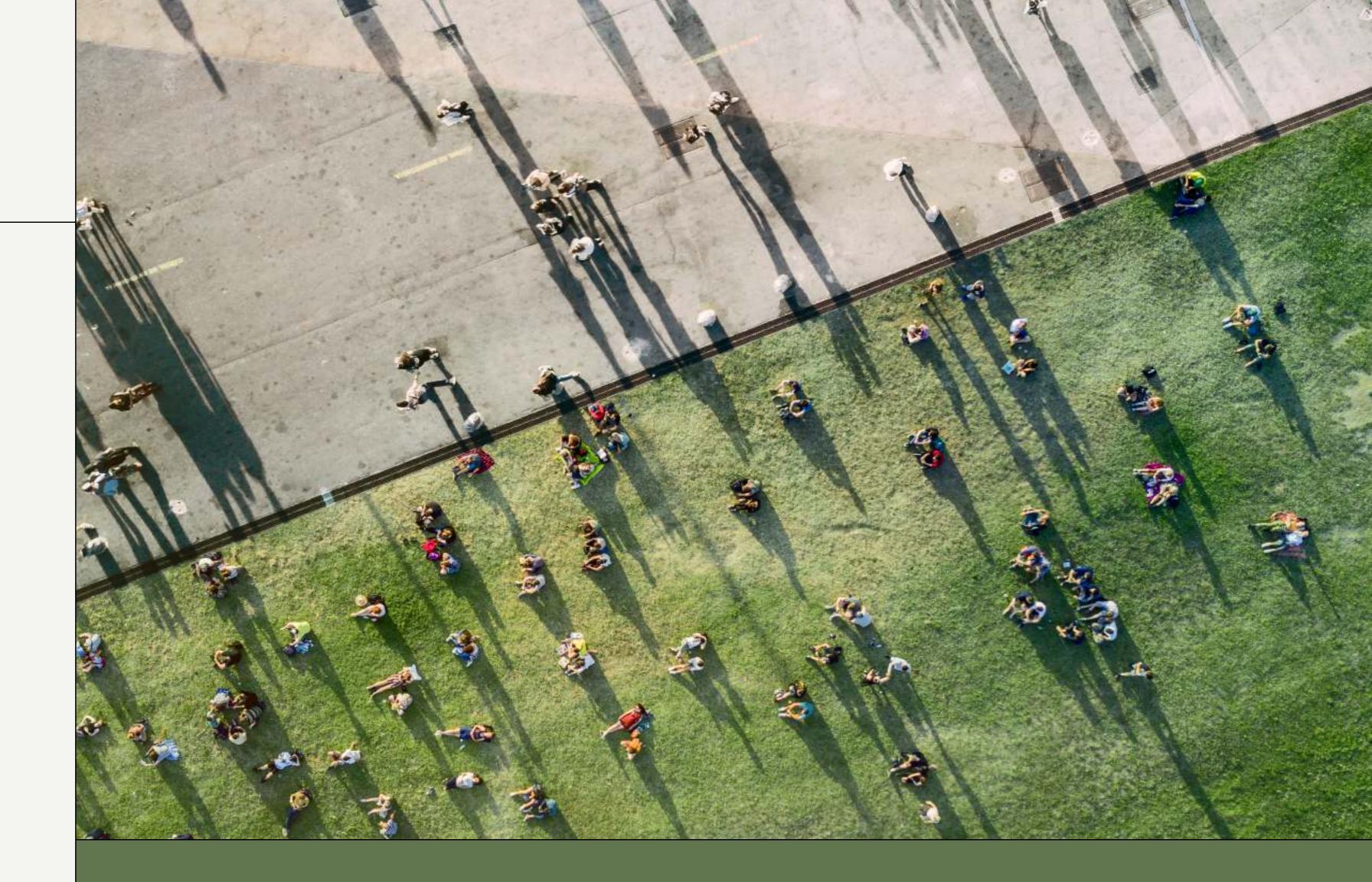
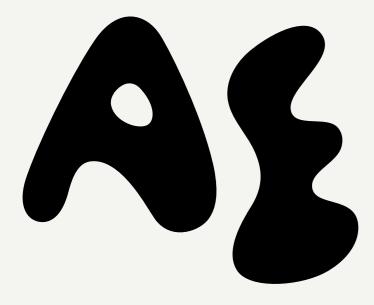
Australian Ethical



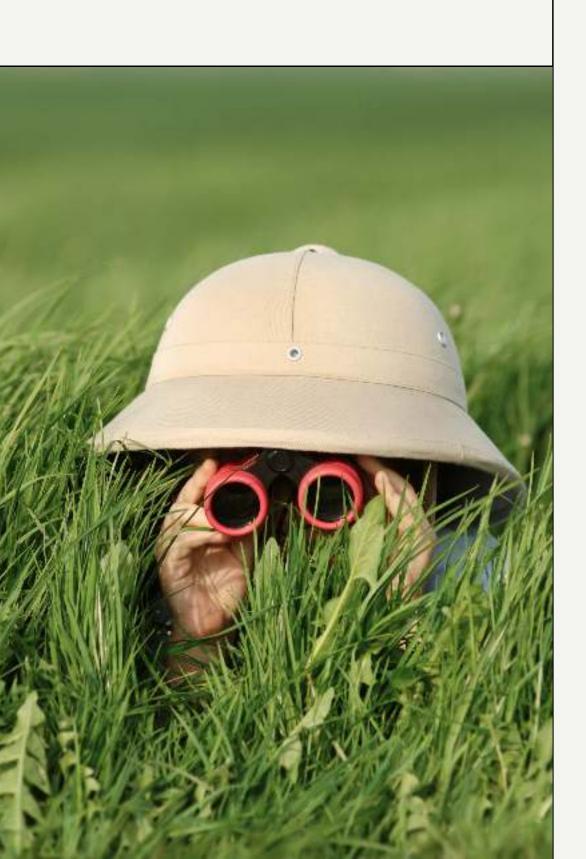


Turning values into action: A new era of purpose-driven investing

AUSTRALIAN ETHICAL X INVESTMENT TRENDS 2022 ESG INVESTOR REPORT

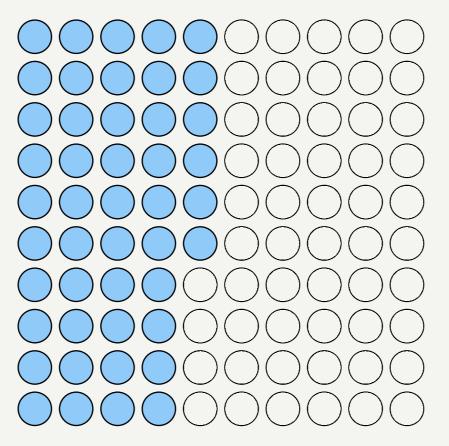
A new era of investing

Investors are leading the way and turning values into action - taking steps to align their investments with their personal values and using the power of money to create real change for people, the planet and animals.



46%

of investors have bought or sold investments in 2021 based on ethical, or environmental, social, or governance-related (ESG) factors, up from 40% in 2020



Investor personas

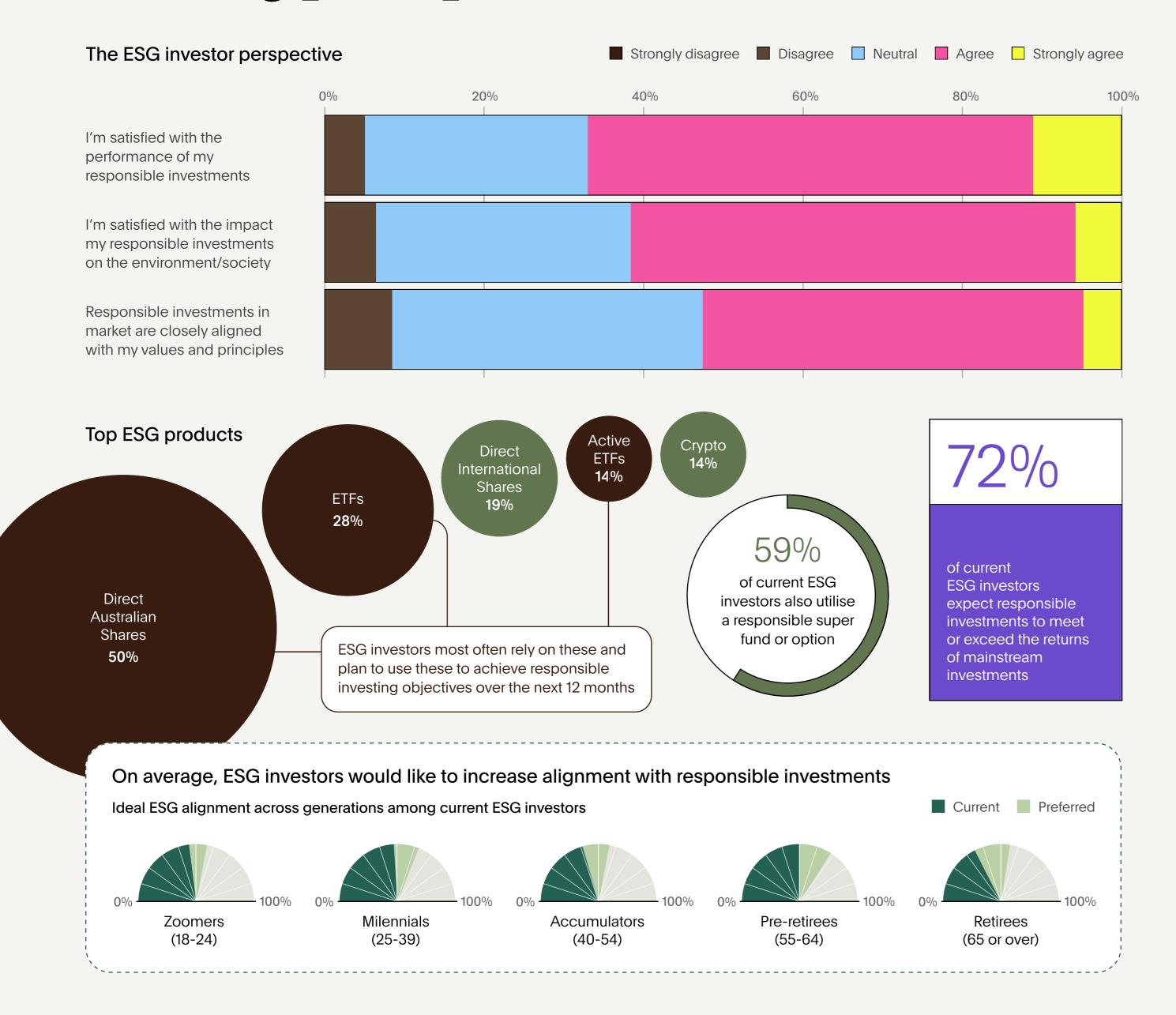
25% 'Non-ESG investors' 'Next-wave ESG investors' have 33% not selected investments based on ethical or ESG factors but plan to or are interested in learning more 42% 'Current ESG investors' select some or all of their investments

based on ethical

or ESG factors



Shifting perceptions



Getting advice

How important is it that your adviser is able to provide advice on responsible investing among current ESG investors? 28% **Extremely important** 28% Very important Moderately important **17**% Somewhat important 8% Slightly important 3% 15% Not at all

28%

said they would switch advisers if their current adviser was unable to provide ESG advice.

71%

of 'next-wave' ESG investors who received investment advice in the last 12 months did not discuss responsible investing with their adviser but would like to.

The big issues

The investment opportunities ESG investors are looking for

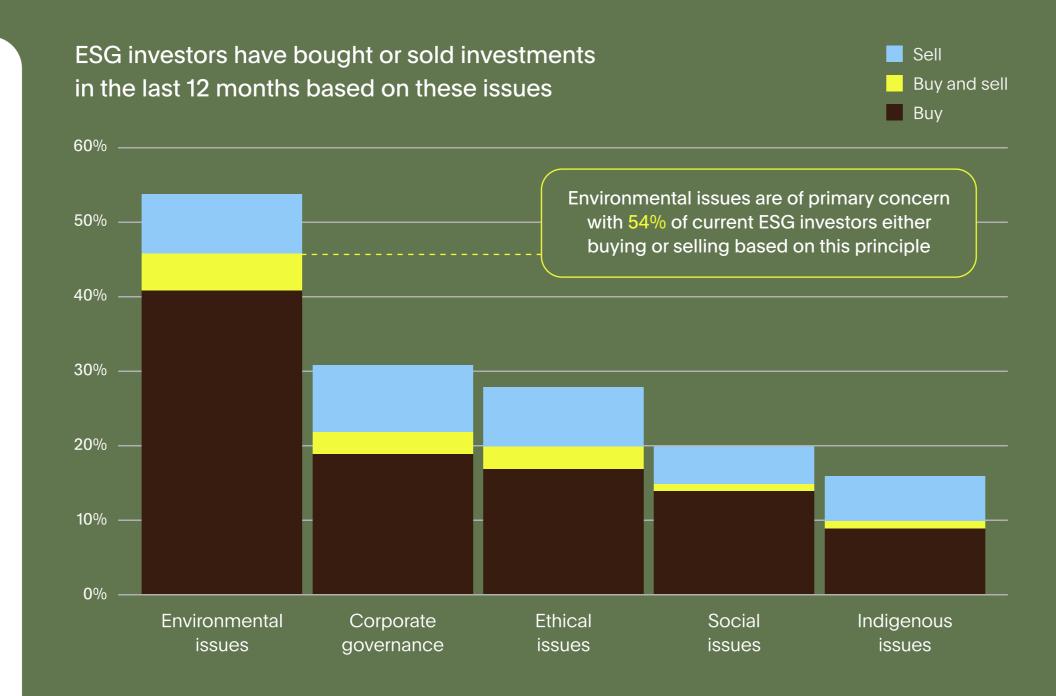


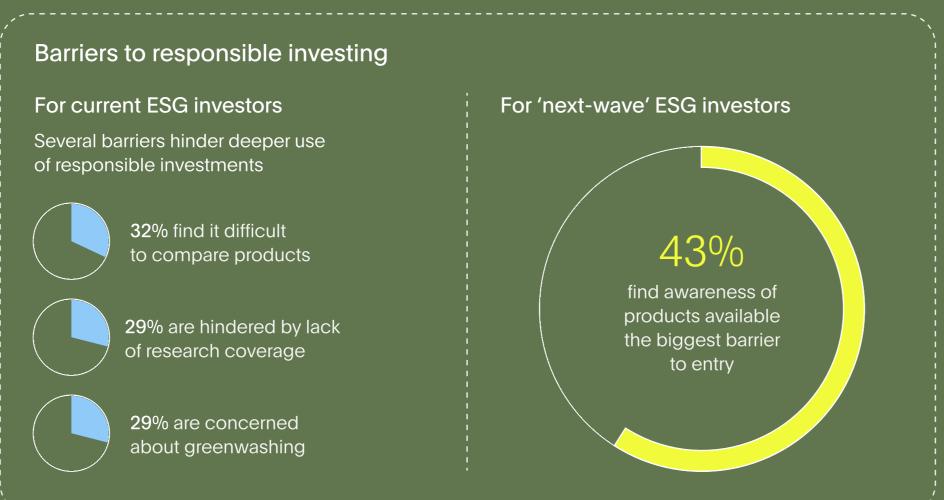








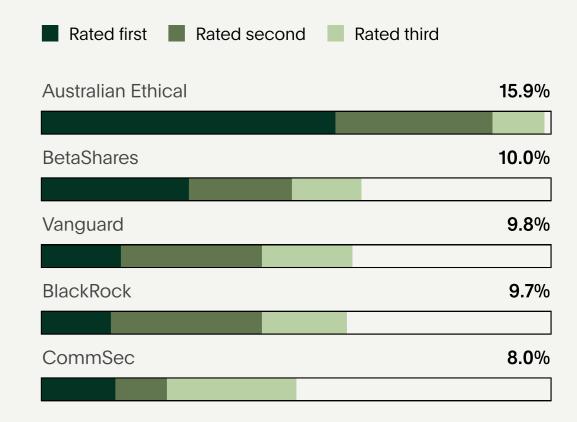




Brand matters

When choosing an ethical investment manager, brand is the top consideration by ESG investors.

Australian Ethical is the most recognised responsible investment brand among current ESG investors (unprompted).





Australian Ethical



Find out more

1800 021 227 advisers@australianethical.com.au australianethical.com.au

Information in this document is sourced from the Australian Ethical x Investment Trends 2022 ESG Investor Report, released in May 2022. The 2022 edition of the ESG Investor Report is based on a quantitative online survey of 2,530 investors conducted by Investment Trends from February to April 2022.

Learn more about the differences between ESG investing and ethical investing at australianethical.com.au/blog/esg-investing-is-not-ethical-investing

© 2022 Australian Ethical Investment Ltd (ABN 47 003 188 930, AFSL 22994) The information in this report is general information only and does not take into account your personal financial situation, objectives or needs. You should consider obtaining financial advice that is tailored to suit your personal circumstances before making an investment decision. Please read the Financial Services Guide and the relevant Product Disclosure Statement(s) and Target Market Determination as well as other important available on our website for information about our products.

Past performance is not a reliable indicator of future performance.

Certain statements in this report relate to the future. Such statements involve known and unknown risks and uncertainties and other important factors that could cause the actual results, performance or achievements to be materially different from expected future results. Australian Ethical Investment Ltd does not give any representation, assurance or guarantee that the events expressed or implied in any forward looking statements in this report will actually occur and you are cautioned not to place undue reliance on such statements.

The content of this report is intended to provide a summary and general overview concerning matters of interest and is correct as at the date of publication. Australian Ethical Investment Ltd does not accept any liability, either directly or indirectly, arising from any person relying, either wholly or partially, upon any information shown in, or omitted from, this report. Under no circumstances will Australian Ethical Investment Ltd be liable for any loss or damage caused by your reliance on information obtained from this report. You should consider seeking independent advice from a legal or other professional adviser before acting in response to the content of this report.