



Trading Companies & Distributors

Driving forces

The trading companies and distributors industry includes companies operating in wholesale and in the distribution of multiple goods. Due to their diverse business lines, companies rely heavily on corporate governance and management skills to operate. It is a knowledge-intensive industry, so fair labor practices, talent attraction and retention and human capital development are key to productivity and business success. Operating across a diverse range of business areas, companies operating in this industry faces considerable exposure to environmental and social risks, either directly through firms' own direct operations or indirectly in the supply chain. As a result, defining clear policies and risk management processes are important for long-term value creation. Environmental and social impact assessments and transparency with stakeholders are key to mitigate future operational and reputational risks.

Highlighted criteria & Dimension weight

- Economic Dimension 43%
 - Corporate Governance
 - Supply Chain Management
 - Customer Relationship Management
- Environmental Dimension 19%
 - Environmental Policy & Management Systems
 - Operational Eco-Efficiency
 - Environmental Reporting
- Social Dimension 38%
 - Talent Attraction & Retention
 - Human Capital Development
 - Occupational Health and Safety

Sustainability leaders 2019

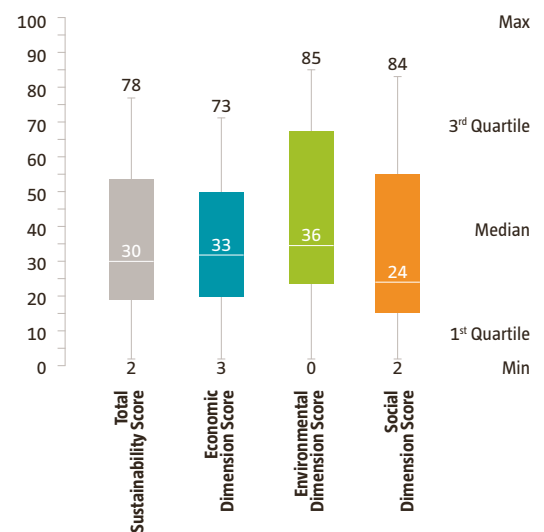
| | |
|--|--------|
| SAM Gold Class | ● |
| ITOCHU Corp | Japan |
| SAM Silver Class | ● |
| Sojitz Corp * | Japan |
| SAM Bronze Class | ● |
| Mitsui & Co Ltd | Japan |
| Sustainability Yearbook Members | ● |
| Marubeni Corp | Japan |
| Rexel SA | France |

* SAM Industry Mover

Industry statistics

| | |
|---|-----|
| Number of companies in universe | 35 |
| Number of companies assessed in 2018 | 26 |
| Assessed companies to total companies in universe | 74% |
| Market of assessed companies to total market | 90% |

Results at industry level



The box-and-whisker plot describes the distribution of scores in the industry, based on all assessed companies. More information is available in the Reading Instructions in the introduction.