COPY SCRIPT FROM JN 392100267 AND APPLY THE CHANGES HIGHLIGHTED IN YELLOW

E0. Country.

- 1. Germany
- 2. Italy
- 3. Netherlands
- 4. France

GENDER AND AGE - USE STANDARDIZED QUESTIONS

SD1

SC

Are you?

- 1. Male
- 2. Female
- 3. Another gender
- 4. Prefer not to answer

SD2

OE NUM BOX - RANGE 1 TO 99 - STOP INTER IF E2 < 18

What is your age?

/__/ years old

SD3

TEST VIDEO – STOP INTER IF CODE 2 (strawberry and bell ring) IS NOT SELECTED – RANDOMIZE ITEMS 1 TO 5

We have videos to be presented in the survey, so this question is to test if your video player is working well. Please watch the video carefully and answer the question below.

Click the "play" button to start the video.

What do you see and hear in the video? *Please select one option only.*

- 1. Cat Meow and Elephant
- 2. Strawberry and bell ring
- 3. Dog Bark
- 4. Police Siren and Car
- 5. Train Horn
- 6. Not able to see and hear

SCREENOUT IF [F5=1 OR 2 OR 8] AND [F6=1 OR 8]

F.5

SC

How much do you save monthly?

Please indicate the amount of your monthly financial saving including retirement savings (but excluding real estate loan payments). If you save occasionally, please estimate the monthly average of your savings for the past 12 months. When saving together with a partner, please split the amount in half.

- 1. I do not save.
- 2. Up to €49 per month
- 3. €50 €99 per month
- 4. €100 €199 per month
- 5. €200 €499 per month
- 6. €500 €999 per month
- 7. More than €1,000 per month
- 8. I prefer not to answer (even if I understand that answers are fully anonymous)

F.6 SC

Please indicate the amount of the money and securities assets of your household.

- 1. Below EUR 900 500
- 2. EUR 900 500 to below EUR 2000
- 3. EUR 2000 to below EUR 5000
- 4. EUR 5000 to below EUR 10,000
- 5. EUR 10,000 to below EUR 20,000
- 6. EUR 20,000 to below EUR 50,000
- 7. EUR 50,000 to below EUR 100,000
- 8. EUR 100,000 to below EUR 250,000
- 9. EUR 250,000 or more

I prefer not to answer (even if I understand that answers are fully anonymous)

A.1	SC – STOP INTER IF CODE 3 SELECTED Which of the following statements applies to you with regard to financial decisions (e.g., investing money)?	
	I make the financial decisions alone.	
	2. I make financial decisions together with my partner.	
	3. I do not make the financial decisions myself, someone else	
	does.	
A.2	DELETE QUESTION	
A.3	DELETE QUESTION	
A.2	What are your financial objectives , in other words, what do you want	SC
A.2	to achieve with your money? Please select your current objective(s) and allocate the percentage of your savings that relate to those different objective(s).	LINKED SLIDERS TOTAL
	Please answer for each financial objective even if you want to allocate	SHOULD BE
	<mark>"0"</mark>	100%
	 Generate a precautionary buffer to be used in case of problem 	
	2. Save for retirement	
	Generate a long-term increase in wealth that could eventually	
	be bequeathed to my children	
	4. Generate additional income	
	Save money for personal projects	
	Save money for children or relatives	
	7. Any other objective	
	CORVEROM IN 442422275 (OUESTION A 44)	
A O.D.	COPY FROM JN 112192975 (QUESTION A.11)	OF CHA
A.2B	You mentioned other financial objectives, could you please detail what are these objectives?	OE CHA – FORCED – ASK IF CODE 7
	1	IS NOT "0" IN
	COPY FROM JN 112192975 (QUESTION A.11bis)	A2
	COFT FROM 314 112192973 (QUESTION A.TIBIS)	64
A.4	SC	
	Suppose you had \$100 in a savings account and the interest	
	rate was 2% per year. After 5 years, how much do you think you	
	would have in the account if you left the money to grow?	
	1. More than \$102	
	2. Exactly \$102	
	3. Less than \$102	
	4. Don't know	
	II DOTTERIOR	
A.5	SC	
	Imagine that the interest rate on your savings account was 1%	
	per year and inflation was 2% per year. After 1 year, how much	
	would you be able to buy with the money in this account?	

	More than today	
	2. Less than today	
	3. Exactly the same as today	
	4. Don't know	
A.6	SC	
Α.υ	Buying a single company's stock usually provides a safer return	
	than a stock mutual fund.	
	than a stock matainana.	
	1. True	
	2. False	
	3. Don't know	
۸ 7		
A.7	SC If interest rates fall, what should become to bend prices?	
	If interest rates fall, what should happen to bond prices?	
	1. They will rise	
	2. They will fall	
	They will stay the same	
	4. Don't know	
A.8	SC - SLIDER	
	How willing or unwilling are you to take risks when making	
	decisions in your life?	
	1 Completely unwilling to taking risks	
	1 - Completely unwilling to taking risks2	
	□ 5 □ 6	
	□ 7 - Very willing to take risks	
	8. Prefer not to say EXCLUSIVE (UNDER THE SLIDER)	

RANDOMIZE ITEMS 1 TO 10
A.9. How well do the following statements describe your personality?

I see myself as someone who	Disagree strongly	Disagree a little	Neither agree nor disagree	Agree a little	Agree strongly
1is reserved	1	2	3	4	5
2is generally trusting	1	2	3	4	5
3tends to be lazy	1	2	3	4	5

is relaxed, handles stress well	1	2	3	4	5
5has few artistic interests	1	2	3	4	5
6is outgoing, sociable	1	2	3	4	5
7tends to find fault with others	1	2	3	4	5
8does a thorough job	1	2	3	4	5
9gets nervous easily	1	2	3	4	5
10has an active imagination	1	2	3	4	5

PART B: Sustainable investing – General

NEW SCREEN

In the following section we will focus on sustainability and investing.

B.1	SC Have you ever heard of sustainable finance production investing? 1. Yes 2. No	ts or sustainable	
B.2	SC Do you currently own sustainable investments/sustainable investments/sustai	ainable finance	
B.3	SC Do you plan to invest (additional) money in sustainal investments/sustainable finance products within the years? 1. Yes 2. No		
B.4	ASK IF B2 = 1 AND A2 > 12 - DISPLAY SELECTED IN SAME RANDOMIZATION AS IN A2 OE NUM 0-100 FOR EACH ITEM FORCE AT LEAST ONE ITEM - TOTAL SHOULD BE A You have previously answered that you already ow investments. Could you say what proportion (in %) of your total first currently invested in sustainable investments: The total must be less than or equal to 100.	< OR = 100% n sustainable	
	 Savings account Money market account Shares Equity funds (incl. ETFs and index funds) Bonds 	% of total financial savings invested in sustainable investments % %	
	5. 2 5.145	%	

	П	, , , , , , , , , , , , , , , , , , ,
	6. Bond funds	%
	7. Private equity or debt funds	%
	8. Crowdfunding	%
	9. Cooperative shares	70
	Other fixed-income securities (e.g. mortgage bonds, government bonds, savings contracts, time deposits, subordinated loans)	%
	Other non-fixed-income securities (e.g. warrants, open-end real estate funds, closed-end funds, mixed funds)	%
	TOTAL	%
B.5	 MC - ASK ONLY IF B2 = 1 AND A2 → 12 AND TO 100 - RANDOMIZE 1 TO 9 We have observed a gap between your will to contribution financing of the sustainable transformation and the of your personal savings. Please select the reasons for this gap. 1. My financial advisor did not propose me the right 2. I have found no time to understand and evaluate to sustainability, so I stick to a conventional asset 3. I feel poorly informed about sustainable investments. 	ribute to the current situation t products e products related et allocation
	 I do not trust that providers of sustainable investing sustainability guidelines that they represent in the information. I would like to invest in sustainable investments be changing my asset allocation would increase the or decrease its return It takes too much time to inform myself about sus investments and the underlying criteria. I don't believe that sustainable investments generating impact. I'm motivated to be a sustainable investor but my preferences are not super clear to me. 	ments follow the eir investment but I'm afraid that risk of my portfolio stainable erate a real world
	 9. The reasons are different among the financial process. 10. Prefer not to say EXCLUSIVE 	oducts.
B.6	MC – RANDOMIZE ITEMS 1 TO 9 – ASK IF B2 = 2 You have indicated that you do not want to invest in investments or do not want to invest (additional) mo sustainable investments within the next three years Please select the reasons for this!	n sustainable oney in
	1. My financial advisor did not propose me the right p	products

	2. I have found no time to understand and evaluate products related to	
	sustainability, so I stick to a conventional asset allocation	
	I feel poorly informed about sustainable investments.	
	4. I do not trust that providers of sustainable investments follow the	
	sustainability guidelines that they represent in their investment	
	information.	
	5. I would like to invest in sustainable investments but I'm afraid that	
	changing my asset allocation would increase the risk of my portfolio	
	or decrease its return	
	It takes too much time to inform myself about sustainable	
	investments and the underlying criteria.	
	7. I don't believe that sustainable investments generate a real world	
	impact.	
	8. I'm motivated to be a sustainable investor but my sustainability	
	preferences are not super clear to me.	
	9. The reasons are different among the financial products.	
	10. Prefer not to say EXCLUSIVE	
	Total foldi field day <u>Excelosive</u>	
B.7	SC	
	Please assess your knowledge about sustainable investments.	
	1. No knowledge	
	2. Very low	
	3. Rather low	
	4. Neither low nor high	
	5. Rather high	
	6. Very high	
	7. Prefer not to say	
B.8	SC	NOTE
	In the context of sustainable financial investments, the acronym	FOR TRAN
	"ESG" is often used.	SLATI
	EGG 13 Official discut	ON
	What do you think the abbreviation "FCC" atondo for?	
	What do you think the abbreviation "ESG" stands for?	
	4. Environmental and Control Control	
	Environmental and Social Goals Foreign and Social Goals	
	Environmental and Sustainable Goals	
	3. Environmental, Social and Governance	
	Environmental, Sustainable and Governance	
	5. I don't know	
D C	SC	
B.9		
	Does a product advertised in the European Union as a "sustainable	
	financial product" have to meet uniform criteria, set by the state	
	regulatory authorities?	
	1. Yes	
	2. No	
	3. I don't know	
1		1

B.10	SC	
	Are you aware of a label (or certificate, or proof) that certifies a sustainable financial product (from governmental or non-governmental organizations)?	
	1. Yes	
	2. No3. I don't know	
B.11	SC	
5.11	Let's say a company has a low environmental footprint but has poor social and employee practices. Would it be possible to call the shares of this company a "sustainable" financial product in the financial markets?	
	1. Yes	
	2. No3. I don't know	
B.11B	SC In how many of the 3 ESG components (Environment, Social, Corporate	
	Governance) does a company have to be sustainable in order to be considered a sustainable company on the financial markets?	
	Only one of the elements	
	2. 2 elements3. All 3 elements	
	4. I don't know	
B.12	SC	
	An investment in a sustainable fund that includes companies with a low CO2 footprint directly reduces global CO2 emissions.	
	1. Yes	
	2. No3. I don't know	
B.13	SC	
5.10	Do financial institutions that offer sustainable products always proactively influence the sustainability behavior of the invested companies (e.g., by participating in the annual shareholders' meeting)?	
	1. Yes	
	2. No3. I don't know	
B.14	SC Is there a difference for you between "sustainable investing" and "impact investing?"	
	1. Yes	
	2. No3. I don't know	

B.16 B.16 B.16 B.16 B.16 B.16 B.16 B.17 B.17 B.17 B.17 B.18 B.18 B.18 B.18 B.18 B.18 B.18 B.18	<u>B.15</u>	Which of the following labels or certificates characterizes a financial product as sustainable in terms of environmental, social and governance criteria (ESG criteria)? 1. ISO 9001 certificate 2. ISR label 3. European organic label 4. FSC certificate	
Note that is "greenwashing" in the context of sustainable investments? 1. Investing in green technologies to generate high returns. 2. Using marketing strategies to present an investment as more sustainable/environmentally friendly that it really is. 3. Cleaning investment portfolios of environmentally harmful shares. 4. The focus of a mutual fund on sustainable agriculture 5. I don't know B.18 SC What is an "exclusion strategy" when investing sustainably? 1. Investing only in companies with high potential for growth. 2. Exclusion of certain industries or practices from the investment portfolio that are considered non-sustainable in terms of ESG criteria. 3. Investing exclusively in government bonds and risk-free investments. 4. Eliminating shares from the portfolio which generate below-average returns.	<u>B.16</u>	 specifically on companies with a low carbon footprint contribute to the reduction of global CO2 emissions? 1. Directly, by reducing the carbon footprint of the invested companies immediately. 2. Directly, by providing financial resources to companies that promote sustainable practices 3. Indirectly, by sending a signal to the market that investors value a low carbon footprint, which could motivate companies to improve their carbon footprint. 4. Depending on whether the equity fund has an active or passive management strategy. 5. I don't know 	
 What is an "exclusion strategy" when investing sustainably? 1. Investing only in companies with high potential for growth. 2. Exclusion of certain industries or practices from the investment portfolio that are considered non-sustainable in terms of ESG criteria. 3. Investing exclusively in government bonds and risk-free investments. 4. Eliminating shares from the portfolio which generate below-average returns. 	<u>B.17</u>	 What is "greenwashing" in the context of sustainable investments? Investing in green technologies to generate high returns. Using marketing strategies to present an investment as more sustainable/environmentally friendly that it really is. Cleaning investment portfolios of environmentally harmful shares. The focus of a mutual fund on sustainable agriculture 	
B.19 <u>SC</u>		 What is an "exclusion strategy" when investing sustainably? Investing only in companies with high potential for growth. Exclusion of certain industries or practices from the investment portfolio that are considered non-sustainable in terms of ESG criteria. Investing exclusively in government bonds and risk-free investments. Eliminating shares from the portfolio which generate below-average returns. I don't know 	

	Which statement best describes a "best-in-class" investment strategy?	
	 Investing in the industry leaders in terms of financial performance. Selecting companies that are leaders in sustainability within their industry. Focusing on companies with the best employee ratings. Selecting companies exclusively from environmentally friendly industries. I don't know 	
B. <u>20</u> 4 5	SC Please indicate your assessment of the average risk level of sustainable investments compared to conventional investments.	
	 The average risk is <u>much lower</u> for sustainable investments. The average risk is <u>rather lower</u> for sustainable investments. The average risk is <u>neither higher nor lower</u> for sustainable investments. The average risk is <u>rather higher</u> for sustainable investments. The average risk is <u>much higher</u> for sustainable investments. 	
	6. No statement	
B. <u>21</u> 4	 Please indicate your assessment of the average level of interest rates or returns of sustainable investments compared to conventional investments. The average interest rate or return is much lower for sustainable investments. The average interest rate or return is rather lower for sustainable investments. The average interest rate or return is neither higher nor lower for sustainable investments. The average interest rate or return is rather higher for sustainable investments. The average interest rate or return is rather higher for sustainable investments. 	
	5. The average interest rate or return is <u>much higher</u> for sustainable investments.6. No statement	
B. <u>22</u> 1 7	SC Please indicate your assessment of the average level of fees of sustainable investments compared to conventional investments.	
	 The average fees are <u>much lower</u> for sustainable investments. The average fees are <u>rather lower</u> for sustainable investments. The average fees are <u>neither higher nor lower</u> for sustainable investments. The average fees are <u>rather higher</u> for sustainable investments. The average fees are <u>much higher</u> for sustainable investments. No statement 	
	o. No statement	

DELETE OLD PART C (VIDEO, C1, C2) AND D (D1 TO D8) AND REPLACE WITH THE ONES BELOW

PART C: Believes

COPY QUESTION FROM JN 112192975 (QUESTION B1 IN THIS PREVIOUS PROJECT)

C.1	Please rate the following statement.	SC – SCROLLING
	ROW ITEMS	MATRIX
	 I believe that financial investments are an appropriate way to express one's values I believe that financial investments in general are effective to change the world I believe that my own financial investments, whatever their 	
	actual amount, can make a difference. SCALE ITEMS 1. Strongly disagree 2. Disagree 3. Neither agree nor disagree 4. Agree 5. Strongly agree	

PART D: Sustainability objectives

QUESTION D1 & D2 CAN BE COPIED FROM JN 112192975 (QUESTION C1 & C2 IN THIS PREVIOUS PROJECT)

LOOP D1 AND D2 FOR THE TOP 3 SCORES IN A2

If respondents selected code 7 "any other objective" in A2 top 3 scores, display text from OE in A2B

D.1	You documented in a previous question that your savings serve different financial goals. For the following goal "[INSERT LOOPED ITEM IN RED]", please express how important it is for you? ROW ITEMS 1to align your savings with your personal values 2to use your savings to have a clear positive impact on the society or the environment 3that your savings achieve the maximum possible return for the level of risk you accept to take	SC – SCROLLING MATRIX RANDOMIZE ITEMS
	SCALE ITEMS 1. Not important at all 2. Not so important 3. Neutral 4. Important 5. Very important	
D.2	DISPLAY ITEMS WITH [CODE 5 OR 4 SELECTED IN D1] ASK D2 IF AT LEAST 2 ITEMS CAN BE SELECTED IF ONLY ONE ITEM ELIGIBLE THEN DON'T ASK AND AUTOPUNCH AS RANK 1 For the following goal "[INSERT LOOPED ITEM IN RED]", you have chosen more than one sustainability-related objectives. Please rank their priority in the order you would like to have them implemented (1 = most important).	MC – RANKING QUESTION – 3 RANK MAX RANDOMIZE ITEMS
	 to align your savings with your personal values to use your savings to have a clear positive impact on the society or the environment that your savings achieve the maximum possible return for the level of risk you accept to take 	

Part E: Environmental impact claims

E.1 Imagine your financial advisor would recommend you to invest in

the following investment fund product with the description below (please read):

SC PER **ROW**

Global Climate Change Fund

The Fund's investment objective is to contribute towards climate change mitigation and adaptation as considered by the Paris Climate Agreement while seeking capital appreciation. In order to achieve the long-term global warming targets of the Paris Climate Agreement, the Fund pursues decarbonization primarily through investments in solutions to reduce greenhouse gas emissions, and secondarily through investments in companies committed to aligning their own self-decarbonization trajectory with the 1.5degree scenario.

Please rate the following statement.

ITEMS:

- 1. I would expect that an investment in this fund allows me to have a clear positive impact on climate change.
- 2. I would expect that an investment in this fund allows me to align my savings with my personal values.
- 3. I would expect that an investment in this fund allows me to achieve the maximum possible return with my savings.

SCALE

- 1. Strongly disagree
- Disagree
- 3. Neither agree nor disagree
- 4. Agree
- 5. Strongly agree

Part E Part F: Sociodemographic profile

NEW SCREEN

Congratulations! You are done with the technical part. Now comes the easy part: just a few questions about you. After that section, we promise it's completely over.

Please indicate your highest educational level. 1. No education qualifications 2. School qualification 3. Bachelor's degree 4. Master's degree 5. PhD 6. Other professional qualification: INSERT OE CHA BOX 7. I prefer not to say **F**.4 SC Please indicate the monthly net income of your household (income after taxes and social security contributions). 1. Below EUR 500 2. EUR 500 to below EUR 1000 3. EUR 1000 to below EUR 1500 4. EUR 1500 to below EUR 2000 5. EUR 2000 to below EUR 3000 6. EUR 3000 to below EUR 4500 7. EUR 4500 to below EUR 6000 8. EUR 6000 to below EUR 7500 9. EUR 7500 to below EUR 10,000 10. EUR 10,000 or more 11. I prefer not to answer (even if I understand that answers are fully anonymous) F.5 How much do you save monthly? Please indicate the amount of your monthly financial saving including retirement savings (but excluding real estate loan payments). If you save occasionally, please estimate the monthly average of your savings for the past 12 months. When saving together with a partner, please split the amount in half. 9. I do not save. 10. Up to €49 per month 11. €50 - €99 per month 12. €100 - €199 per month 13. €200 - €499 per month 14. €500 - €999 per month

15. More than €1,000 per month

	16. I prefer not to answer (even if I understand that answers are fully anonymous)	
F.6	SC	
	Please indicate the amount of the money and securities	
	assets of your household.	
	10. Below EUR 500	
	11. EUR 500 to below EUR 2000	
	12. EUR 2000 to below EUR 5000	
	13. EUR 5000 to below EUR 10,000	
	14. EUR 10,000 to below EUR 20,000	
	15. EUR 20,000 to below EUR 50,000	
	16. EUR 50,000 to below EUR 100,000	
	17. EUR 100,000 to below EUR 250,000	
	18. EUR 250,000 or more	
	19. I prefer not to answer (even if I understand that answers are	
	fully anonymous)	

LAST SCREEN (CHECK IF YOU CAN UPDATE THE END PAGE OR IF WE HAVE TO ADD A NEW SCREEN):

Thank your for your interest and participation!

This survey was conducted by MyFairMoney, an independent and non-commercial online platform which helps you to invest more sustainably.

If you want to find out more about sustainable investing, visit us under myfairmoney.eu.

Please click on the continue button to validate your answers.