

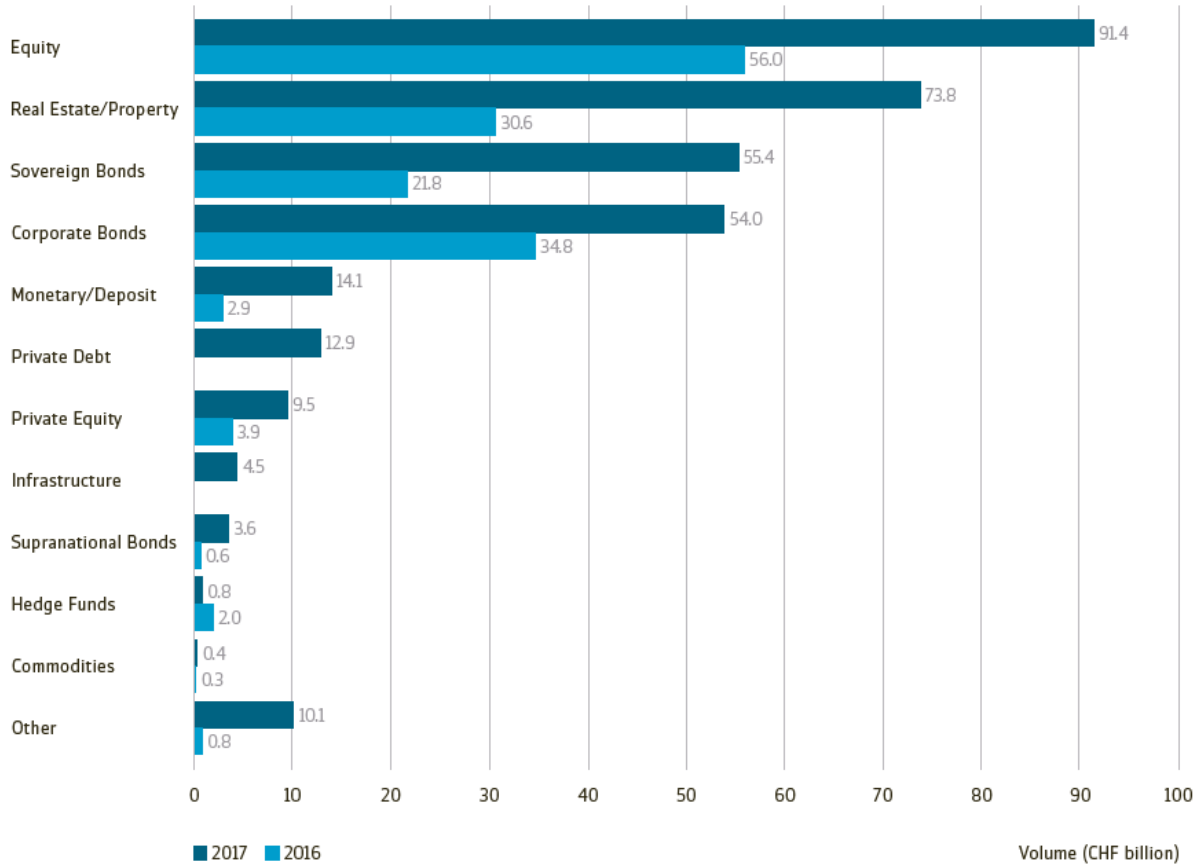


SWISS SUSTAINABLE INVESTMENT MARKET STUDY 2018 – ASSET OWNERS FOCUS

SUSTAINABILITY IS APPLIED TO A LARGE RANGE OF ASSET CLASSES

CHANGE IN ASSET CLASS DISTRIBUTION FOR SUSTAINABLE INVESTMENTS (IN CHF BILLION)

Source: SSF, FNG

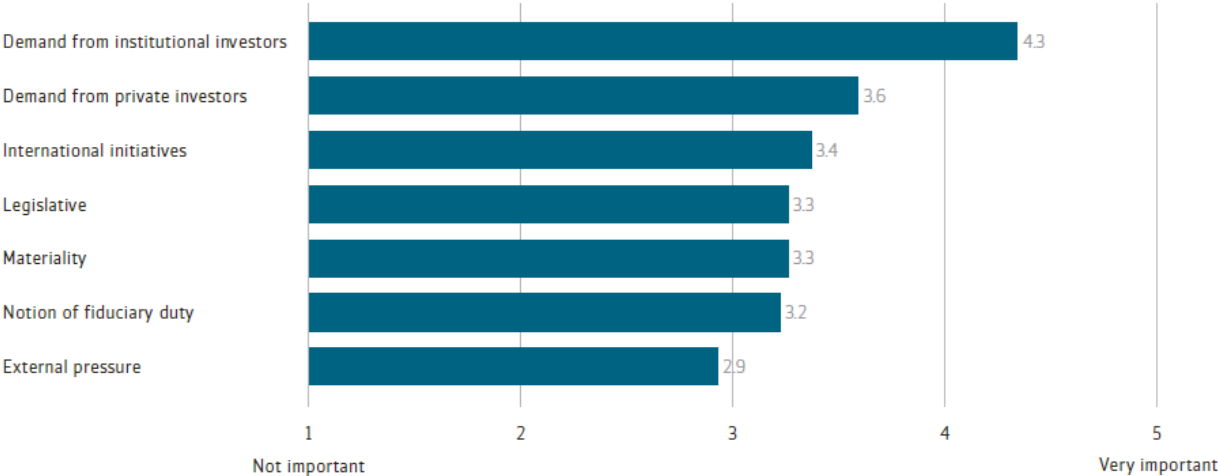


Key facts:

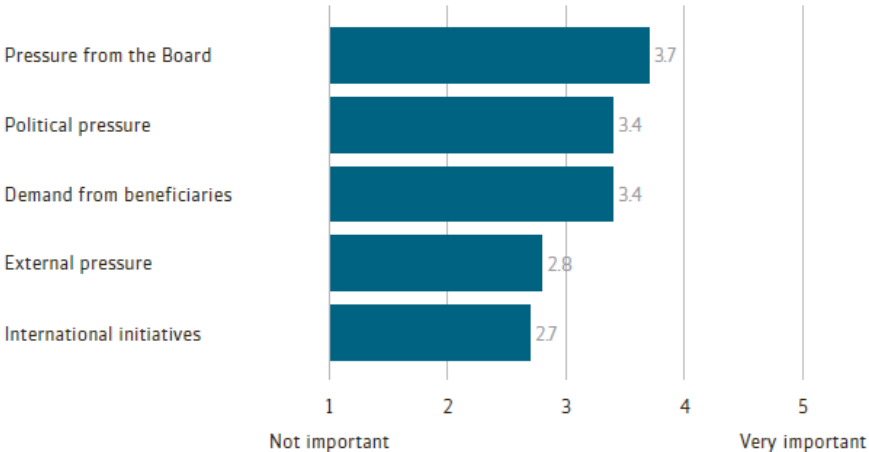
- Amongst large asset classes, sovereign bonds grew considerably with 154% and real estate with 141%
- Newly reported asset classes: infrastructure and private debt

DIFFERENT KEY DRIVERS FOR AO AND AM

KEY DRIVERS FOR SI DEMAND IN THE NEXT 3 YEARS FOR ASSET MANAGERS (IN AVERAGE LEVEL OF IMPORTANCE) (n=27)



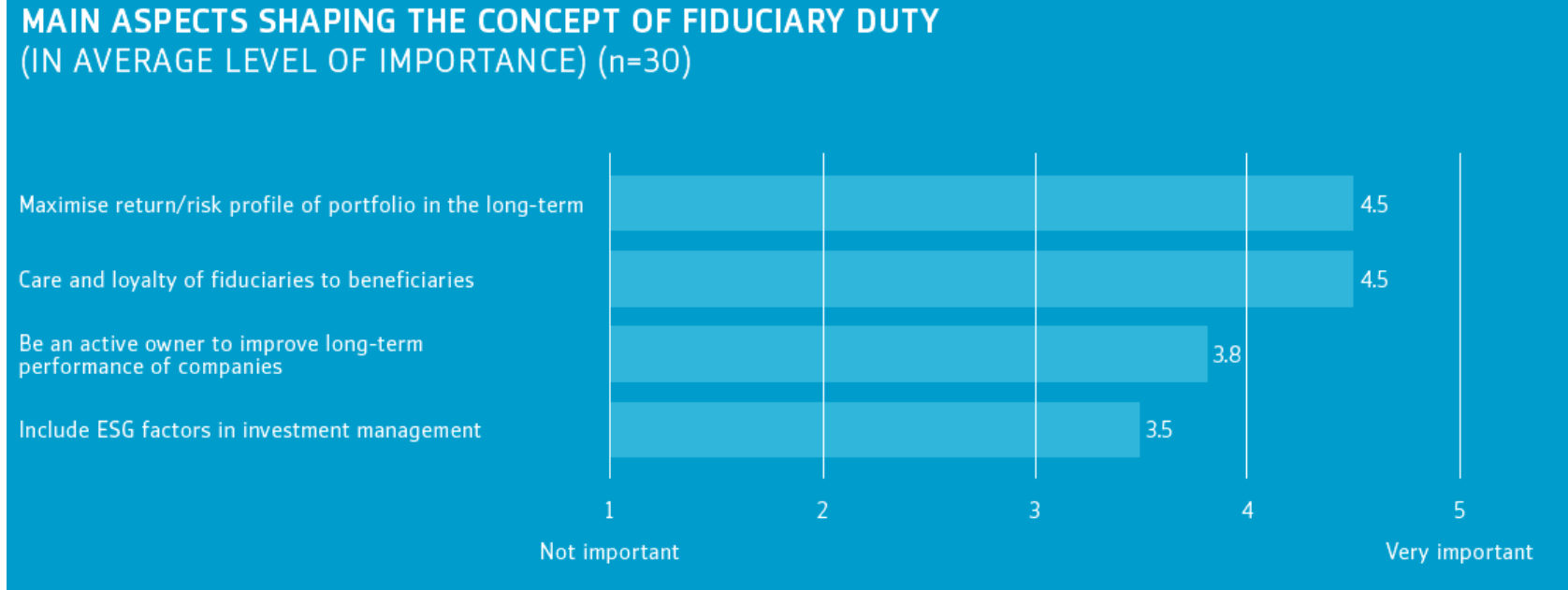
KEY DRIVERS FOR FURTHER ADOPTION OF SI FOR ASSET OWNERS (IN AVERAGE LEVEL OF IMPORTANCE) (n=30)



Key facts:

- Demand from institutional investors most important from view of AM
- Pressure from the Board considered most relevant by AO

ESG FACTORS HAVE BECOME IMPORTANT ASPECT SHAPING ASSET OWNERS' PERCEPTION OF FIDUCIARY DUTY

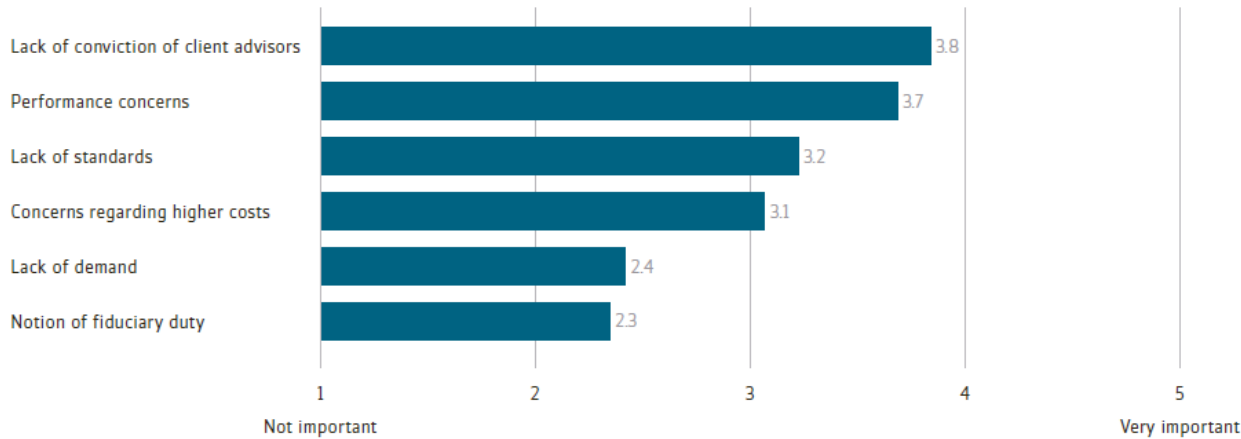


Key facts:

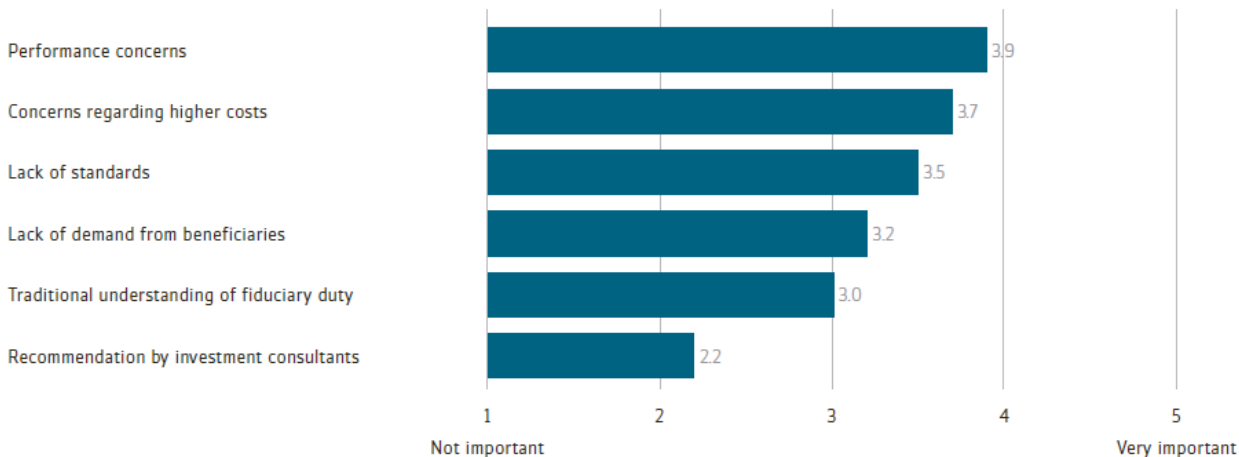
- Two aspects dominate asset owners' perception of fiduciary duty: "Maximise return/risk profile of portfolio in the long-term" as well as "care and loyalty of fiduciaries to beneficiaries"
- The "inclusion of ESG factors in investment management" also reached a relatively high level of importance

PERFORMANCE CONCERNS STILL RANK HIGH AS POTENTIAL BARRIER

KEY BARRIERS FOR SI GROWTH IN THE NEXT 3 YEARS FOR ASSET MANAGERS (IN AVERAGE LEVEL OF IMPORTANCE) (n=26)



KEY BARRIERS FOR FURTHER ADOPTION OF SI FOR ASSET OWNERS (IN AVERAGE LEVEL OF IMPORTANCE) (n=31)

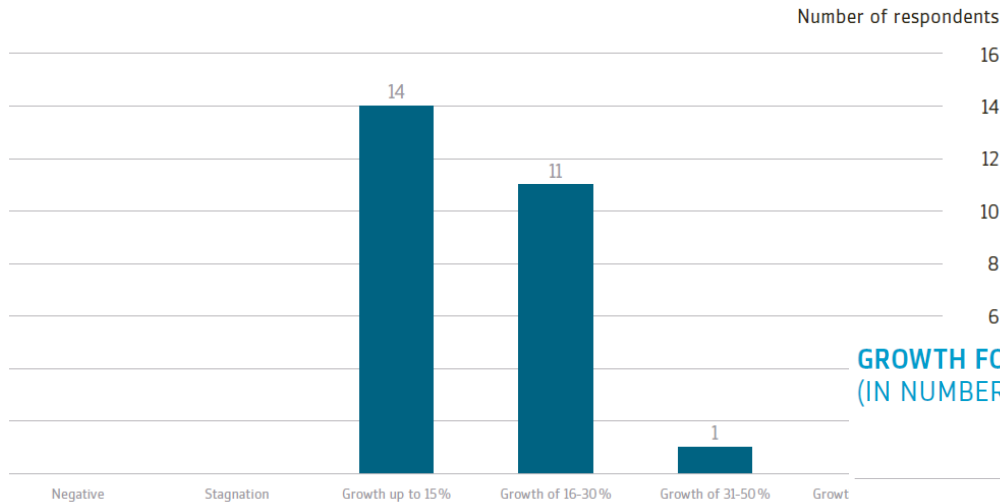


Key facts:

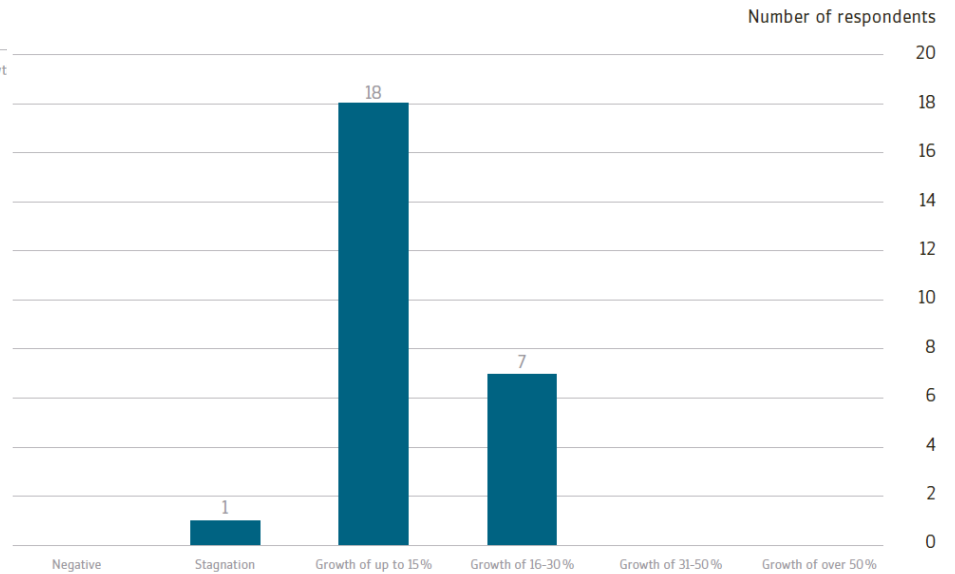
- For asset managers, the most relevant barriers are the „lack of conviction of client advisors“ and „performance concerns“
- For asset owners, the most relevant barriers are „performance concerns“ and „concerns regarding higher costs“

FURTHER GROWTH OF SUSTAINABLE INVESTMENTS IS EXPECTED

GROWTH FORECASTS FOR SI IN SWITZERLAND IN 2018 BY ASSET MANAGERS (IN NUMBER OF RESPONDENTS) (n=26)



GROWTH FORECASTS FOR SI IN SWITZERLAND IN 2018 BY ASSET OWNERS (IN NUMBER OF RESPONDENTS) (n=26)



Key facts:

- Swiss asset managers and asset owners are generally optimistic about the future growth of the SI market, with most expecting growth of up to 15% or 30%

CONTACT

Swiss Sustainable Finance
Grossmünsterplatz 6
8001 Zurich

Tel. 0041 44 515 60 50

info@sustainablefinance.ch
www.sustainablefinance.ch

Follow us on Social Media

>Twitter [@SwissSustFin](https://twitter.com/SwissSustFin)

>LinkedIn [Swiss Sustainable Finance](https://www.linkedin.com/company/swiss-sustainable-finance)