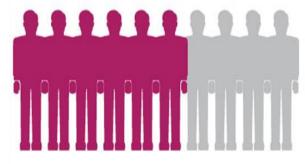




Customers will pay more for products from a company with good values:

6 out of 10 people



WILL PAY MORE FOR REPUTABLE BRANDS

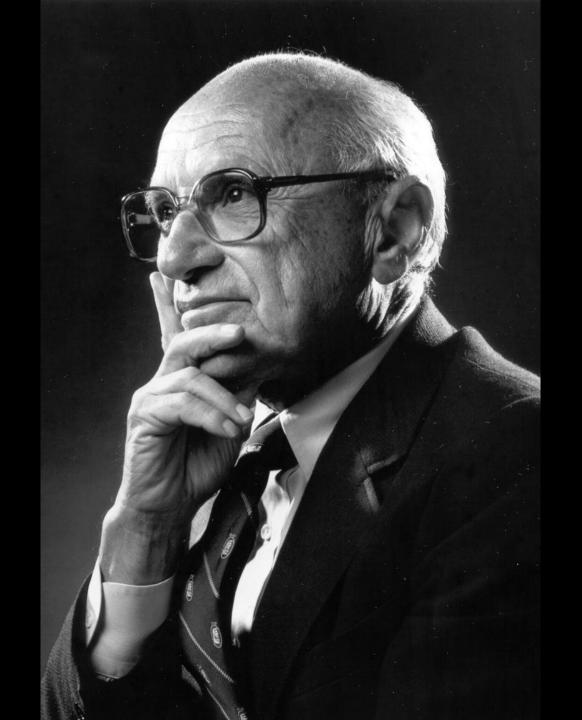
CECP Report 2014

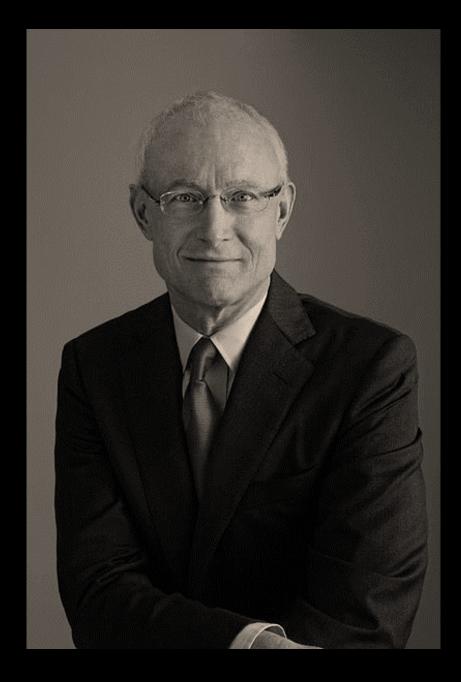
## A matter of reputation?

# An error for Business?

### Milton Friedman

The corporation is an instrument of the stockholders who own it. If the corporation makes a contribution, it prevents the individual stockholder from himself deciding how he should dispose of his funds." Capitalism and Freedom



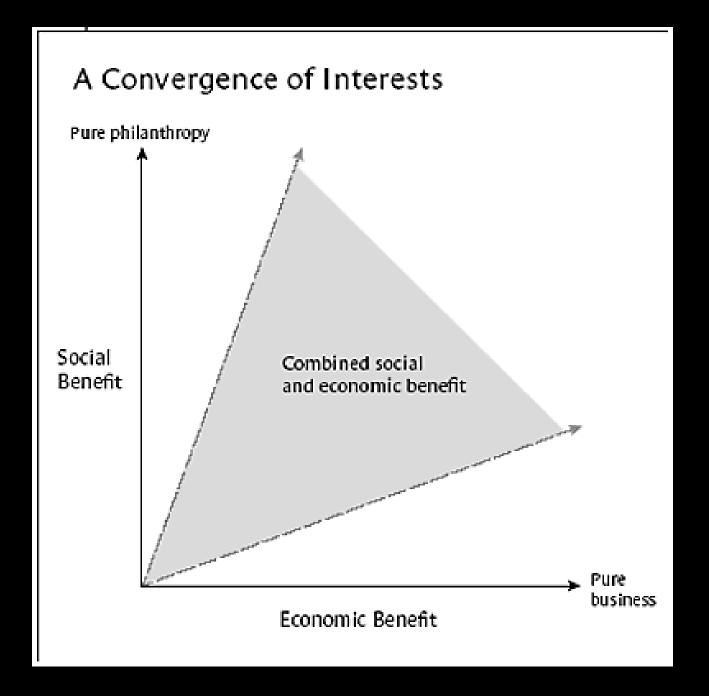


# Or a smart bet on future?

### Michael E.Porter

"Corporations can use their charitable efforts to improve their competitive context —the quality of the business environment in the location or locations where they operate. Using philanthropy to enhance context brings social and economic goals into alignment and improves a company's long-term business prospects »

<u>The competitive advantage of corporate</u>
<u>philanthropy</u> (Harvard Business Review) 2002



A wide potential overlap between business and philanthropy when adressing issues that improve competitive context





## CISCO Networking Academy: Building the skills employers demand

## 1 MILLION PEOPLE EACH YEAR

80% of students in a program in Cambodia found work within 3 months

85% of women

in a joint program with the University of Belgrade, Serbia, found employment





"The Google Impact Challenge "Bay Area" rallies the community around bold ideas to make our neighborhoods even better".







#### **Nonprofits Apply**

Nearly 800 nonprofits apply and, together with their advisors, Google selects 25 finalists.

#### **Public Votes**

The Bay Area community votes on the top 10 nonprofits to decide who receives the highest level of funding.



#### **Awards Announced**

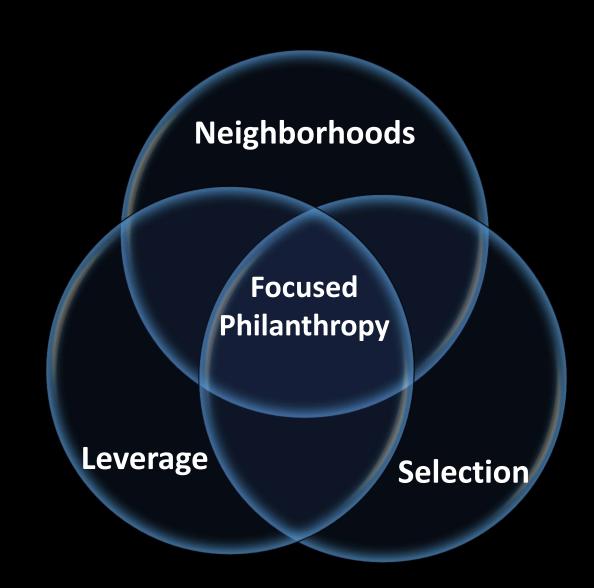
The top six projects will each receive a \$500,000 grant and the remaining four will receive \$250,000 grants. The 15 additional finalists will receive \$100,000 each.



#### **Ongoing Support**

All 25 finalists will receive support from Google volunteers and partners to help turn their ideas into reality

## **Key Factors of Success**







3 Guiding Principles:

#### **Safeguarding connections**

"We practise solidarity with people on the edge of society »

#### **Creating links**

"We overcome barriers between people"

#### **Paving the way**

"We offer people opportunities for the future"

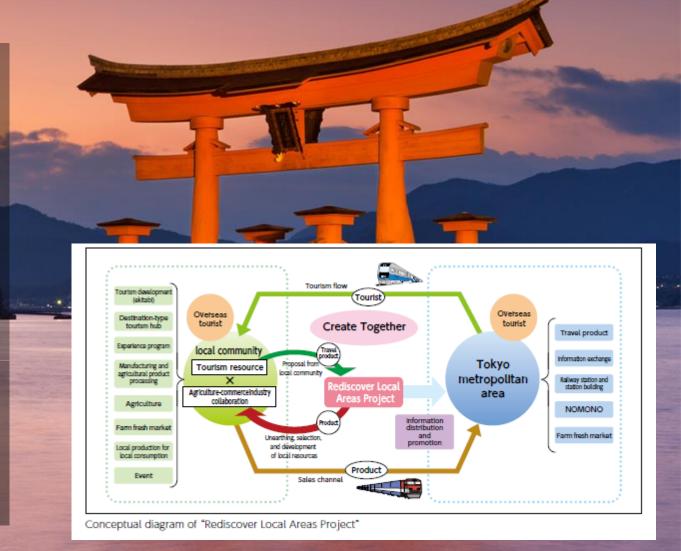
Set up in 2013, the Deutsche Bahn Stiftung is funded annually by up to 0.5 percent of the operating profit of Deutsche Bahn AG.

2,854 M€ of donations and expenses for charitable projects



"The JR East Group's very existence depends on the health of the east Japan area and of Japan as a whole. As a company responsible for a form of social infrastructure (i.e., railways), and as a member of the community, we work together with communities in order to take actions aimed at achieving their desired future.

In addition, we actively implement community vitalization and tourism promotion measures that leverage the unique capabilities of our group".





# **Our objective:** Boosting sustainable mobility and smart cities on a day-to-day basis in all our territories.



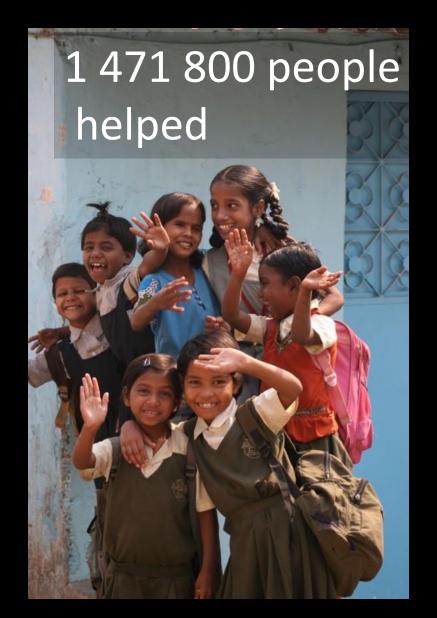


CSR reporting since 2013





### Since 1995...







## 3 programs

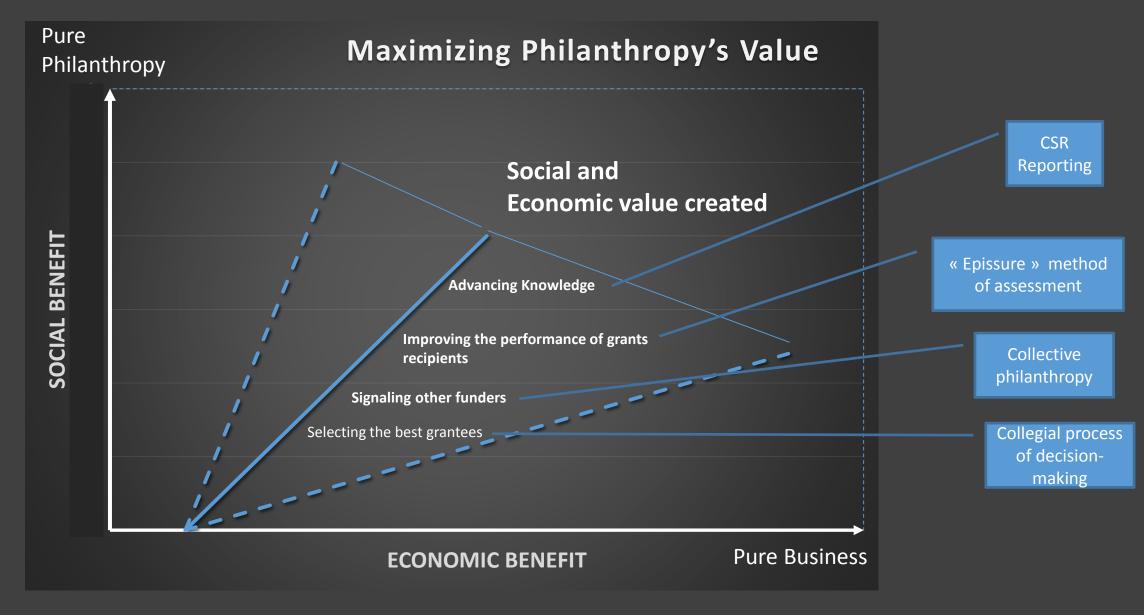
Access to education

Access to culture

Access to employment

### **Our tree of principles**

Study the context Choose projects that adress local issues Map the stakeholders Be close to your territories Leverage beginning associations Vary the size of partnerships Rely on a few big networks Find convergence of interests Stimulate subsidies commitment Be creative **Empower the people** Set a projects committee of volunteers **Share decision making** Assess projects with communities



(From M.Porter)

