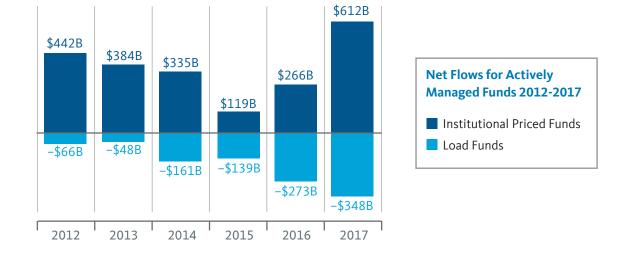
Active Managers Offer Institutional Funds to Reduce Fees in 2017

Active managers pushed back on index funds and ETFs in 2017 by cutting fees for actively managed funds, and introducing institutional shares for existing funds.

Only Institutional Shares Attracted Inflows

The focus on lower fees drove 2017 growth of institutionally priced actively managed funds with over \$600B of net new fund flows.

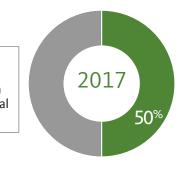


Institutional Shares Flourishing in the Retail Channel

The amount of retail assets invested in institutional funds was less than 37% at the end of 2012, but has steadily increased over the past five years.







The RIA and Private Bank \$878B Private Bank \$518B **Channels Lead in Institutional** Share Asset Growth \$852B RIA \$500B The infusion of retail \$697B **Trust Company** assets into institutional \$369B shares has been especially \$521B Bank pronounced for registered Growth in Institutional \$338B investment advisors, with Share Assets by Wirehouse \$490B the RIA channel holding **Distribution Channel** \$275B \$850B in institutional \$475B Independent / Reg IBD funds at the end of 2017. 2017 \$197B 2012 \$246B Discount 140B

For tools and resources to grow your business, visit our new Distribution Insights resource center at Broadridge.com/Resource/Distribution-Insights

broadridge.com



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