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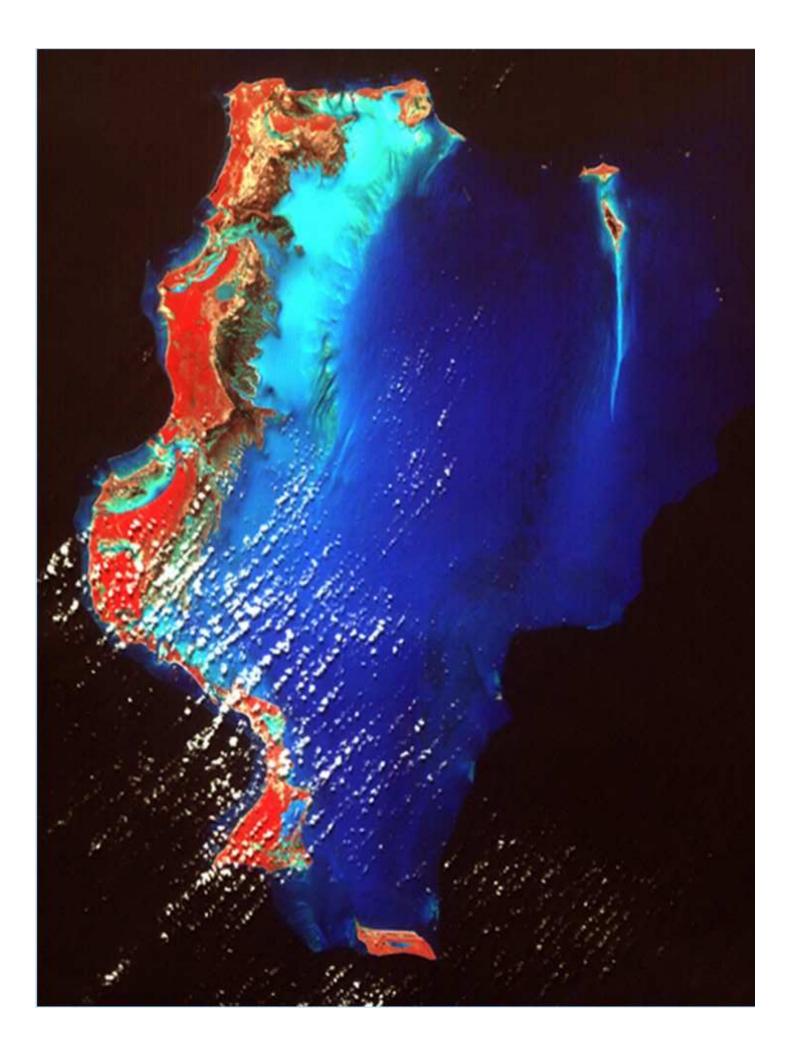
Ecosystem Goods and Services and the Capital Markets

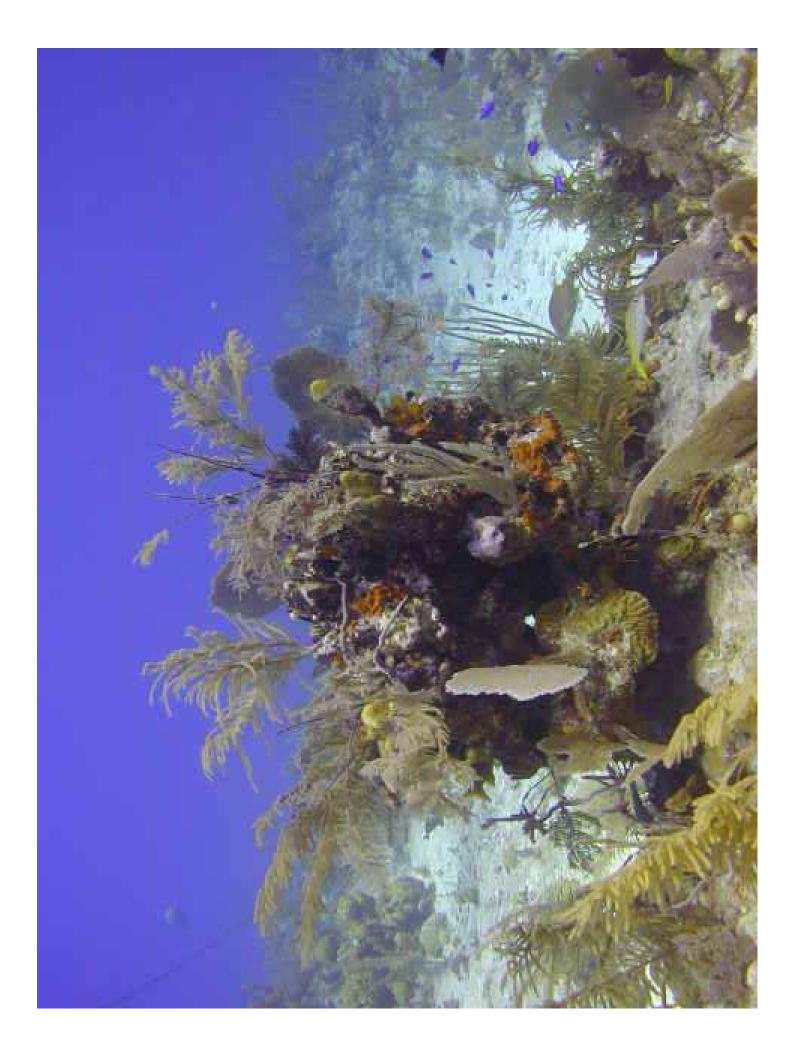
Portland Katoomba

June 9th, 2006

Bruce M. Kahn, Ph.D.

212-230-3588 fa.smithbarney.com/bkahn









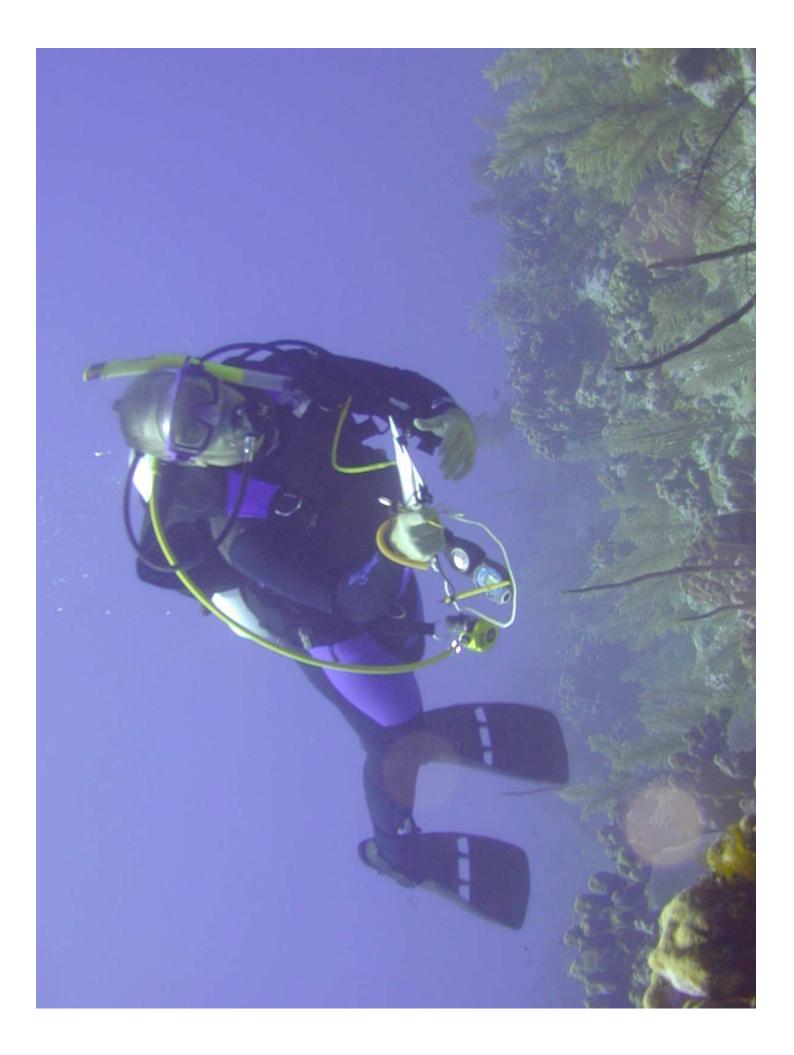
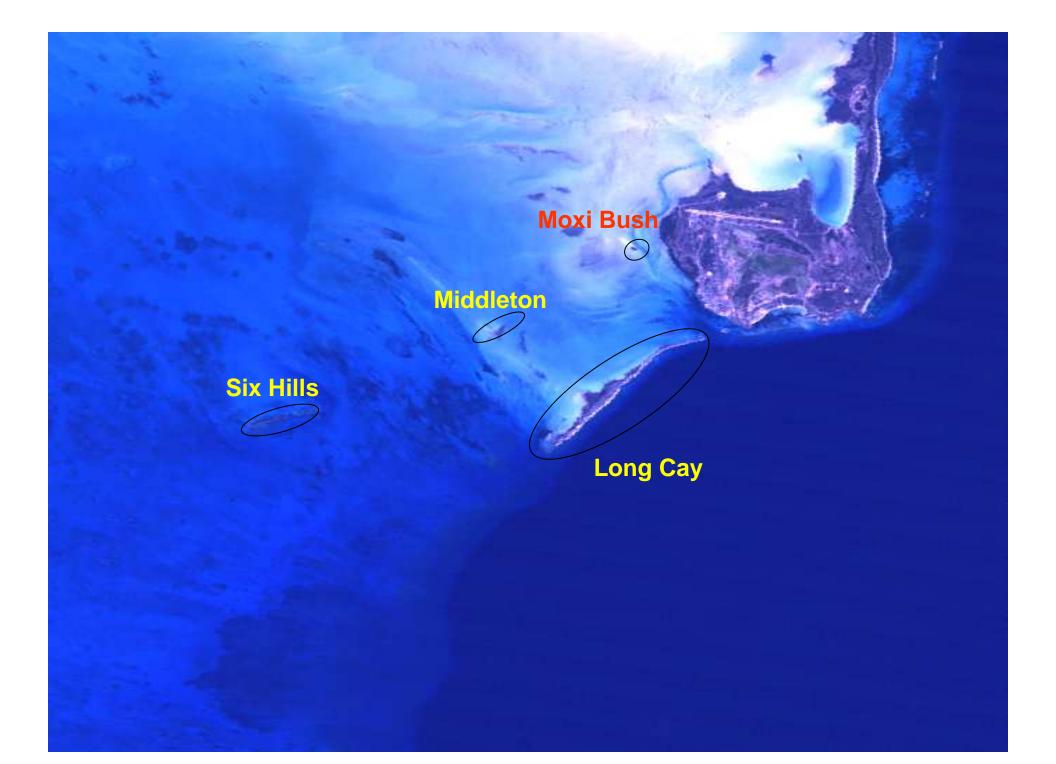




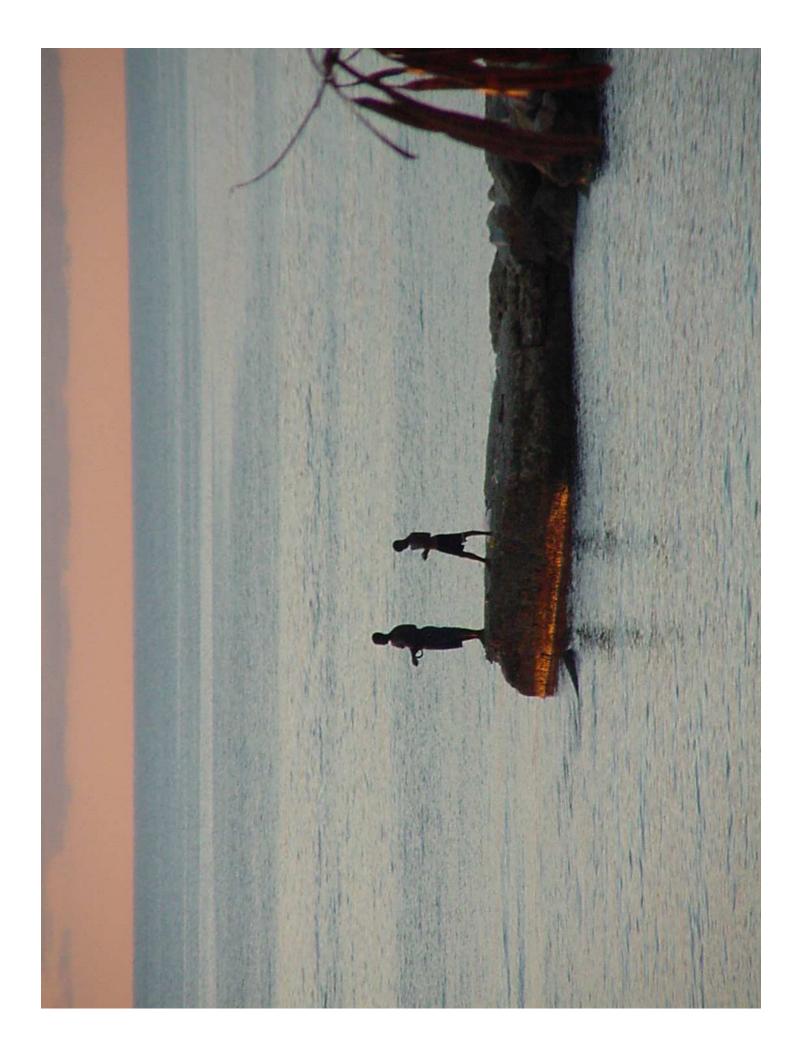


Figure 1. Marine Protected Areas of South Caicos



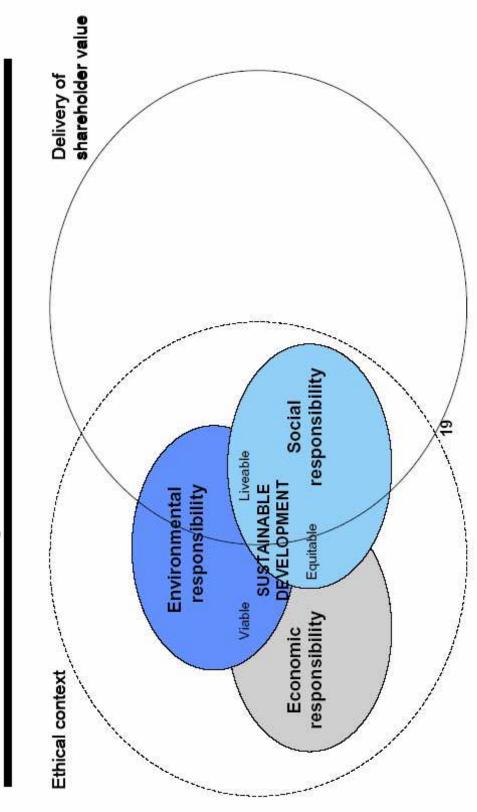








Companies in context



The "Iceberg" balance sheet

Financial Capital 30%



Intangible Capital 70%

Sustainable Governance

- Strategy
- Capability/ Adaptability
- Traditional governance practices

Eco-Value
Quality of environmental management

 Environmental risks & Eco-efficiency
 Strategic profit opportunities

Four Key Intangible Value Drivers

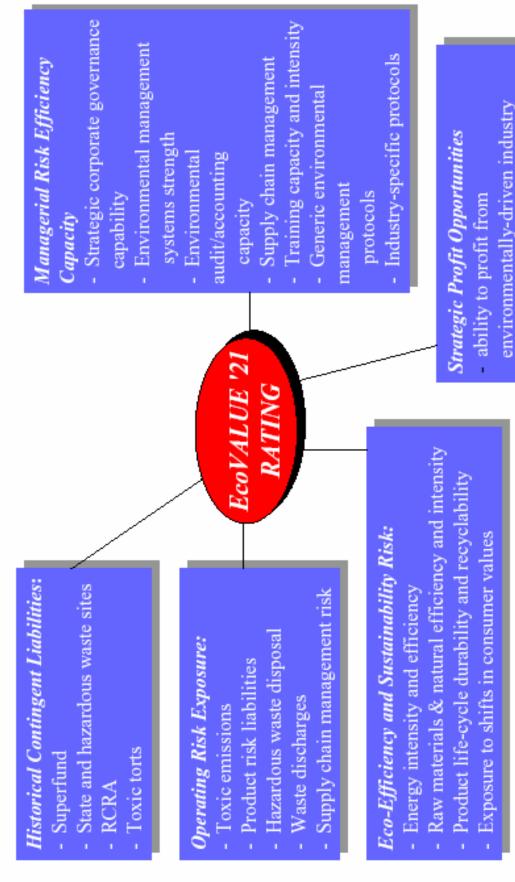
Human Capital

- Recruitment retention strategies
- Employee motivation
- Labor relations
- Innovation capacity
- Knowledge
 Development &
 Dissemination
- Health & Safety
- Progressive workplace practices

Stakeholder Capital

- Regulators & Policymakers
- Local communities
- NGOs
- Customer relationships
- Alliance partners
- Supply chain
- Social benefits of products & services

EcoVALUE '21 analyzes over 60 key variables using over 20 data sources:



Source: Innovest

Figure B1: Schematic of Major EcoValue'21® Analysis Factors.

and market trends



Differentiation and Competitive Advantage

♠

♠

Stakeholder Relations Cost / Liability Reduction Human Capital – Recruitment and Retention

Market Share Growth Brand Value Innovation Capacity Time to Market Reduction

Environmental, Social, and Governance Performance

♠

Innovest

STRATEGIC VALUE ADVISORS

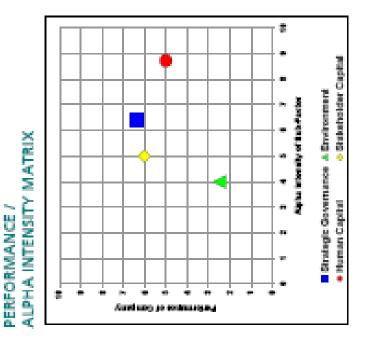
Intangible Value Assessment

Aug-05

Darden Restaurants

country:	United States
Ticker Symbol:	DRI
Industrial sector:	Hotels Restaurants & Leisure
Combined IVA Rating:	888
Sub-Factors:	
Strategic Governance:	6.3
Human Capital:	5.0
Environment:	2.5
Stakeholder Capital:	6.0

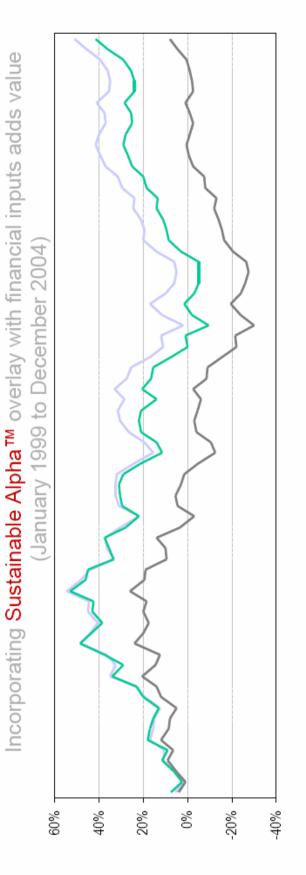
www.linnovestgroup.com New York: +1 212 421-2000 London: +44 (o) 20 7073 0470 Toronto: +1 905 707-0876 Paris: +33 (o)1 44 54 04 89



This matrix situates the four key intangible value drivers along 2 dimensions: How well or poorly the company per-How much impact that particular factor has on financial performance in that informs on each of the 4 key factors. dustry sector; its "alpha intensity".

Over 60 Independent Studies Provide the Evidence...

Innovest



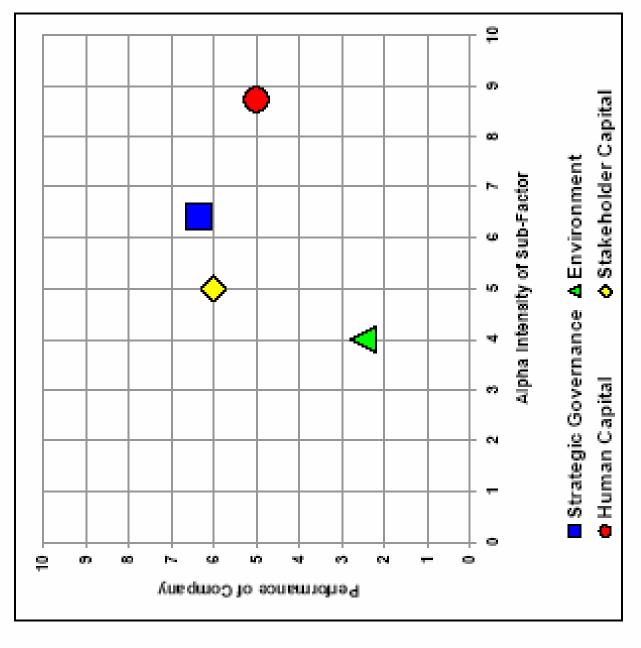
US SAO Strategy	tegy Baseline S	line Strategy	S&P 500 Index	dex			
Performance	Cumulative	Annual	Cum	Annual	Tracking	Info	Annual
Results	Return	Return	Ex Return	Ex Return	Error	Ratio	Turnover
US SAO Overlay 51.21%	y 51.21%	7.13%	43.07%	5.88%	4.81%	1.22	102%
Baseline 41.35	41.35	5.94	33.21	4.69	5.48	0.86	102
S&P 500 Index		1.25					

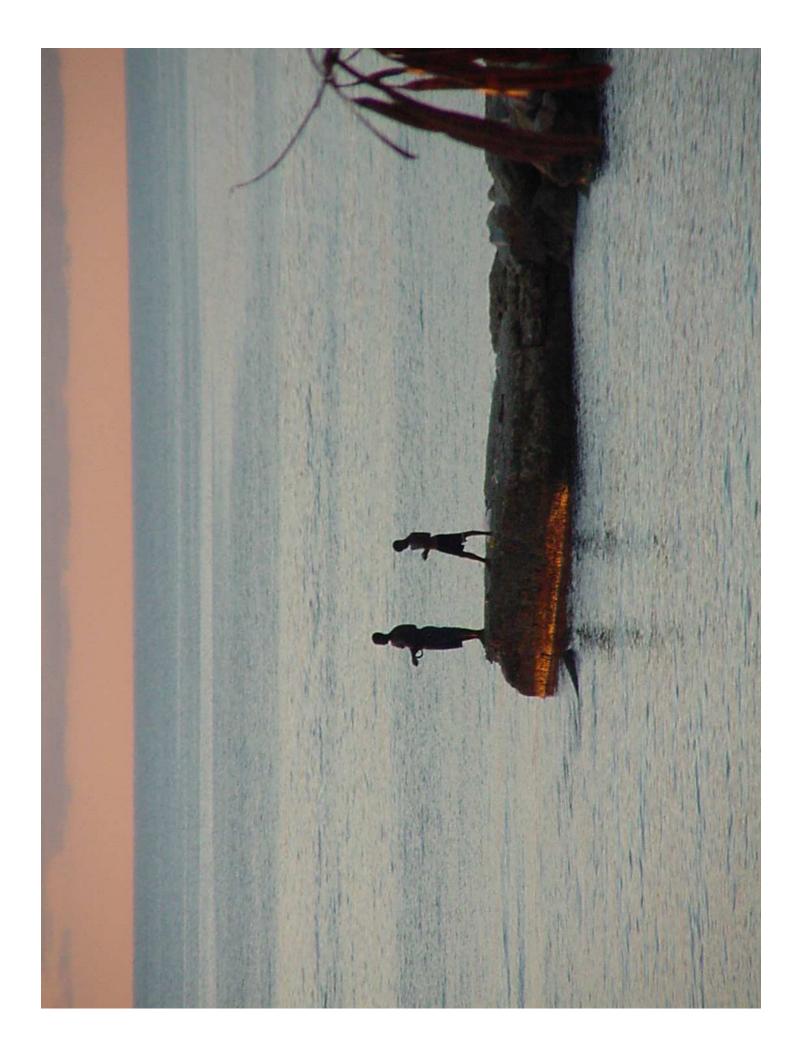
K. Gluck and Y.Becker (2005) "The Impact of Eco-Efficiency Alphas" Journal of Asset Management. Similar results were found in an academic study by the Head of Research of ABP, one of the three largest pension funds in the world.* See Rob Bauer et al (2005) The Eco-Efficiency Premium Puzzle in the U.S. Equity Market" Financial Analysts Journal.

Historic performance is not necessarily indicative of future performance, which could differ substantially. The performance figures are reported on a gross basis, but net of transaction and custody charges. Additional fees, such as the advisory fee, would reduce the return. For example, if an annualized gross return of 10% was achieved over a 5-year period and a management fee of 1% per year was charged and deducted annually, then the resulting return would The performance shown does not represent actual performance, but is hypothetical performance created through a back-test. The results shown do not represent the results of actual trading but were achieved by means of the retroactive application of a hypothetical model that was designed with the benefit of hindsight. These hypothetical results should not be considered indicative of the skill of the adviser.

be reduced from 61% to 54%. The performance includes the reinvestment of dividends and other corporate earnings and is calculated in U. S. dollars.

PERFORMANCE / ALPHA INTENSITY MATRIX



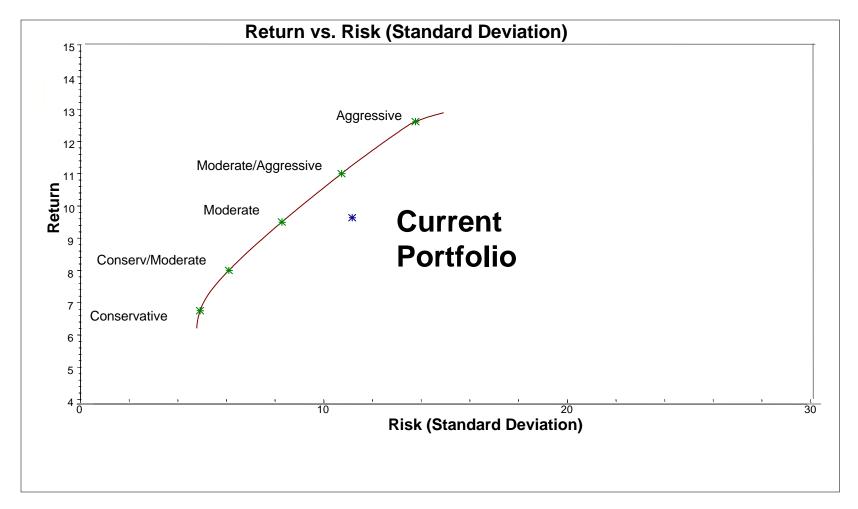




Information for Science-Based "Dual Return" Conservation Investments

An Overview of ICValue's Vision, Methods and Environmental Performance Outcomes

Understanding Risk and Return



Source: Zephyr

Resources

- <u>www.nyas.org</u>
 - -Eco-Investing E-briefing
- www.socialfunds.com
- www.socialinvest.org
- www.responsibleinvesting.org
- <u>www.sristudies.org</u>
- fa.smithbarney.com/bkahn