



The Association for Sustainable and Responsible Investment in Asia

www.asria.org

Market Demand In Greater China

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HONG KONG

- SRI has already arrived in Hong Kong
 - Kingsway
 - Friends Ivory and Sime

HONG KONG: Promising Signs

- A significant pool of workers in the caring professions
- *E.g. Hong Kong Jockey Club*

Ranks behind the Rockefeller Foundation in donations with US\$147 million to charities as of June 2000.

Promising Signs

- Change of corporate attitude
 - *KCRC*
- Change of Govt Attitude
 - *Sustainable Development Council to be formed by year end*
- Launch of pension Mandatory Provident Fund
 - *\$3bn annuity*

CHINA

- Does not necessarily follow the “grow first, clean up later” development model
- Government determined to act
 - Corporate Governance
 - Pension Debt
 - Environmental Protection

China: Promising Signs

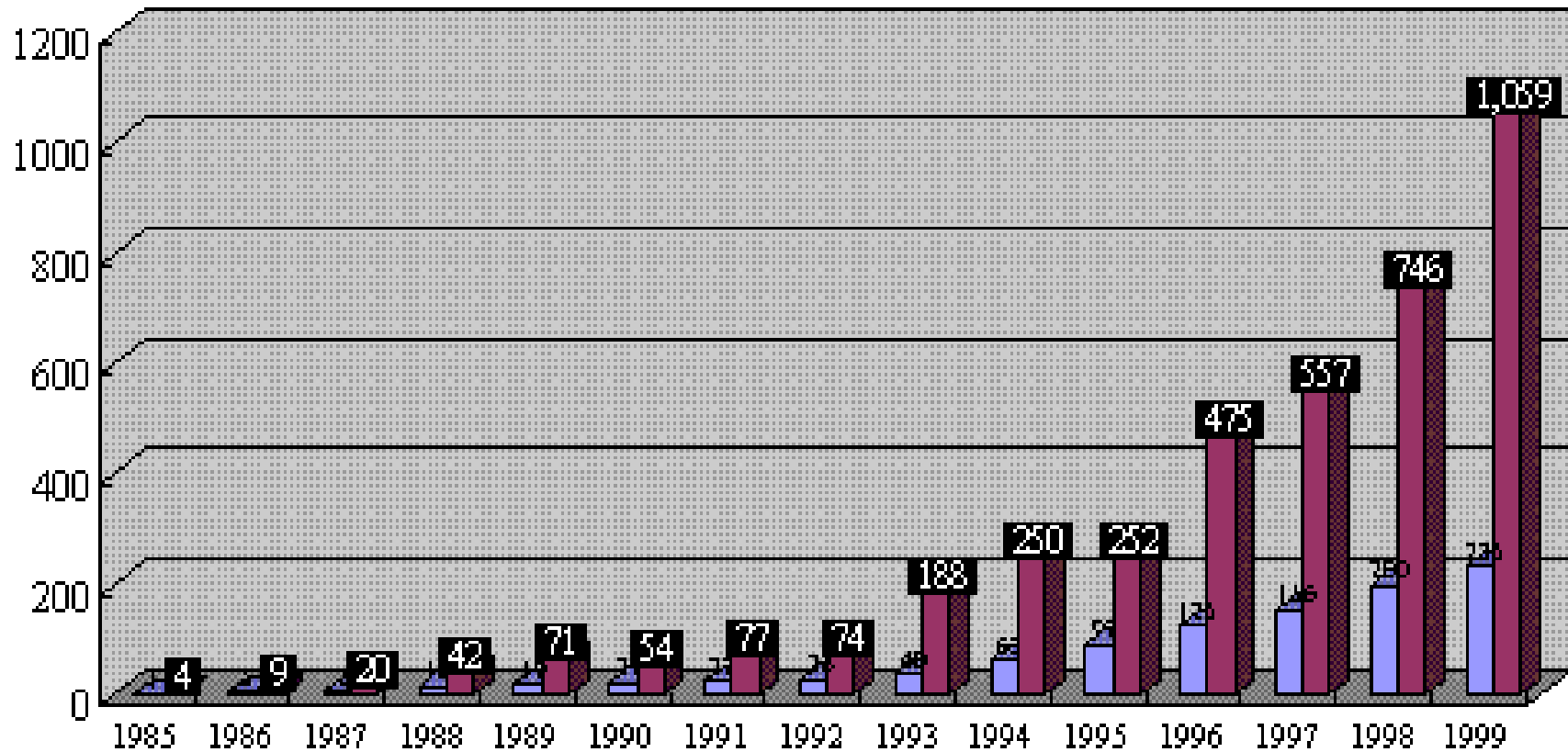
- Deregulation of pension funds
- The Green Games in 2008 and accession to WTO will be key drivers.

Taiwan: Promising signs

- Powerful religious groups
- Taiwanese are concerned about their environment and social justice
 - *Over 75% on Misery index*
- The pending release of public pensions for private management opens up SRI opportunities
- Rapid investment industry deregulation

Evolution of Mutual Fund Industry

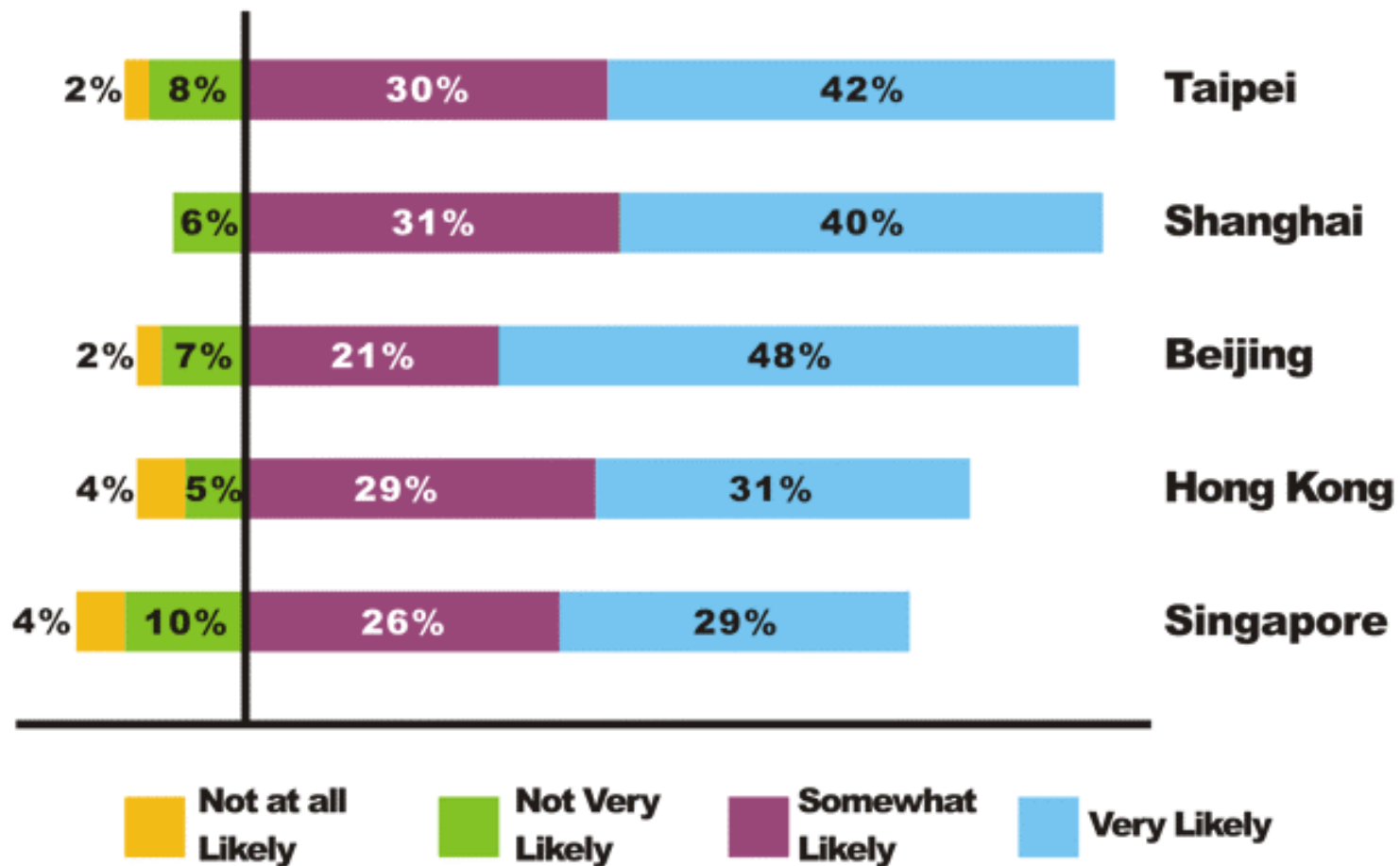
NT\$ billion



Quantity of Mutual Funds

Assets Under Management

How Likely Would They Buy Green Products?



ASrIA Market Research

- Who should read the reports
 - SRI Marketers
 - Fund Managers
 - NGOs
 - Corporations
- Available for voting members