



**COMPANY**

Country	United Kingdom
Number of Employees	70'310
Web	www.marksandspencer.com

**Share**

Market cap (mil)	10'447
Currency	GBp
High 52 week	759.0
Low 52 week	566.5
Last Price	616.0

**Key Data**                      2006                      2007E

Sales (mil)	7'798	8'568
EPS	0.45	0.50
P/E Ratio	15.70	13.80

Source: Bloomberg / August 13, 2007

**Sales in**

Alcohol	No
Armaments	No
Firearms	No
Tobacco	No
Gambling	No

Source: ISS, SAM Research

**COMPANY DESCRIPTION**

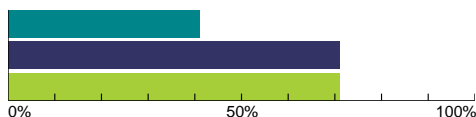
Marks & Spencer Group p.l.c. (Marks & Spencer) is one of the UK's largest retailers of women's and men's wear, lingerie and children's wear. The company's stores also sell food and home ware and provide financial services. Marks & Spencer serves some 15.8 million customers a week in over 520 UK stores. In addition, the company has 150 stores worldwide, including over 130 franchise businesses, operating in 30 countries mostly in Europe, the Middle East, Asia and the Far East. UK Retail accounts for 93% of the group's total turnover, 50 percent of this coming from clothing and home and 50 percent from food retail.

**SUSTAINABILITY PERFORMANCE**

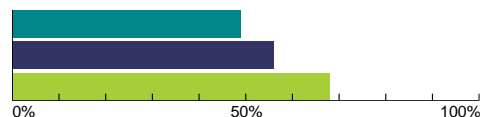
Marks and Spencer was again confirmed as clear sector leader in terms of sustainability. The company's sustainability strategy is aiming at delivering growth and securing long-term supply. The main element of this strategy is Plan A, a five-year plan to tackle the biggest challenges for the company: climate change, waste, sustainable raw materials, fair partnerships and health. Under that plan, 1500 sales assistants have been trained in the UK to advise customers on healthy food options in the stores. The range of food products from sustainable sources - such as meat from less intensive farming methods - fresh, natural food and healthy prepared meals is continuously expanded. In a new "green home" department, customers can buy appliances that contribute to a greener life such as energy efficient lightbulbs and household composters. The company is well progressed to reach its target to source wood products only from sources certified by the Forest Stewardship Council (FSC) by 2012. Marks and Spencer is also a long-standing member of Per Cent Standard, a group of companies committed to investing at least 1 percent of its pre-tax profits into communities, thereby further strengthening its reputation.

**SUSTAINABILITY SCORES**

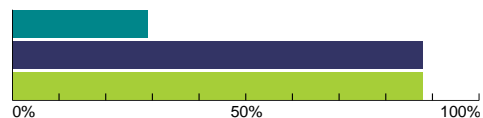
**Total Score**



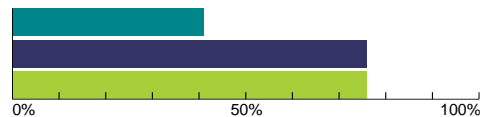
**Economic Dimension**



**Environmental Dimension**



**Social Dimension**



■ DJSI sector average on a global basis  
■ Marks & Spencer p.l.c.  
■ Best company on a global basis within DJSI sector



For information on assessment criteria, visit [www.sustainability-indexes.com](http://www.sustainability-indexes.com)

«Corporate Sustainability is a business approach to create long term shareholder value by embracing opportunities and managing risks deriving from economic, environmental and social developments.»

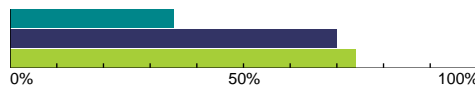
**INDUSTRY DRIVING FORCES**

Increasingly, the retail market is being taken over by multinational conglomerates with huge supply and distribution chains, inventory management systems and wide scale marketing plans. As consumers, fair trade organizations as well as non-governmental organizations demand transparency on product sourcing and production methods, retail companies need to establish long-term stable relationships with their suppliers and increase their transparency through reporting along the supply chain to minimize economic, social and reputational risks. Competition and changing consumer taste require companies to put a lot of effort in brand management and to implement solid customer relationship management. Furthermore, the growing consumer base in emerging markets offers new opportunities. On the operational level, the efficiency of transport systems and the use and disposal of packaging have to be addressed. E-commerce and home delivery services are becoming indispensable elements in the competitive retail market.

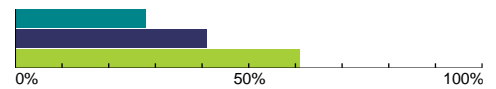
**COMPANY PERFORMANCE FOR SELECTED CRITERIA**

**ECONOMIC**

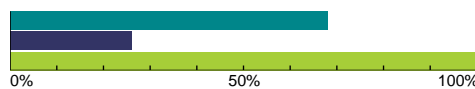
**Customer Relationship Management**



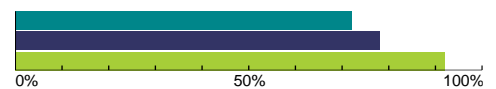
**Brand Management**



**Strategy for Emerging Markets**

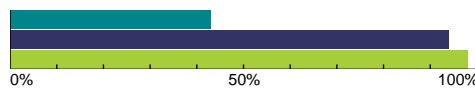


**Corporate Governance**

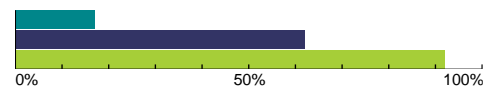


**ENVIRONMENTAL**

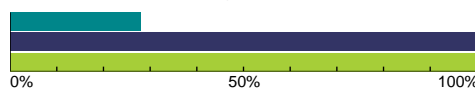
**Environmental Policy / Management System**



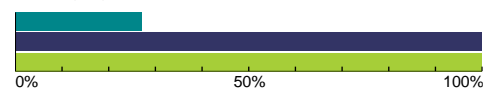
**Environmental Performance**



**Environmental Reporting**

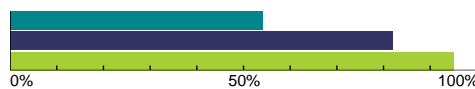


**Packaging**



**SOCIAL**

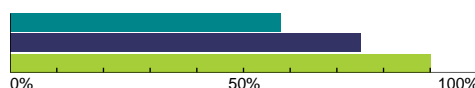
**Standards for Suppliers**



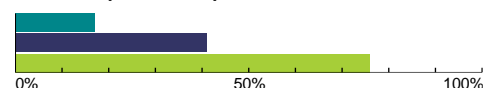
**Stakeholder engagement**



**Labor Practice Indicators**



**Human Capital Development**



- DJSI sector average on a global basis
- Marks & Spencer p.l.c.
- Best company on a global basis within DJSI sector

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