Sustainability
Institutional Investor Study 2021
Explore the 2021 results here →
About the Study

Schroders Institutional Investor Study analyses the investment perspectives of 750 global institutional investors on the investment landscape, private assets and sustainability.

The respondents represent a spectrum of institutions, including corporate and public pension plans, insurance companies, official institutions, private banks, endowments and foundations, collectively responsible for $26.8 trillion in assets. The research was carried out via an extensive global survey during February and March 2021.

The 750 institutional respondents were split as follows: 204 in North America, 275 in Europe (including South Africa), 205 in Asia Pacific and 66 in Latin America. Respondents were sourced from 26 different locations.

Click here to find out more about the Study
Sustainable investing has grown significantly in recent years and the resulting attention from investors, regulators and asset managers has been inevitable. Added to the mix is the impact of Covid-19, which has affected all aspects of our lives with sustainable investing, no exception. The message from this year’s Institutional Investor Study is clear. Covid-19 has intensified the spotlight on sustainable investing. Investors are focused on ensuring their assets are being directed in the most sustainable ways.

Encouragingly, performance concerns about investing sustainably have fallen significantly but challenges remain. Greenwashing continues to be a core concern and doubts persist about the ability to measure and manage risk when investing sustainably.

Furthermore, institutional investors want to know more about their sustainable investment options. They need clarity on the goals and strategies fund managers employ and ways to track their performance. Increasingly, many also want to know the impacts their investments deliver.

Asset managers cannot afford to approach sustainable investing as a compliance exercise. We need to have a very clear idea and commitment of why and how we approach sustainable investment, what our clients want from us and then apply it to our portfolios. This will require new ways of thinking and a proactive approach to asset ownership to drive change.

If we look at the top responses to the Study globally, there is a greater degree of similarity across the world than perhaps would have been anticipated. While the sustainable investment market may be at different levels of development in different regions, investor sentiment, perceptions, concerns, and priorities are similar. For example, most investors are placing an increased emphasis on the impact their investments have on people and the planet no matter where they are in the world.

The fact is that, despite its recent growth, sustainable investing is still in its teenage years. We need to ensure that any concerns or challenges our clients may perceive when it comes to investing sustainably are completely allayed, through ever clearer reporting and disclosures.

But it is of course encouraging to see that investors’ long-held performance concerns about sustainable investing continue to subside, we have argued for many years that investing sustainably with a strong focus on robust returns should not be mutually exclusive, indeed thoughtful and considered approaches to sustainability are at the heart of delivering long-term investment returns.

Andrew Howard
GLOBAL HEAD OF SUSTAINABLE INVESTMENT
Covid-19 has accelerated sustainability’s importance

2020 was a truly transformative year. It fundamentally changed the way we live our lives but was also the year when we saw systematic change in how investors feel about sustainability.

Since the first Institutional Investor Study in 2017, we have seen a consistent growth in the uptake of sustainable investing. Covid-19 has accelerated this trend. In Europe, views were particularly strong, with 62% now attaching a greater significance to sustainable investing as a result of Covid-19, whereas more than half of North American and Asia-Pacific investors see the pandemic as having no impact on their views on sustainability.

Global institutional investors view the role of sustainable investing within their organisation as more important because of Covid-19
COVID-19 HAS ACCELERATED SUSTAINABILITY’S IMPORTANCE

Societal concerns have always been an important aspect of ESG for North American investors. As lockdown took hold, the working conditions of essential workers became part of the mainstream conversation. Therefore it is no surprise to see that 41% of North American investors feel that sustainable investing has become more important. Unlike global peers who tend to be more focused on environmental issues, consistently throughout the survey, North American investors placed a greater focus on supporting the needs of workers in areas such as healthcare benefits, wages, workplace safety and diversity.

Sarah Bratton Hughes
HEAD OF SUSTAINABILITY NORTH AMERICA

It is no surprise that the focus of European institutional investors on sustainability has increased further in the context of the pandemic, especially within the EU. The regulatory landscape is heavily focused on sustainable finance and the EU-wide Covid recovery plan, initiated in 2020 and now approved by all member states, is also oriented towards a more sustainable economy. In this context, the percentage of EU respondents attaching even greater significance to sustainable investing as a result of the pandemic reaches 74%. In countries like Italy, Sweden and France, it is even above 90%.

Nathaele Rebondy
HEAD OF SUSTAINABILITY EUROPE

The flows we have witnessed into ESG funds over the last year show a clear upward trend for sustainability across Asia-Pacific. In last year’s survey, 70% of respondents indicated they expected sustainable investing to become more important over the next five years. While Covid-19 has accelerated this importance for many institutions, the overall trend is clear. Regulation, consumer preferences, risks and opportunities are driving the need to invest with impact. The growing momentum behind sustainability in APAC will certainly be one to watch over the coming years.

Lily Choh
COUNTRY HEAD SINGAPORE

See the breakdown of how Covid-19 has impacted different organisations’ views on sustainability

Focus point
How has the Covid-19 crisis impacted your view on the role of sustainable investing within your organisation?

<table>
<thead>
<tr>
<th>Focus Area</th>
<th>Significantly more + More important</th>
<th>No impact</th>
<th>Significantly less + Less important</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global</td>
<td>52%</td>
<td>45%</td>
<td>3%</td>
</tr>
<tr>
<td>Official institutions</td>
<td>70%</td>
<td>23%</td>
<td>7%</td>
</tr>
<tr>
<td>Private bank</td>
<td>67%</td>
<td>33%</td>
<td></td>
</tr>
<tr>
<td>Insurance</td>
<td>57%</td>
<td>38%</td>
<td>5%</td>
</tr>
<tr>
<td>Foundation</td>
<td>50%</td>
<td>40%</td>
<td>10%</td>
</tr>
<tr>
<td>Corporate pension plan</td>
<td>49%</td>
<td>49%</td>
<td>2%</td>
</tr>
<tr>
<td>Public or government pension plan</td>
<td>47%</td>
<td>51%</td>
<td>2%</td>
</tr>
<tr>
<td>Endowment</td>
<td>40%</td>
<td>58%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Interestingly, Official Institutions (which includes sovereign wealth funds, central banks and national pension plans) have seen the most change over the last 12 months, with 70% expressing that sustainability has become more or significantly more important since Covid-19. Private banks have expressed similar sentiment (67%). One reason for this may be that Official Institutions are set to play a key role in national initiatives to ‘build back better’ following the economic slowdown caused by the ongoing pandemic. In particular, the recently increased policy and financial support interventions by central banks makes them pivotal to national and global economic recovery initiatives centred on renewed climate risk reduction and incorporation of ESG considerations.

Public pension schemes (47%) and endowments (40%) have seen the least change, most likely because they are generally more “sticky” in their investment adjustment process. They have been experiencing a growing interest in sustainable investing, but their processes may look different and less linear compared to other institutions where client demand is a key determinant.
Real world outcomes and tangible results have become a key priority

Drivers of sustainable investing

Investor appetite and knowledge around sustainability are becoming more sophisticated. Data suggests investors are beginning to move away from 'having' to invest sustainably (because of regulatory requirements or corporate alignment) towards 'wanting' to make an impact with their investments.

In this year’s results, more than half of institutional investors have highlighted that their primary driver to invest sustainably is the desire to positively impact society and the planet (54%), overtaking aligning to corporate/internal values (52%); last year’s top choice. Regulatory and industry pressure (43%) continues to be an important motive, particularly as we have seen an unprecedented number of new regulations and standards emerge in recent years.

<table>
<thead>
<tr>
<th>Drivers of Sustainable Investing</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Positively impact society and planet through sustainable investments*</td>
<td>54%</td>
<td>58%</td>
</tr>
<tr>
<td>Aligning to corporate / internal values</td>
<td>52%</td>
<td>49%</td>
</tr>
<tr>
<td>Regulatory and industry pressure</td>
<td>43%</td>
<td>42%</td>
</tr>
<tr>
<td>Risk management*</td>
<td>35%</td>
<td>36%</td>
</tr>
<tr>
<td>Potential for higher returns</td>
<td>33%</td>
<td>35%</td>
</tr>
<tr>
<td>Member pressure</td>
<td>19%</td>
<td>27%</td>
</tr>
<tr>
<td>Education and awareness from asset managers</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*These options were not included in 2020. Select all that apply. Multiple answers allowed. Option "None of the above" not displayed.
Making an impact through successful engagement

This demand for making positive impacts translates not only to the investment decision making process of which companies to hold, but also the actions taken during the holding period.

This is evident in investors’ responses to what they classify as “successful” engagement. 57% believe that successful engagement is a real world outcome which should demonstrate a measurable improvement for a company’s stakeholders (customers, communities, employees, environment, regulators & governments, suppliers). This is closely followed by transparent reporting (56%). For 46%, direct impact on the investment case as a result of engagement is also equal to success.

What would you class as “successful” engagement in regards to influencing companies to make sustainable changes?

- Real world outcome demonstrating a measurable improvement for a company’s stakeholders* - 57%
- Achieving more transparent reporting - 52%
- Engagement insight or outcome is directly reflected in the investment case* - 46%
- Consistently voting against companies in order to drive change - 43%
- Public statements against companies - 25%

*These options were not included in 2020. Select all that apply. Multiple answers allowed. Option "None of the above" not displayed.
This year’s Study has shown that people want to measure and quantify the impact on their investments. We believe the future of assessing investment performance is going to be three dimensional, with the emphasis being on risk, return and impact.

This is why active ownership is so critical, because this is where the dialogue, engagement and the voting happens. It is through this process that we can gather more insights and information about a company and what the risks and impact of investing in that company actually are.

Hannah Simons
HEAD OF SUSTAINABILITY STRATEGY
What would you class as successful engagement in regards to influencing companies to make sustainable changes?

<table>
<thead>
<tr>
<th>Real world outcome demonstrating a measurable improvement for a company’s stakeholders</th>
<th>North America</th>
<th>Europe (incl South Africa)</th>
<th>Latin America</th>
<th>Asia-Pacific</th>
</tr>
</thead>
<tbody>
<tr>
<td>64%</td>
<td>63%</td>
<td>58%</td>
<td>42%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Achieving more transparent reporting</th>
<th>North America</th>
<th>Europe (incl South Africa)</th>
<th>Latin America</th>
<th>Asia-Pacific</th>
</tr>
</thead>
<tbody>
<tr>
<td>54%</td>
<td>56%</td>
<td>59%</td>
<td>56%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Engagement insight or outcome is directly reflected in the investment case</th>
<th>North America</th>
<th>Europe (incl South Africa)</th>
<th>Latin America</th>
<th>Asia-Pacific</th>
</tr>
</thead>
<tbody>
<tr>
<td>43%</td>
<td>42%</td>
<td>53%</td>
<td>52%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Consistently voting against companies in order to drive change</th>
<th>North America</th>
<th>Europe (incl South Africa)</th>
<th>Latin America</th>
<th>Asia-Pacific</th>
</tr>
</thead>
<tbody>
<tr>
<td>37%</td>
<td>37%</td>
<td>55%</td>
<td>40%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Public statements against companies</th>
<th>North America</th>
<th>Europe (incl South Africa)</th>
<th>Latin America</th>
<th>Asia-Pacific</th>
</tr>
</thead>
<tbody>
<tr>
<td>13%</td>
<td>28%</td>
<td>21%</td>
<td>18%</td>
<td></td>
</tr>
</tbody>
</table>

Select all that apply. Multiple answers allowed. Option "None of the above" not displayed.
Inclusive approaches to implementing sustainability continue to be popular

Integration continues to be the preferred approach to implementing sustainable investing for global institutional investors, with 67% agreeing this to be case. This is followed by positive screening at 58%. The data is clear, inclusive approaches are increasingly being viewed as an important aspect of achieving or driving change, rather than simply divesting.

The increase in thematic investing and impact investing this year reinforces the idea that investor appetite for sustainability is growing and becoming more sophisticated. Investors are seeking out specific environmental and social themes and want to make tangible impacts through the way they invest.

What is your preferred approach to implementing sustainable investments?

<table>
<thead>
<tr>
<th>Approach</th>
<th>2019**</th>
<th>2020*</th>
<th>2021*</th>
</tr>
</thead>
<tbody>
<tr>
<td>ESG integration into the investment process</td>
<td>64%</td>
<td>67%</td>
<td>67%</td>
</tr>
<tr>
<td>Positive screening</td>
<td>44%</td>
<td>61%</td>
<td>58%</td>
</tr>
<tr>
<td>Thematic investing</td>
<td>38%</td>
<td>44%</td>
<td>48%</td>
</tr>
<tr>
<td>Active company engagement</td>
<td>38%</td>
<td>59%</td>
<td>45%</td>
</tr>
<tr>
<td>Negative screening</td>
<td>53%</td>
<td>36%</td>
<td>43%</td>
</tr>
<tr>
<td>Impact investing***</td>
<td>34%</td>
<td>38%</td>
<td></td>
</tr>
</tbody>
</table>

Please rank the following in order of preference. *2021 & 2020 - Rank 1 + Rank 2 + Rank 3. **% Yes, Multiple answers allowed. ***Not an option in 2019.
Environment and climate change retain the top spots for thematic fund and engagement interests

Engagement

Concern over environmental and social risks has been rising. This was made clear by the 2021 World Economic Forum’s global risks report, which annually ranks the top five global risks in terms of impact. A decade ago, economic concerns dominated the top risks. In this year’s update from WEF, four of the five most likely risks identified by business leaders are environmental. The other is social, in the unsurprising form of infectious diseases.

This sentiment is evident in this year’s Study as 64% believe engaging on environmental issues such as climate change or the use of fossil fuels are the most important stewardship topics. In the midst of Covid-19, where many lost their jobs, employee management (61%) unsurprisingly came in as a close second, which includes treatment of staff and diversity of the workplace. Ensuring that company strategy and executive pay are aligned with sustainability, “Management”, comes third at 60%.

Investment managers and asset owners are often able to engage with and influence the behaviours of the companies that they invest in. Which of the following do you believe is important to engage on?

- Environment - Attention to environmental issues (e.g. climate change, emissions, use of fossil fuels) - 64%
- Employees - Treatment of staff / diversity of the company’s workforce (e.g. gender/ethnicity/sexuality/socio-economic background) - 61%
- Management - Ensuring that strategy and executive pay are aligned with a sustainable future - 60%
- Communities - Impact on communities including human rights (e.g. consultation, minimising environmental risk to local communities) - 52%
- Suppliers - How the company treats its suppliers (e.g. paying living wage, promoting ethical trade) - 49%
- Customers - Responding to customer needs in a sustainable way (e.g. product safety, healthier & more environmentally friendly products) - 47%

Select all that apply. Multiple answers allowed.
While the environmental aspect of ESG has long enjoyed a high profile, the Covid-19 crisis is turning the spotlight on the social element, such as companies’ treatment of their employees, suppliers and customers. At Schroders we recognise that companies do not operate in a vacuum, they are part of the societies from which they draw their employees, to which they sell their products and under whose laws they compete. The crisis has exposed those companies that approach shareholder value as a trade-off against the interests of a wider group of stakeholders, and those which recognise that long-term, sustainable shareholder returns depend on strong stakeholder relationships.
Investment managers and asset owners are often able to engage with and influence the behaviours of the companies that they invest in. Which of the following do you believe is important to engage on?

Select all that apply. Multiple answers allowed.

![Focus](https://schroders.com/assets/sustainable Consumer/rdi/21Q1-Sustainability-Research-COVID19-ESG-Page-15.jpg)

When we look at the regional results, there are some interesting differences.

The focus on the environment was even more pronounced with European investors (71%). While countries such as Denmark, France, Netherlands and the UK have climate as their most important focus area, other countries such as Germany and Switzerland put more focus on corporate governance. Effective employee treatment is the important engagement theme for North American investors (61%).

For Asia-Pacific investors, “Management” is a top priority (61%). Historically, governance issues have been a primary ESG concern for Asia-Pacific investors, but it is encouraging to see strong responses among the E & S options, reflecting the growing momentum sustainability is having across the region. For Latin American investors, it was a focus on meeting customers’ needs in a sustainable way (59%).
Appetite for environmental and broad brush sustainable funds

The environmental focus is additionally seen in investors' choice of sustainable funds, with 47% highlighting their preference for a sustainability fund that aligns with environmental issues. Broad-brush sustainability funds still appeal with 39% saying they would like to invest in such products. Institutional investors also prefer funds with goals related to sustainable infrastructure (38%) and responsible consumption (37%).

While overall rankings haven't changed dramatically since last year, it is clear there is growing appetite across the board for sustainable themed funds as percentages were higher across all categories in comparison to last year.

When considering making an investment in a sustainable fund where would you like to invest?

<table>
<thead>
<tr>
<th>Option</th>
<th>2021 Percentage</th>
<th>2020 Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>In a broad sustainability fund which focuses on a range of sustainability issues</td>
<td>39%</td>
<td>33%</td>
</tr>
<tr>
<td>A fund that aligns with a specific sustainability goal such as sustainable infrastructure</td>
<td>38%</td>
<td>34%</td>
</tr>
<tr>
<td>A fund that aligns with a specific sustainability goal such as health and wellness</td>
<td>37%</td>
<td>29%</td>
</tr>
<tr>
<td>A fund that aligns with a sustainability goal such as inclusion</td>
<td>29%</td>
<td>24%</td>
</tr>
<tr>
<td>A fund that aligns with another sustainability goal (or goals)</td>
<td>25%</td>
<td>22%</td>
</tr>
</tbody>
</table>

Multiple answers allowed. Option "None of the above" not displayed.
Challenges remain for sustainable investing

Although sustainability is now a major consideration in institutional investors’ asset allocation, this year’s results have shown that the degree of complexity around sustainable investing is still relatively high. It is interesting to note that the five countries where institutional investors don’t find sustainable investing “very challenging” are all European (notably France and Sweden). This is consistent with a region where sustainability matters have been an area of focus for a number of years already.

Measuring and understanding social and environmental issues through an investment lens is still very new to many investors. Combining that with the lack of consistency in definitions, data and methodologies, it is unsurprising that 80% still find sustainable investing at least somewhat challenging.

80% of investors globally find sustainability challenging.

How challenging do you find investing in sustainable investments?

Option "I do not invest in sustainable investments" not displayed.
Greenwashing continues to be the major hurdle

Investor concern about greenwashing (59%) and the lack of transparency and data around sustainable investing (53%) continue to be the main concerns for successful sustainable investment adoption. Difficulty in measuring and managing risk and worries on cost have also jumped considerably this year. Given the speed at which ESG has grown in the market in recent years, and some regulatory efforts yet to take full effect, we believe the lack of consistent standards and definitions may be a key contributor to the 46% of respondents that selected this response.

Encouragingly, we have seen a consistent year-on-year decrease around performance concerns. Some 38% of institutions had performance concerns over investing sustainably, this was down on 45% a year ago and a marked drop on the 51% recorded in 2018. This is a further sign that investors are recognising that investing sustainability does not have to come at the expense of returns.

### CHALLENGES REMAIN FOR SUSTAINABLE INVESTING

<table>
<thead>
<tr>
<th>Which, if any, of the following specific factors do you consider a challenge of investing in sustainable investments?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greenwashing(^1)</td>
</tr>
<tr>
<td>-------------------</td>
</tr>
<tr>
<td>2020</td>
</tr>
<tr>
<td>2021</td>
</tr>
<tr>
<td>2020</td>
</tr>
<tr>
<td>2021</td>
</tr>
<tr>
<td>2021</td>
</tr>
</tbody>
</table>

\(^1\) Due to a lack of clear, agreed definitions of what sustainable investment is. Select all that apply. Multiple answers allowed.
The continued concern of greenwashing and lack of transparency highlights that as an industry, we still have a long way to go to make investors feel confident that they have all the tools and information to make informed decisions. This is a new area for the investment industry and we need innovation to gain a better understanding of these risks and provide new ways to capture and quantify impact through an investment lens.

Hannah Simons
HEAD OF SUSTAINABILITY STRATEGY
Which, if any, of the following specific factors do you consider a challenge of investing in sustainable investments?

<table>
<thead>
<tr>
<th>Factor</th>
<th>North America</th>
<th>Europe (incl South Africa)</th>
<th>Latin America</th>
<th>Asia-Pacific</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greenwashing</td>
<td>58%</td>
<td>63%</td>
<td>55%</td>
<td>57%</td>
</tr>
<tr>
<td>Lack of transparency and reported data</td>
<td>54%</td>
<td>56%</td>
<td>48%</td>
<td>52%</td>
</tr>
<tr>
<td>Difficulty measuring and managing risk</td>
<td>49%</td>
<td>37%</td>
<td>47%</td>
<td>54%</td>
</tr>
<tr>
<td>Performance concerns</td>
<td>47%</td>
<td>29%</td>
<td>35%</td>
<td>42%</td>
</tr>
<tr>
<td>Cost</td>
<td>35%</td>
<td>27%</td>
<td>32%</td>
<td>42%</td>
</tr>
<tr>
<td>None of the above</td>
<td>4%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
</tbody>
</table>

Select all that apply.

Continue
Assessing sustainability: in-house or outsource?

The previous chart highlighted the concern around the cost of sustainable investments, with 34% stating it is a main challenge, up from 20% in 2019. This may be linked to the popular use of third party providers. 62% of investors use third party ESG ratings such as MSCI and Sustainalytics to inform their sustainable investments, and these services tend to be quite costly.

External data is also a key resource for investors as 48% use external benchmarks and indices and 37% use external performance data. However, it is encouraging to see that 54% use in-house analytics, with European and North American investors leading the way (59% and 53%).

Sustainable investing requires new ways of thinking and a forward-looking approach, but third party ratings are often backward-looking and opaque. We believe innovative proprietary analysis is crucial to understand the risks and opportunities linked to the environmental and social trends that will play out over the coming decades. Stronger analysis leads to better-informed investment decisions and potentially long-term value.

Claire Herbert
ASSOCIATE INVESTMENT DIRECTOR SUSTAINABILITY

What primary data sources do you use to inform your sustainable investment decisions?

- Third party ESG ratings (e.g. MSCI, Sustainalytics) 62%
- In-house analysis 54%
- External benchmarks and indices 48%
- Independent / specialised ESG labels or verification 40%
- External performance data 37%
- None of the above 2%

Select all that apply. Multiple answers allowed.
Transparency and impact of the fund is key to better understand sustainable results

Clear and transparent details of fund objectives, including sectors or firms excluded or included is the type of information more than half of investors (53%) consider helpful. This information will help them understand and invest in a particular sustainable fund. Details on how the fund contributes to specific sustainability goals (51%) would also be valued. In addition, 48% mention the impact the fund has on the environment.

On a sustainable investment report, what information would help you better understand / invest in that particular sustainable fund?

- Clear and transparent details of the fund objectives including sectors or firms excluded or included (53%)
- How the fund contributes to specific sustainability goals (51%)
- The impact the fund has on the environment (planet) (48%)
- Whether the fund is performing better on environmental criteria than the benchmark (44%)
- Independent verification or labelling (40%)
- Whether the fund is performing better on social criteria than the benchmark (39%)
- The impact the fund has on society (people) (37%)
- The fund manager’s level of shareholder activism (34%)

Select all that apply. Multiple answers allowed. Option “None of the above” not displayed
About the Study

Schroders commissioned CoreData to conduct the fifth Institutional Investor Study to analyse the world’s largest investors’ key areas of focus and concern including the macroeconomic and geopolitical climate, return expectations, asset allocation and attitudes to private assets and sustainable investing.

The respondents represents a spectrum of institutions, including corporate and public pension plans, insurance companies, official institutions, private banks, endowments and foundations, collectively responsible for $26.8 trillion in assets. The research was carried out via an extensive global survey during February and March 2021.

The research was carried out via an extensive global survey during February and March 2021.
**Regional institutional respondents**

- **North America** (204) - 27%
- **Europe*** (275) - 37%
- **Latin America** (66) - 9%
- **Asia-Pacific** (205) - 27%

*Including South Africa

**Type of organisation**

- **29%** Corporate pension plan
- **23%** Public or government pension plan
- **3%** Official institutions
- **7%** Private bank
- **7%** Foundation
- **7%** Endowment
- **29%** Life insurance company
- **14%** Non-life insurance company

**Assets under management**

- **Less than 1 billion** - 14%
- **1 billion to less than 5 billion** - 24%
- **5 billion to less than 10 billion** - 11%
- **10 billion to less than 50 billion** - 24%
- **50 billion to less than 100 billion** - 8%
- **100 billion to less than 250 billion** - 11%
- **250 billion to less than 500 billion** - 5%
- **500 billion to less than 1 trillion** - 3%
Marketing material for professional clients only.

Investment involves risk. Any reference to sectors/countries/stocks/securities are for illustrative purposes only and not a recommendation to buy or sell any financial instrument/securities or adopt any investment strategy. The material is not intended to provide, and should not be relied on for, accounting, legal or tax advice, or investment recommendations. Reliance should not be placed on any views or information in the material when taking individual investment and/or strategic decisions. Past Performance is not a guide to future performance and may not be repeated. The value of investments and the income from them may go down as well as up and investors may not get back the amounts originally invested. Exchange rate changes may cause the value of investments to fall as well as rise. Schroders has expressed its own views and opinions in this document and these may change. Information herein is believed to be reliable but Schroders does not warrant its completeness or accuracy. Insofar as liability under relevant laws cannot be excluded, no Schroders entity accepts any liability for any error or omission in this material or for any resulting loss or damage (whether direct, indirect, consequential or otherwise). This document may contain “forward-looking” information, such as forecasts or projections. Please note that any such information is not a guarantee of any future performance and there is no assurance that any forecast or projection will be realised. This material has not been reviewed by any regulator. Not all strategies are available in all jurisdictions. Schroders may record and monitor telephone calls for security, training and compliance purposes.


For readers/viewers in Brazil: Schroder Investment Management Brasil Ltda., Rua Joaquim Floriano, 100 – cj. 142 Itaim Bibi, São Paulo, 04534-000 Brasil. Registered/Company Number 92.886.662/0001-29. Authorised as an asset manager by the Securities and Exchange Commission of Brazil/Comissão de Valores Mobiliários (“CVM”) according to the Declaratory Act number 6816. This document is intended for professional investors only as defined by the CVM rules which can be accessed from their website www.cvm.gov.br. For readers/viewers in Canada: Schroder Investment Management North America Inc., 7 Bryant Park, New York, NY 10018-3706. NRD Number 12130. Registered as a Portfolio Manager with the Ontario Securities Commission, Alberta Securities Commission, the British Columbia Securities Commission, the Manitoba Securities Commission, the Nova Scotia Securities Commission, the Saskatchewan Securities Commission and the (Quebec) Autorité des marchés financiers. For readers/viewers in Israel: Note regarding the Marketing material for Qualified Clients or Sophisticated Investors only. This communication has been prepared by certain personnel of Schroder Investment Management (Europe) S.A (Registered No. B 37.799) or its subsidiaries or affiliates (collectively, ‘SIM’). Such personnel are not licensed by the Israeli Securities Authority. Such personnel may provide investment marketing, to the extent permitted and in accordance with the Regulation of Investment Advice, Investment Marketing and Investment Portfolio Management Law, 1995 (the ‘Investment Advice Law’). This communication is directed at persons (i) who are Sophisticated Investors (ii) Qualified Clients (‘Lakoach Kashir’) as such term is defined in the Investment Advice Law; and (iii) other persons to whom it may otherwise lawfully be communicated. No other person should act on the contents or access the products or transactions discussed in this communication. In particular, this communication is not intended for retail clients and SIM will not make such products or transactions available to retail clients. For readers/viewers in Switzerland: For professional clients and qualified investors only, where appropriate. Issued by Schroder Investment Management (Switzerland) AG, Central 2, CH-8001 Zürich, Postfach 1820, CH-8021 Zürich, Switzerland. Enterprise identification number (UID) CHE-101.447.114. Authorised and regulated by the Swiss Financial Market Supervisory Authority (FINMA). For readers/viewers in the European Union/European Economic Area: Schroders will be a data controller in respect of your personal data. For information on how Schroders might process your personal data, please view our Privacy Policy available at www.schroders.com/en/privacy-policy or on request should you not have access to this webpage. Issued by Schroder Investment Management (Europe) S.A., 5, rue Höhenhof, L-1736 Senningerberg, Luxembourg. Registered No. B 37.799
Important information

For readers/viewers in the United Arab Emirates: Schroder Investment Management Limited, located in Office 506, Level 5, Precinct Building 5, Dubai International Financial Centre, PO Box 506612 Dubai, United Arab Emirates. Regulated by the Dubai Financial Services Authority. This document is not subject to any form of approval by the DFSA. Accordingly, the DFSA has not approved any associated documents nor taken any steps to verify the information and has no responsibility for it. This document is intended to be for information purposes only and it is not intended as promotional material in any respect. This document is intended for professional investors only as defined by the DFSA rules which can be accessed from their website www.dfsa.ae

For readers/viewers in the United Kingdom: Schroders will be a data controller in respect of your personal data. For information on how Schroders might process your personal data, please view our Privacy Policy available at www.schroders.com/en/privacy-policy or on request should you not have access to this webpage. Issued by Schroder Investment Management Limited, 1 London Wall Place, London EC2Y 5AU. Registered Number 1893220 England. Authorised and regulated by the Financial Conduct Authority.


Note to readers/viewers in Australia: Issued by Schroder Investment Management Australia Limited Limited Level 20, Angel Place, 123 Pitt Street, Sydney NSW 2000 Australia ABN 22 000 443 274, AFSL 226473. It is intended for professional investors and financial advisers only and is not suitable for retail clients.

Note to readers/viewers in Indonesia: This document is intended to be for information purposes only and it is not intended as promotional material in any respect. This document is intended for professional investors only as defined by the Indonesian Financial Services Authority ("OJK"). Issued by PT Schroder Investment Management Indonesia Stock Exchange Building Tower 1, 30th Floor, Jalan Jend. Sudirman Kav 52-53 Jakarta 12190 Indonesia PT Schroder Investment Management Indonesia is licensed as an Investment Manager and regulated by the OJK. This material has not been reviewed by the OJK.

Note to readers/viewers in Japan: Issued by Schroder Investment Management (Japan) Limited 21st Floor, Marunouchi Trust Tower Main, 1-9-3 Marunouchi, Chiyoda-Ku, Tokyo 100-0005, Japan Registered as a Financial Instruments Business Operator regulated by the Financial Services Agency of Japan ("FSA"). Kanto Local Finance Bureau (FIBO) No. 90. Member of Japan Investment Advisers Association, The Investment Trusts Association, Japan and Type II Financial Instruments Firms Association. This material has not been reviewed by the FSA.

Note to readers/viewers in Malaysia: This presentation has not been approved by the Securities Commission Malaysia which takes no responsibility for its contents. No offer to the public to purchase any fund will be made in Malaysia and this presentation is intended to be read for information only and must not be passed to, issued to, or shown to the public generally. Schroder Investment Management (Singapore) Ltd does not have any intention to solicit you for any investment or subscription in any fund and any such solicitation or marketing will be made by an entity permitted by applicable laws and regulations.

Note to readers/viewers in People’s Republic of China with QDII quota/MRF client and readers Hong Kong S.A.R.: Issued by Schroder Investment Management (Hong Kong) Limited. Level 33, Two Pacific Place, 88 Queensway, Hong Kong. This material has not been reviewed by the Securities and Futures Commission of Hong Kong

Note to readers/viewers in Singapore: This presentation is intended to be for information purposes only and it is not intended as promotional material in any respect. This document is intended for professional investors only as defined by Securities and Futures Act to mean for Accredited and or Institutional Clients only, where appropriate. Issued by Schroder Investment Management (Singapore) Ltd (Co. Reg. No. 199201080H) 138 Market Street #23-01 CapitaGreen, Singapore 048946. This document has not been reviewed by the Monetary Authority of Singapore

Note to readers/viewers in South Korea: Issued by Schroders Korea Limited26th Floor, 136, Sejong-daero, [Taepyeongno 1-ga, Seoul Finance Center], Jung-gu, Seoul 100-768, South Korea. Registered and regulated by Financial Supervisory Service of Korea (*FSS*) This material has not been reviewed by the FSS

Note to readers/viewers in Taiwan: Issued by Schroder Investment Management (Taiwan) Limited 9F., No. 108, Sec. 5, Xinyi Road, Xinyi District, Taipei 11047, Taiwan. Tel +886 2 2722-1868 Schroder Investment Management (Taiwan) Limited is independently operated. This material has not been reviewed by the regulators.

Note to readers/viewers in Thailand: This presentation has not been approved by the Securities and Exchange Commission which takes no responsibility for its contents. No offer to the public to purchase any fund will be made in Thailand and this presentation is intended to be read for information only for professional investors as defined by regulations and it is not intended as promotion material in any respect. It must not be passed to, issued to, or shown to the public generally. Schroder Investment Management (Singapore) Ltd does not have any intention to solicit you for any investment or subscription in any fund and any such solicitation or marketing will be made by an entity permitted by applicable laws and regulations. UK002901.