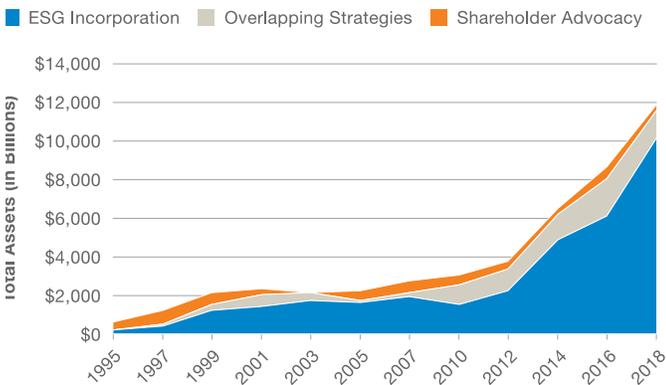


### FAMILY OFFICE HIGHLIGHTS

*Sustainable, responsible and impact investing (SRI) in the United States continues to expand at a healthy pace. Total US-domiciled assets under management (AUM) using SRI strategies grew from \$8.7 trillion at the start of 2016 to \$12.0 trillion at the start of 2018, a 38 percent increase. This represents 26 percent—or 1 in 4 dollars—of the total US assets under professional management.*

### US SUSTAINABLE AND RESPONSIBLE INVESTING GROWTH 1995-2018

Since 1995, when the US SIF Foundation first measured US SRI assets at \$639 billion, assets have increased 18-fold, a compound annual growth rate of 13.6 percent.



SOURCE: US SIF Foundation.

### FAMILY OFFICE FINDINGS

The US SIF Foundation first tracked family offices, including trusts, in 2012. As in previous years, **fewer than a dozen family offices**, including both single-family offices and multi-family offices, were identified that incorporated environmental, social and/or governance issues in the investment process.

However, ESG assets under management, while small overall, **increased 71 percent** from \$2.4 billion to \$4.1 billion over the past two years.

The top criteria for family offices in 2018 related to community investing. This is in contrast to 2016 when environmental criteria were at the top.

Criteria favoring **small and medium businesses** ranked at the top with \$3.0 billion in assets affected, followed closely by the \$2.9 billion managed with **microenterprises** and **community services** criteria. Assets subject to these three community-investing criteria have more than doubled since 2016.

In terms of environmental criteria, the most prominent issue was **climate change and carbon emissions**, applied to \$2.8 billion in assets.

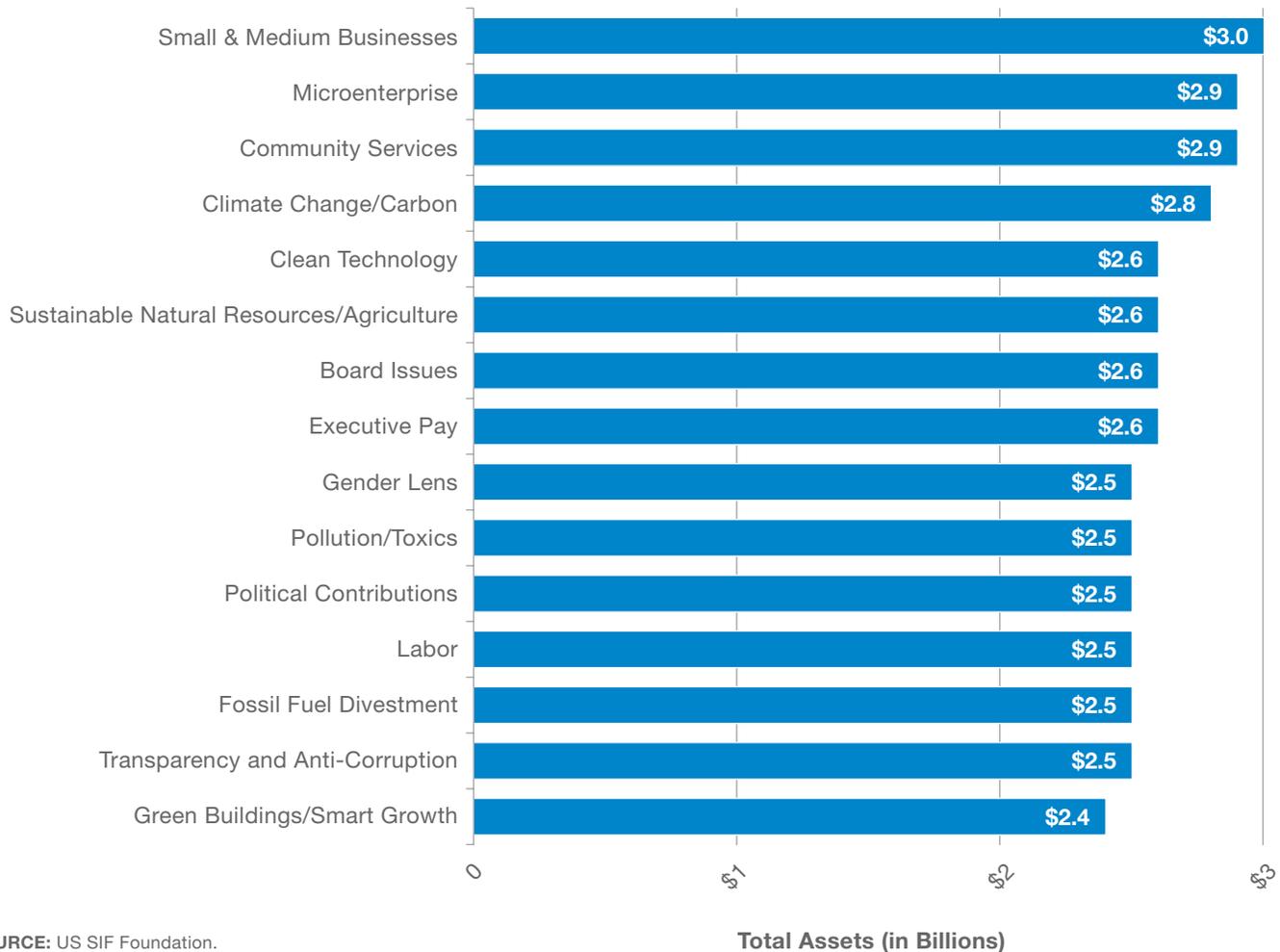
**Gender lens investing** and **labor** were the most prominent social issues in asset-weighted terms, each affecting \$2.5 billion.

Within governance criteria, policies on **board issues** and **executive pay** each affected \$2.6 billion, increasing 98 percent and 183 percent respectively since 2016.

### BREAKDOWN OF US SRI ASSETS

- Institutional investors, money managers and community investing financial institutions consider ESG issues in their investment research, analysis and decision making across portfolios totaling \$11.6 trillion. This is a 44 percent increase from the \$8.1 trillion reported in 2016.
- In addition, institutional investors and money managers that file or co-file shareholder resolutions on ESG issues represent \$1.8 trillion.
- After eliminating double counting for assets involved in both strategies, the net total of SRI assets under management at the beginning of 2018 was \$12.0 trillion.

### LEADING ESG CRITERIA FOR FAMILY OFFICES 2018



SOURCE: US SIF Foundation.

Total Assets (in Billions)

#### About the 2018 Trends Report

The US SIF Foundation's biennial *Trends Report* provides extensive data on the assets using one or more sustainable investment strategies and examines a broad range of significant ESG issues such as climate change, human rights, weapons avoidance and corporate governance.

This report is the only report of its kind in the United States and is extensively used by other institutions and organizations. To obtain a copy, visit [www.ussif.org/trends](http://www.ussif.org/trends).

#### About US SIF

**US SIF: The Forum for Sustainable and Responsible Investment** is the leading voice advancing sustainable, responsible and impact investing across all asset classes. Its mission is to rapidly shift investment practices towards sustainability focusing on long-term investment and the generation of positive social and environmental impacts.

**The US SIF Foundation** undertakes educational, research and programmatic activities to advance the mission of US SIF.

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