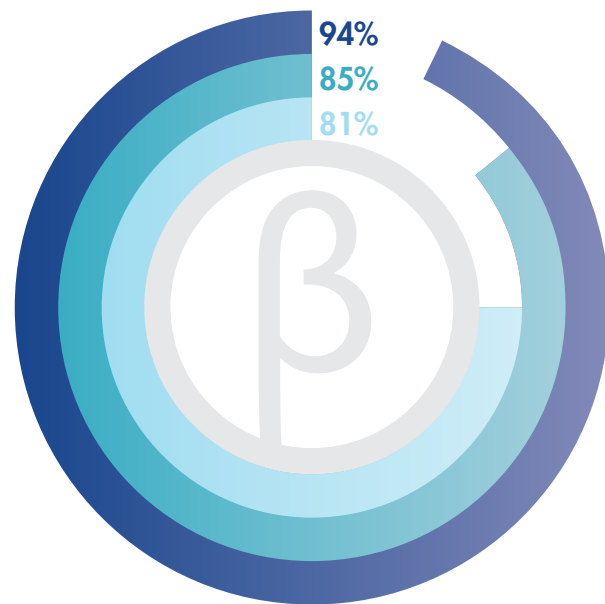


2020 Australian Smart Beta Survey Results

VanEck is pleased to present the results of our fifth annual smart beta survey.

This is the largest survey of its kind in the world, capturing the opinions of more than 500 financial professionals.



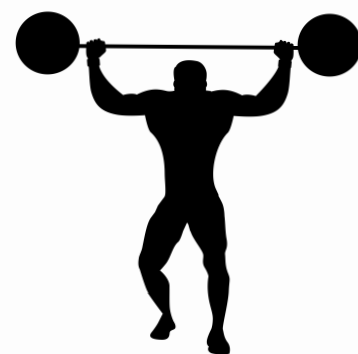
Smart beta has entered the mainstream

- 94%** Are familiar with smart beta
- 85%** Are using or are considering using smart beta in the next 12 months
- 81%** Plan on maintaining or increasing their smart beta allocation in the next 12 months

Smart beta is disrupting active management



- 57%** Of active fund managers failed to outperform the S&P/ASX 200 in the last year²
- 75%** Of active fund managers did not beat the returns of the S&P/ASX 200 over three, five, ten and 15 years²



The ability to **improve diversification and increase performance** were the two most important factors when choosing a smart beta strategy

- 57%** Respondents use smart beta as a **replacement or substitute for active management**

Smart beta delivers

The most motivating fact to start using smart beta is **strong performance**



Advisers have been increasing their usage of ETFs as a way to **reduce overall portfolio costs**

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¹ When are fees too high? The potential impact of smart beta to disrupt active Australian equity strategies – VanEck May 2019
² 2020 Mid Year Australian Scorecard conducted by S&P Dow Jones Indices