

Media release

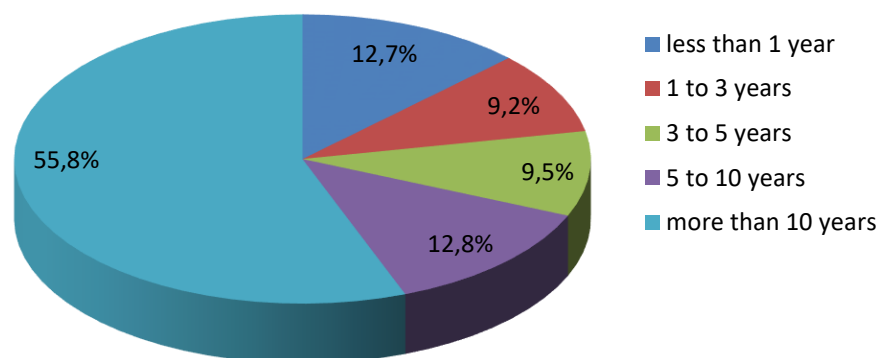
DDV Online trends survey – September 2018: Structured securities firmly established among retail investors Investors have extensive experience of structured products

Frankfurt am Main, Germany, 12 September 2018

Almost 56 percent of retail investors in Germany have viewed structured securities as an investment option for more than ten years. These were the core findings of the current trend survey by Deutscher Derivate Verband (DDV), the German Derivatives Association. A total of 3,716 persons took part in the online survey, which was conducted jointly with six major finance portals. Most of the respondents were well-informed investors, who make their own investment decisions and act without advice. A further 13 percent of respondents state that they have considered structured products in their decision-making for five to ten years. 10 percent have looked into structured securities when making investment decisions for the last three to five years, while 9 percent have only viewed them as an option for between one and three years. Just 12 percent have only considered this type of investment more recently.

‘This survey shows that the majority of investors in structured products actively looked into structured securities before, during and after the financial crisis. Especially in difficult market conditions dominated by a host of geopolitical and economic issues, more and more investors are recognising that these products can play a meaningful role and considering them as part of a broad portfolio. However, investors should only buy financial products which they understand and which suit their individual opportunity/risk profile,’ said Lars Brandau, Managing Director at Deutscher Derivate Verband (DDV), the German Derivatives Association.

For how many years have you considered structured securities when making investment decisions?



There were 5,692 respondents to this online trends survey. The results of the survey, which was conducted in collaboration with the finance portals Ariva.de, finanzen.net, finanztreff.de, Guidants, OnVista and wallstreet-

online.de, are also available on the DDV website at <http://www.derivateverband.de/ENG/Statistics/TrendOfTheMonth>

Deutscher Derivate Verband (DDV), the German Derivatives Association, is the industry representative body for the leading issuers of derivative securities in Germany, who represent more than 90 percent of the German structured products market: BayernLB, BNP Paribas, Citigroup, Commerzbank, DekaBank, Deutsche Bank, DZ BANK, Goldman Sachs, Helaba, HSBC Trinkaus, HypoVereinsbank, LBBW, Morgan Stanley, Société Générale, UBS and Vontobel. Furthermore, the Association's work is supported by seventeen sponsoring members, which include the Stuttgart and Frankfurt Exchanges, Baader Bank, the direct banks comdirect bank, Consorsbank, flatex, ING-DiBa, maxblue and S Broker, as well as finance portals and other service providers.

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