



ESG INVESTING

takes into account a company's record on environmental, social, and/or corporate governance issues.

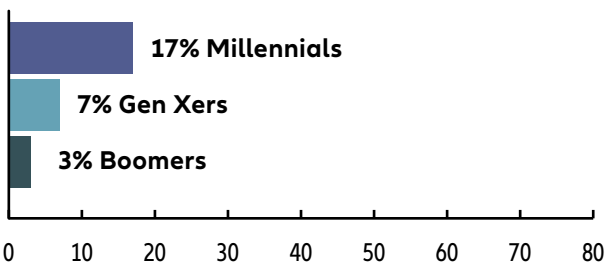
Environmental, social, and governance (ESG) investing is not just a millennial trend.

Generational findings from the ESG Investor Sentiment Study

MILLENNIALS LEAD IN THEIR INTEREST IN ESG INVESTING – BUT OTHER GENERATIONS ARE CATCHING ON.

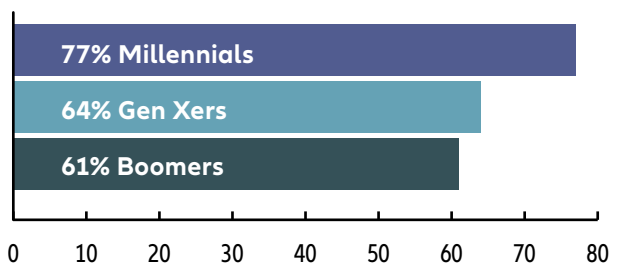
These are among the findings of the Allianz ESG Investor Sentiment Study, a national survey of 1,000 respondents ages 18 years or older. Allianz Life Insurance Company of North America (Allianz) commissioned the study in December 2018 to explore how consumers feel about ESG issues and what the future of ESG investing may hold.

CURRENTLY PARTICIPATING IN ESG INVESTING



But nearly half of Gen Xers and boomers say they are interested in having some money in ESG investing.

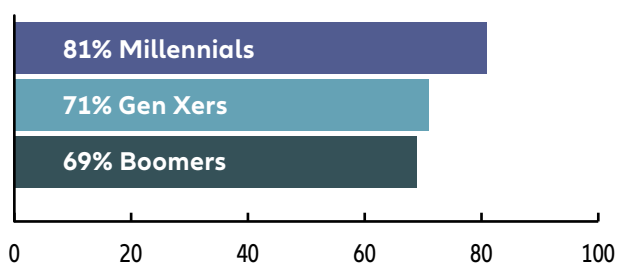
MORE LIKELY TO MAKE PURCHASING DECISIONS BASED ON ISSUES THAT ARE IMPORTANT TO THEM



KEY ISSUES THAT MAKE BOOMERS MORE LIKELY THAN OTHER GENERATIONS TO TAKE THEIR BUSINESS ELSEWHERE:

- Transparency in business practices and finances.
- Level of executive compensation
- Charitable contributions made by a company
- Wages provided to employees

“ESG IS NOT JUST AN INVESTMENT STRATEGY TO FEEL GOOD ABOUT, BUT ONE THAT MAKES LONG-TERM FINANCIAL SENSE.”



MOST IMPORTANT FACTOR IN DECIDING TO DO BUSINESS WITH A COMPANY

	Millennials	Gen Xers	Boomers
SOCIAL ISSUES	37%	33%	31%
GOVERNANCE ISSUES	24%	30%	28%
ENVIRONMENTAL ISSUES	24%	17%	23%

For more results from our **ESG Investor Sentiment Study** and its implications for the future, visit allianzlife.com/ESG or allianzlife.com/new-york.

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