



## | Press Release

# Lombard Odier Darier Hentsch and Generation Investment Management sign a partnership in "sustainable investing"

**Lombard Odier Darier Hentsch and Generation Investment Management ("Generation"), a firm co-founded by former Vice President of the United States Al Gore and former CEO of Goldman Sachs Asset Management David Blood, have decided to join forces to promote sustainable investment. A key aspect of this agreement is that Lombard Odier Darier Hentsch will become Generation's sole partner for the distribution of Generation's global equity strategy in Continental Europe. This alliance strengthens Lombard Odier Darier Hentsch's long-standing commitment to sustainable development.**

"We are very proud to be teaming up with Generation, as we share the same values," explained Thierry Lombard, a Senior Partner of Lombard Odier Darier Hentsch & Cie. "We have this philanthropic, social and environmental sensitivity embedded in our DNA. Lombard Odier Darier Hentsch's Partners and Families have a long-standing tradition of supporting sustainable development projects. We believe that investing in sustainability is one of the most important trends in long-term investing." The Company has significantly invested in this unique strategy through its employees' pension scheme. Furthermore the two organizations will share research, ideas and initiatives that help to bring sustainability into capital markets.

"We were looking for a banking partner to promote sustainable investing in Continental Europe," explained David Blood, co-founder and Managing Partner of Generation. "We decided to form a partnership with Lombard Odier Darier Hentsch because of its involvement in the field, the analytical tools and investment vehicles that it has developed over many years, its team's expertise, and the strong values that it fosters."

Generation uses a different method from traditional asset managers. It has developed a strategy based on the conviction that sustainability factors – such as economic, social, environmental, ethical and governance issues – directly affect a company's share price over the long term. Since Generation was established in 2004, it has been one of the few asset managers worldwide to successfully invest in listed companies using an approach that integrates both sustainability factors and fundamental analysis.

**Lombard Odier Darier Hentsch & Cie**  
Rue de la Corraterie 11  
1204 Geneva  
[www.lodh.com](http://www.lodh.com)

**Anne Plagnat**  
Head of Media Relations  
Tel. +41 (0)22 709 93 06  
[anne.plagnat@lodh.com](mailto:anne.plagnat@lodh.com)

**Generation Investment Management**  
[www.generationim.com](http://www.generationim.com)

**Richard Campbell**  
Capital MS&L  
Tel. +44 (0)20 7307 5334  
[richard.campbell@capitalmsl.com](mailto:richard.campbell@capitalmsl.com)



This exclusive distribution agreement for Continental Europe entails the joint launch of an investment vehicle for private and institutional investors. It gives them the very unique opportunity to participate through Lombard Odier Darier Hentsch in an investment that would not normally be directly available to them. "As we wish to offer our clients the best possible investment opportunities, we wanted to team up with the best investment manager in the sustainable investment field. Looking at the quality and the experience of its team, Generation is undoubtedly the right partner," said Thierry Lombard. In accordance with its unique sustainability approach, Generation will invest in 30-50 companies worldwide that it firmly believes have the potential to create long-term investment value.

### **Lombard Odier Darier Hentsch**

Founded in 1796, Lombard Odier Darier Hentsch & Cie is the oldest firm of private bankers in Geneva and one of the largest in Switzerland and in Europe. With more than CHF 179 billion in assets under management and 1,800 employees, the Group is a recognized player with a presence in the world's main financial cities and a network of 23 offices in 17 countries. It is reputed for its vast experience in global asset management and has become a major player in the alternative investment field. It offers its private and institutional clients wide-ranging advice in the areas of wealth management, financial products, and specialized services.

Lombard Odier Darier Hentsch & Cie has a long-standing tradition in sustainability development. In the early 19th century, Alexandre Lombard's reflections on the New World were guided principally by his discrimination among states which prospered without the institution of slavery, and those whose attachment to slavery produced suffering. Back in 1919, the Firm was among the first to establish a pension fund for its employees. In 2006, Lombard Odier Darier Hentsch was awarded the prize for the best training company by the State of Geneva. More recently, the company became a signatory to the Principles for Responsible Investment promoted by the United Nations (UNEP FI).

Lombard Odier Darier Hentsch & Cie is run by nine Managing Partners, who currently represent the seventh generation of bankers running the Firm. As they are both owners and managers, they are equally involved in the Group's strategic management and its client services.

### **Generation Investment Management**

Generation Investment Management LLP is dedicated to long-term investing, integrated sustainability research, and client alignment. It is an independent, private, owner-managed partnership established in 2004, with offices in London and Washington D.C.

Generation aims to buy high-quality companies at attractive prices that deliver superior long-term investment returns. Its sustainability research plays an important role in forming its views on the quality of the business, the quality of management, and valuations. Its performance fees align its interest with that of its clients as they are based on long-term performance.



Lombard Odier Darier Hentsch

**generation**\_\_

The company is chaired by former Vice President of the United States, Al Gore, while its Managing Partner is David Blood, the former CEO of Goldman Sachs Asset Management. Generation is a founding signatory to the Principles for Responsible Investment.

Generation Investment Management LLP is authorized and regulated in the United Kingdom by the Financial Services Authority.

Geneva & London, November 26, 2007