

HOW ADVICE HAS A POSITIVE IMPACT ON OUTCOMES

The importance of knowledge and professional financial advice is demonstrable, both in terms of tangible results and emotions.

We surveyed over 1,000 investors in Australia in our 6th Legg Mason Global Investment Survey where 45% regularly use a financial adviser, 34% sometimes use an adviser and 22% are 'DIY Investors', who take care of all their investments themselves.

To understand more about the difference between the Advised Investor and the DIY Investor read the facts in this flyer.



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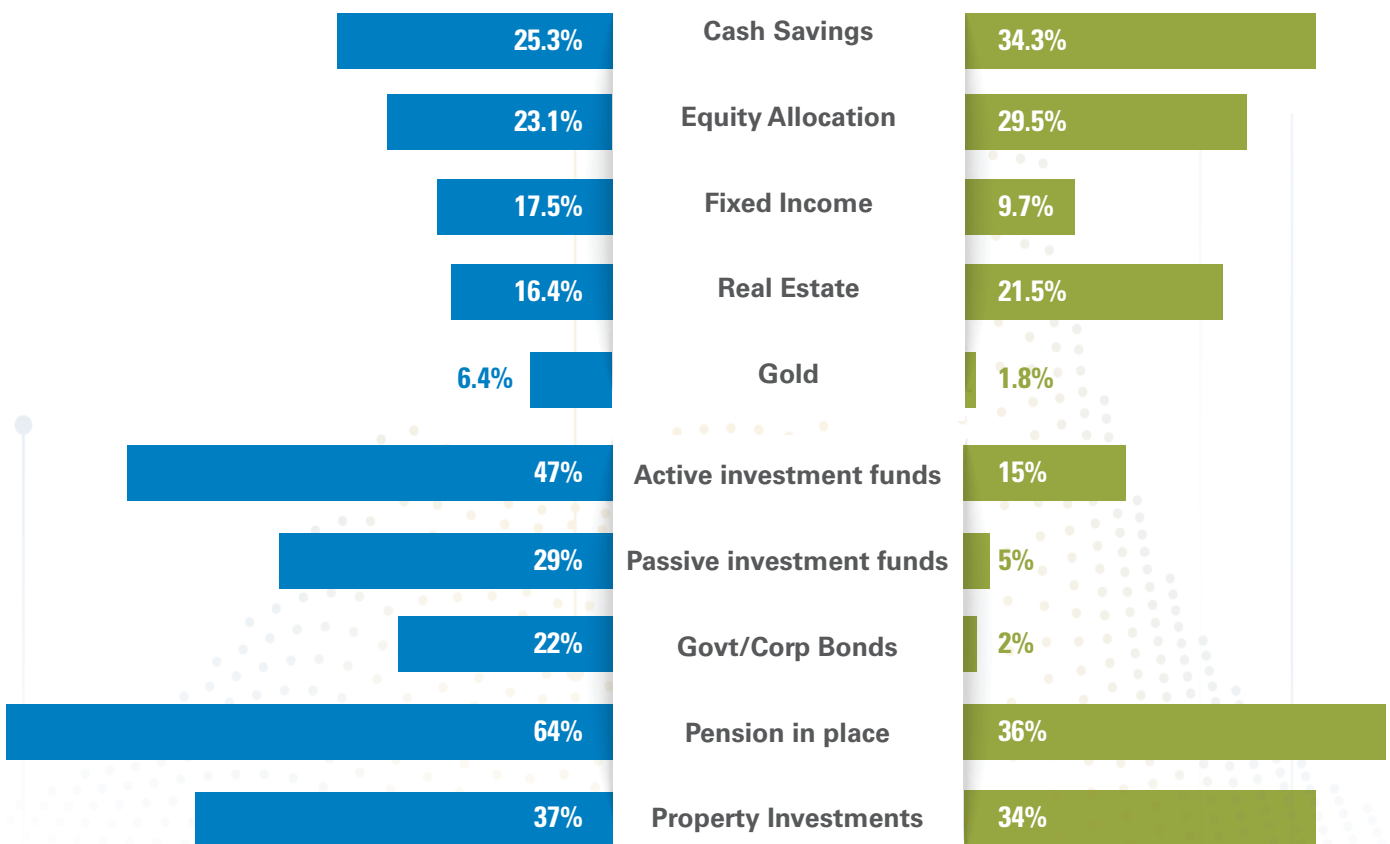
■ Advised Investors ■ DIY Investors

Legg Mason Global Asset Management commissioned a comprehensive global survey to track investment and behaviour trends over the past year. The survey also looks at the opportunities investors see in the coming 12 months.

ADVISED INVESTORS



DIY INVESTORS



AVERAGE RETURNS FROM INCOME PRODUCING ASSETS

7.5%

6.0%

ATTITUDES AND FUTURE OF INVESTING

BEST OPPORTUNITIES (NEXT 12 MONTHS)



CONFIDENCE IN INVESTMENT OPPORTUNITIES



HIGH INVESTMENT KNOWLEDGE



CHANGES TO INVESTMENTS (TIMES PER YEAR)



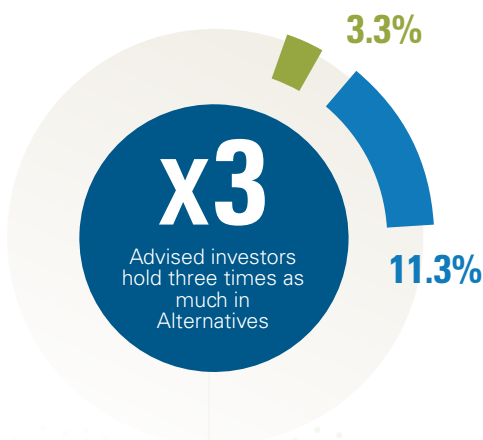
POSITIVE ATTITUDE TOWARDS VOLATILITY



FOLLOW ESG CONSIDERATIONS



INVESTMENTS IN ALTERNATIVES



CONFIDENCE IN RETIREMENT QUALITY



PROACTIVE IN TIMES OF VOLATILITY



FOR MORE INFORMATION ON THE LEGG MASON GLOBAL INVESTMENT SURVEY SEE:

<https://www.leggmason.com/content/dam/legg-mason/documents/en/insights-and-education/brochure/global-investment-survey-brochure.pdf>

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