Sustainable investments reach a volume of €21.8 bn. This increase is largely attributed to the strong growth of sustainable mandates, which grew by 77% compared to last year reaching €11.16 bn. For the first time, sustainable mandates exceed the sum of sustainable investment funds (€9.89 bn).

FNG Methodology
FNG distinguishes between sustainable investments (SI) and responsible investments (RI). Sustainable investments define sustainability criteria and strategies at product level, whereas for responsible investments, sustainability criteria and strategies are defined at corporate/institutional level.

Sustainable Investments
Sustainable and Responsible Investments in Austria (in Billion Euro)

<table>
<thead>
<tr>
<th>Year</th>
<th>Responsible Investments (incl. sustainable Investments)</th>
<th>Sustainable Investments</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>9.5</td>
<td>29.2</td>
</tr>
<tr>
<td>2015</td>
<td>10.7</td>
<td>32.6</td>
</tr>
<tr>
<td>2016</td>
<td>13.2</td>
<td>34.0</td>
</tr>
<tr>
<td>2017</td>
<td>15.2</td>
<td>39.1</td>
</tr>
<tr>
<td>2018</td>
<td>21.8</td>
<td>65.0</td>
</tr>
</tbody>
</table>

Investor Types in Austria (in Billion Euro)

<table>
<thead>
<tr>
<th>Year</th>
<th>Private Investors</th>
<th>Institutional Investors</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>3.82</td>
<td>15.61</td>
</tr>
</tbody>
</table>

Types of Institutional Investors in Austria 2018 (as percentage of sustainable asset volume)

- Severance payment funds: 18%
- Insurances: 20%
- Church and welfare institutions: 60%
- Pension funds: 5%
- Public sector: 8%
- Corporate group insurances: 3%
- Foundations: 2%
- Others: 1%
- Universities & research institutes: 8%

Exclusions
Exclusions and best-in-class remain the most commonly used investment strategies. ESG-integration in particular shows a strong increase with 159%. On the other hand theme-based sustainability funds shrunk by 30%.

Still ranked on place 8 last year, coal becomes the most important exclusion criterion which is applied to 96% of all sustainable funds and mandates.

Responsible Investments
The volume of responsible investments grew by 66% compared to the previous year and amounts to €65 bn. Increasingly, responsible investment strategies are combined. In addition to exclusions, which are applied to all responsible investments, ESG-integration is applied to 87%, whereas the engagement strategy is applied to 55% of all responsible investments.

Key Facts
- Sustainable investments reach a new peak with a volume of €21.8 bn.
- Sustainable and responsible investments reach a market share of 12.8%.
- Coal is the most important exclusion criterion.
- Institutional investors account for 80% of all sustainable investments.
- Responsible investments reach a volume of €65 bn and grew by 66% compared to the previous year.

For further information on the Market Study 2019: www.forum-ng.org/Marktbericht

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