

Rodolfo



Mr. Pedro Luiz Passos
Presidente de Operações
Natura Cosméticos S.A.
Administração
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BRASIL

1 March 2002

Dear Mr. Passos,

On behalf of the Global Reporting Initiative (GRI), I am writing to follow up on an invitation you recently received to the GRI's inauguration ceremony, scheduled for 4 April in New York City, at the United Nations.

The inauguration ceremony marks the transition of the GRI from an interim program to a new, independent global institution. As our guest, you will join approximately 300 others, including government ministers, UN officials, the CEOs of multinational corporations and the heads of some of the world's leading non-governmental organizations. Dr. Klaus Töpfer, Executive Director of the United Nations Environment Programme, will welcome guests to the formal luncheon, which is followed by a group of distinguished speakers. Speakers will include:

- The Honourable Kofi Annan, Secretary General, United Nations
- The Honourable Anna Diamantopoulou, EU Commissioner for Employment and Social Affairs*
- Tsuguoki Fujinuma, President, International Federation of Accountants*
- Yolanda Kakabadse, President, The World Conservation Union (IUCN)
- Irene Khan, Secretary-General, Amnesty International
- Dr. Nyameko Barney Pityana, Vice-Chancellor, University of South Africa; Former Chair, South African Human Rights Commission*
- John Sweeney, President, AFL-CIO
- Ratan Tata, Chairman, Tata Sons Ltd.
- Richard G. Wagoner, Jr., President and CEO, General Motors Corporation
- The Honourable Margot Wallström, EU Commissioner for the Environment
- The Honourable Timothy Wirth, President, United Nations Foundation*

* confirmed speaker

We hope you will join us at this historic occasion. Further, if you so desire, it would be our pleasure to welcome a second colleague from your organisation to the event.

GRI reached several important milestones in 2001, and 2002 will see several more. We have just announced our first Board of Directors and will soon select a site for permanent headquarters. As the Financial Times observed on 23 October, "Few developments in corporate citizenship have attracted as much hope in advance of their launch as the Global Reporting Initiative...(the) inauguration is attracting high expectations because of the strong coalition of interests that has built up around the project."

We have chosen the United Nations as a venue owing to the strong support of the United Nations Environment Programme and other UN agencies throughout GRI's early years. One example of such support is the Secretary General's Global Compact. On November 28, 2001, the Compact announced that its corporate supporters are invited to use the GRI *Sustainability Reporting Guidelines* to demonstrate progress toward implementation of the Compact's nine principles for labour, human and environmental rights. This collaboration consummates many months of discussions which have concluded that the Compact and GRI have much to gain by such a collaborative relationship.

For the Global Compact, GRI reporting is a concrete accountability instrument through which companies can measure and publicly report on their social, environmental and economic performance. For GRI, the Compact's principles represent a valuable foundation on which companies can build a strong reporting program. The synergy between these two initiatives is obvious and compelling. If you are not already participating in and supporting the Global Compact, we would invite you to consider doing so. To explore how you might lend your voice and institutional support to this important venture, contact Mr. Fred Dubee, UN Global Compact, at +1-212-963-6189, or globalcompact@un.org.

Finally, a word on financial matters. As in the case of many other organizations, the current economic slowdown and the events of 11 September have had a significant impact on the GRI's budget planning and, specifically, its Capitalisation Fund. This fund is designed to provide GRI with a solid financial base with which to begin its new life as permanent organization, prior to the creation of an operating revenue base in the next few years. The Capitalisation Fund will bridge GRI's generous foundation support received during the last four years with the operating revenue base that will be established in the near future.


In this context, to ensure the broad-based corporate engagement essential to the future work of the GRI, we have set the following categories for corporate contributions to the Capitalisation Fund. Corporate contributions above US\$100,000 will qualify donors to join a select "Charter Group." Donors pledging gifts above US\$25,000 in 2002 will be recognised as "Benefactors." Both Charter Group and Benefactor companies will be specially recognised at the inaugural event and in subsequent GRI communications. We thank you in advance for your serious consideration of this sponsorship. To discuss this opportunity in further detail, kindly contact Mr. Timothy Brennan at the GRI Interim Secretariat at +1-617-247-0700, or by email at brennan@globalreporting.org.

Let me take this opportunity to convey our deep appreciation to all those corporations that have supported the GRI process, whether financially or through in-kind support. At this historic juncture, I encourage you once again to express support for this unique partnership initiative.

Kindly contact me or Ms. Liz Siddle, Inauguration Co-ordinator, at +1-617-247-0700, ext. 24 or at siddle@globalreporting.org, with any questions. It will be my pleasure to see you in New York on 4 April.

With kindest regards.

Yours Faithfully,



Allen L. White, Ph.D.
Director