Sustainable and Impact Investing—Institutional Investors 2020

Growth of ESG Incorporation Reported by Institutional Investors 2005–2020

Institutional Investor ESG Assets, by Investor Type, 2020

- Public 54%
- Insurance Companies 36%
- Education 6%
- Foundations 2%
- Labor 1%
- Other 1%

Top Specific ESG Criteria for Institutional Investors 2020

<table>
<thead>
<tr>
<th>Conflict Risk (Terrorist or Repressive Regimes)</th>
<th>Climate Change/Carbon</th>
<th>Tobacco</th>
<th>Board Issues</th>
<th>Sustainable Natural Resources/Agriculture</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2.73 Trillion</td>
<td>$2.61 Trillion</td>
<td>$2.47 Trillion</td>
<td>$2.28 Trillion</td>
<td>$2.18 Trillion</td>
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