and social risks and how they exploit the associated opportunities. The main criteria are identical for all industries. They are compared with the industry average in the company's environmental and social profile and then aggregated into an overall rating. The weighting of the main criteria and the selection of the subcriteria are industry-specific.

### Controversial activities

Certain business activities which are not deemed to be compatible with sustainable development (e.g. armaments, nuclear power, tobacco, pornography) can lead to the exclusion of companies from the Sarasin sustainable investment universe. The Fund's Advisory Council makes this selection for our retail funds Sarasin Sustainable Equity Global and Sarasin OekoSar Portfolio.

### Sources of information

The company rating is based on the company's own details, press reports and information from independent institutions.

#### Disclaimer

This publication was not produced by our financial research department. Therefore, the "Directives on the Independence of Financial Research" of the Swiss Bankers Association were not applied.

The information provided in the sustainability profile is for private use and Sarasin does not solicit any action based upon it. The information is based on sources we believe to be reliable, but its accuracy is not guaranteed and it may be incomplete. Any opinions expressed are subject to change without notice.