



## 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, therefore fair labor practices, talent attraction & retention and human capital development are key to productivity and business success. Because of their often large diversification (e.g. Japanese trading companies), the industry faces higher exposure to environmental and/or social-related risks either directly through their own direct operations or indirectly through their supply chain partners. As a result, defining clear policies and risk management processes are important for long-term value creation. Environmental and social impact assessments, as well as transparency to their stakeholders are key to mitigate future operational and reputational risks.

### Highlighted criteria

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

### Sustainability leaders 2018

<b>RobecoSAM Gold Class</b>	
ITOCHU Corp	Japan
Mitsui & Co Ltd	Japan
<b>RobecoSAM Silver Class</b>	
Marubeni Corp	Japan
<b>RobecoSAM Bronze Class</b>	
Sojitz Corp*	Japan

\* RobecoSAM Industry Mover

### Industry statistics

Number of companies in universe	33
Number of companies assessed by RobecoSAM in 2017	29
Assessed companies to total companies in universe (%)	88
Market capitalization of assessed companies to total market capitalization (%)	97

### Results at industry level

Dimension	Average score	Best score	Dimension weight
Economic	48	77	43%
Environmental	43	83	19%
Social	41	84	38%

### Total score

