

How do Australia's high net worth investors* feel about today's economic outlook?



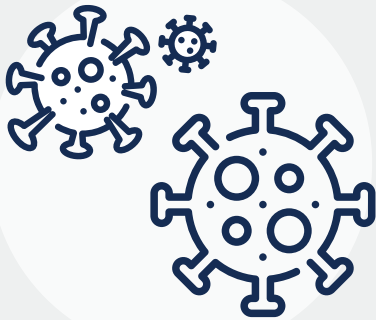
49%

of investors are feeling **positive** and **40%** are feeling **neutral** about the economic outlook



51%

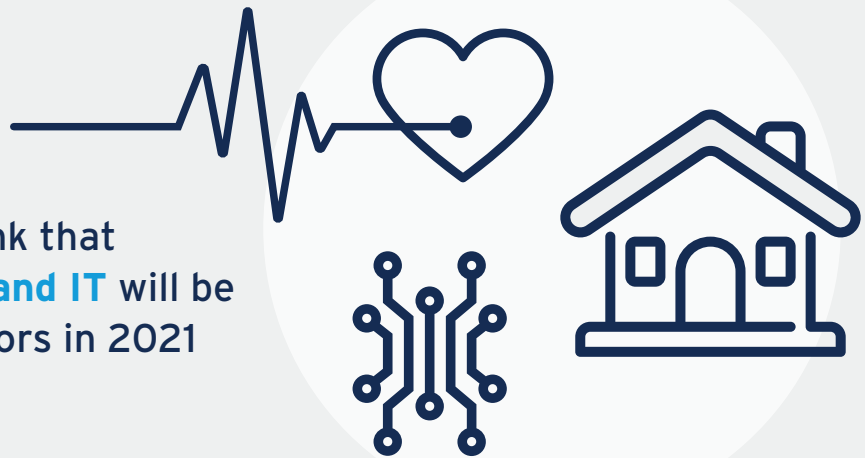
of investors believe the **global economy** or **COVID-19** are the biggest concerns for 2021



54%

of investors state the impact of **COVID-19** is a bigger concern than **low interest rates (27%)**

Investors state they think that **real estate, healthcare and IT** will be the top performing sectors in 2021



*Aged over 18. Have minimum \$250k investable assets excluding property OR Personal income of \$250k+ for at least 2 years OR Total assets (incl. equity in property) of \$2.5m. Source: House of Brand 2021 survey. Investments with Citi are available to wholesale customers only, within the meaning of section 761G of the Corporation Act.

How do Australia's high net worth investors* feel about investing?

86%



of investors are **confident to make financial decisions** on their own

50%



of investors are **open to taking risk**

Male investors are

50%

more open to risk than female investors



44%



of investors prefer to invest with larger, **more well-known providers**



Investment property and shares are the top two investments held by investors



46%

vs.



28%

of investors plan to invest in **shares in 2021**

who plan to keep their **money in savings**



Lack of knowledge is the biggest barrier to investing in new products

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Where do Australia's high net worth investors* choose to invest?

Investors are hesitant when looking at global opportunities, with only ...

48%
investing
overseas



36%

of those without a SMSF cite the **time & effort** involved as a barrier

4 in 5



have held shares in the finance, industrials or telecommunications sectors



62%



of investors agree it is important the companies they invest in **operate ethically**

53%

of investors feel **diversifying their portfolio** is a top priority



64%



of investors are focusing on their **retirement as opposed to their children's inheritance**

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