

**PRESS RELEASE**

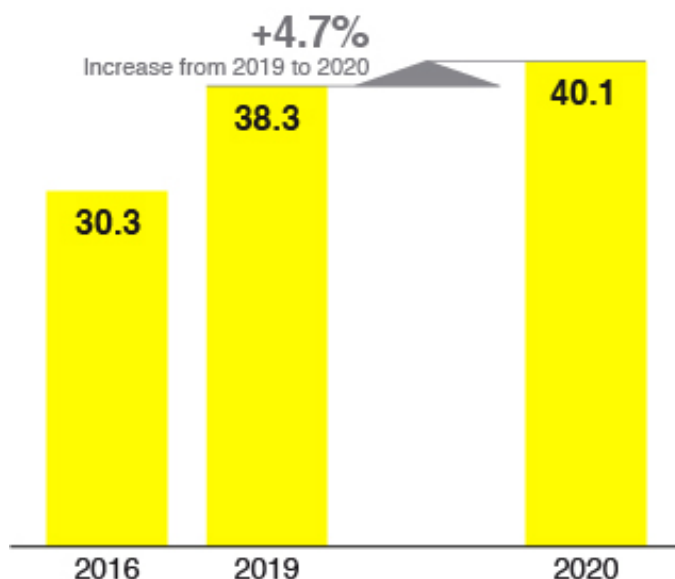
23 February 2021

**Raiffeisen KAG<sup>1</sup>:  
Sustainability strengthens customer relationships and boosts  
growth – Raiffeisen KAG's focus in 2021**

- **Assets under management break the 40 billion euro mark (EUR 40.1 billion)**
- **Sustainably managed assets rise to EUR 9.4 billion (+42.4%)**
- **Foreign markets important volume drivers for Raiffeisen KAG**
- **More than one fifth of Austrians would like to act more sustainably when investing in the future**
- **Transformation process started: Raiffeisen KAG wants to integrate sustainability into its entire product range**

VIENNA - The management of Raiffeisen KAG presented the market data for the past year at a press conference today (23 February 2021). As of the end of December 2020, the fund company's assets under management stood at EUR 40.1 billion, exceeding the EUR 40 billion mark for the first time since the financial economic crisis. In the past five years, Raiffeisen KAG has grown by almost EUR 10 billion. At the same time, it has gained significant market share: from 16.9% (2016) to 19.5% (2020).

**Total fund volume\*, in EUR billion**

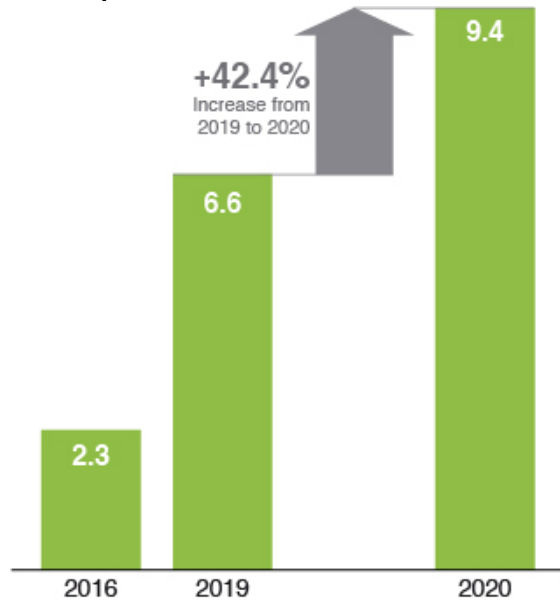


\*Fund volume OeKB Statistics, incl. Advisories

<sup>1</sup> Raiffeisen KAG and Raiffeisen Capital Management stand for Raiffeisen Kapitalanlage-Gesellschaft m.b.H.

"This stable growth above the market average is a very pleasing development for us, which shows that we have focused on the right priorities in recent years: Sustainability, megatrends and fund savings," says Rainer Schnabl, CEO of Raiffeisen KAG. "From year to year, more and more investors are deciding to invest their money responsibly, which means that the volume of sustainable investments is also growing disproportionately," says Schnabl.

### Development of sustainable volume in Raiffeisen KAG

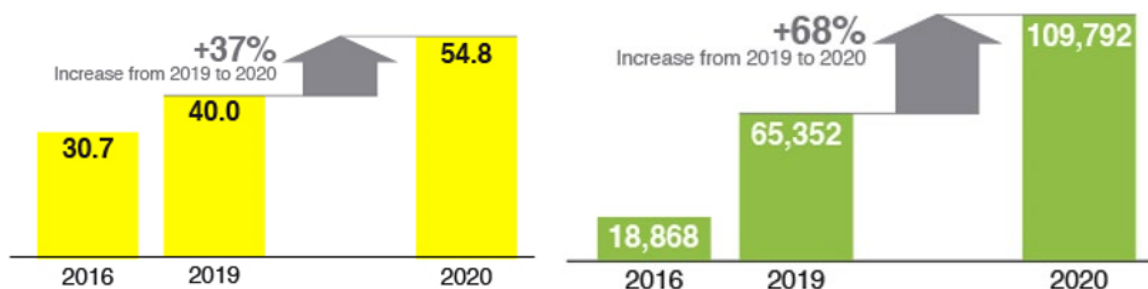


Source: Raiffeisen KAG, 31 December 2020

### Decade of fund savings has begun

Fund savings play a very important role in this context. On the one hand, because it generates stable monthly inflows, and on the other hand, because the topic of sustainability can appeal to completely new groups of customers. "Even people who previously did not want to know anything about the capital markets are now starting to take an interest in investment funds and investing. The desire to redirect capital flows in a meaningful way unites investors in sustainable investments," says Schnabl. A mixed fund that invests in bonds as well as shares and is managed according to ecological and social aspects is completely in line with what many people are looking for when investing today. - Especially by young investors who attach particular importance to sustainability, as the commissioned study by Spectra also shows, said Schnabl.

### Fund savings contracts, average monthly volume inflows in EUR million and Fund savings contracts sustainability funds, in units:

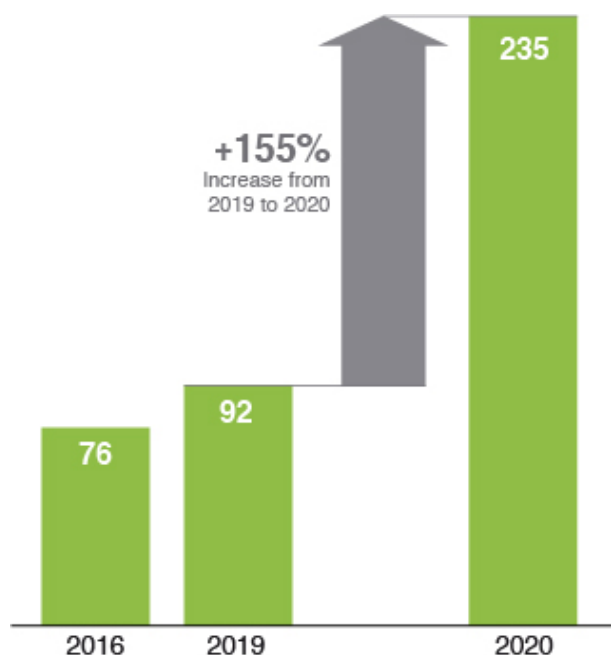


Source: Raiffeisen KAG, 31. December 2020

### Foreign markets important volume drivers

Green investments are also doing extremely well in the international fund business. This is also confirmed by Michal Kustra, who is responsible for the Italian and CEE markets within the management. The markets, especially Italy, are very important volume generators for Raiffeisen KAG. In 2020, Raiffeisen KAG focused on sustainable investments in CEE, where it is a first mover in many countries. Kustra comments: "It has become clear that we have absolutely hit the mark with our offensive. The interest in ESG<sup>2</sup> products is also very strong in CEE. We were able to increase our sustainable volume there by EUR 143 million to EUR 235 million (+155 %) last year alone."

### Development of sustainable volumes in CEE in million euros



Development, 31. December 2020

### Spectra survey: Awareness of sustainable investments on the rise

A survey commissioned by Raiffeisen KAG and conducted in January 2021 by the market research institute Spectra among 2,212 Austrians between the ages of 18 and 69 has shown that the topic of sustainable investments still has a lot of potential, but at the same time awareness has risen sharply. 44% of those surveyed are familiar with the topic - just one year ago this figure was 31%. If one asks about personal investment behaviour, it turns out that 13 % already invest sustainably and 22 % of Austrians would like to invest more sustainably in the future. Certifications are an important decision-making aid in responsible investing. 41 % consider these an important criterion when buying.

### Integrate sustainability into entire product range

Raiffeisen KAG wants to manage its entire range of funds according to strict ESG criteria sooner rather than later. The market leader in sustainable mutual funds (source rfu,2020)

<sup>2</sup> ESG= E(nvironment), S(ocial) and G(overnance)

started this transformation process last year. It started with the equity funds: In the current year, it wants to convert almost all funds in this asset class accordingly. "We have used the last few months intensively to evaluate our conventional product range with regard to the possibilities of ESG integration and are pleased that we will be able to complete this process – with all the underlying procedures – for the equity funds this year," says Dieter Aigner, who is responsible for the investment area within the management of Raiffeisen KAG. In addition to the regional funds, a theme-based impact approach will increasingly be pursued in the future. In a few funds that invest in markets that are only at the beginning of a development towards sustainable business – such as Russia, for example – sustainable aspects are integrated in the best possible way and their transformation is supported. The aim is to leave no one behind, says Aigner. In the medium to long term, it should also be possible to integrate these funds into the sustainable product range.

### **Transformation in bond and multi-asset classes definitely challenging**

For Dieter Aigner, this conversion is an important first step. "But of course, we are also taking on the bond and multi-assets products and are working very intensively on product considerations and corresponding investment processes. We want to be innovative and therefore do not necessarily want to use the existing beaten tracks, which of course takes time," says Aigner. With this transformation, Raiffeisen KAG is in line with the legislators in Brussels, who are also placing a great deal of responsibility on the financial sector with the Green Deal.

### **Raiffeisen KAG offsets CO<sub>2</sub> emissions**

In parallel to the integration of ESG criteria into all investment processes, Raiffeisen KAG is working on operational ecology measures at company level in order to positively influence its own ecological footprint. Under the motto "Only what gets measured gets done", the fund company determined and compensated for its own CO<sub>2</sub> footprint for the first time in 2019 (for the year 2018) in a joint project with the University of Natural Resources and Applied Life Sciences (BOKU). This project was continued in 2020 and will also be pursued. At the same time, measures are being taken to reduce the company's own emissions. "It creates credibility when you implement what you expect from your emitters," says Dieter Aigner.

\*\*\*\*\*

*This text is intended for media representatives. Despite careful research, the information contained therein is for non-binding information purposes only, is based on the knowledge of the persons entrusted with its preparation at the time of its preparation and may be changed by Raiffeisen Kapitalanlage GmbH at any time without further notice. Past performance is not a reliable indicator of a fund's future performance. The contents of this document do not constitute an offer, a recommendation to buy or sell, or an investment analysis. Status: October 2019*

**An investment fund is not a savings book and is not subject to deposit protection.  
Investments in funds are associated with higher risks, up to and including capital losses.**

*The published prospectuses and the customer information documents (Key Investor Information) of the (sustainability) funds of Raiffeisen Kapitalanlage-Gesellschaft m.b.H. are available in German at [www.rcm.at](http://www.rcm.at).*

**Raiffeisen Kapitalanlage-Gesellschaft m.b.H.** is the asset management company of the Raiffeisen Banking Group Austria and one of the leading domestic fund companies. It currently (as of the end of January 2021) holds assets under management of 40.6 billion euros. The company is represented in important European markets and is repeatedly recognised by rating agencies and business media for the high quality of its funds. Raiffeisen KAG is a member of the Raiffeisen Sustainability Initiative ([www.raiffeisen-nachhaltigkeit.at](http://www.raiffeisen-nachhaltigkeit.at)). More information can be found at [www.rcm.at](http://www.rcm.at).

For further information please contact:

Andrea Pelinka-Kinz (+43-1-717-07-8787, [andrea.pelinka-kinz@rbinternational.com](mailto:andrea.pelinka-kinz@rbinternational.com)) or

Pia Oberhauser (+43-1-717-07-8788, [pia.oberhauser@rbinternational.com](mailto:pia.oberhauser@rbinternational.com))

<http://www.rbinternational.com>, [www.rcm.at](http://www.rcm.at)

**Note on the right of objection**

If you no longer wish to receive notifications of RBI press releases, please reply to this e-mail. You can also object to the processing of your data for the purpose of receiving press information at any other time. The objection can also be made in writing to Group Communications, Am Stadtpark 9, 1030 Vienna or by e-mail to [communications@rbinternational.com](mailto:communications@rbinternational.com). The objection is valid from the time of receipt by RBI. In the event of an objection, the processing of your data will be terminated and all personal data obtained therefrom in the data processing of RBI will be deleted. The mandatory information according to the General Data Protection Regulation can be found at [www.rbinternational.com](http://www.rbinternational.com) under "Data Protection".