



VanEck Smart Beta Survey

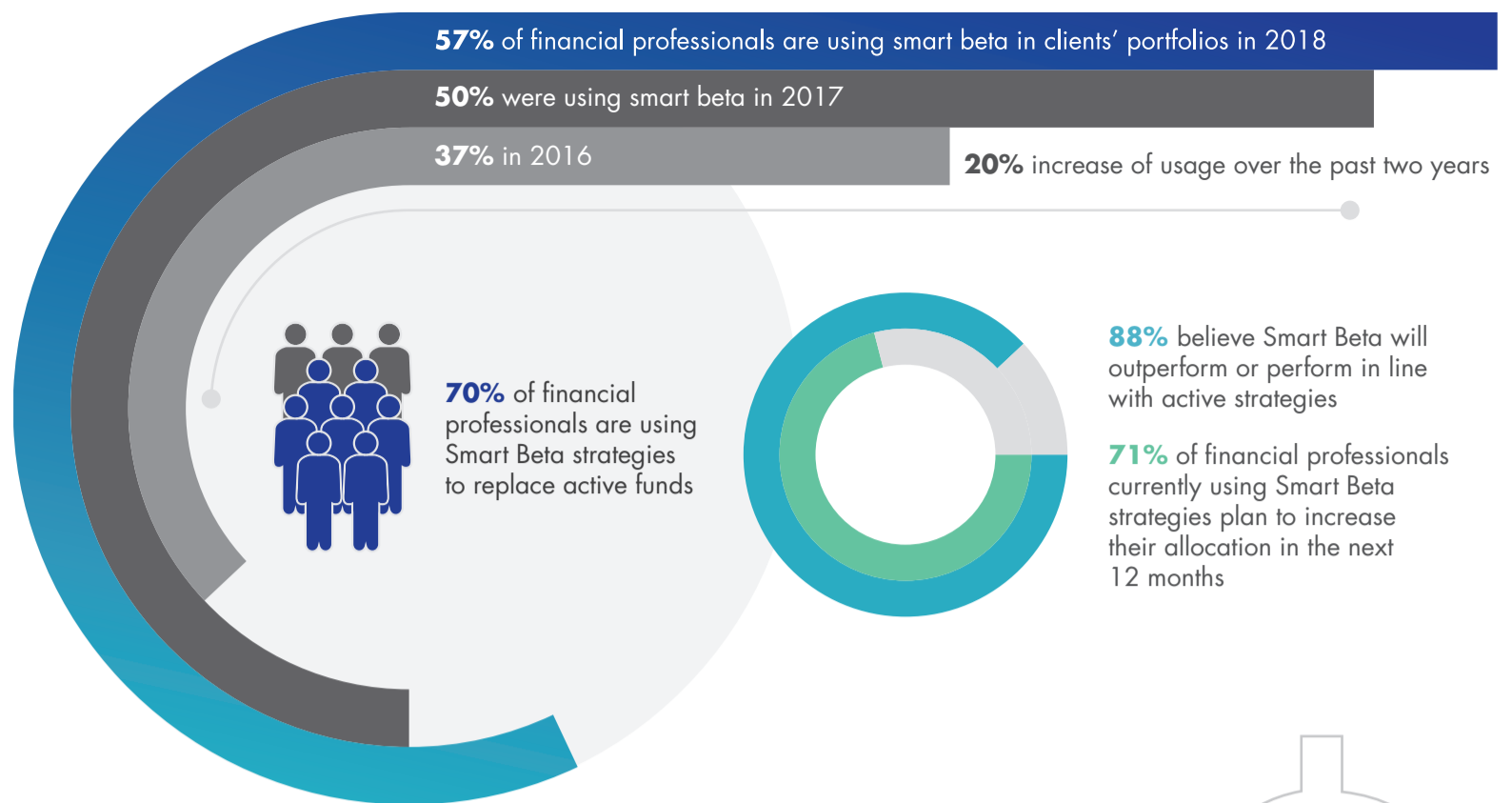
2018

These are the results of the third annual VanEck Smart Beta Survey conducted in July 2018. The results are based on the responses of 153 Australian-based financial professionals working in an advisory capacity in Australia.

Founded in 1955, VanEck is one of the world's largest exchange traded fund (ETF) issuers with offices in key financial centres including New York, Sydney, Dublin, Shanghai, Frankfurt, Madrid and Zurich. In Australia, VanEck is a leading provider of Smart Beta ETFs offering investors intelligently designed investment strategies that take advantage of targeted market opportunities. For further information about VanEck visit vaneck.com.au

VanEck®

Access the opportunities.



Satisfaction and usage

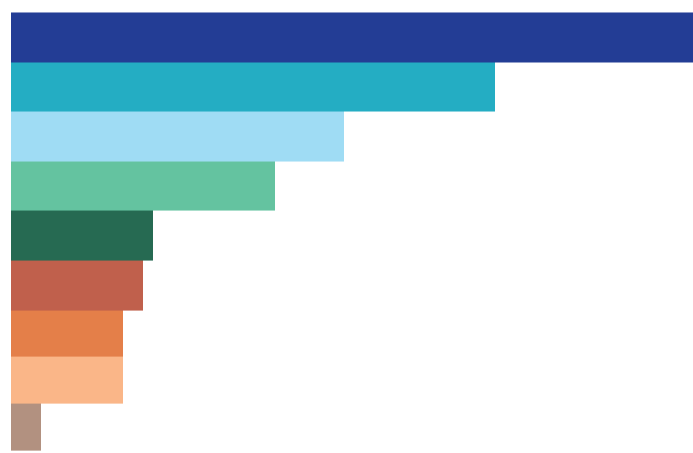


- 74%** Extremely or very satisfied with their Smart Beta investments
- 93%** Financial Professionals familiar with Smart Beta
- 62%** Respondents use two or three Smart Beta strategies
- 84%** Respondents use ETFs

66% agree that Smart Beta represents good value for money

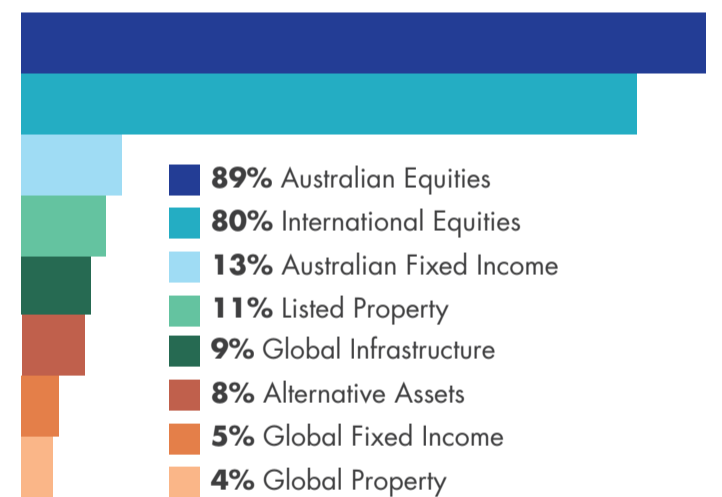


Most popular strategies

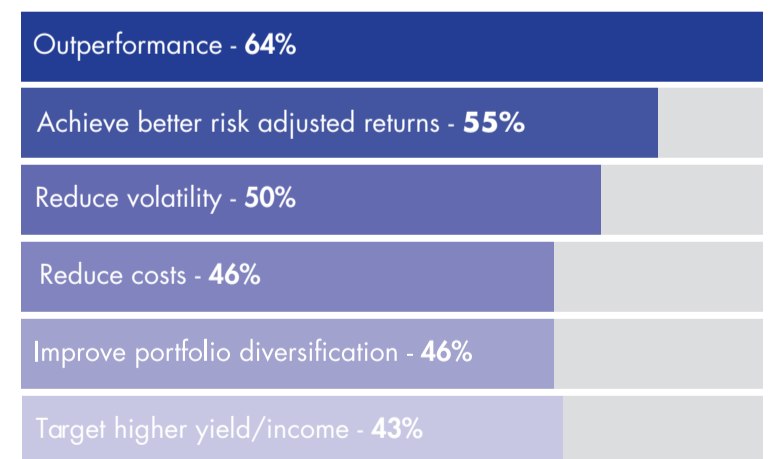


- 68%** Equal or Alternative Weighted Strategies
- 48%** Quality
- 33%** Multi-factor
- 26%** Dividend, Income or Yield Weighted Strategies
- 14%** Environmental, Social and Governance (ESG)
- 13%** Low Volatility
- 11%** Fundamental
- 11%** Value
- 3%** Momentum

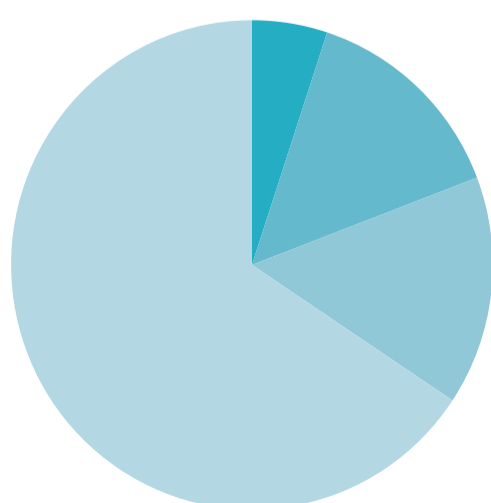
Asset classes used



Key motivations to start using smart beta



Demographics



- 65%** work for independent financial services firms
- 15%** work for larger organisations owned by a bank or wealth manager
- 14%** work for a brokerage or wire house
- 5%** Other



70% of respondents have over 20 years of experience in financial services