



## Providing solutions to Asia's environmental challenges Fortis L Fund Green Tigers

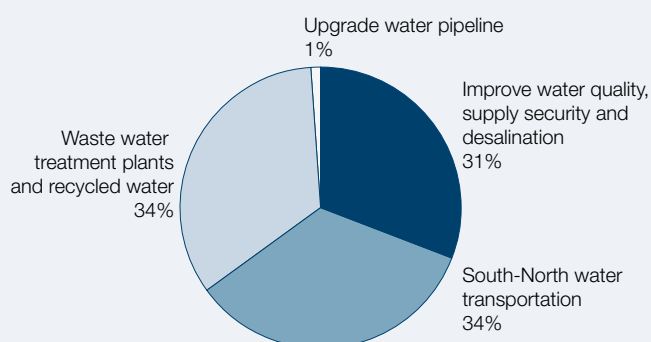
For professional investors

Asia has experienced rapid economic growth over recent years. Although this has boosted prosperity and improved the lives of millions of people in the region, it has also had detrimental effects on the environment. Now, the protection of the environment is moving to the forefront of the thinking of governments in the region, and this will push up the profile of water treatment, air pollution control and alternative energy technologies and companies. Fortis L Fund Green Tigers aims to capitalise upon these trends and help the environment by investing in companies that are providing solutions to the problems the region faces.

### Huge potential for environmental problem solvers

Asia is confronted with growing environmental challenges as a result of rapid population growth, industrialisation and natural environmental constraints. China, for example, is now home to 16 of the world's 20 most polluted cities, while India, with 16% of the world's population but only 4% of its water resources, faces increasing water scarcity. Governments across the region have come to realise that they must act to tackle these challenges, as the problems have the potential to undermine economic growth and threaten social stability.

### Rising demand for water infrastructure in China RMB 1 trillion to be spent between 2006 - 2010

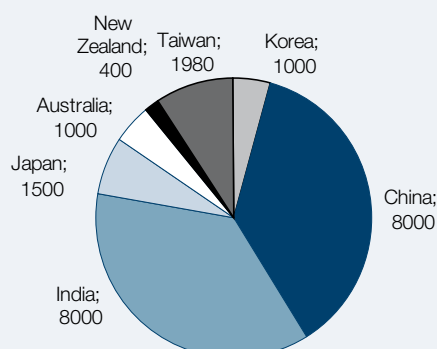


Sources: Fortis Investments, www.china.org.cn, Citi Group, Credit Suisse

Companies that are able to provide solutions to environmental problems have huge potential to grow given these circumstances. As an indication of this, the Ministry of Environmental Protection in China expects the environment protection industry to grow by an average of 15-17% per year over the next five years, with an estimated output value of RMB 1 trillion (approximately EUR 100 billion) by 2010.

There is clear demand for sustainable technologies in areas such as renewable energy supply, sustainable water supply, waste management, sustainable agriculture and resource efficiency. The continuing economic

### Projected wind power capacity addition in Asia Pacific in 2007 - 2010 (MW)



Source: Global Wind Energy Council, UBS estimates

growth in Asia coupled with the need for environmental solutions as a result of this growth has led to the emergence of a wide variety of companies that make attractive investment opportunities.

## Fortis L Fund Green Tigers

Fortis L Fund Green Tigers is an equity fund that invests in Asian companies that can provide solutions to the environmental problems that the region is faced with. The Asian environmental space remains under-researched and underexploited by investors, and we aim to take advantage of this using a bottom-up stock selection approach to identify companies with the strategies, technologies and management to provide solutions to the region's environmental problems.

We seek to deliver strong long-term returns using a "strategic product" approach – investing in companies directly exposed to the demand for sustainable solutions. In doing so we focus on four criteria of particular investment interest: the environmental benefits that the company can produce, the track record of its management team, the strength of its business model, and the attractiveness of the company's valuation.

## Investment team

Fortis Investments has one of the largest dedicated Sustainable & Responsible Investments (SRI) units in the world. Based in Frankfurt, our SRI investment centre consists of ten members, each with an average of ten years' experience in sustainability and/or finance, and has an impressive track record in developing innovative SRI solutions, producing strong investment performance, and attracting inflows into its products. The team conducts fundamental proprietary analysis and works closely with Fortis Investments' on-the-ground investment teams across Asia to uncover companies of interest.

Meanwhile the team is backed up by an independent international SRI advisory committee made up of recognised experts in the sustainability arena. An important role of this committee is to validate the integrity of our SRI processes.

## Why invest in Fortis L Fund Green Tigers?

- Asian economic growth continues apace, but this has led to a wide range of environmental problems
- Companies that are able to provide solutions to these problems have the scope to make huge profits
- Bottom-up investment process focusing on four criteria of particular investment interest
- Large, experienced SRI team with access to the research produced by Fortis Investments' on-the-ground research teams in Asia
- SRI process backed up by independent SRI committee



## Fund characteristics

**Name:** Fortis L Fund Green Tigers



**Stewart Armer,**  
Fund manager

**Fund manager:** Stewart Armer

**Benchmark:** 75% MSCI AC Asia Pacific  
ex Japan / 25% MSCI Japan (NR EUR)

**Launch (Classic share):** October 2008

**ISIN code (Classic share):** LU0374654613 (Capitalisation)  
LU0374655776 (Distribution)

**Assets under management:** Not applicable

**Management fee (Classic share):** 1.50% per year

**Total expense ratio (Classic share):** 1.82% (estimation for 2008)

**Entry costs:** Maximum of 5%

**Withdrawal costs:** None (1% in the Netherlands)

**Legal form:** Compartment of Fortis L Fund,  
a UCITS III-compliant SICAV registered under Luxembourg law

**Nationality:** Luxembourg

**Currency:** EUR

**NAV calculation agent:** Fastnet Luxembourg S.A.

**Class of risk (0 to 6):** 3

**Placement horizon:** Ten years

**Investor profile:** Aggressive

Investments in Fortis L Fund Green Tigers are subject to market fluctuations and the risks inherent in investments in securities. The value of investments and the income they generate may go down as well as up and it is possible that investors will not recover their initial outlay.