

PROFIT FROM YOUR PRINCIPLES



BetaShares
Exchange Traded Funds

NOVEMBER 2017

The case for investing ethically using the BetaShares Sustainability Leaders ETFs (ASX Codes: ETHI and FAIR)

Introduction

Given the social and environmental challenges increasingly facing our planet, ethical investing is on the rise. Not only are many investors becoming more environmentally and socially conscious, it's also apparent that many companies with leading-edge credentials in these areas are well placed to be good investments in their own right. To meet this growing demand, the financial industry has naturally already seen a proliferation of many so-called "ethical" investment funds.

But what constitutes an "ethical" fund? As yet, there is no generally agreed industry definition. The result is that some funds touted as ethical still invest in fossil fuel producers, while others may invest in companies engaged in gambling or alcohol-related activities.

What's more, many current ethical funds still place a high priority on active management – using their discretion to pick stocks with a view to beating investment benchmarks. This can result in high management fees and relatively greater focus on smaller-cap stocks which are both riskier and have less ability to influence overall corporate culture.

BetaShares has taken a different approach, with the introduction of both the BetaShares Global Sustainability Leaders ETF (ASX Code: ETHI) and the BetaShares Australian Sustainability Leaders ETF (ASX Code: FAIR). First and foremost, our funds employ some of the broadest and most stringent sets of environmental, social and governance (ESG) screens in the industry, to ensure investors get a "true to label" ethical investment fund that does not include companies many might still find objectionable.

By using a largely rules-based methodology, our funds benefit by being cost-effective, transparent and diversified. And while our funds don't necessarily aim to "beat the market", the performance in recent years of the benchmarks they aim to track, has nonetheless been relatively good due to growing market support for companies with strong environmental and social credentials.

Last, but not least, as with all BetaShares' funds, these funds are also conveniently offered through the ASX as exchange traded funds (ETFs), meaning investors can buy them just as easily as a company share.

Ethical investing is on the rise

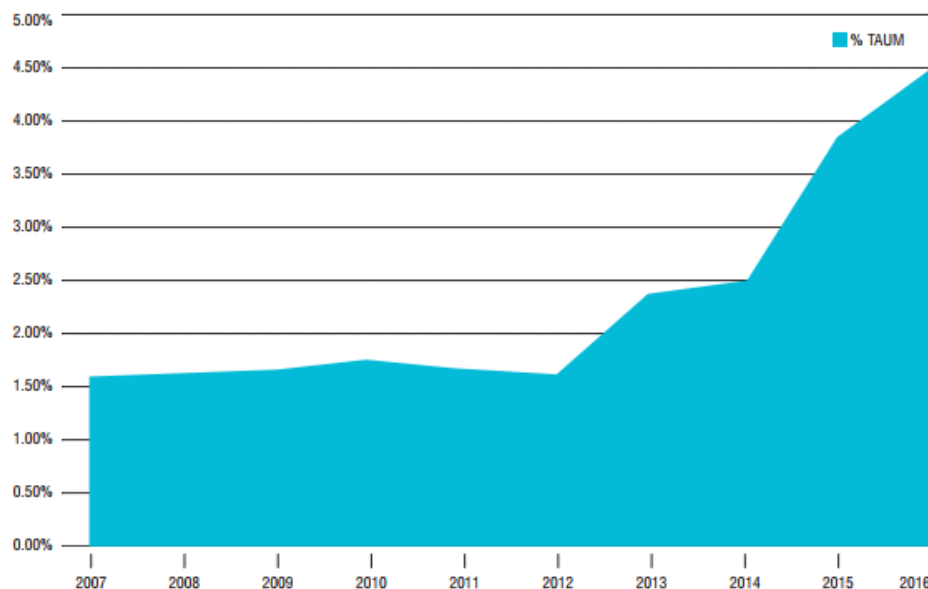
Australian investment in responsible and ethical investment portfolios has grown at a rapid pace in recent years. At the end of 2016, around \$65 billion was being invested within "core responsible investment" managed funds, representing 26% growth over the year¹. These funds now account for around 4.5% of total funds management assets in Australia, which is up significantly from only around 1.5% of total industry funds earlier last decade.

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CORE RESPONSIBLE INVESTMENTS AS A PERCENTAGE OF TOTAL INDUSTRY AUM SINCE 2006



Source: Responsible Investment Association of Australia 2016 Benchmarking Report

Consumer demand is the key driver for the increase in responsible investments. Given the environmental and social pressures facing our planet, many more investors are seeking out investment funds that only invest in companies consistent with their values, such as having sound environmental and socially responsible credentials. The last few years have seen high profile public campaigns against companies – and the fund managers that invest in them – engaged in a range of sensitive activities such as fossil fuels, tobacco, and the detention of asylum seekers.

Reflecting these heightened concerns, for example, many fund managers and financial institutions are now engaged in an active fossil fuel divestment program. By the end of 2016, global commitments to divest from fossil fuels had reached 688 institutions across 76 countries, representing almost \$A7 trillion².

Ethical investing can make good financial sense

Responsible investing is increasingly not just a matter of conscience – it can make good financial sense in its own right. After all, along with their investment dollars, households are also shifting their consumer spending toward companies that are considered greener and more socially responsible. On the cost side, technological innovation in the energy sector is also favouring companies less reliant on producing or using fossil fuels.

It's perhaps no surprise, therefore, that according to the Responsible Investment Association of Australia's 2017 Responsible Investment Benchmarking Report, the average return performance by both Australian and international "responsible" investment funds has generally tended to exceed that of the funds management industry average over the medium to long term.

¹ Responsible Investment Association of Australia (RIAA) Benchmarking Report, 2017.

² Arabella Advisors

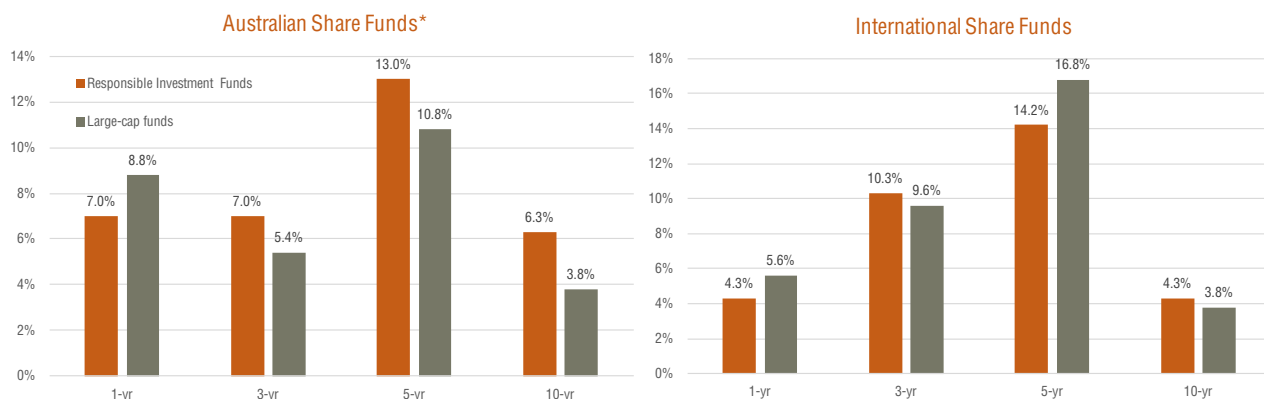


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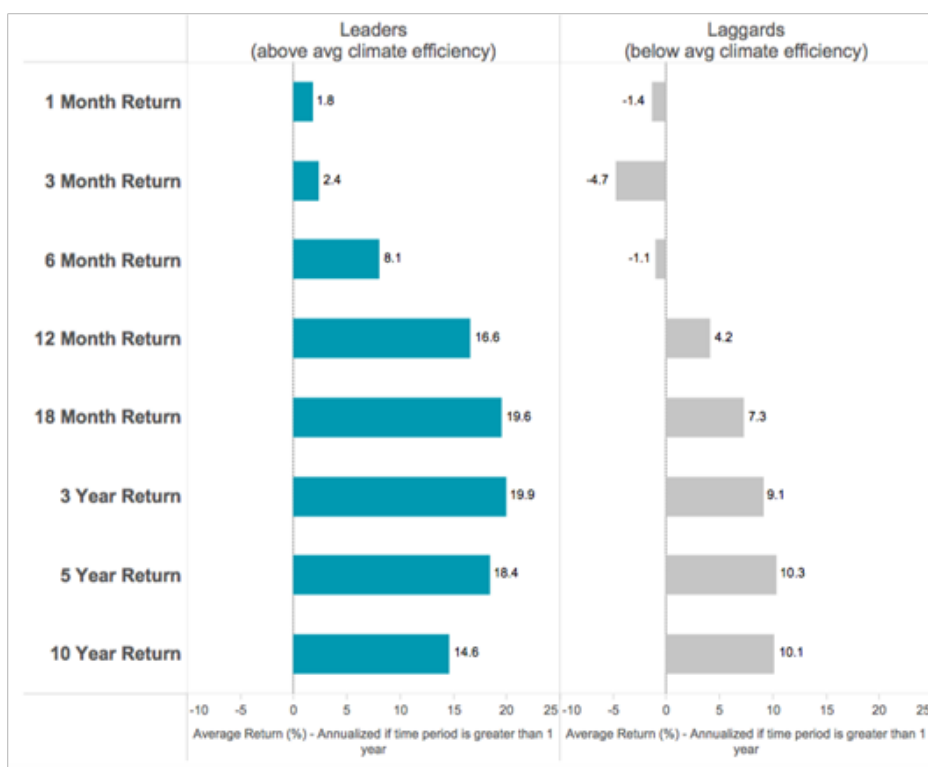
PERFORMANCE OF RESPONSIBLE INVESTMENT FUNDS V LARGE CAP AUSTRALIAN SHARES FUNDS & INTERNATIONAL SHARE FUNDS AS AT DECEMBER 2016



Source: Responsible Investment Association of Australia 2017 Benchmarking Report. Past performance is not an indicator of future performance. Average performance among funds as surveyed by Morningstar.

As seen in the chart below, that's also consistent with other evidence suggesting that, out of the universe of our 6000 global stocks, relatively more carbon efficient companies (or "climate leaders") had tended to produce better financial performance than others (the "climate laggards") in their industry.

AVERAGE TOTAL RETURN PERFORMANCE OF 'CLIMATE LEADERS' V 'CLIMATE LAGGARDS' AS 30 SEPTEMBER 2015



Source: Etho Capital, Trucost. Past performance is not an indicator of future performance.

Notably, the outperformance of "climate leaders" over "climate laggards" has been consistent across many sectors, including materials, industrials, and financials.

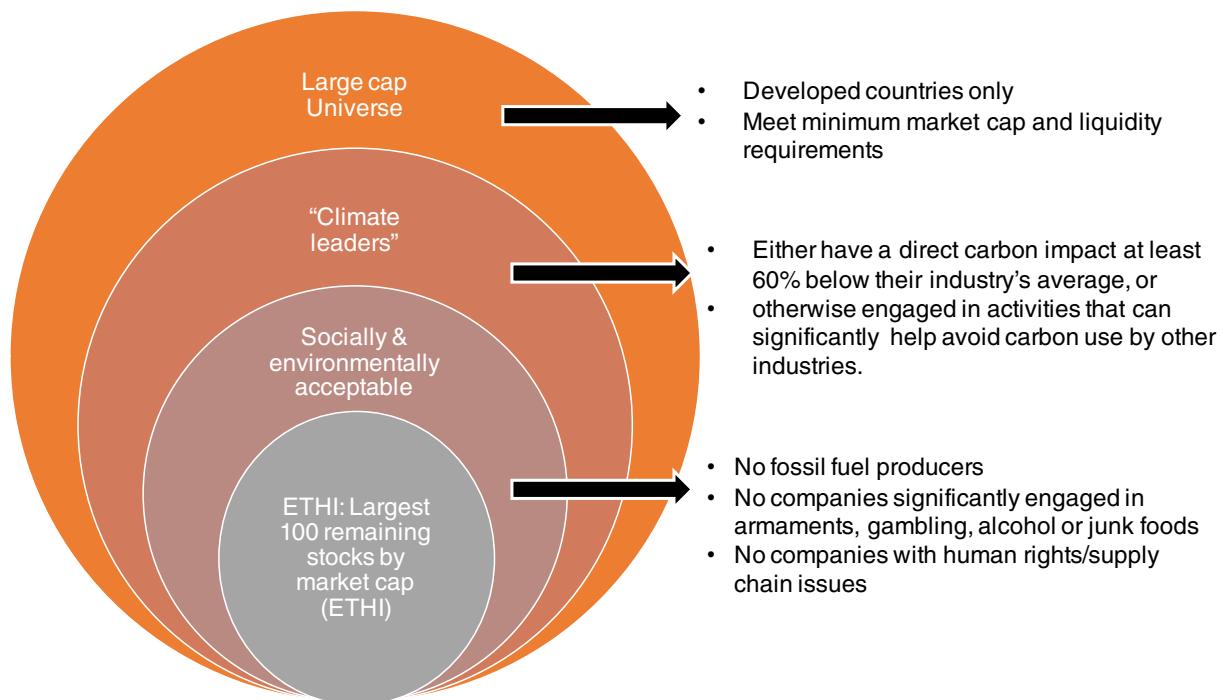
What's special about the Betashares' Sustainability Leaders ETFs?

As noted above, there is no generally agreed definition of what constitutes an “ethical” or “responsible” investment fund. Using their own discretionary criteria, some funds surprisingly manage to include fossil fuel producers, while others can include companies engaged in a range of other activities such as gambling or alcohol distribution.

In order to offer funds that are “true to label”, BetaShares decided to develop a comprehensive ESG screening methodology. To ensure the process was objective and cost-effective for investors, moreover, a largely rules-based screening methodology was devised, using well established industry benchmarks where possible.

ETHI

In the case of ETHI, an overview of this methodology is provided in the diagram below:



As evident, the first screen is to only consider influential global large-cap companies, and then only those objectively rated as ‘climate leaders’ in their respective industry. To be a climate leader, a company must have greenhouse-emissions-per-dollar-of-market capitalisation at least 60% lower than its industry average, or otherwise be involved in potentially significant greenhouse gas reducing activities (e.g., renewable energy, sustainable agriculture and land use, and carbon sequestration).

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Those companies that pass these tests are then subjected to a range of negative screens, to exclude those significantly engaged in a range of activities that are deemed inconsistent with “responsible investing.” These activities include the following:

- Production or financing of fossil fuel activities
- Uranium or nuclear energy
- Gambling
- Junk foods
- Tobacco
- Pornography
- Alcohol
- Mandatory detention of asylum seekers
- Armaments
- Human rights and supply chain concerns
- Animal cruelty
- Recent significant fines or convictions
- Chemicals of concern
- Destruction of valuable environments

Having found companies that meet all these stringent tests, ETHI then invests in the largest 100 global companies remaining, weighted by their market capitalisation.

FAIR

In the case of FAIR, as there is less reliable data on carbon emissions at the Australian company level, the selection of “climate” or “sustainability” leaders uses other criteria such as whether companies earn a minimum level of revenue from a range of business activities considered relatively climate friendly. They include renewable energy, energy efficiency, recycling, waste remediation, and public transport. Other activities include education, healthcare, community and regional banking, social services and social infrastructure (e.g. employment services, child care).

Along with all the negative screens referred to above, the Index which FAIR aims to track also includes a gender diversity requirement, in that companies selected must have at least one female director on their board of directors³. After all these filters, the final selection of companies to be included in FAIR’s Index is then done in a way so as to ensure an adequate level of diversification across sectors.

By adopting a rules-based stock selection strategy, both ETHI and FAIR are cost effective, with management costs of no more than 0.59% p.a. and 0.49% p.a. respectively⁴.

Finally, ETHI and FAIR are easy-to-access and invest in. Each can be bought or sold like any share on the ASX. If you are set up to buy shares, you are set up to buy them! As a result, there is no minimum investment amount required by BetaShares and, as long as you are set up to buy shares, you can buy either ETHI or FAIR without any further paperwork.

Both ETHI and FAIR are also transparent, in that their stock selection is based on a published methodology, and actual stock holdings are available daily on the BetaShares website.

³ Although not part of the current screening methodology for ETHI, gender diversity is being considered for future inclusion. FAIR also includes a screen against companies engage in “payday” lending.







⁴ Management costs comprise ongoing costs associated with operating the fund, such as management fee and recoverable expenses, but exclude transaction costs.



ETHI's Index – exposure to global leaders in a cleaner and greener world

The global portfolio of stocks contained within ETHI's Index provides a mix of well-known and established large companies across diversified sectors and geographies. These include Apple, Home Depot and Roche, along with exposure to companies which are directly involved in the transition to a sustainable energy future, such as Tesla and Shin-Etsu Chemical, which manufactures silicon for solar cells.

Below are some examples of companies that are included within ETHI's portfolio. As you can see, they are large organisations that are making profits for shareholders while still caring for the social and environmental well-being of the planet.

	<p>Apple </p> <p>Apple is one of the World's largest companies, best known for its computers and mobile devices. Apple has shown leadership on best practice supply chain with the <i>Baptist World Aid's Behind the Barcode</i> report giving Apple the equal highest score for an electronics company. The company has also led on other environmental initiatives, including elimination of mercury, lead, brominated flame retardants, arsenic, and phthalates in all products in advance of any regulatory requirements, as well as the near elimination of PVC.</p>
	<p>First Solar Inc </p> <p>First Solar manufactures solar panels and provides supporting services for photovoltaic power plants including financing, construction, maintenance, and panel recycling. To date, the company has sold over 13.5 gigawatts of solar generated electricity and financed and facilitated projects worth more than \$11bn.</p>
	<p>Industria De Diseno Textil SA </p> <p>Industria De Diseno Textil is a Spanish company better known as Inditex. It is the World's largest fashion group with over 5000 stores with its most well known brand being Zara. The company has scored an A grade in <i>Baptist World Aid's Behind the Barcode Fashion Report in 2016</i>. Inditex has made commitments to be fur free, angora free, and to have zero discharge of hazardous chemicals.</p>

FAIR's Index – no major banks or resource companies

Like ETHI's Index, FAIR's Index includes a broad range of companies displaying best-practice with regard to environmental, social and corporate governance issues.

What's more, given the top-heavy nature of the Australian equity market, another feature of FAIR's Index is that it provides good diversification away from the major banks and resource companies that dominate the market. As seen in the table below, compared to the benchmark S&P/ASX 200 Index, FAIR's Index excludes the Big-4 Australian banks (as they provide finance to fossil fuel producers) and the fossil-fuel producing major mining companies such as BHP-Billiton.

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COMPARISON OF TOP HOLDINGS: FAIR'S INDEX V S&P/ASX 200 AS AT 31 OCTOBER 2017

ASX200		FAIR's Index	
Name	Weight	Name	Weight
Commonwealth Bank of Australia	9.02	CSL Limited	4.00
Westpac Banking Corp	7.21	Telstra Corporation Limited	4.00
Australia & New Zealand Banking Group Lt	5.81	Suncorp Group Limited	4.00
National Australia Bank Ltd	5.47	Brambles Limited	4.00
BHP Billiton Ltd	5.37	Insurance Australia Group Limited	4.00
CSL Ltd	3.85	Resmed Inc	4.00
Wesfarmers Ltd	3.16	Stockland	3.97
Telstra Corp Ltd	3.06	ASX Limited	3.82
Woolworths Ltd	2.31	Dexus	3.67
Macquarie Group Ltd	1.96	Ramsay Health Care Limited	3.66

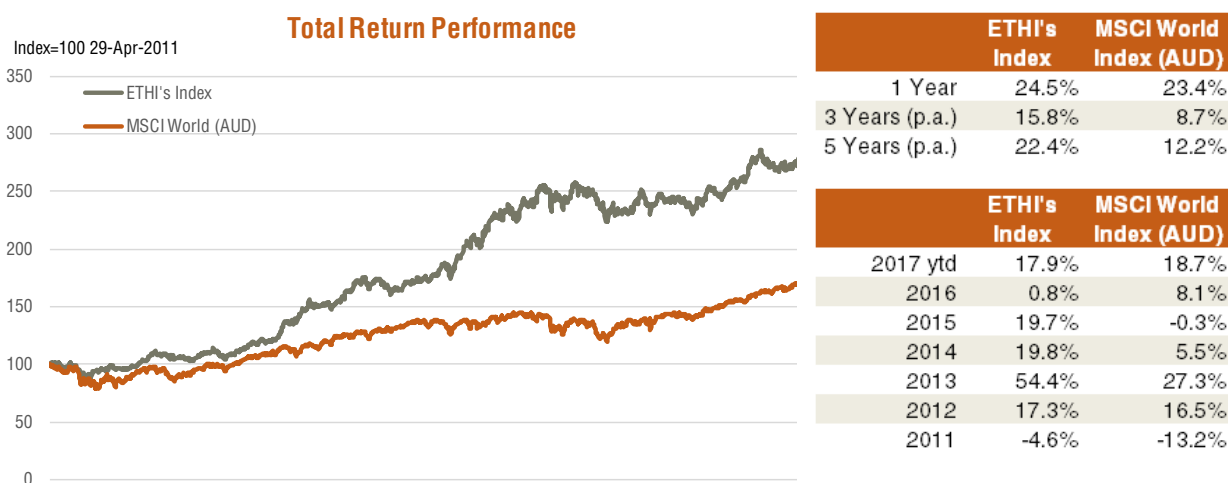
Source: Bloomberg. The Index which FAIR aims to track is the Nasdaq Future Australian Sustainability Leaders Index. You cannot invest directly in an index.

Indeed, FAIR's Index – as currently constructed – contains only two of the top ten stocks in the S&P/ASX 200 Index, and only four stocks in the top twenty.

Good return potential with a good conscience

As noted above, leading global companies with good social and environmental records are increasingly being rewarded in the market place by consumers and investors alike. Accordingly, as seen in the charts below, the indices which both ETHI and FAIR aim to track have historically tended to show superior longer term performance compared to the major equity benchmarks. This means that investors are able to consider investing in socially responsible companies without necessarily sacrificing returns.

ETHI'S INDEX V MSCI WORLD EX-AUSTRALIA (IN AUD): 29-APRIL-2011 TO 30-OCTOBER-2017



Source: Bloomberg. The Index which ETHI aims to track is the Nasdaq Future Global Sustainability Leaders Index. You cannot invest directly in an index. The inception date of the index is 29 April 2011. Performance shown is of ETHI's Index, not ETHI, and does not take into account ETHI's management costs. Past performance is not an indication of future performance of the Index or the ETF.

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Conclusion

Many investors today are increasingly demanding in terms of what they expect from a company. Not only should a company be able to deliver decent returns to shareholders, it should also do so whilst paying due regard to the social and environmental consequences of its actions. To help in picking companies best able to meet these dual demands, investors are also seeking out the services of professional investment managers.

To date, however, many so-called “ethical funds” suffer from often narrow and inconsistent screening approaches, along with high management fees and a focus on less globally influential and riskier smaller cap stocks.

By contrast, the Betashares Sustainability Leaders ETFs (ASX Code: ETHI and FAIR) offer transparent, true-to-label, cost-effective and easy to access ways for investors can gain exposure to a broad portfolio of companies with positive social and environmental records. Being exchange-traded, these exposures can be obtained just as easily as buying any share on the ASX.

Trading Information

BetaShares Funds can be bought or sold during the trading day on the ASX, and trade like shares.

EXCHANGE	ASX
ASX CODE	ETHI FAIR
CURRENCY	AUD
TRADING HOURS	10:00-16:00 (AEST)
BLOOMBERG CODE	ETHI AU FAIR AU
IRESS CODE	ETHI.AXW FAIR.AXW

EHTI Fund Information

DISTRIBUTIONS	SEMI-ANNUAL
MANAGEMENT FEE	0.49% P.A
EXPENSES	CAPPED AT 0.10% P.A
FUND INCEPTION	5 JANUARY 2017
INDEX	NASDAQ FUTURE GLOBAL SUSTAINABILITY LEADERS INDEX

FAIR Fund Information

DISTRIBUTIONS	SEMI-ANNUAL
MANAGEMENT FEE	0.39% P.A
EXPENSES	ESTIMATED AT 0.10% P.A
FUND INCEPTION	27 NOVEMBER 2017
INDEX	NASDAQ FUTURE AUSTRALIAN SUSTAINABILITY LEADERS INDEX

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There are risks associated with an investment in the Funds, including market risk, non-traditional index methodology risk and, in the case of ETHI, international investment risk and foreign exchange risk. For more information on risks and other features of the Funds please see the Product Disclosure Statements.

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