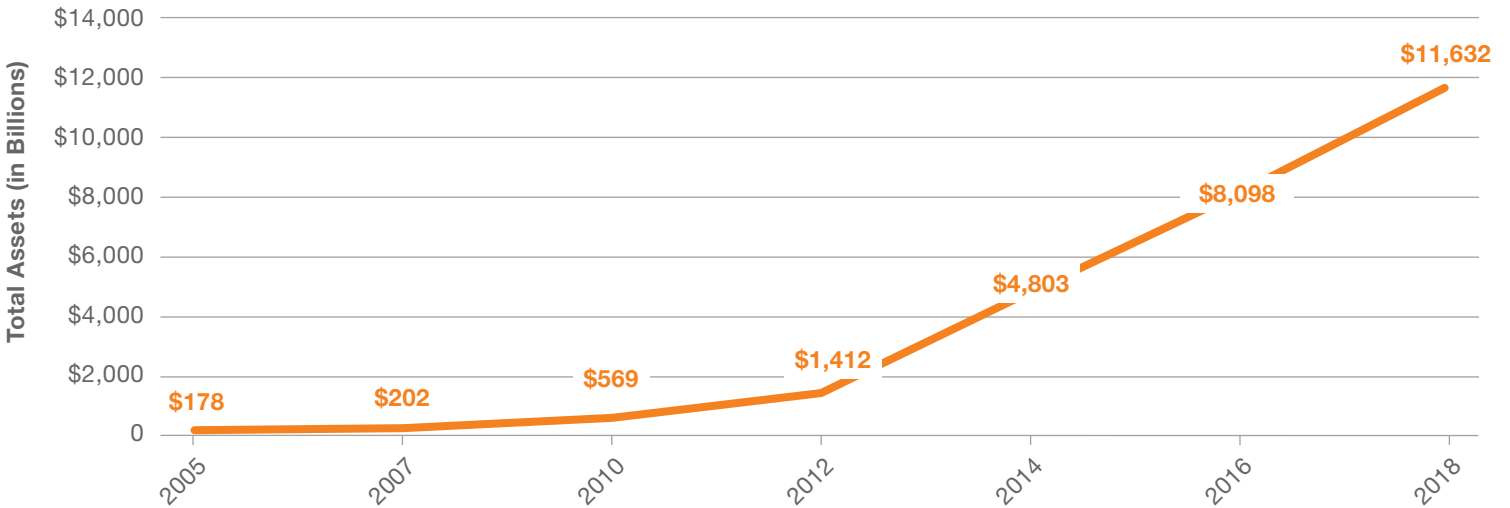


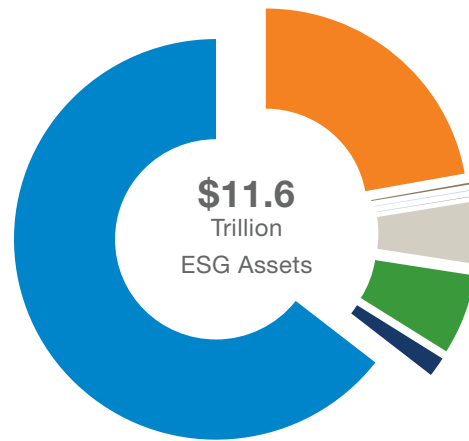
Growth of ESG Incorporation by Money Managers 2005–2018



Money Manager Assets, by Type, Incorporating ESG Criteria 2018

Total Assets (in Billions)

- Mutual Funds **\$2,580**
- Variable Annuities **\$17**
- ETFs **\$7**
- Closed-End Funds **\$3**
- Alternatives **\$588**
- Other Commingled Funds **\$753**
- Community Investment Institutions **\$185**
- Uncategorized Money Manager Assets **\$7,499**



Top Specific ESG Criteria for Money Managers 2018

Climate Change/ Carbon	Tobacco	Conflict Risk	Human Rights	Transparency and Anti-Corruption
\$3.00 Trillion	\$2.89 Trillion	\$2.26 Trillion	\$2.22 Trillion	\$2.22 Trillion