2023 Edelman Trust Barometer Insights for

Financial Services





2023 Edelman Trust Barometer

Methodology

Annual online survey in its 23rd year

Fieldwork conducted: Nov 1 - Nov 28, 2022



Russia, part of the Edelman Trust Barometer from 2007 to 2022, was not included in this wave

The data in this deck was collected before the U.S. financial events of March 2023

Global averages

These vary based on the number of countries surveyed each year:

GLOBAL 27

*To protect the stability of the global average, Sweden will not be included in the average until there are at least two years of recent data

GLOBAL 25 Excludes China and Thailand

The sensitive nature of the question prevented this data from being collected in these countries

Statistical significance

0-0

O Significant change

All indicated year-over-year significant changes were determined using a t-test set at a 99%+ confidence level

For more details on global averages and country-specific methodology, please refer to the Technical Appendix

Four Pillars Impact Trust in the Financial Services Sector

Economic Anxieties

EATING OR HEATING? NO ONE SHOULD HAVE TO CHOOSE

Economic optimism is collapsing around the world, with 24 of 28 countries seeing all-time lows in the number of people who think their families will be better off in five years. High concerns about inflation, retirement and the ability to pay bills.



Regulatory Realities

Business is under pressure to step into the void left by government. That is underscored even more strongly in the financial services world, where lack of transparency and lack of regulatory oversight can bring down institutions in a weekend.



Mass-Class Divide

The top quartile of income live in a different trust reality than those in the bottom quartile, with 20+ point gaps in Thailand, the United States, and Saudi Arabia. This polarization is showing up as diverging belief systems in the areas of ESG and DEI.

The Battle for Truth



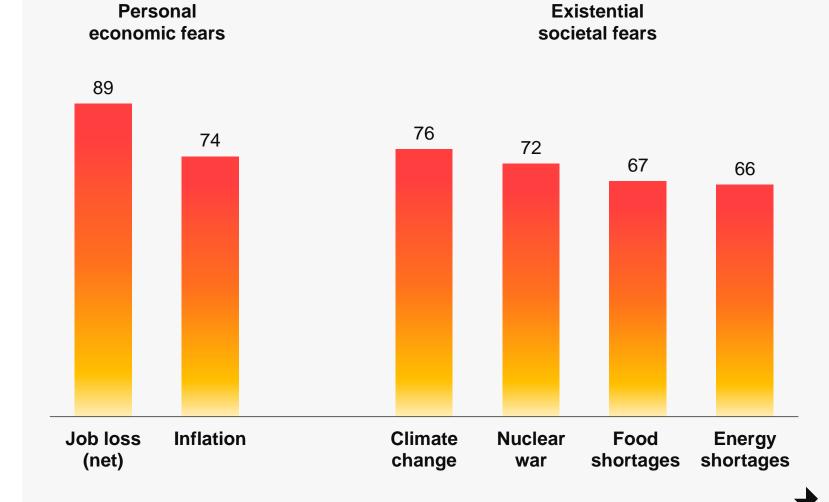
A shared media environment has given way to echo chambers, making it harder to collaboratively solve problems. Media is not trusted, with especially low trust in social media, which can accelerate panic and fuel misinformation.

Facing Economic Fears Without a Trust Safety Net

P. 4

Personal Economic Anxieties On Par With Existential Fears

Percent who worry about ...

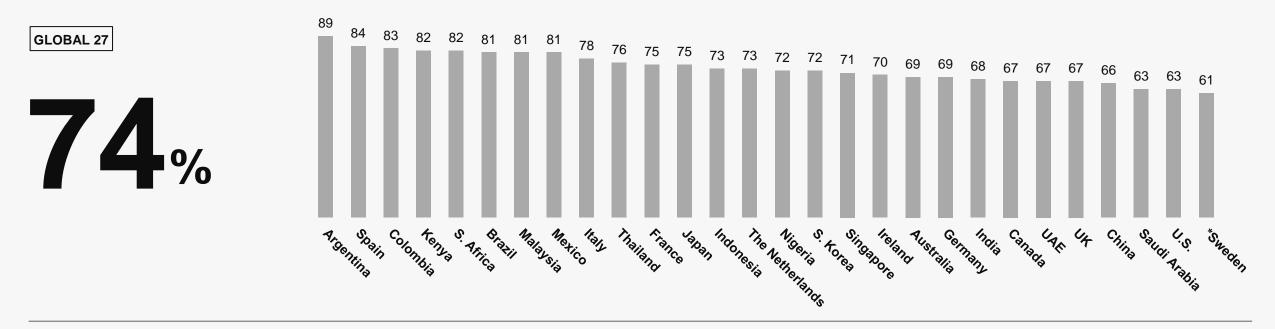


2023 Edelman Trust Barometer. POP_EMO. Some people say they worry about many things while others say they have few concerns. We are interested in what you worry about. Specifically, how much do you worry about each of the following?
9-point scale; top 4 box, worry. Some attributes asked of half of the sample. General population, 27-mkt avg. Job loss asked of those who are an employee of an organization (Q43/1). Job loss is a net of attributes 1-3, 5, and 22-24.

Widespread Concerns Over Inflation

Percent who say

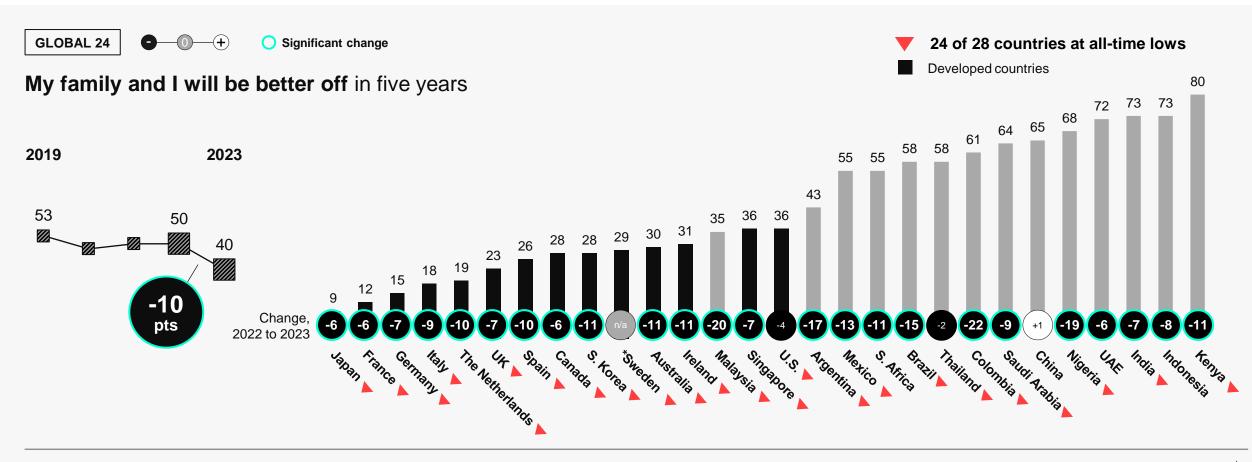
I worry my pay increases are not keeping up with the inflation rate causing me to lose ground financially



2023 Edelman Trust Barometer. POP_EMO. Some people say they worry about many things while others say they have few concerns. We are interested in what you worry about. Specifically, how much do you worry about each of the following? 9-point scale; top 4 box, worry. Some attributes asked of half of the sample. General population, 27-mkt avg. *Sweden is not included in the global average.

Personal Economic Optimism Collapses

Percent who say



2023 Edelman Trust Barometer. CNG_FUT. Thinking about the economic prospects for yourself and your family, how do you think you and your family will be doing in five years' time? 5-point scale; top 2 box, better off. General population, 24-mkt avg. *Sweden is not included in the global average. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Polarization Worsens Economic Fears

Among those who say their country is divided on key issues, percent who say

GLOBAL 25 Excludes China and Thailand

If our divisions are not addressed, this is likely to be a consequence

Top 5 of 13:



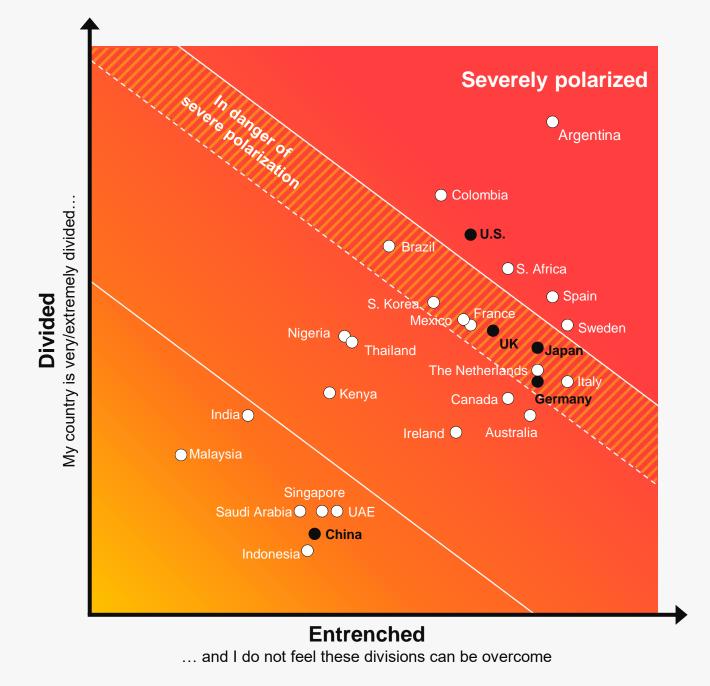
Economic consequence

Economic consequence

2023 Edelman Trust Barometer. NAT_POL_CONS. What do you see as the likely consequences of these divisions within your country if they are not addressed? Pick all that apply. Question asked among those who say their country is divided on key issues (POL_DEG/2-5). General population, 25-mkt avg. Data not collected in China and Thailand. The order shown is based on top 5 rank with ties broken by decimals.

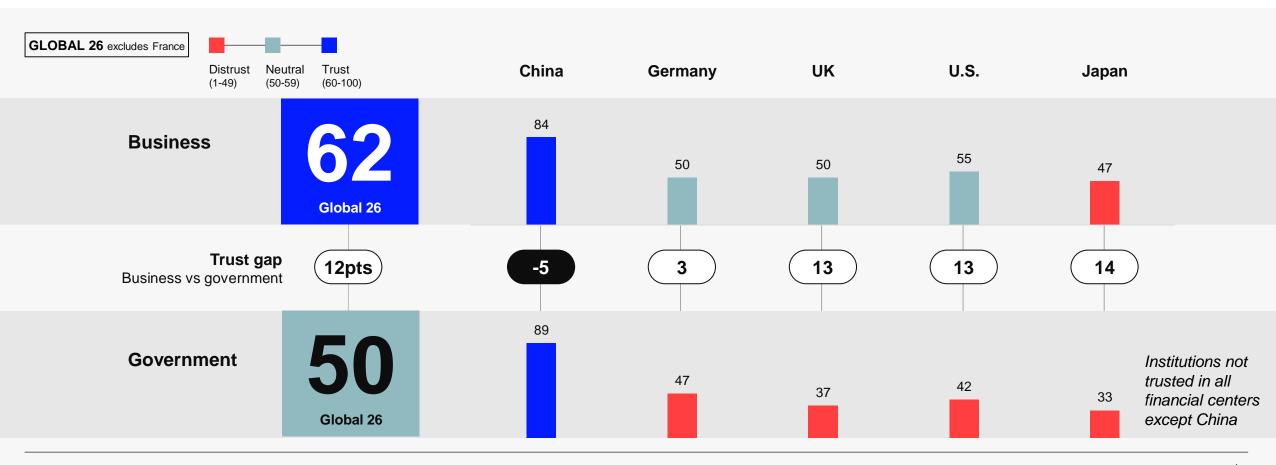
Global Financial Centers Among Most Polarized Countries

2023 Edelman Trust Barometer. POL_DEG. Using the scale below, please indicate how divided on key societal issues you believe your country is today. 5-point scale; top 2 box, very/extremely divided. POL_PROG. How likely or unlikely do you think it is that your country will be able to work through or overcome its ideological divisions and lack of agreement on key issues and challenges? 8-point scale; codes 2-5, divisions can't be overcome. General population, by market. Data for "entrenched" is POL_PROG/2-5 filtered by those who feel their country is very/extremely divided (POL_DEG/4-5). All data is rebased to exclude those that said, "don't know."



Neither Business Nor Government Trusted in 4 of 5 Global Financial Centers

Percent trust



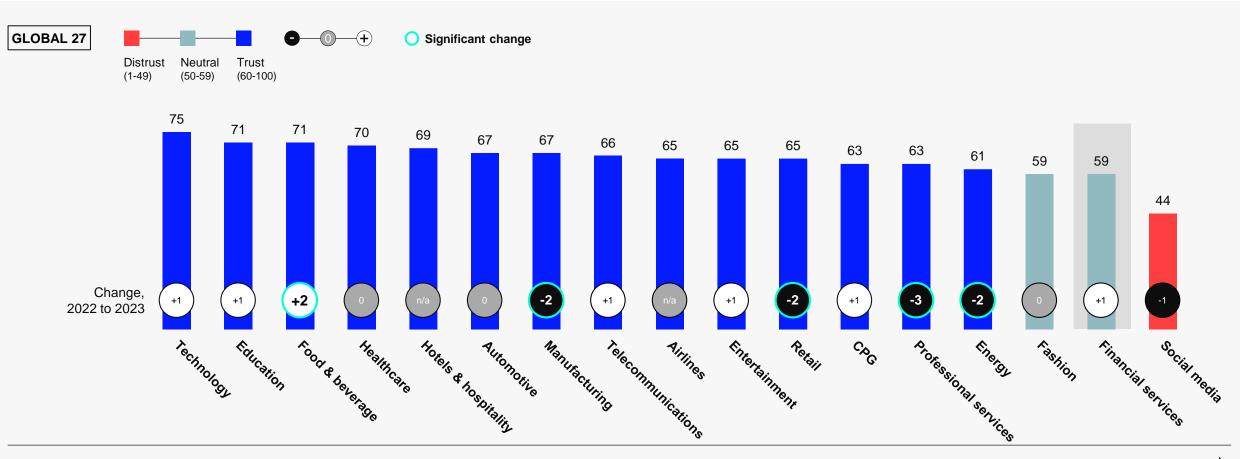
2023 Edelman Trust Barometer. TRU_INS. Below is a list of institutions. For each one, please indicate how much you trust that institution to do what is right. 9-point scale; top 4 box, trust. General population, 26-mkt avg and by China, Germany, Japan, UK and U.S.

Due to a translation inconsistency, the France data was removed from this slide. For more details contact the Trust Barometer research team.

High Trust in Financial Services Belies Systemic Flaws

Globally, Financial Services Among Least Trusted Sectors

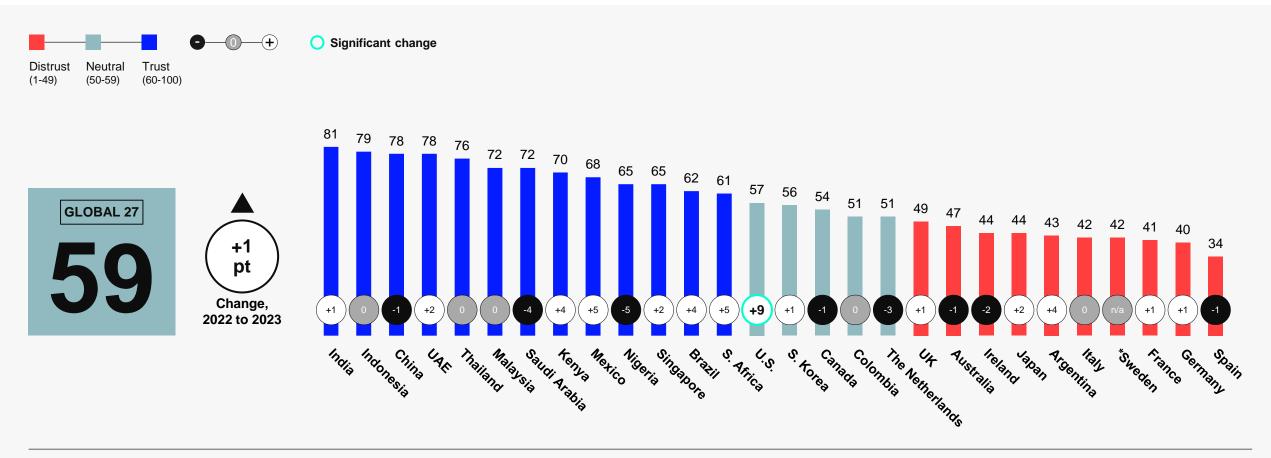
Percent trust



2023 Edelman Trust Barometer. TRU_IND. Please indicate how much you trust businesses in each of the following industries to do what is right. 9-point scale; top 4 box, trust. Industries shown to half of the sample. General population, 27-mkt avg. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Financial Services Sector Not Trusted in 15 of 28 Countries

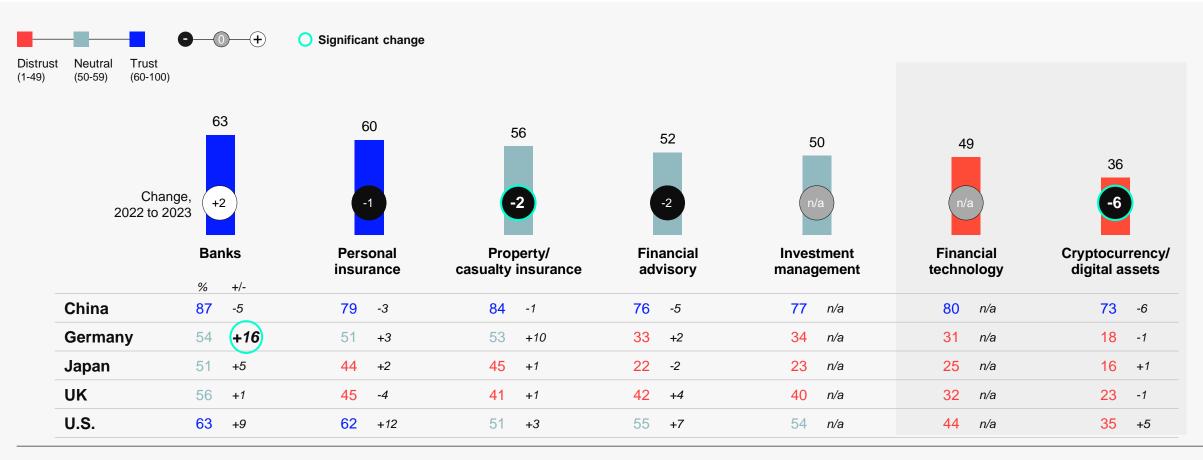
Percent trust



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FinTech Distrusted; Trust in Crypto Collapses

Percent trust

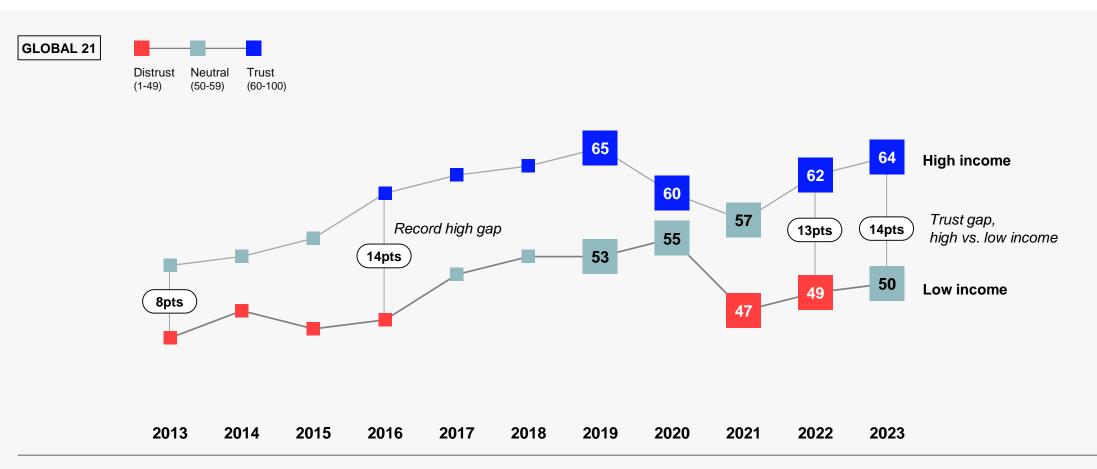


2023 Edelman Trust Barometer. TRU_SUB_FIN. Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. Question shown to one-fifth of the sample. General population, 27-mkt avg and by China, Germany, Japan, UK and U.S. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Note: in Canada, the French-Canadian translation of "Property / casualty insurance" is "Damage insurance".

Income-Based Trust Inequality Returns to Record High for Financial Services

Percent trust in financial services sector



2023 Edelman Trust Barometer. TRU_IND. Please indicate how much you trust businesses in each of the following industries to do what is right. 9-point scale; top 4 box, trust. Industries shown to half of the sample. General population, 21-mkt avg, by income.

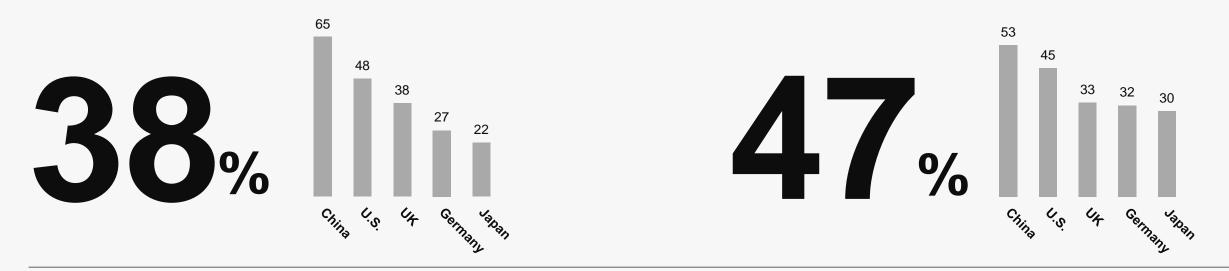
Financial Services Companies Lack Fairness and Vision

Percent who say

Global 27

Financial service companies serve the interests of everyone equally and fairly

Financial service companies have a vision for the future that I believe in

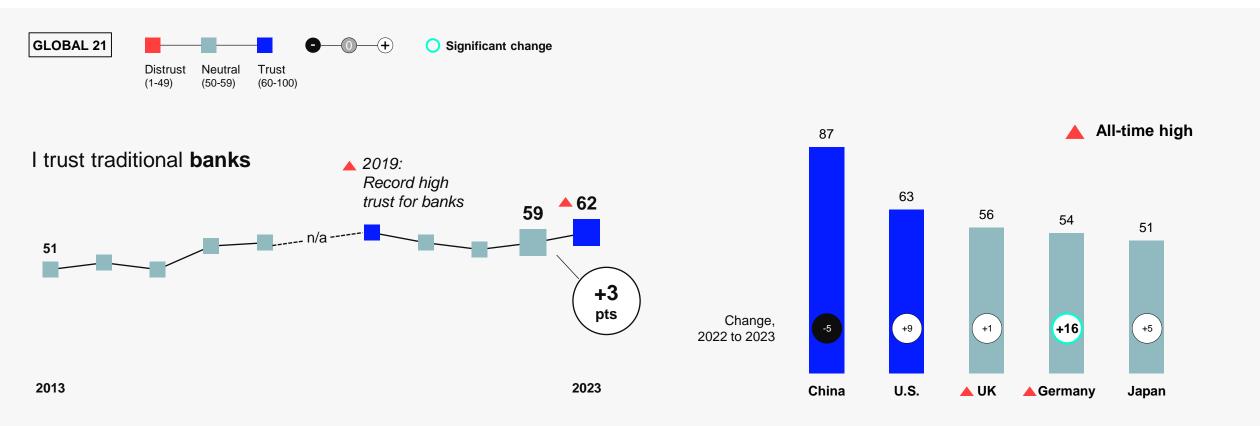


2023 Edelman Trust Barometer. FIN_PER_DIM. In thinking about why you do or do not trust financial services companies, please specify where you think they fall on the scale between the two opposing descriptions. 11-point scale; top 5 box, positive. Question shown to one-fifth of the sample. General population, 27-mkt avg and by China, Germany, Japan, UK and U.S.

Banking System Faces Crisis

January 2023: Trust in Banks Returns to Record High

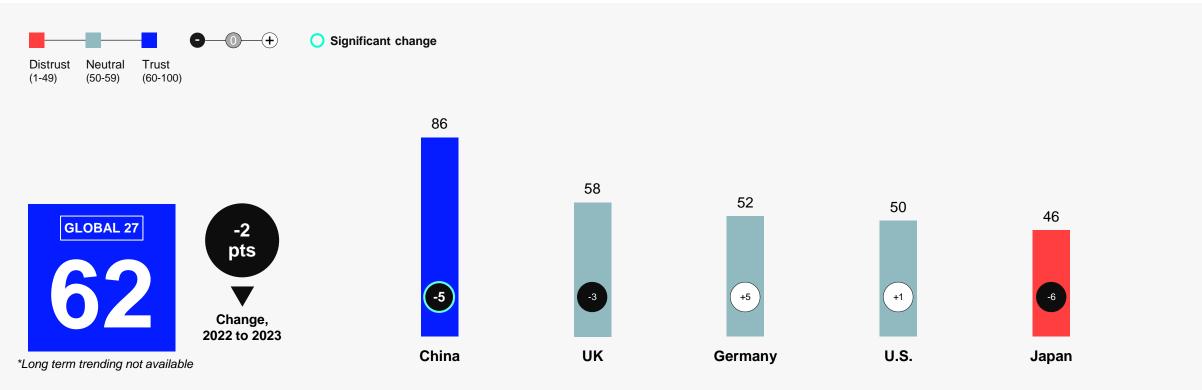
Percent who say



2023 Edelman Trust Barometer. TRU_SUB_FIN. Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. General population, 21-mkt avg, and by China, Germany, Japan, UK and U.S. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Central Banks Not Trusted in 4 of 5 Global Financial Centers

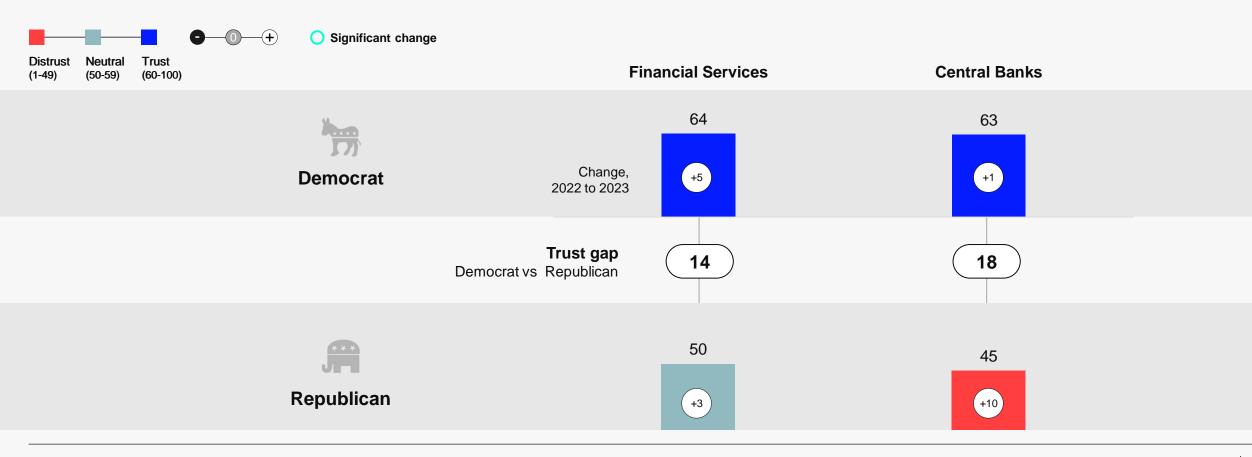
Percent trust in central banks



2023 Edelman Trust Barometer. TRU_INS. Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. General population, 27-mkt avg, and by China, Germany, Japan, UK and U.S. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Heightened Risk of Politicization of Government Action in U.S.

Percent trust, in the U.S.

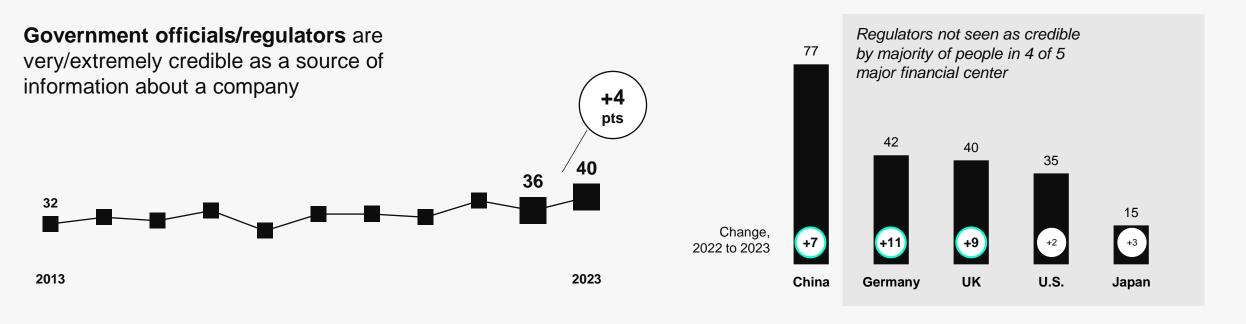


2023 Edelman Trust Barometer. TRU_INS. Below is a list of institutions. For each one, please indicate how much you trust that institution to do what is right. 9-point scale; top 4 box, trust. TRU_IND. Please indicate how much you trust businesses in each of the following industries to do what is right. 9-point scale; top 4 box, trust. Industries shown to half of the sample. General population, U.S. by political affiliation. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Regulators Not Credible

Percent who say

GLOBAL 21 G-0-+ O Significant change



2023 Edelman Trust Barometer. CRE_PPL. Below is a list of people. In general, when forming an opinion of a company, if you heard information about a company from each person, how credible would the information be? 4-point scale, top 2 box, credible. Question asked of half the sample. General population, 21-mkt avg, and by China, Germany, Japan, UK, U.S. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Restoring Trust in Financial Services

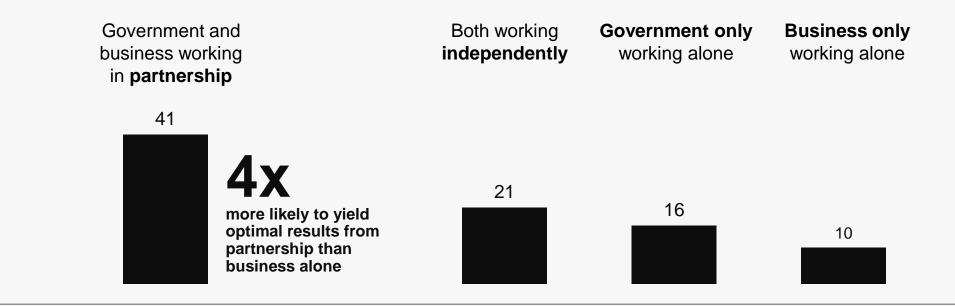
Best Societal Outcomes When Government and Business Work Together

Percent who say

GLOBAL 25 Excludes China and Thailand

Approach most likely to result in constructive action

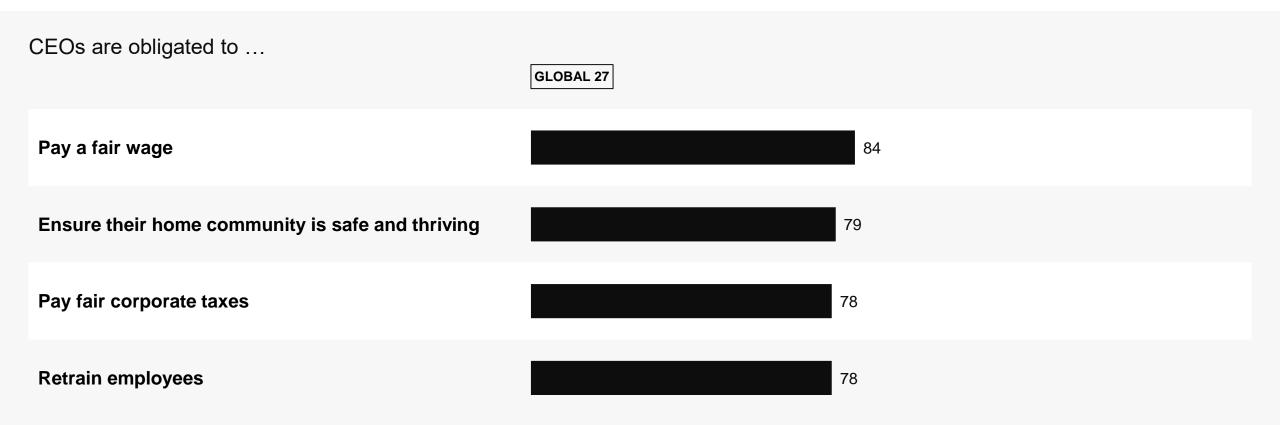
averaged across climate change, discrimination, immigration, employee treatment, and income inequality



2023 Edelman Trust Barometer. GOV_VS_BUS1. For each of the societal issues listed below, please indicate which of the following is the most likely to result in your country being able to work through any ideological divisions that exist regarding the issue and take constructive action to address it. 5-point scale; code 5, government and business working in partnership; code 2, government and business working independently; code 3, government working alone; code 4, business working alone. Question asked of half of the sample. General population, 25-mkt avg. Data not collected in China and Thailand. Data is rebased to exclude those that said, "don't know" and is showing an average of five issues.

Improve Economic Optimism: Invest in Fair Compensation, Local Communities, Skills Training

Percent who say



4 Year Trend: Financial Service Companies Must Demonstrate They Are Purpose-Driven, Dependable, and Honest

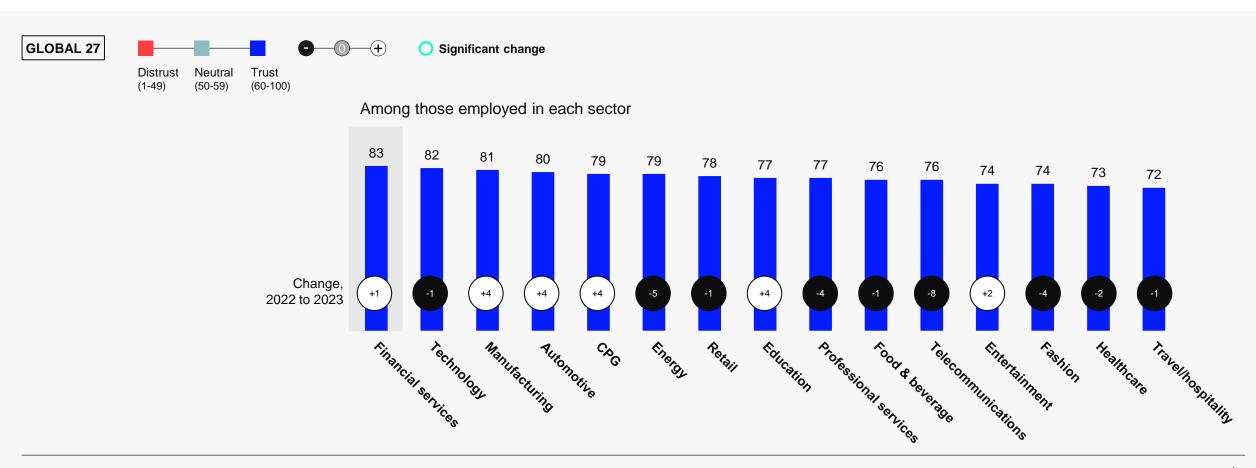
Percent who agree

Financial service companies are	GLOBAL 24		China	Germany	Japan	UK	U.S.
Good at what they do	+1	66	81	49	54	65	70
Trying to have a positive impact on society	+1	56	75	38	46	49	59
Keeping their promises	+2	55	71	39	50	52	59
Honest	+4	54	75	36	38	50	58

2023 Edelman Trust Barometer. TRU_3D_FIN. To what extent do you agree with the following statements in regards to Financial Services companies? 7-point scale; top 3 box, agree. Question shown to one-fifth of the sample. General population, 24-mkt avg, and by China, Germany, Japan, UK and U.S.

High Employee Trust Advantage for Financial Services Companies

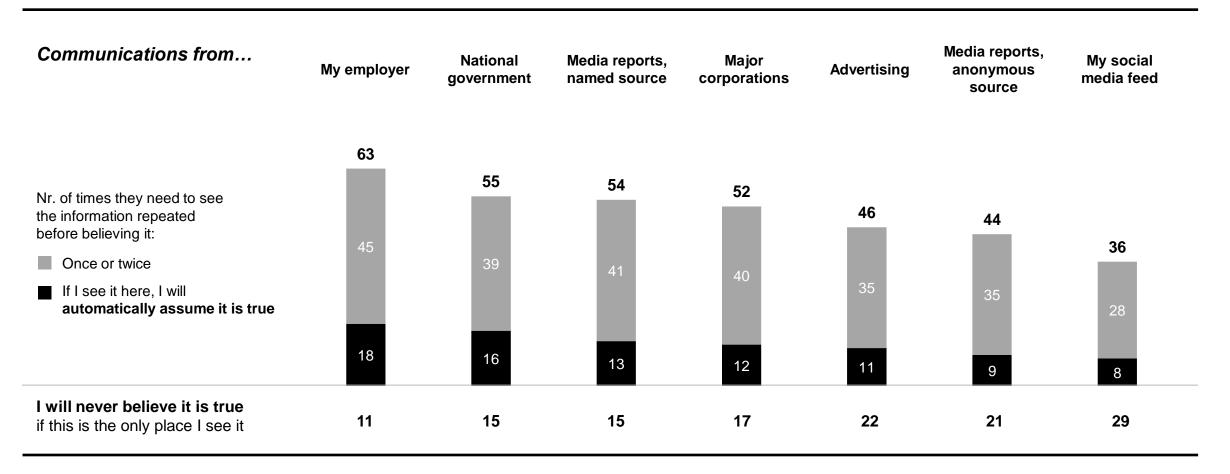
Percent trust in 'your employer'



2023 Edelman Trust Barometer. TRU_INS. Below is a list of institutions. For each one, please indicate how much you trust that institution to do what is right. 9-point scale; top 4 box, trust. General population, 27-mkt avg., among sector employees (Q43/1 AND Q420). "Your employer" only shown to those who are an employee of an organization (Q43/1). Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Employer Media Most Believable

Percent of employees who believe information from each source automatically, or after seeing it twice or less

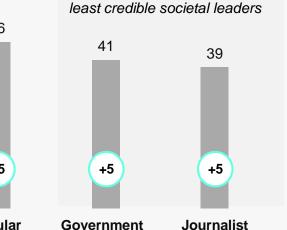


2022 Edelman Trust Barometer Special Report: Trust in the Workplace. HEAR_TIME1. When you see a new piece of information or a news story in each of the following information sources, how many times do you need to see it or hear it repeated in that same type of information source before you believe it is really true? Question asked of half of the sample. "Once or twice" is a sum of codes 2 and 3. 7-mkt avg. All data is filtered to be among employees who work for an organization or corporation (Q43/1).

Use Trusted Voices

Percent who rate each as very/extremely credible as a source of information about a company





employee

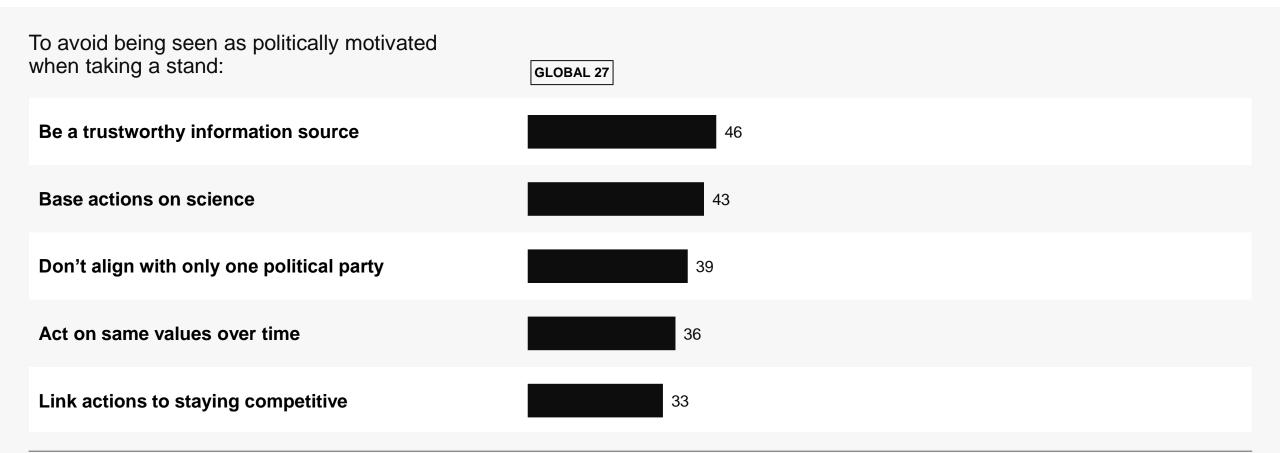
Government regulators among

Government Journalist official/ regulator

2023 Edelman Trust Barometer. CRE_PPL. Below is a list of people. In general, when forming an opinion of a company, if you heard information about a company from each person, how credible would the information be? 4-point scale, top 2 box, credible. Question asked of half the sample. General population, 27-mkt avg. *My CEO is asked among those who are an employee (Q43/1). Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Trustworthy Information Insulates Business Action from Politicization

Among the 48% who say it is possible for a business to address societal issues without being seen as politicized, percent who say



2023 Edelman Trust Barometer. ENG_ISS_HOW. You just said that it is possible for a business to engage in addressing contentious societal issues in ways that you would not consider to be political or politically motivated. Which of the following would be ways that a company could do that? Pick all that apply. Question asked among those who said it is possible for a business to engage in addressing issues that would not be considered political (ENG_ISS/6-9). General population, 27-mkt avg.

Building and Reinforcing Trust in Financial Services

Over-communicate

Put filings, public statements and other content on highly visible owned communications channels, swiftly and consistently. Make available information easy for stakeholders to understand and access. The speed of communications is key.

Establish Push Channels

Be prepared with

communications tools and social media outlets that will reach your key stakeholders immediately. Go where they are. Use these channels to address negative speculation and misinformation immediately.

Action Pack the Narrative

Emphasize what you are doing to maintain or strengthen the companies position to signal confidence and provide data, where possible.

Use Trusted

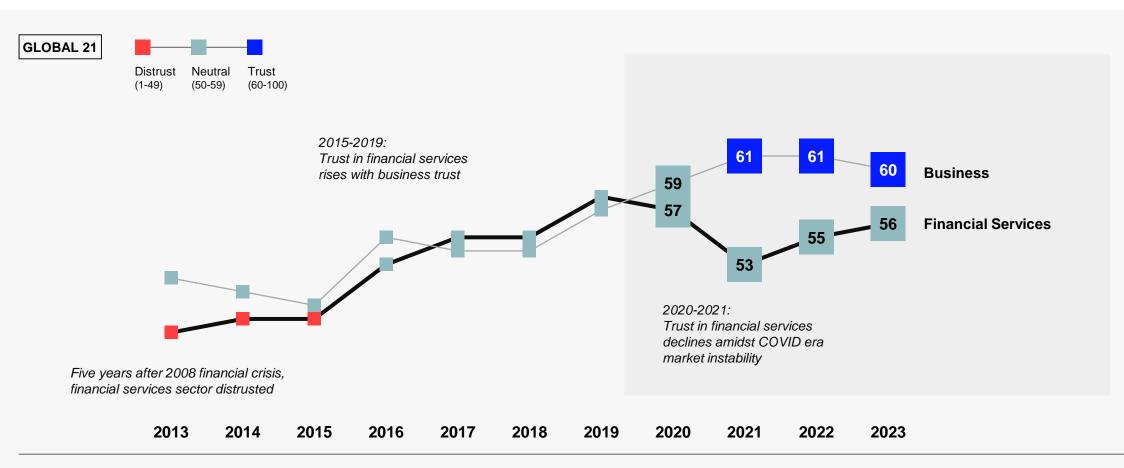
3rd Parties to Lend Credibility

Use outside validators to help allay any concerns, amplify key messages, and demonstrate for stakeholders that there is support in the market. Leave no room for rumor or speculation.

Supplemental Data

Financial Services Trust Recovery Falters

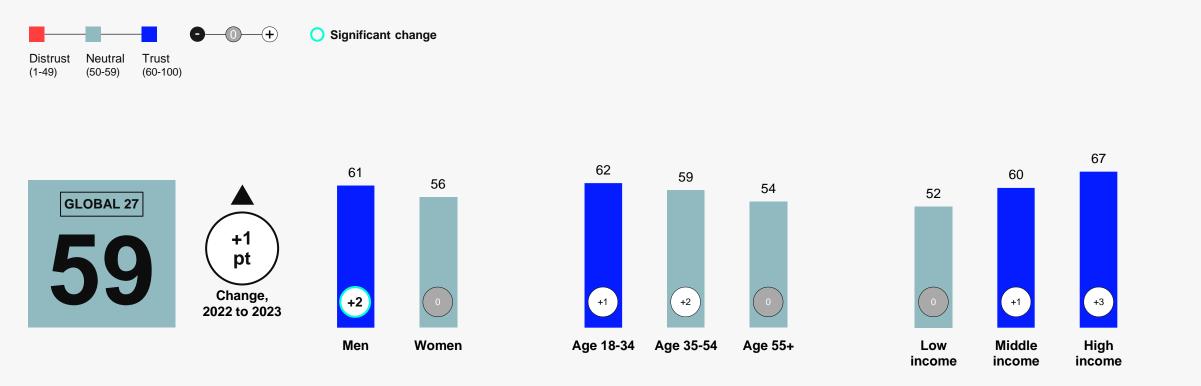
Percent trust



2023 Edelman Trust Barometer. TRU_INS. Below is a list of institutions. For each one, please indicate how much you trust that institution to do what is right. 9-point scale; top 4 box, trust. TRU_IND. Please indicate how much you trust businesses in each of the following industries to do what is right. 9-point scale; top 4 box, trust. Industries shown to half of the sample. General population, 27-mkt avg.

Trust in Financial Services Increases Across Most Demographics

Percent trust in financial services sector

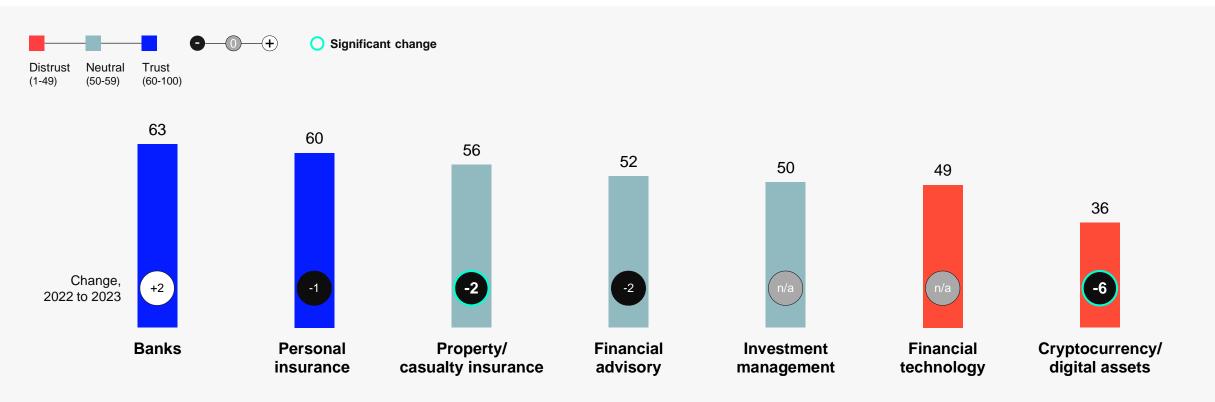


2023 Edelman Trust Barometer. TRU_IND. Please indicate how much you trust businesses in each of the following industries to do what is right. 9-point scale; top 4 box, trust. Industries shown to half of the sample. General population, 27-mkt avg, and by gender, age and income. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Financial Services Subsectors

Most Financial Services Subsectors Not Trusted; Trust in Crypto/Digital Assets Plummets

Percent trust

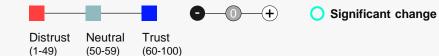


2023 Edelman Trust Barometer. TRU_SUB_FIN. Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. General population, 27-mkt avg. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Note: in Canada, the French-Canadian translation of "Property / casualty insurance" is "Damage insurance".

Most Financial Services Subsectors Not Trusted; Trust in Crypto/Digital Assets Plummets

Percent trust



	Global 27		Men		Women		Age 18-34		Age 35-54		Age 55+		Low income		Middle income		High income	
Change, 2022 to 2023	2023	Chg																
Banks	63	+2	63	+1	63	+3	65	+1	62	+2	60	+2	56	-1	65	+3	70	+4
Personal Insurance	60	-1	61	-2	59	-1	64	+2	59	-1	56	-5	50	-5	63	+1	66	-2
Property/casualty insurance	56	-2	58	-2	54	-3	60	0	55	-3	53	-4	47	-5	58	-1	64	-4
Financial advisory	52	-2	54	-2	51	-1	57	-1	52	-3	47	-1	45	-2	54	-1	<mark>6</mark> 0	-3
Investment management	50	-	53	-	48	-	56	-	50	-	44	-	42	-	52	-	58	-
Financial Technology	49	-	52	-	47	-	56	-	51	-	39	-	42	-	51	-	56	-
Cryptocurrency/Digital assets	36	-6	37	-8	35	-4	47	-4	38	-7	19	-8	32	-7	38	-5	39	-9

2023 Edelman Trust Barometer. TRU_SUB_FIN. Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. General population, 27-mkt avg. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

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Trust in Financial Services Subsectors: 10 Year Trend

Percent trust



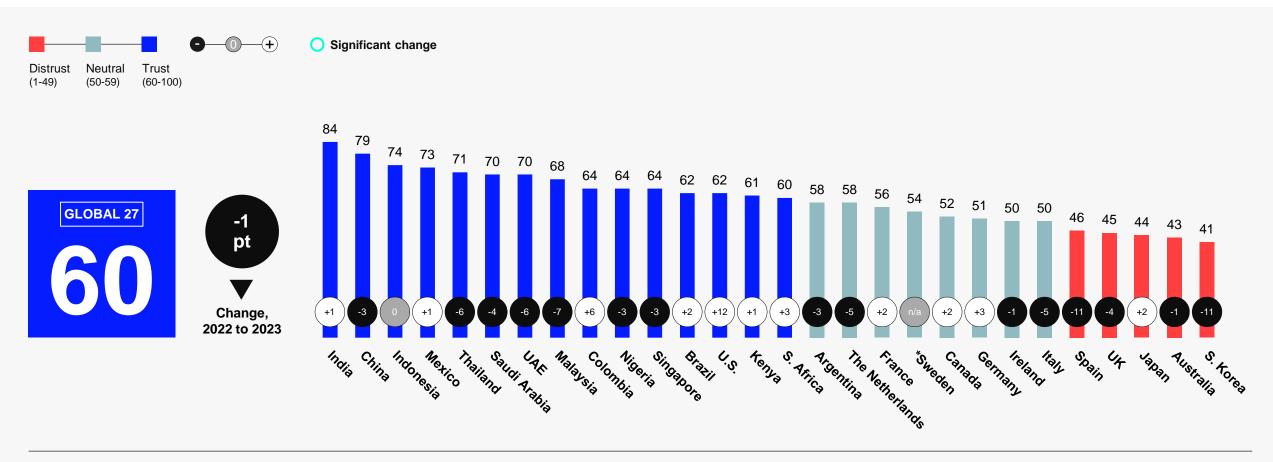
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	10yr change
Banks	51	53	51	58	59	-	62	59	57	59	62	+11
Personal Insurance	-	-	-	-	-	-	-	59	57	60	58	-
Property/casualty insurance	-	-	-	-	-	-	-	56	53	57	55	-
Financial advisory	44	48	47	50	51	-	55	54	49	52	50	+6
Financial technology	-	-	-	-	-	-	-	-	-	-	47	-
Investment management	-	-	-	-	-	-	-	-	-	-	47	-
Cryptocurrency/digital assets	-	-	-	-	-	-	-	-	38	37	32	-

2023 Edelman Trust Barometer. TRU_SUB_FIN. Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. General population, 21-mkt avg.

Note: in Canada, the French-Canadian translation of "Property / casualty insurance" is "Damage insurance".

Financial Services Subsector: Trust in Personal Insurance Decreases 15 of 27 Countries

Percent trust

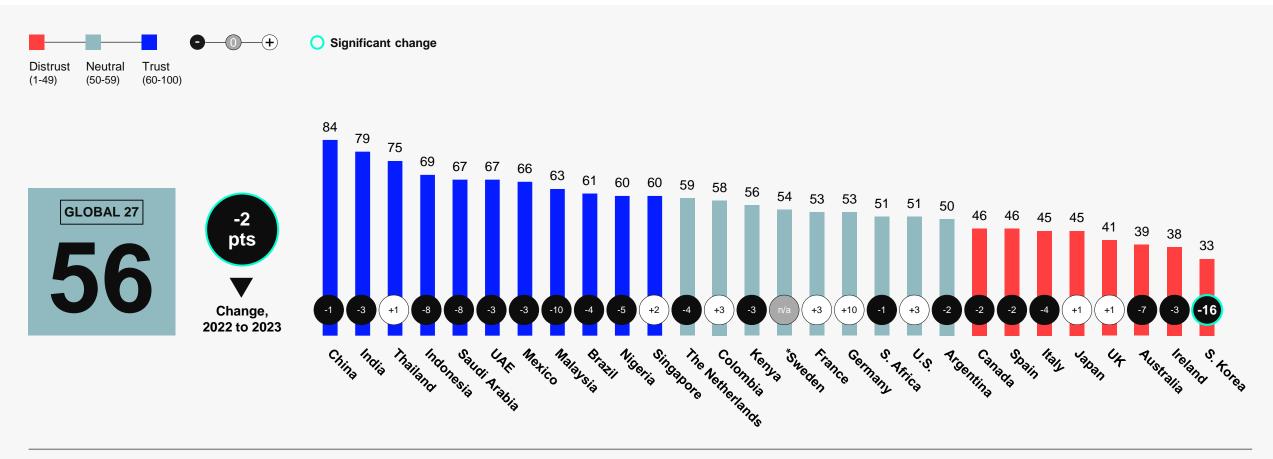


2023 Edelman Trust Barometer. TRU_SUB_FIN. Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. General population, 27-mkt avg. *Sweden is not included in the global average. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Financial Services Subsector:

Trust in Property/Casualty Insurance Decreases in 19 of 27 Countries

Percent trust

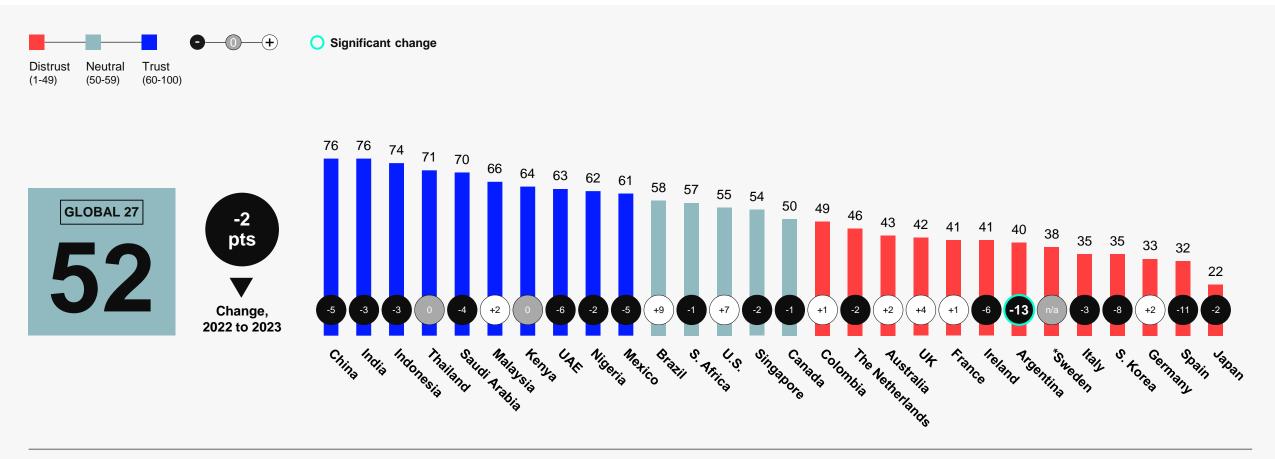


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Note: in Canada, the French-Canadian translation of "Property / casualty insurance" is "Damage insurance".

Financial Services Subsector: Trust in Financial Advisory Decreases in 17 of 27 Countries

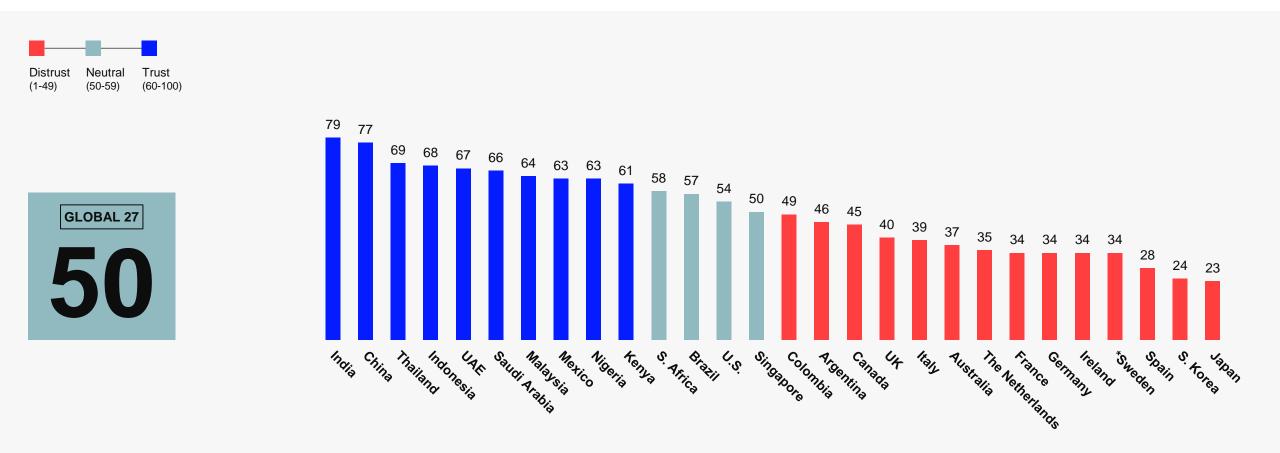
Percent trust



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Financial Services Subsector: Trust in Investment Management Distrusted in 14 of 28 Countries

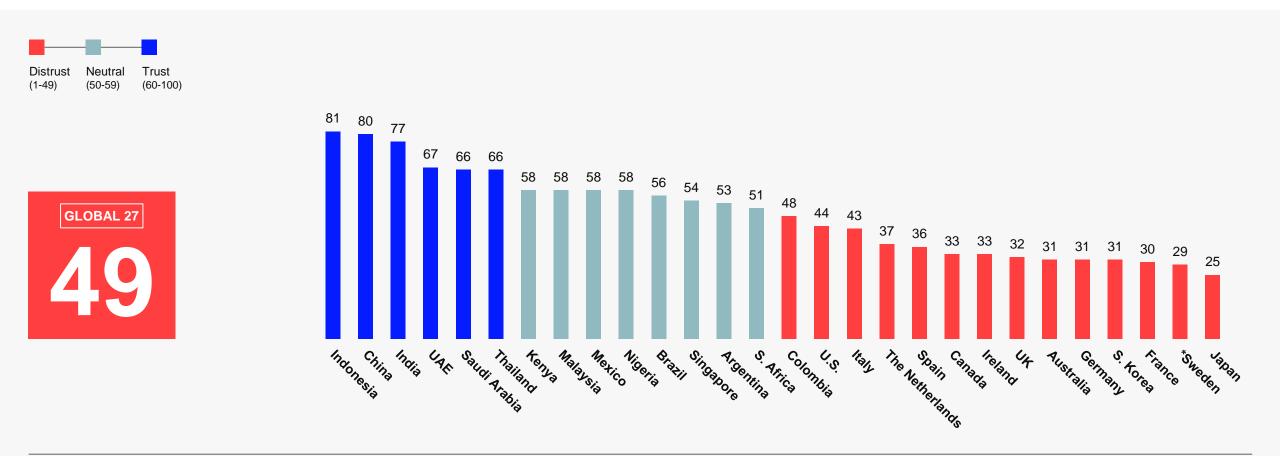
Percent trust



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Financial Services Subsector: Financial Technology Distrusted in 14 of 28 Countries

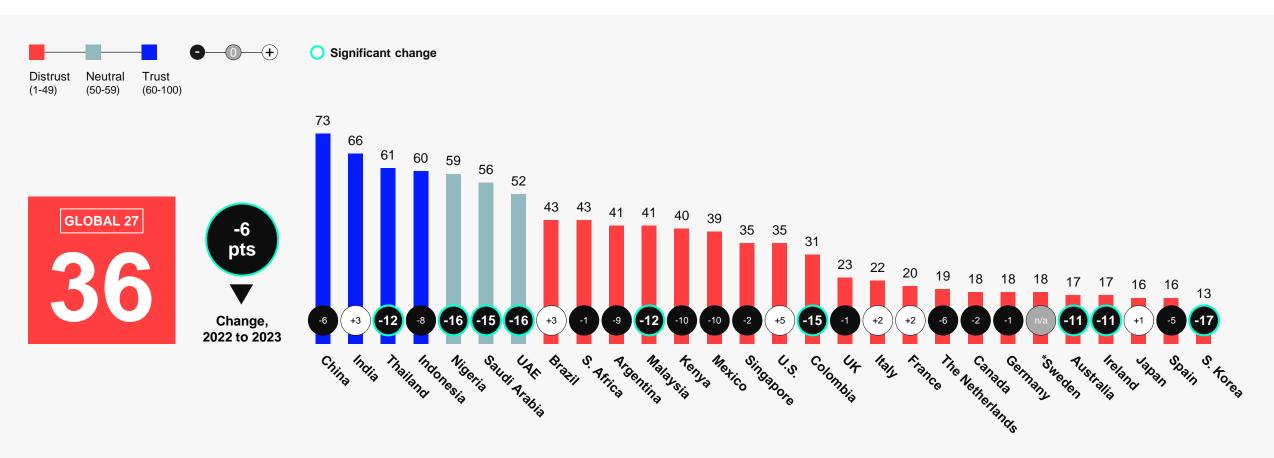
Percent trust



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Trust in Cryptocurrency/Digital Assets Declines in 21 of 27 Countries

Percent trust

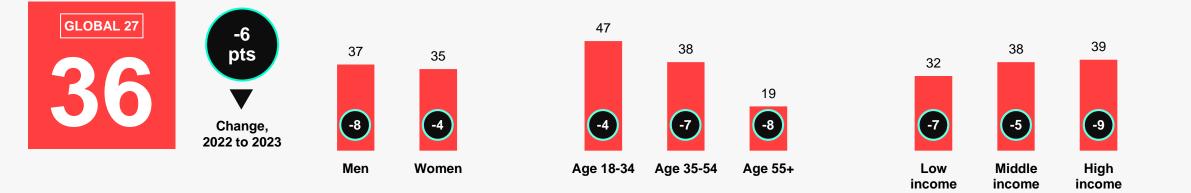


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Crypto Distrusted Across All Demographics

Percent who say

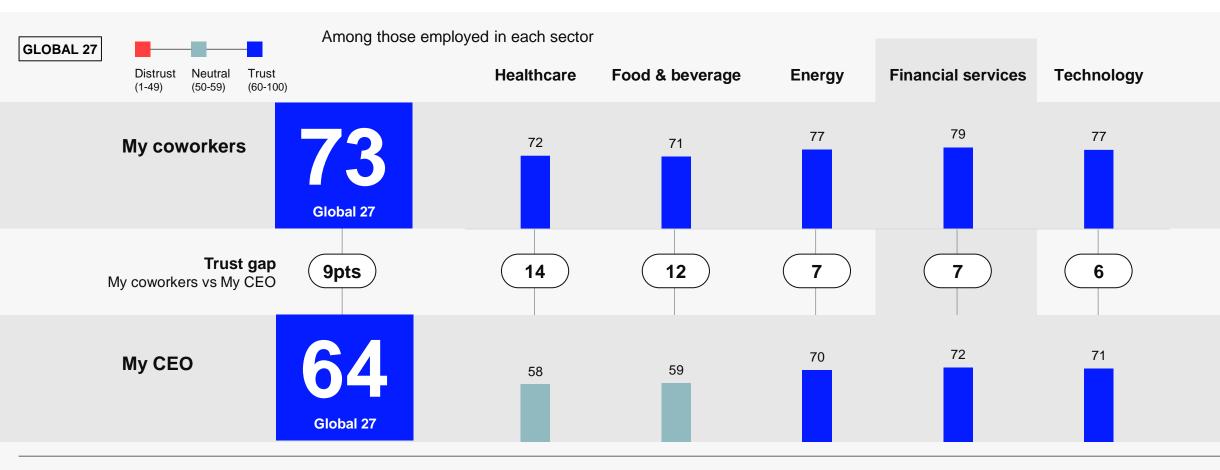




2023 Edelman Trust Barometer. TRU_SUB_FIN. [CRYPTOCURRENCY] Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. Question asked of one-fifth of the sample. General population, 27-mkt avg and by gender, age and income. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

Coworkers More Trusted than My CEO Across Sector Employees

Percent of employee trust



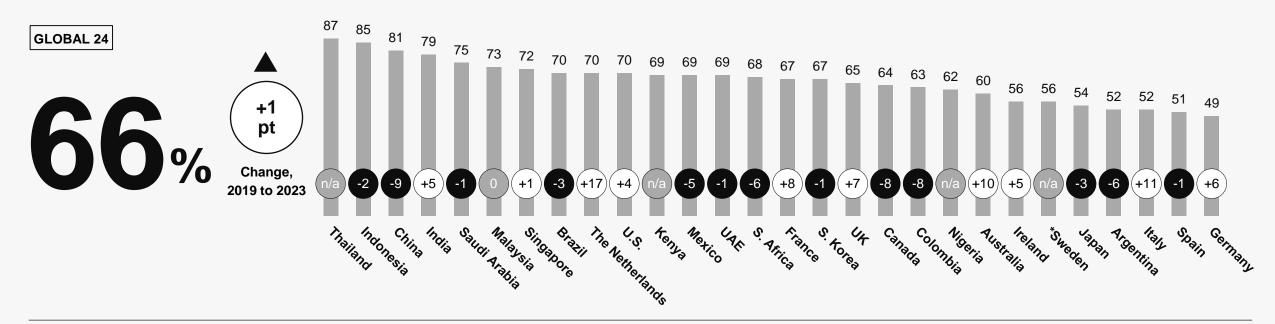
2023 Edelman Trust Barometer. TRU_PEP. Below is a list of groups of people. For each one, please indicate how much you trust that group of people to do what is right. 9-point scale; top 4 box, trust. Some attributes asked of half of the sample. General population, 27-mkt avg by sector employees (Q43/1 AND Q420). "My coworkers" and "my CEO" only shown to those who are an employee of an organization (Q43/1).

Financial Services Trust Dimensions in Detail

Nearly 2 in 3 say Financial Service Companies Are Good at What They Do

Percent who say

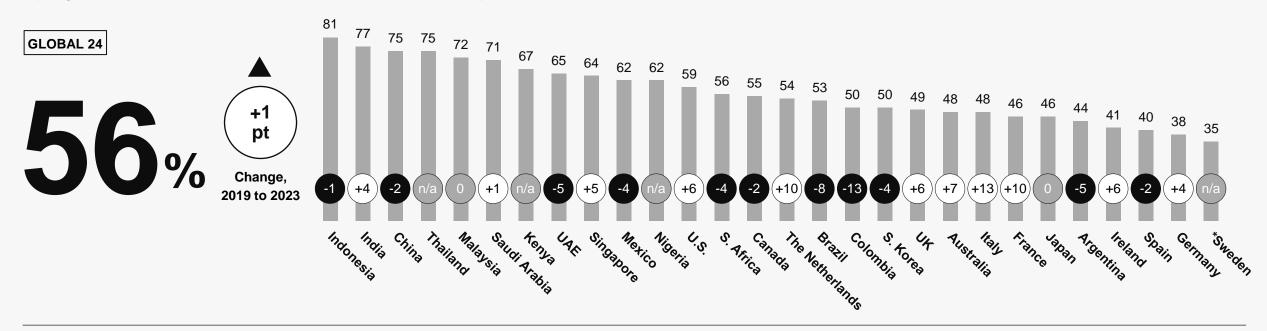
Financial services companies in general are good at what they do



Over 1 in 2 say Financial Service Companies Try To Have a Positive Impact

Percent who say

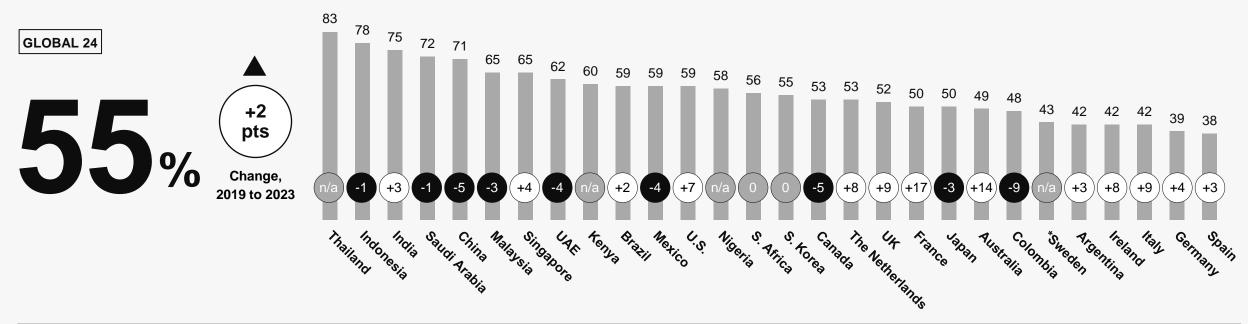
Financial services companies in general are trying to hard to have a positive impact on society



Over 1 in 2 say Financial Service Companies Keep Their Promises

Percent who say

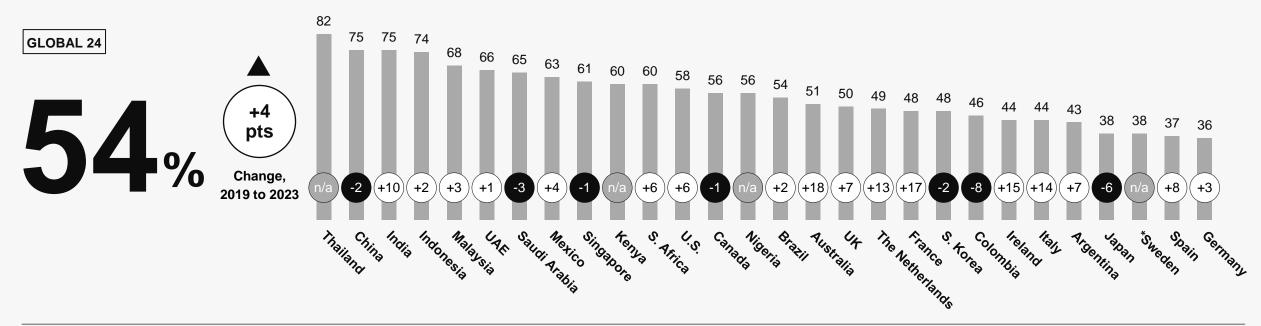
Financial services companies in general keep their promises



Over 1 in 2 say Financial Service Companies Are Honest

Percent who say

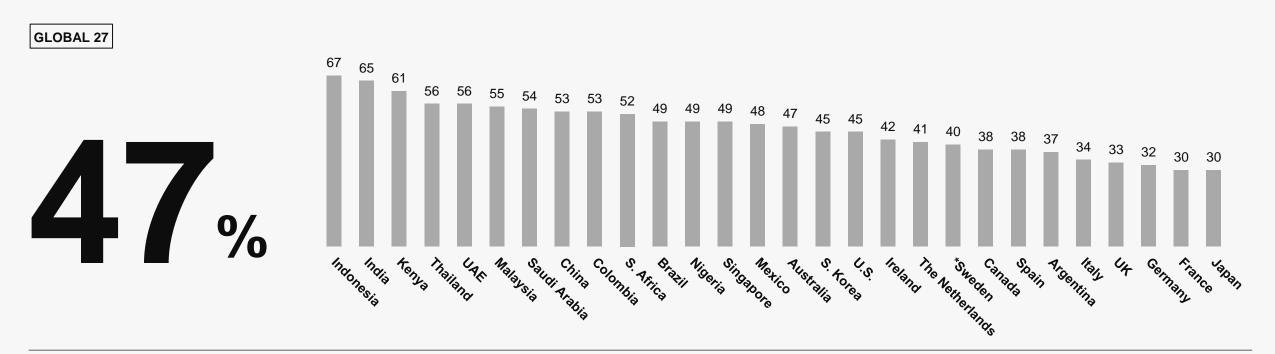
Financial services companies in general are honest



Majority Unsure of Financial Service Companies Vision for Future

Percent who say

Financial service companies have a vision for the future that I believe in

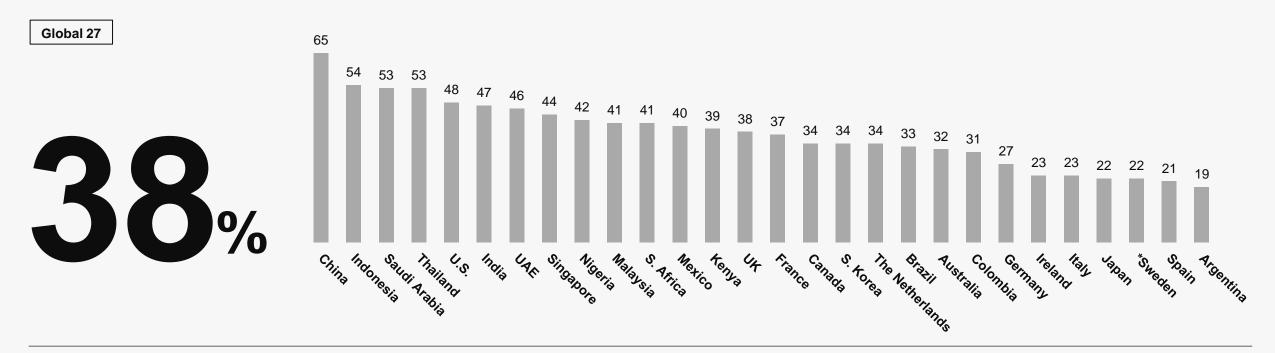


2023 Edelman Trust Barometer. FIN_PER_DIM. In thinking about why you do or do not trust financial services companies, please specify where you think they fall on the scale between the two opposing descriptions. 11-point scale; top 5 box, positive. Question shown to one-fifth of the sample. General population, 27-mkt avg. *Sweden is not included in the global average.

Most See Financial Service Companies as Not Fair

Percent who say

Financial service companies serve the interests of everyone equally and fairly

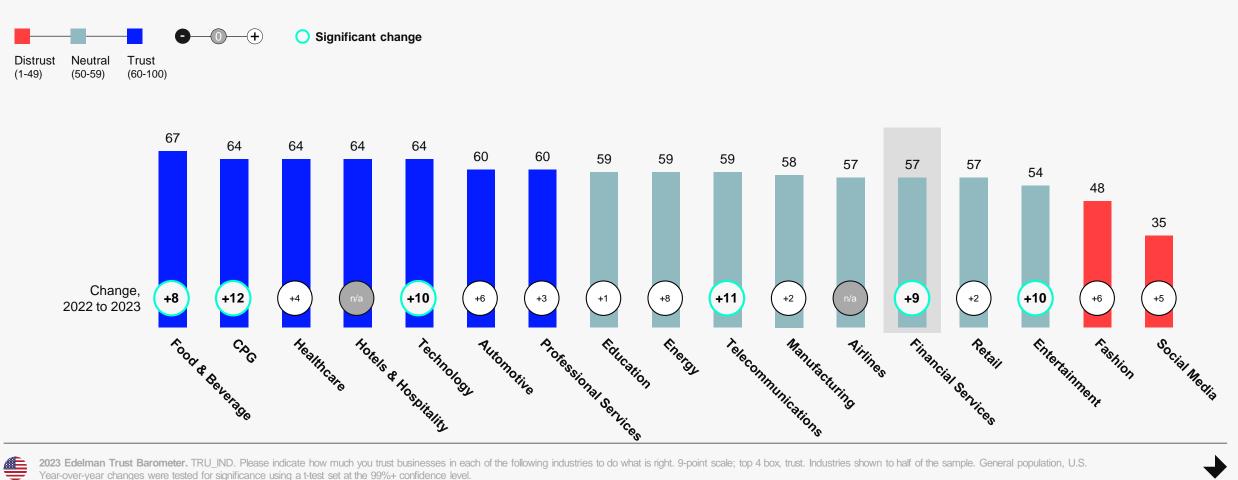


2023 Edelman Trust Barometer. FIN_PER_DIM. In thinking about why you do or do not trust financial services companies, please specify where you think they fall on the scale between the two opposing descriptions. 11-point scale; top 5 box, positive. Question shown to one-fifth of the sample. General population, 27-mkt avg. *Sweden is not included in the global average.



In the U.S., Trust Rises for Financial Services; No Longer Distrusted

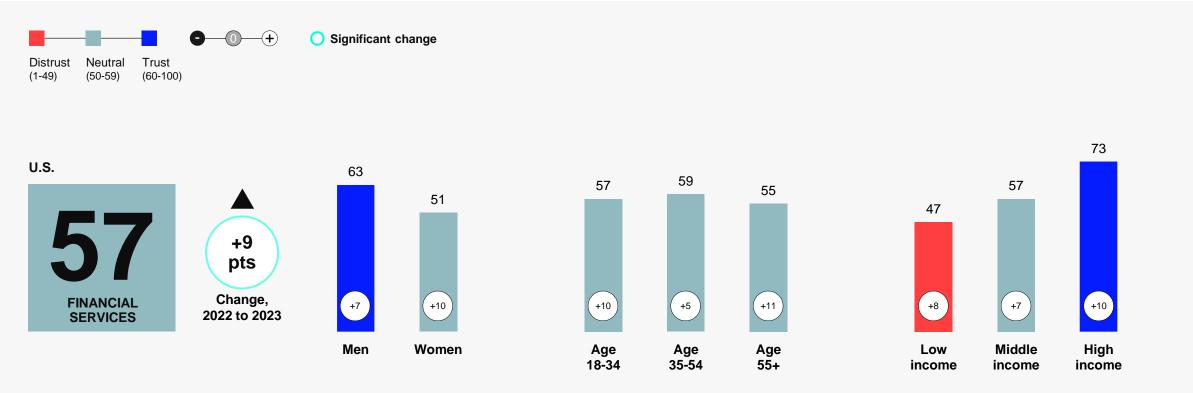
Percent trust, in the U.S.



2023 Edelman Trust Barometer. TRU_IND. Please indicate how much you trust businesses in each of the following industries to do what is right. 9-point scale; top 4 box, trust. Industries shown to half of the sample. General population, U.S. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

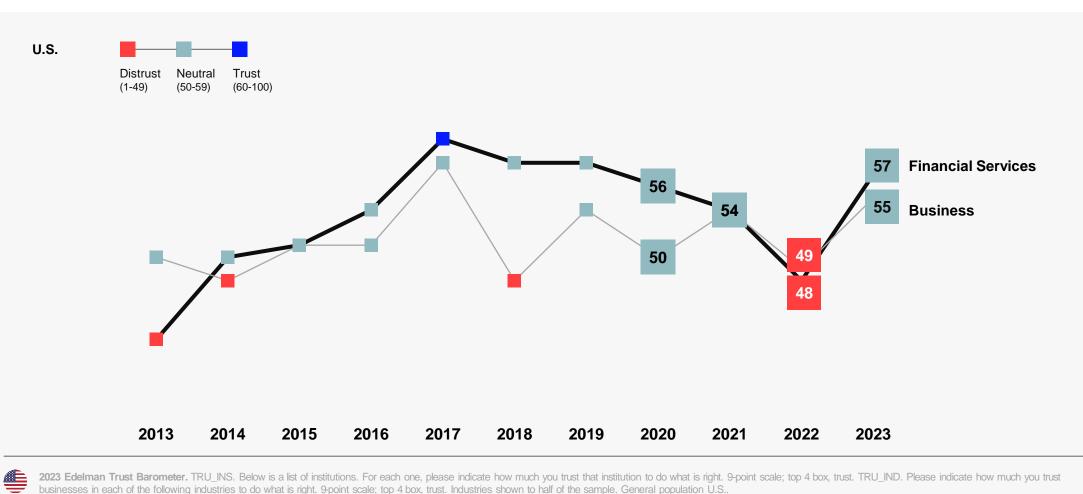
In the U.S., Big Trust Increase In Financial Services Across All Demographics

Percent trust, in the U.S.



In The U.S., Trust in Financial Services Recovers From Trust Fall

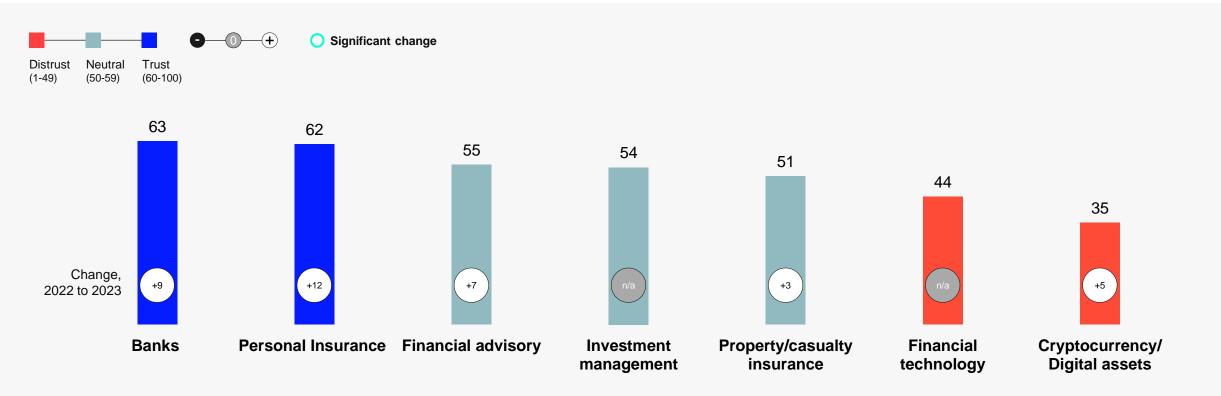
Percent trust, in the U.S.



2023 Edelman Trust Barometer. TRU_INS. Below is a list of institutions. For each one, please indicate how much you trust that institution to do what is right. 9-point scale; top 4 box, trust. TRU_IND. Please indicate how much you trust businesses in each of the following industries to do what is right. 9-point scale; top 4 box, trust. Industries shown to half of the sample. General population U.S..

In The U.S., Despite Increase In Trust, Most Financial Services Subsectors Not Trusted

Percent trust, in the U.S.

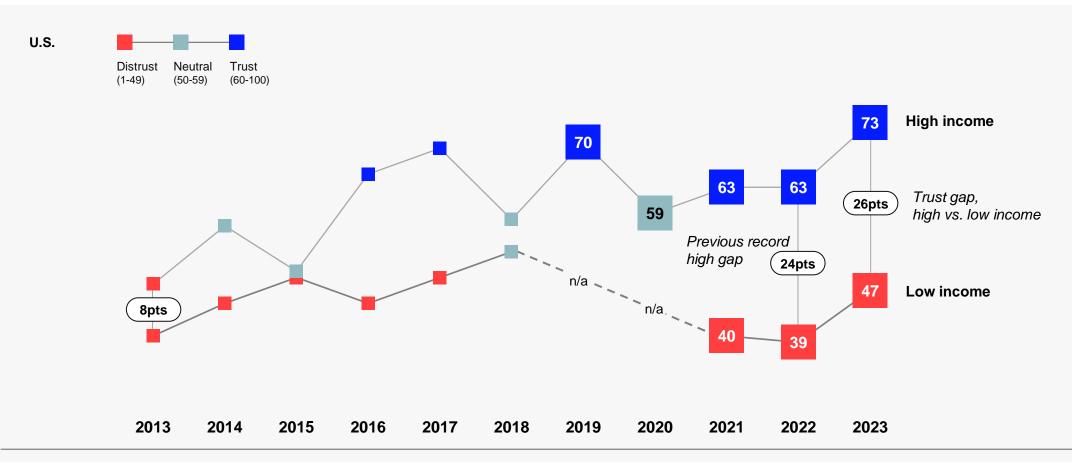




2023 Edelman Trust Barometer. TRU_SUB_FIN. Now thinking about specific sectors within the financial services industry, please indicate how much you trust businesses in each of the following sectors to do what is right. 9-point scale; top 4 box, trust. General population, U.S. Year-over-year changes were tested for significance using a t-test set at the 99%+ confidence level.

In the U.S., Income-Based Trust Inequality at Record High for Financial Services

Percent trust in financial services sector, in the U.S.



2023 Edelman Trust Barometer. TRU_IND. Please indicate how much you trust businesses in each of the following industries to do what is right. 9-point scale; top 4 box, trust. Industries shown to half of the sample. General population, U.S., by income. Due to low base size, low income data is unavailable for 2019 and 2020.