

Active is: Asking retail clients about ESG

AllianzGI ESG Survey summary
March 2019



ESG: Market Survey on retail client opinion

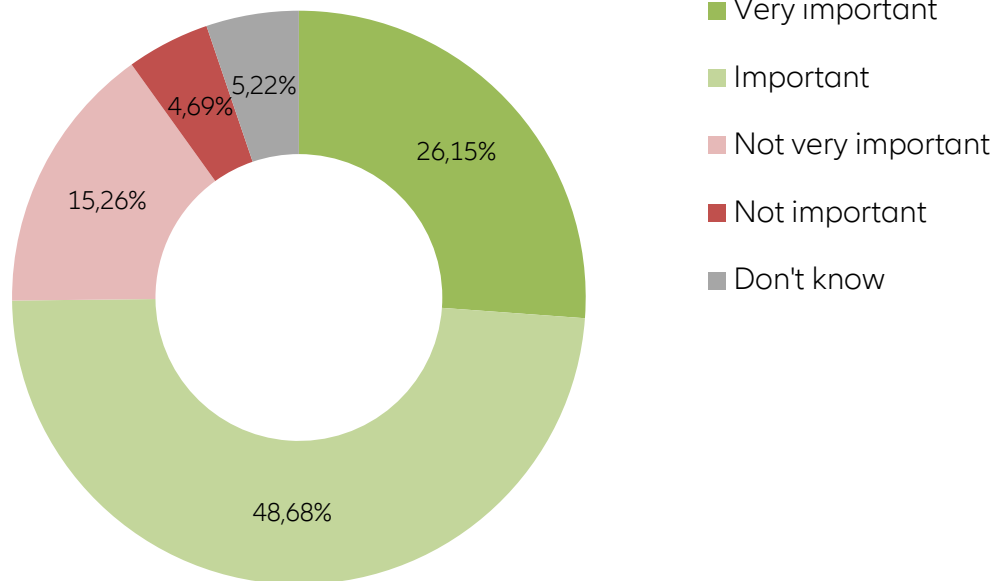
Design of Market Survey

- 10 countries: Belgium, France, Germany, Italy, Netherlands, Portugal, Spain, Sweden, Switzerland, United Kingdom
- Online survey with 1,000 participants in each country
- 10-15 minutes, 15 questions
- Implemented by The Nielsen Company
- Timeline: November-December 2018



ESG Survey: interest in sustainable investments (I)

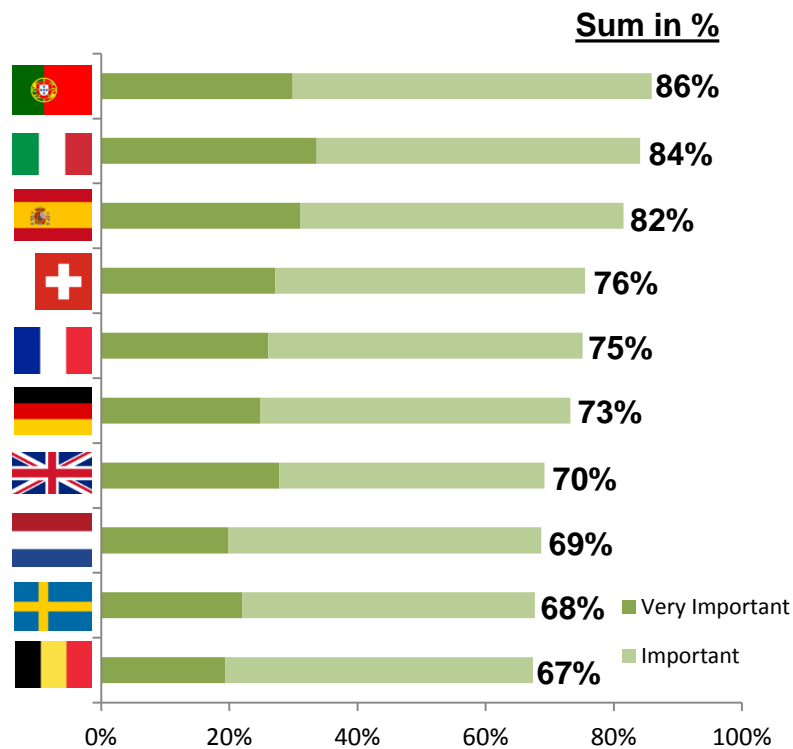
Q: How important is it for you to invest your money in sustainability-oriented investments?



75% of respondents interested in sustainable investments

ESG Survey: interest in sustainable investments (II)

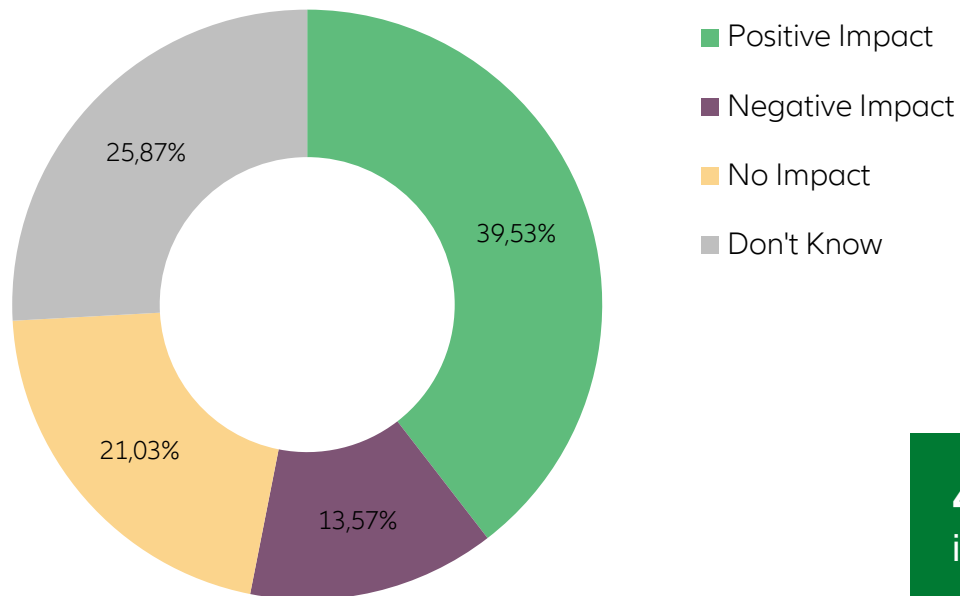
Q: How important is it for you to invest your money in sustainability-oriented investments?



High interest across Europe, especially in Portugal, Italy and Spain

ESG Survey: impact on returns (I)

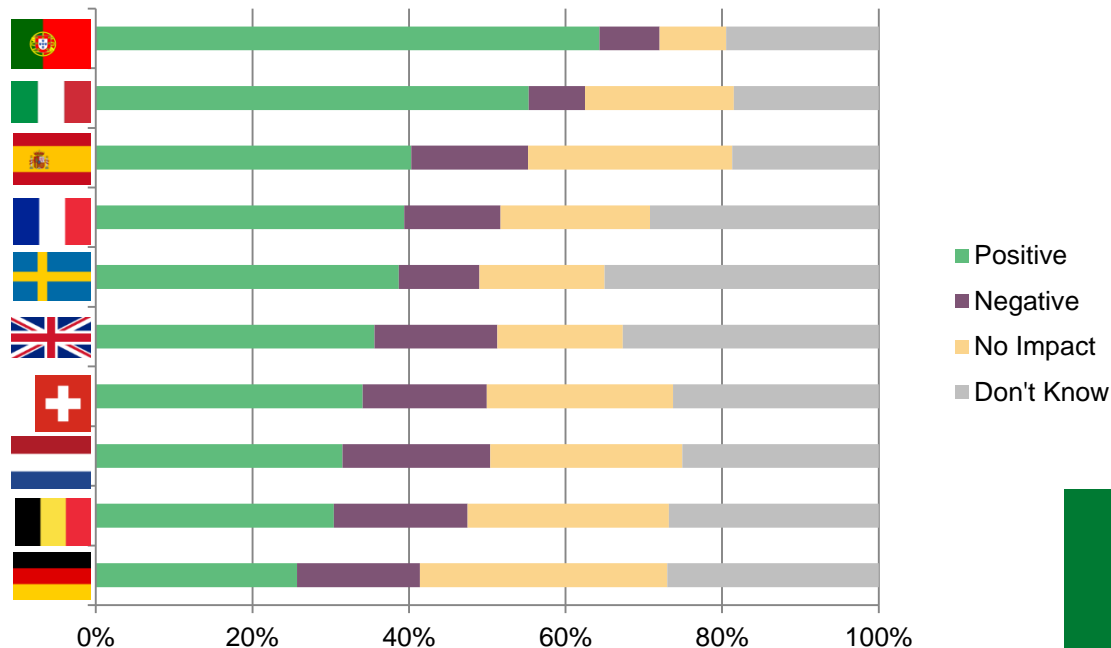
Q: Do you think sustainable investing has an impact on financial returns?



40% of respondents believe sustainable investing has positive impact on returns

ESG Survey: impact on returns (II)

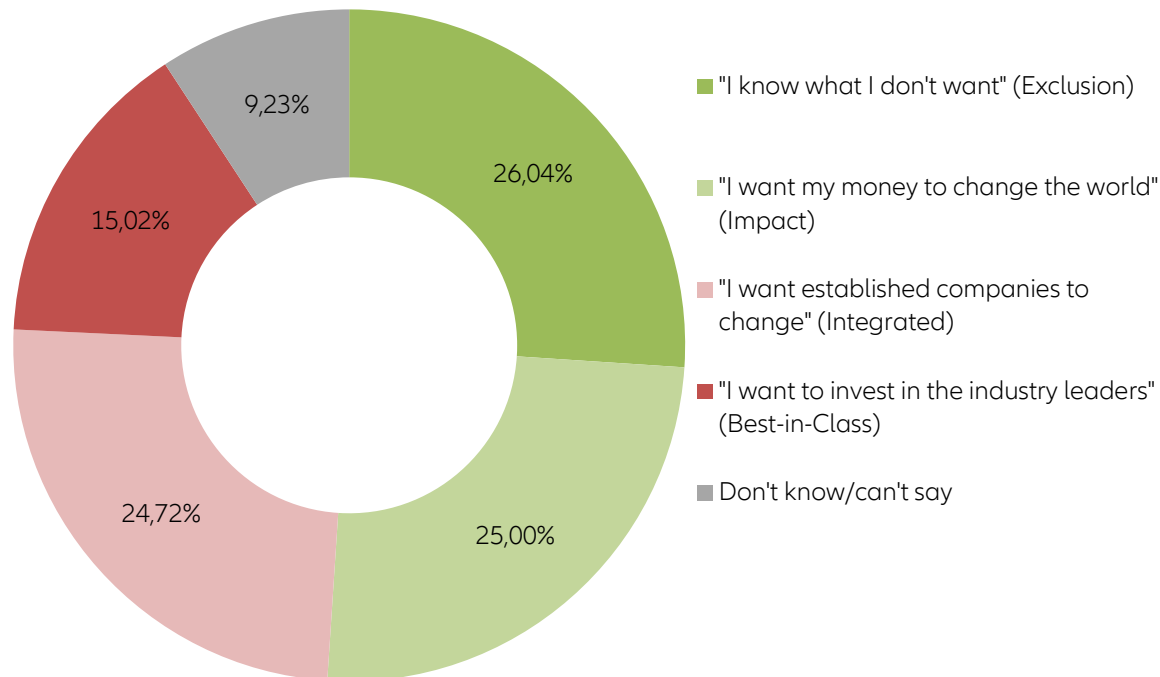
Q: Do you think sustainable investing has an impact on financial returns?



Huge discrepancies among countries, indicates need for **more information**

ESG Survey: types of sustainable investments (I)

Q: Let's assume you have selected a sustainable fund which invests in companies that pay attention to environmental, social and governance issues. Which of the following statements would best apply?

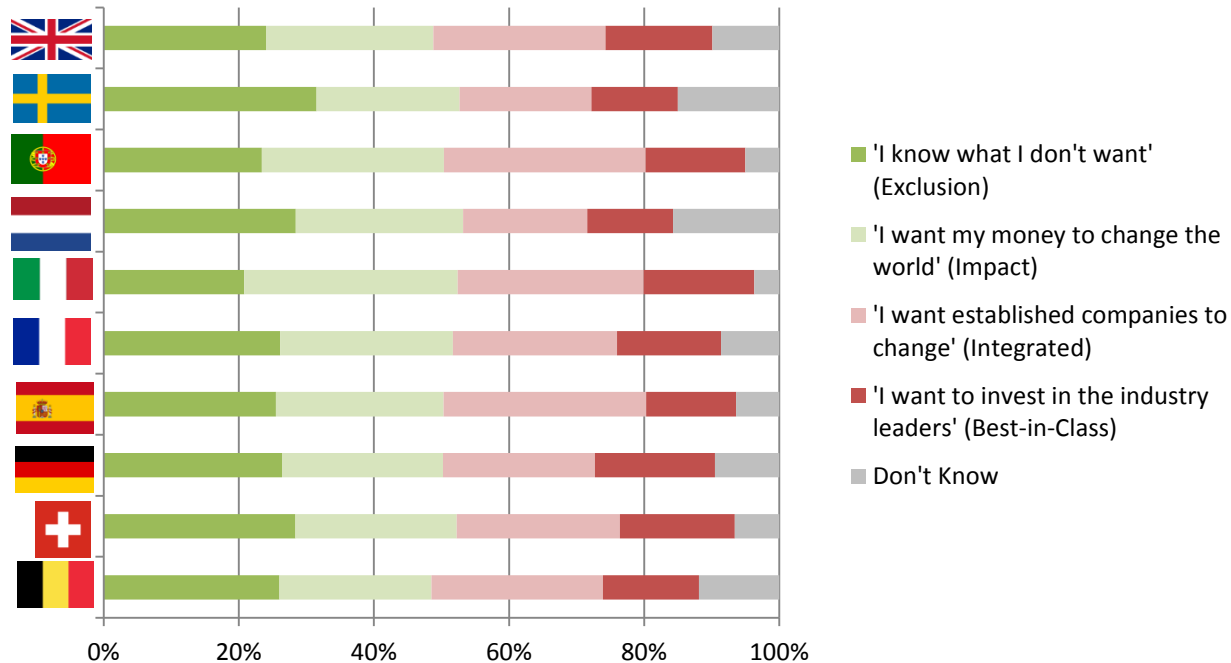


Appetite for each type of sustainable investment

Young generations show a preference (32%) for **impact**

ESG Survey: types of sustainable investments (II)

Q: Let's assume you have selected a sustainable fund which invests in companies that pay attention to environmental, social and governance issues. Which of the following statements would best apply?



Exclusion-type approach, especially in demand in Sweden (32%), Netherlands (28%) and Switzerland (28%)

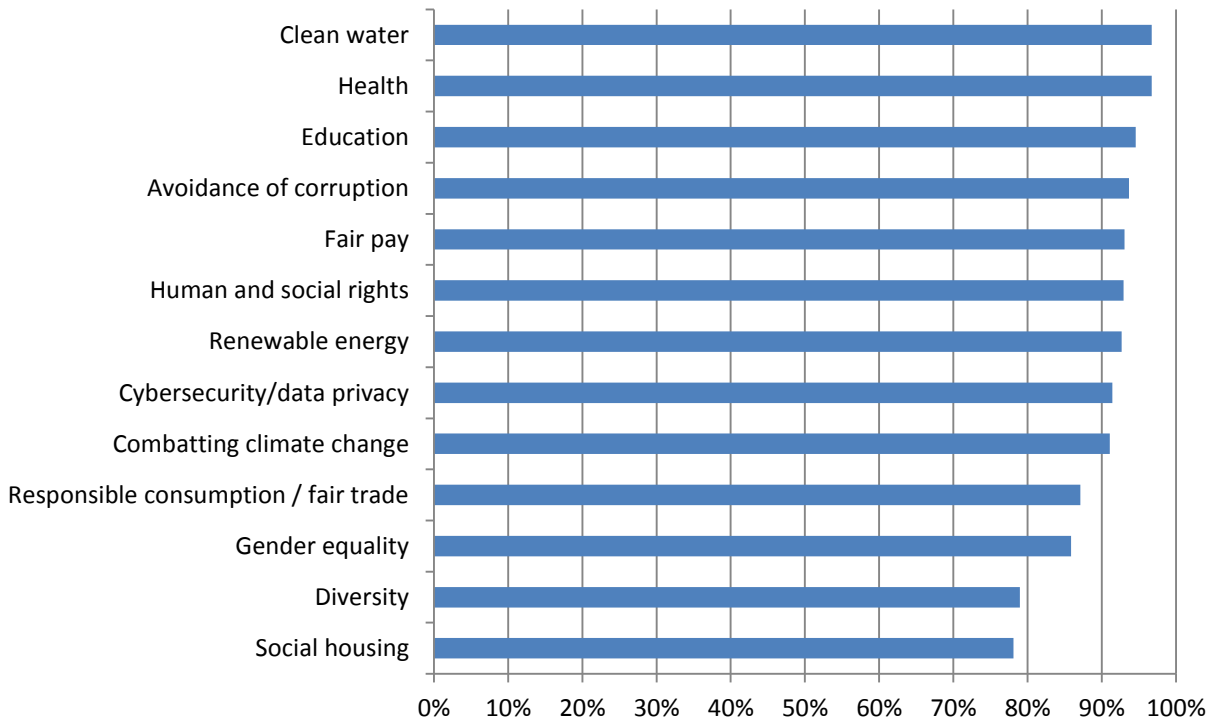
Impact most in demand in Italy (30%)

Integrated approach (“wanting established companies to change”) could be appealing in Iberia (30% ES & PT)

ESG Survey: positive aspects of sustainability

Q: For you personally, how important are the following aspects of sustainability?

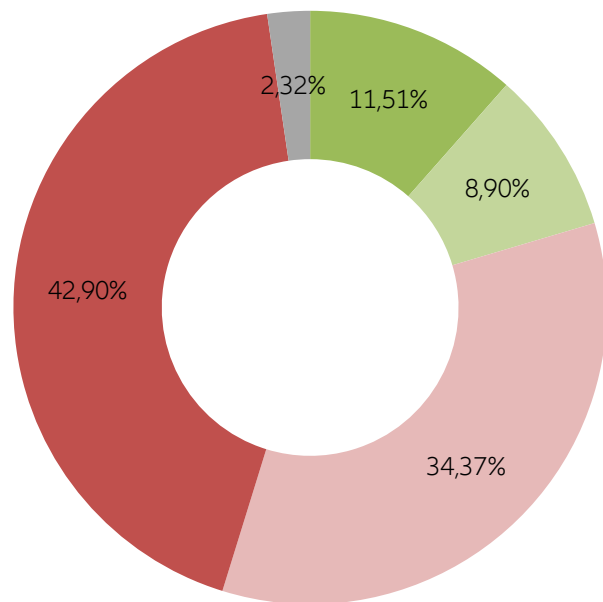
Sum of „Very Important“ and „Important“ responses.



Clean water and health resonate particularly positively; **social fairness** and **climate change** very important, too

ESG Survey: discussion with financial advisor (I)

Q: Have you ever discussed sustainability-oriented investments with your financial advisor?

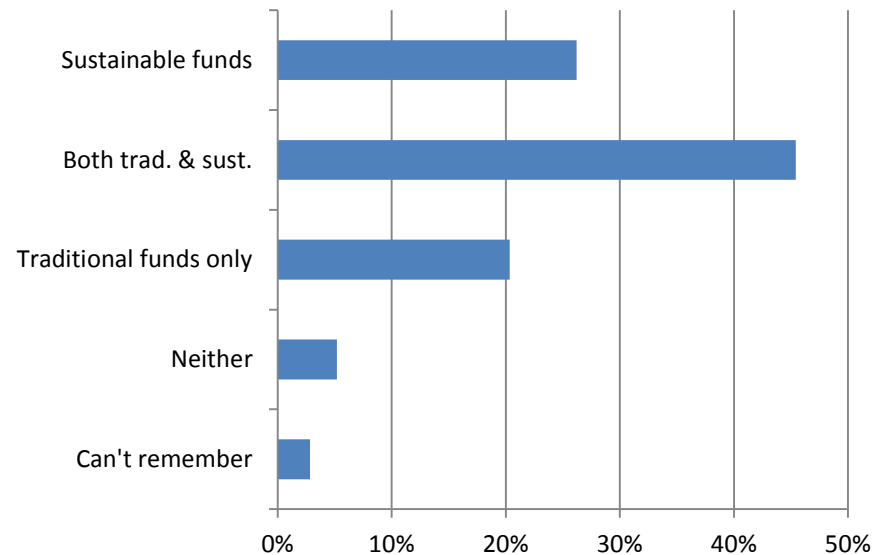


- Yes, I have actively asked my advisor about sustainability-oriented investments.
- No, I did not ask – my advisor brought up this topic.
- No, I never discussed this topic with my advisor.
- I don't have a financial advisor.
- Don't know/can't say

Despite the interest in sustainable investing, **only 20%** of respondents have ever discussed it with their financial advisor

ESG Survey: discussion with financial advisor (II)

Q (for those that discussed sustainability with their financial advisors): Did your advisor recommend sustainability-oriented funds or did he/she recommend traditional funds without a sustainability focus?



Some advisors still shy away from sustainable investments: **26% don't offer such options** even when the topic is discussed

ESG Survey: Core Conclusions



- Strong appetite across the board for sustainable-type investments
- Many clients especially don't associate sustainable investing with lower returns
- Different types of sustainable investments could be appealing to different client segments
- Financial advisors still shy away from talking about sustainable investments
- Call for more information from asset managers, distribution partners and financial advisors

Disclaimer

Investing involves risk. The value of an investment and the income from it may fall as well as rise and investors might not get back the full amount invested. The views and opinions expressed herein, which are subject to change without notice, are those of the issuer companies at the time of publication. The data used is derived from various sources, and assumed to be correct and reliable, but it has not been independently verified; its accuracy or completeness is not guaranteed and no liability is assumed for any direct or consequential losses arising from its use, unless caused by gross negligence or wilful misconduct. The conditions of any underlying offer or contract that may have been, or will be, made or concluded, shall prevail. This is a marketing communication issued by Allianz Global Investors GmbH, www.allianzgi.com, an investment company with limited liability, incorporated in Germany, with its registered office at Bockenheimer Landstrasse 42-44, 60323 Frankfurt/M, registered with the local court Frankfurt/M under HRB 9340, authorised by Bundesanstalt für Finanzdienstleistungsaufsicht (www.bafin.de). The duplication, publication, or transmission of the contents, irrespective of the form, is not permitted; except for the case of explicit permission by Allianz Global Investors GmbH.

Active is:

Allianz Global Investors