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UNEP- FI Asset Management Working Group

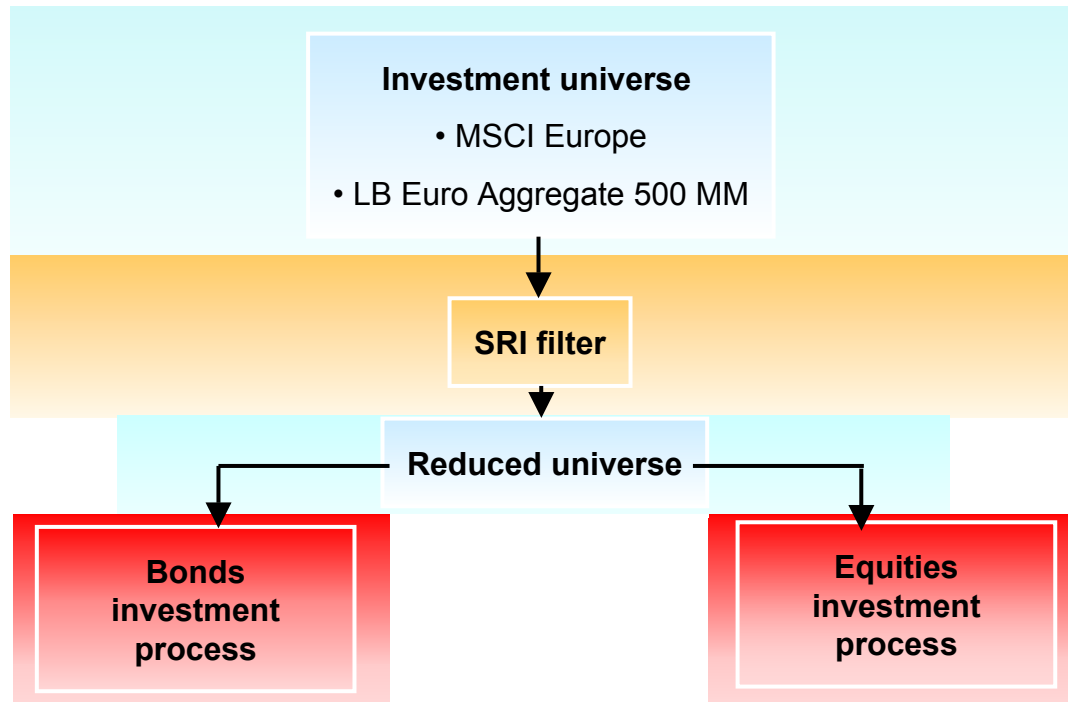
Paris, 16 June 2004

Our objective :

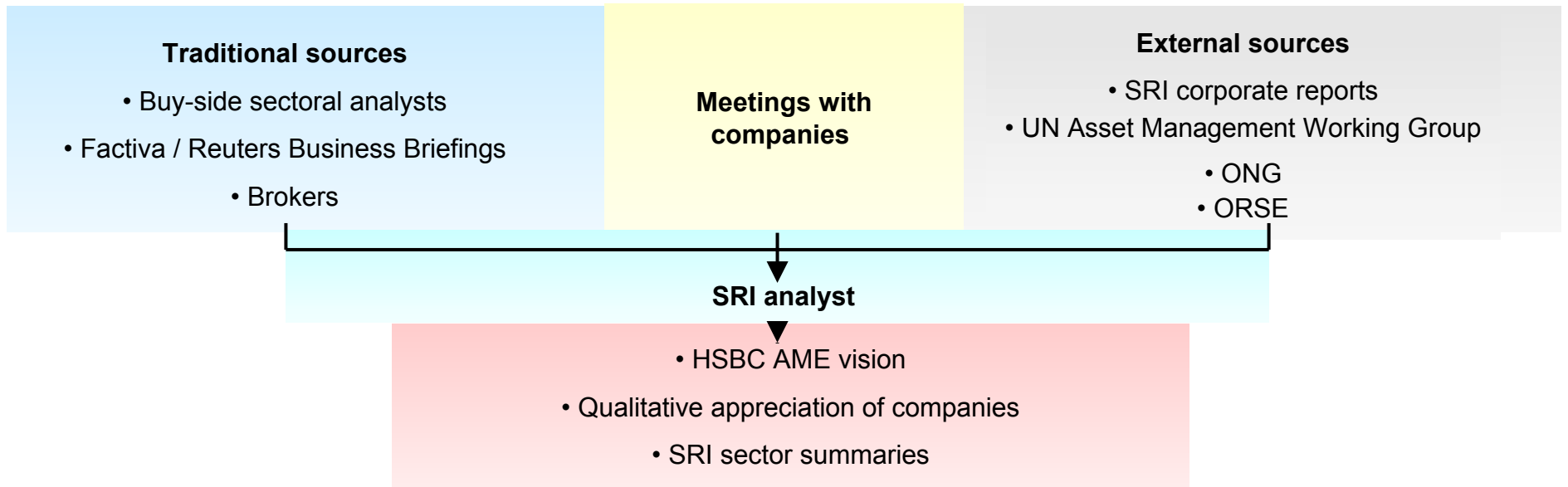
To provide our clients with the right combination of a positive investment policy and a level of financial performance which meets their expectations

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SRI - overview

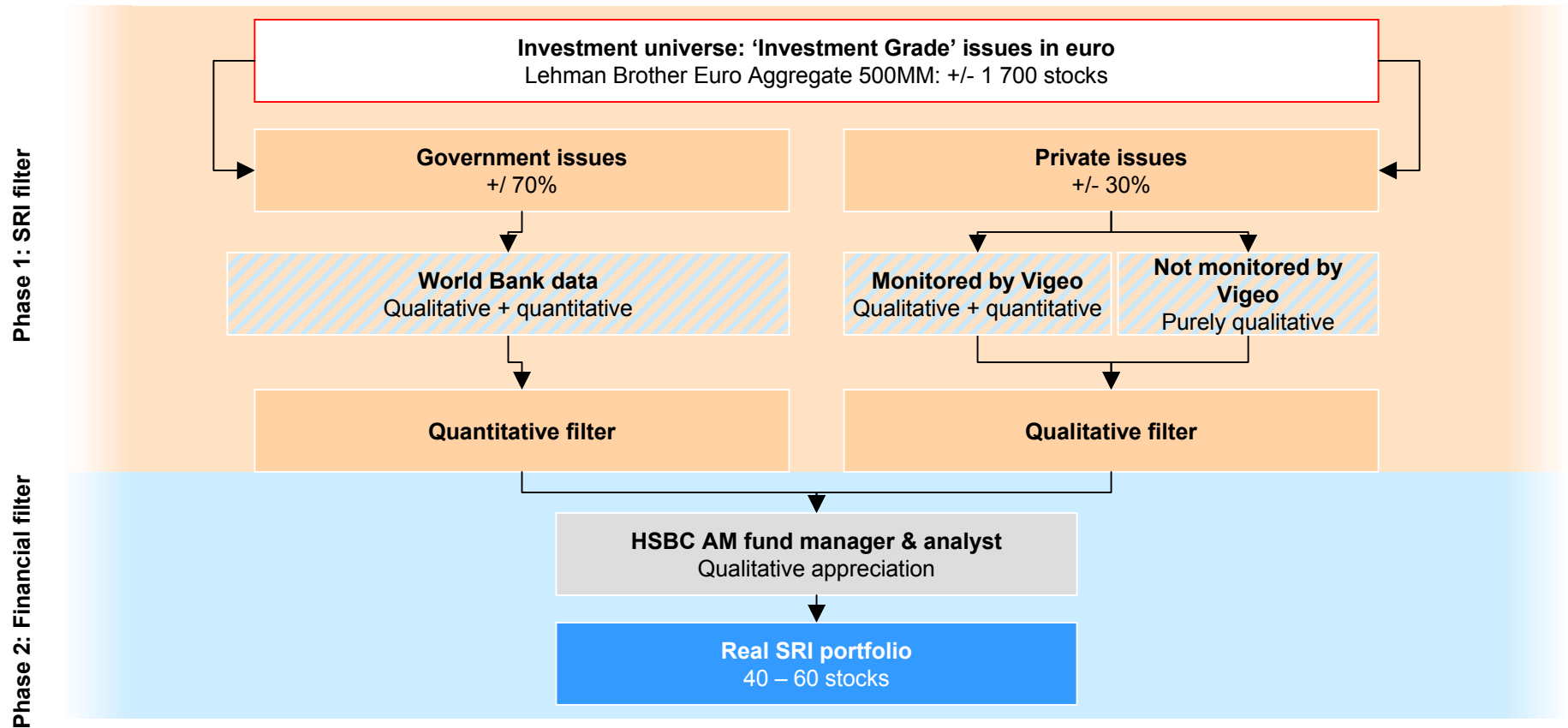


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Our SRI information sources



Bond fund management process

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 Bond fund management process



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Analysis of sovereign issues

- An analysis which differentiates developed countries from emerging countries for a consistent comparison between issuers.

Group 1: Most industrialised countries

EMU member states: Germany, Austria, Belgium, Spain, Finland, France, Greece, Ireland, Italy, Netherlands, Portugal,

Outside the eurozone: Canada, Denmark, UK, Sweden

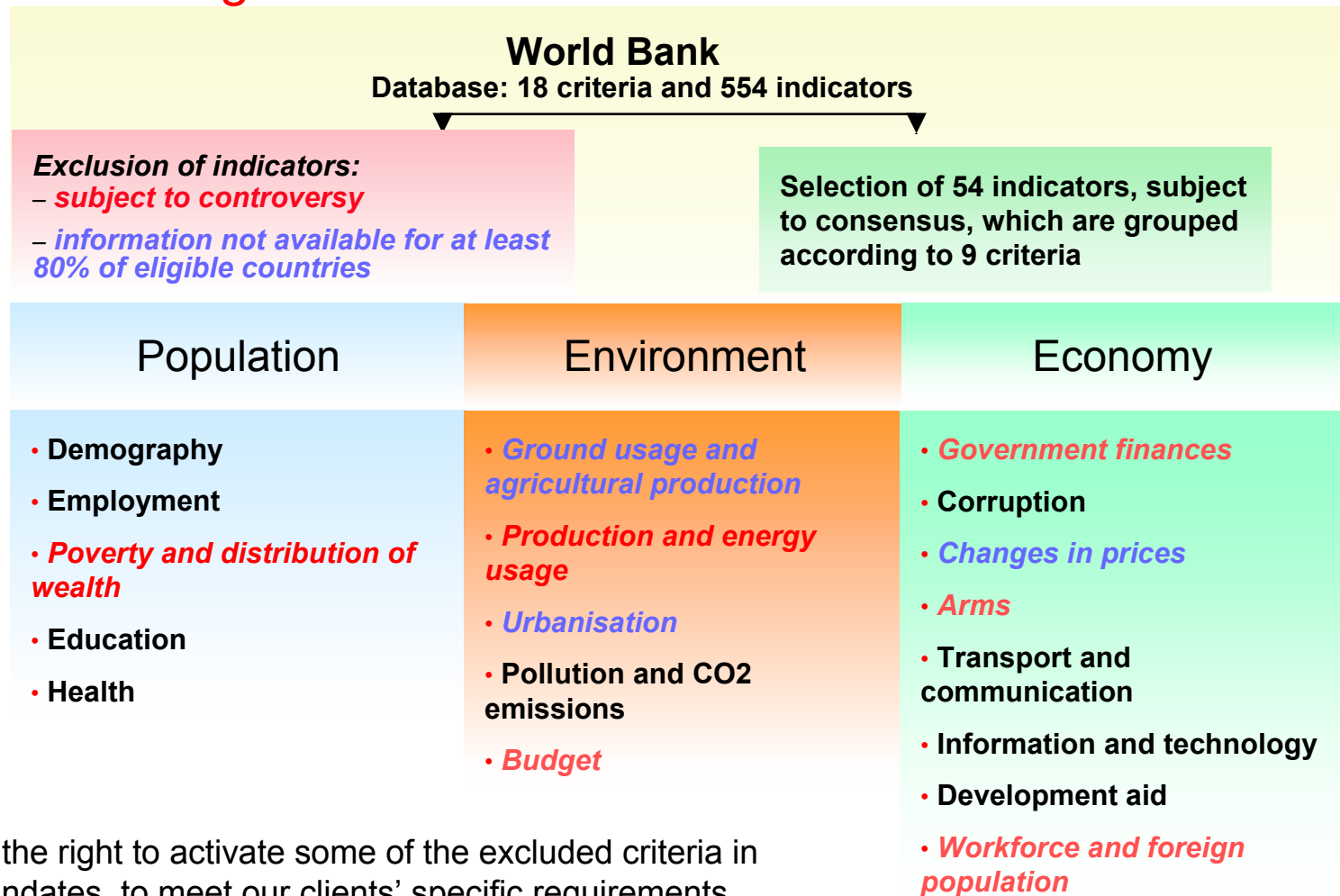
Group 2: Peripheral European countries*

Croatia, Hungary, Poland, Slovakia, Cyprus, Slovenia

* list likely to be changed

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Analysis of sovereign issues



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Analysis of sovereign issues

- **Analysis of the peripheral European countries:**

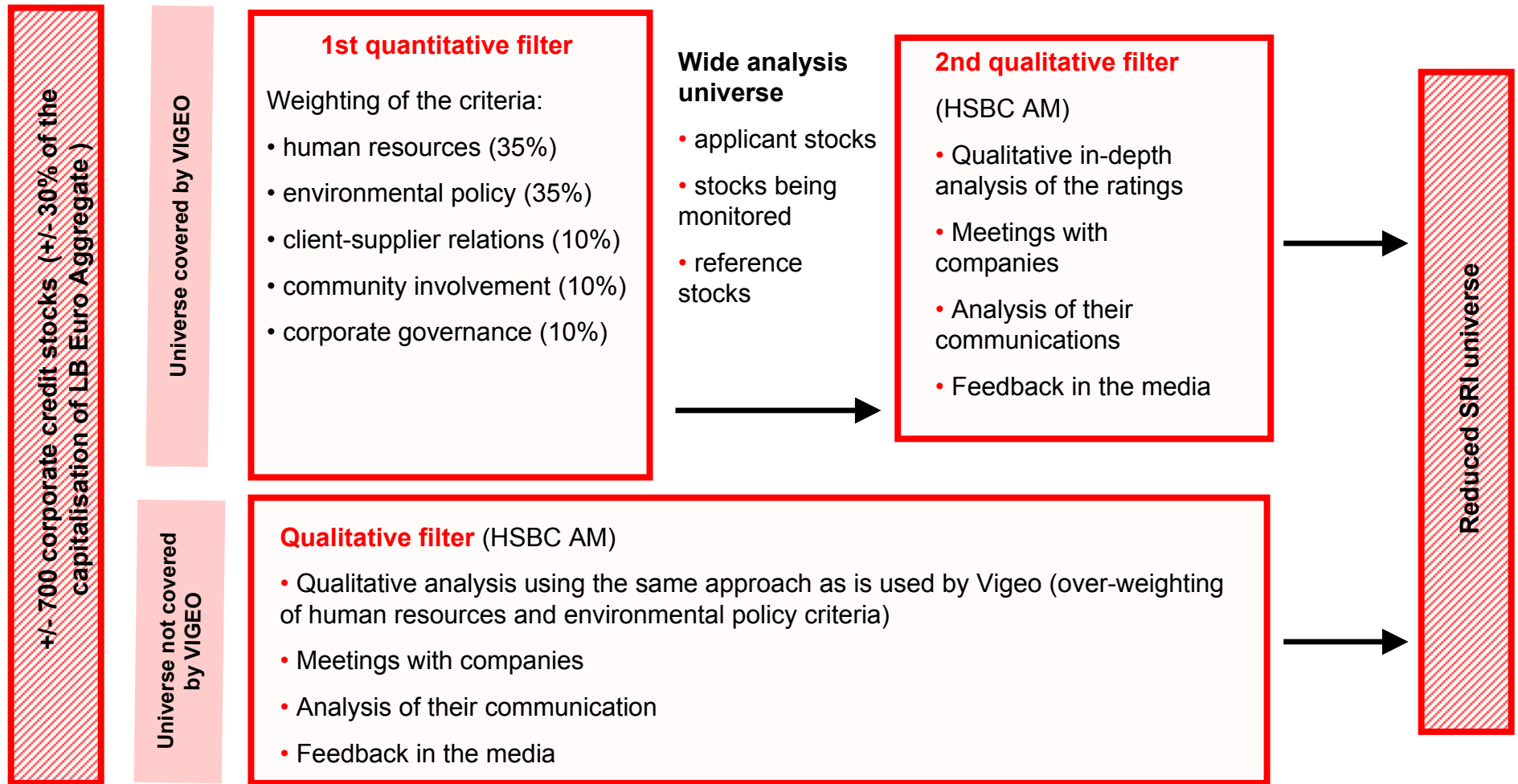
- The evaluation is based on the same approach as for the more industrialised countries

- The analysis takes into account the “Millenium Development Goals” criteria which are specific to the evaluation of the peripheral European countries:

1-Eradicate extreme poverty and famine	5-Improve maternal health
2-Ensure that all children go to primary school	6-Fight against Aids, malaria and other diseases
3-Promote sexual equality	7-Promote environmental conservation
4-Reduce infant mortality	8-Initiate a development partnership

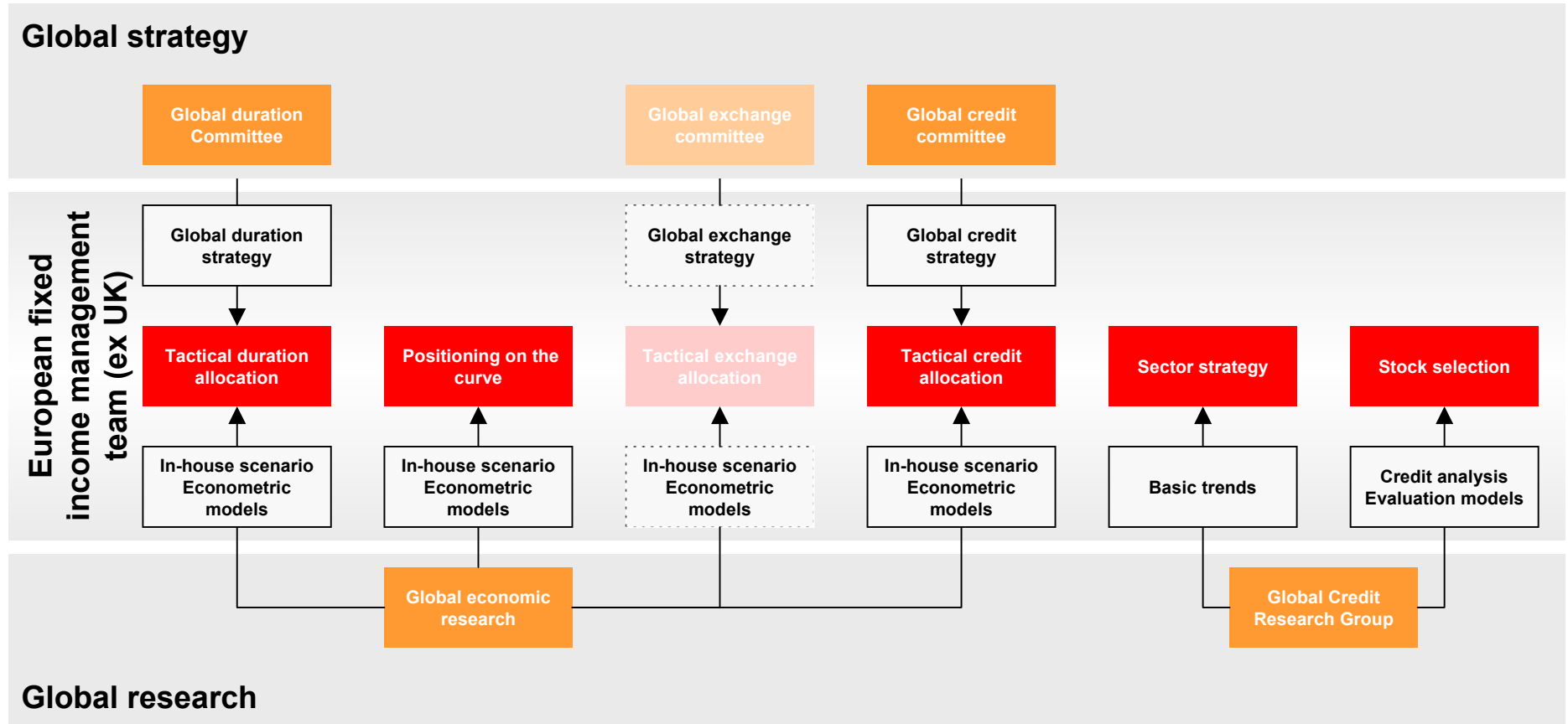
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Analysis of private issues: the decision-making process



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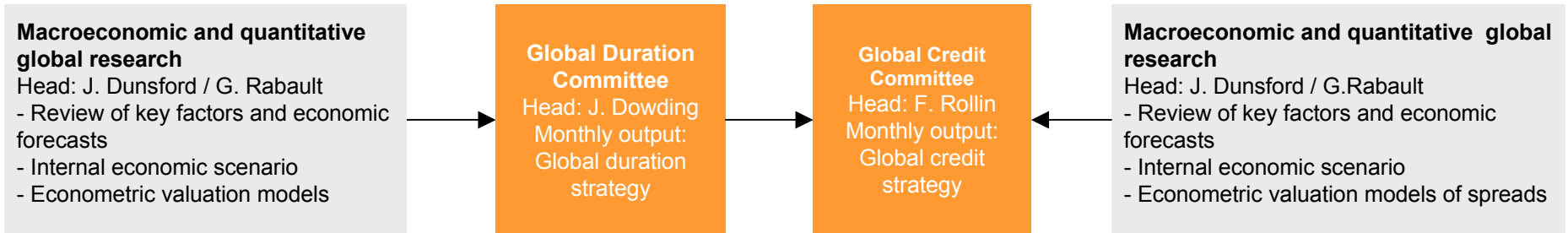
Financial management process - Investment Grade bonds



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The 4 steps of the investment process (1/2)

Step 1: Definition of the global strategy for duration and credit allocation



Step 2: Definition of the local strategies for duration and curve, credit allocation, sectors and securities

