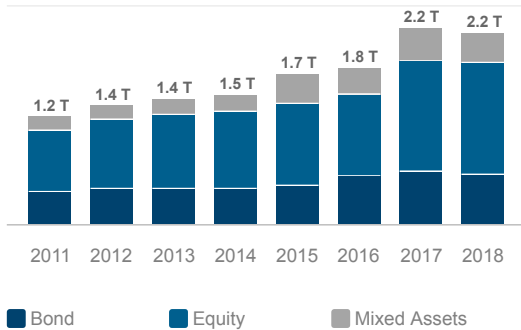


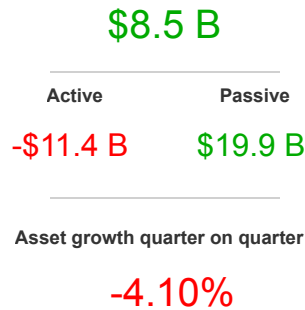
FundFlash Quarterly Snapshot of Asian Trends



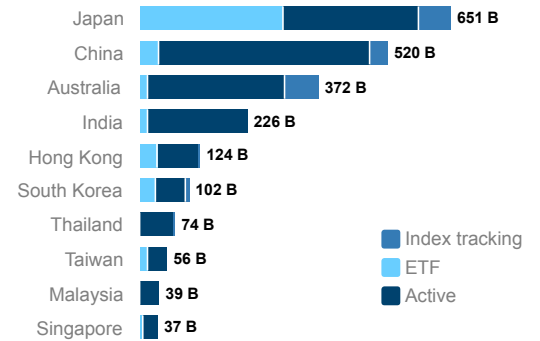
Asian assets by investment type



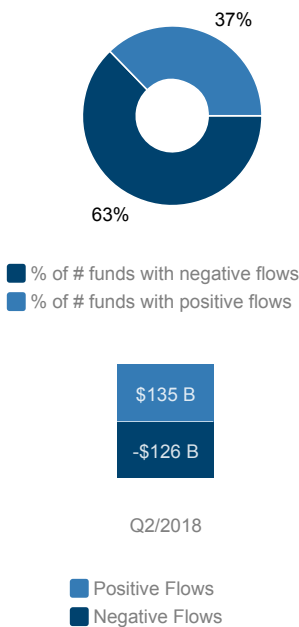
Q2 18 net sales of long term funds



Asian assets by country ex Money Market funds (\$bn)



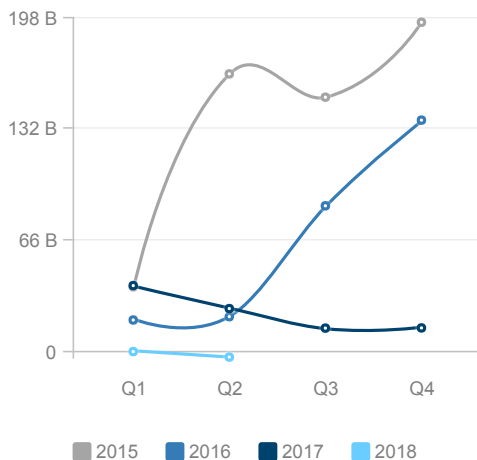
Flow sentiment



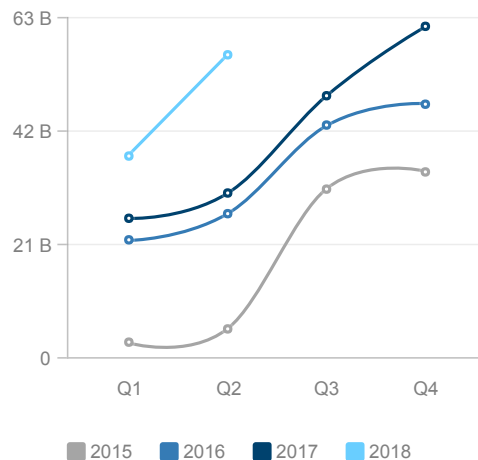
Q2 2018 in brief

- Net sales of long-term onshore funds slowed in the second quarter of 2018 to US\$8.5B, from US\$45.6B in Q1. Active funds saw net outflows of US\$11.4B which weighed heavily on overall net sales. Only 37% of all onshore funds were positive during the quarter.
- Japan was Asia's top fund market in the second quarter with net sales of US\$6.7B. However, net sales in the country were well below the US\$47.8B garnered in the first quarter, underscoring the generally lackluster asset gathering over the quarter. One positive was that China turned around from net outflows of US\$33B in the first quarter to register net inflows of US\$2.4B in the second quarter.
- Equities Japan was the top-selling sector with about US\$7B in net sales, followed by Equities China, with US\$4.8B. ETFs were the dominant products, accounting for the bulk of net sales for both sectors. Guaranteed funds saw US\$5.4B the biggest outflows in Q2.
- Overall, the top-selling sectors were dominated by Equities funds while the bottom-selling sectors were dominated by Bond funds. An exception was Bond KRW which saw net inflows of US\$2.7B over the quarter, putting it in the top 5 for Asia's best-selling sectors.
- Net inflows to country-specific Equities or Bond sectors tended to come from within the country itself. For example, all of the purchases of Bonds KRW came from Korea, while Equities Japan saw net inflows from Japan, but net outflows from other Asian markets including Hong Kong, Australia, South Korea and Taiwan. An exception was Equities China which managed to draw net inflows from not only China, but Hong Kong, Japan and Taiwan as well.
- Mixed Assets Dynamic and Mixed Assets Income funds drew interest across Asia. In particular, Mixed Assets Dynamic saw net inflows of US\$4.3B in China and US\$1.3B in India in Q2. This fund sector, however, did not do as well in Australia, with net outflows of about US\$1.2B over the quarter.
- The top-selling master group over Q2 was Sumitomo/Nikko, followed by MUFG, BMO/Haitong (JV), M&G/Eastspring and China AM. M&G/ Eastspring Master Group name includes ICICI Prudential (India) Plc as well which is the company responsible for most of the gains for the group this month. Sumitomo/Nikko sold a fair mix of Active, ETFs and Index funds. Active funds were the main traction for BMO / Haitong JV whilst for the rest of the groups in the top 5 the success came primarily from ETFs receipts.
- Three Japanese groups claimed the top 3 places as Asia best-selling groups over the 12 months to end-June 2018. Nomura garnered the best net sales at US\$24.9B, ahead of Sumitomo/Nikko, which showed net sales of US\$19.6B. If ETF sales are excluded, Nomura drops out of the top 5 ranking and Sumitomo/Nikko reaches the top with US\$9.3B in net sales ex-ETFs.
- Five of the six top-selling funds in Asia during Q2 were ETFs. The only actively managed fund in the top 10 was ICICI Prudential Savings Fund Plan in India. It is a bond fund in the Bank Loan/Floating rate sector and it showed net inflows of US\$1.3B over the quarter.
- The top Asian fund over the quarter was Nomura Topix Linked Listed Investment, with net sales of US\$3.1B. It has been the top selling fund in Asia since the second quarter of 2017. It showed its best net sales in the first quarter of 2018 at US\$8.7B.
- Over that 12-month period, the five sectors that were most popular in Asia fund launches were Allocation, Bond CNY, Allocation, Mixed Dynamic, Equities Consumer and Bond Global Currencies.

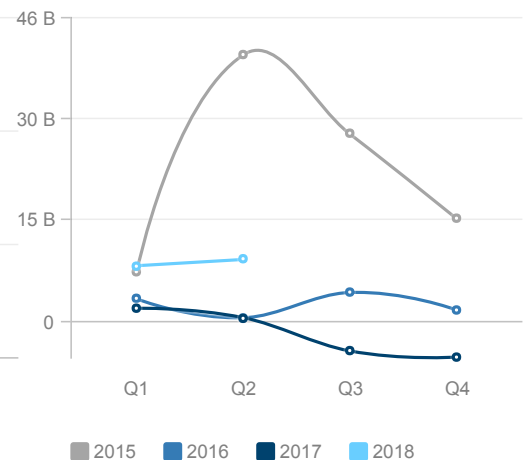
Cumulative net sales by year (\$bn) - Active



Cumulative net sales by year (\$bn) - ETF



Cumulative net sales by year (\$bn) - Index Tracking



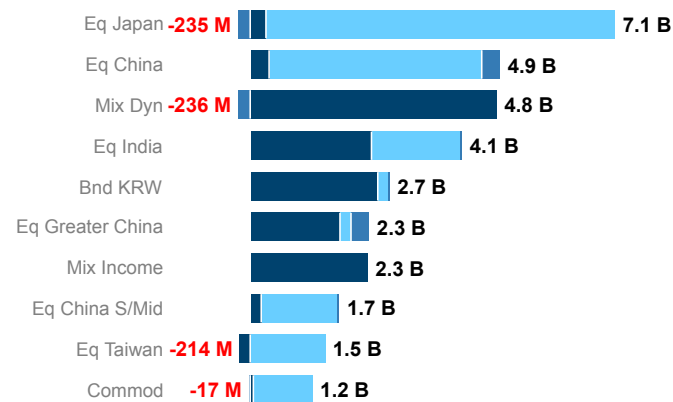
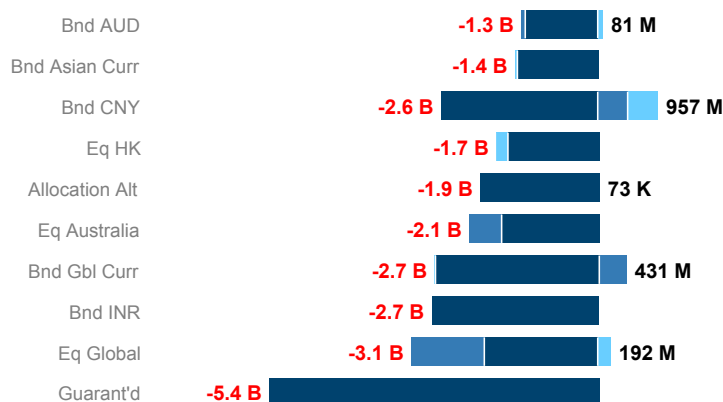
Best Selling Markets and Best Selling Sectors

Asia top 5 markets by net sales - latest quarter (\$bn)

Fund Market	Assets	Previous quarter net sales	Latest quarter net sales	Bottom selling fund	Top selling fund
Japan	651.3 B	47.8 B	6.7 B	-1.6 B	2.1 B
South Korea	101.5 B	5.0 B	4.0 B	-0.5 B	0.6 B
Taiwan	56.1 B	4.3 B	3.8 B	-0.5 B	1.0 B
India	226.2 B	10.2 B	3.5 B	-0.2 B	0.4 B
China	520.1 B	-33.0 B	2.4 B	-0.6 B	1.2 B

Asia bottom 10 selling sectors - latest quarter (\$bn)

Asia top 10 selling sectors - latest quarter (\$bn)



INDEX TRACKING ETFs ACTIVE

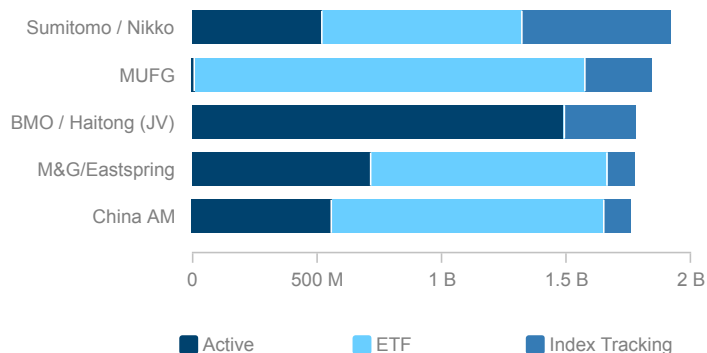
Fund Sector	Quarter/Year	Q2/2018								Sum
		Australia	China	Hong Kong	India	Japan	Singapore	South Korea	Taiwan	
Equities Japan	Equity	-5		-121	0	7,137	1	-18	-9	6,984
Equities China	Equity	-6	3,152	1,007		220	1	-136	534	4,771
Equities India	Equity	3		-4	4,366	-182	-54	-7	-12	4,110
Equities Greater China	Equity	-33	2,301	-29	1	-0	-9	51	-5	2,277
Equities China Mid/Small Caps	Equity		1,673	5				-3	-3	1,672

Fund Sector	Quarter/Year	Q2/2018							Sum	
		Australia	China	Hong Kong	India	Japan	South Korea	Taiwan		
Bonds KRW	Bond						2,729		2,729	
Bank loan/Floating rate	Bond	126			730	-200	-96		301	861
Bonds Target Maturity	Bond								366	366
Bonds USD	Bond		-107	-9		-249	-77		793	351
Asset-backed Securities	Bond	196				-2				194

Fund Sector	Quarter/Year	Q2/2018								Sum
		Australia	China	Hong Kong	India	Japan	Singapore	South Korea	Taiwan	
Mixed Assets Dynamic	Mixed	-1,171	4,260	27	1,264	53	-1	97	-15	4,514
Mixed Assets Income	Mixed	2	377	646	1,007	-11	151	-108	457	2,522
Mixed Assets Conservative	Mixed	-102	-2	7	146	484	12	0		545
Mixed Assets Balanced	Mixed	-500	-48	88	69	182	-18	628	110	511
Mixed Assets Target Maturity	Mixed					1		10		11

Best Selling Groups and Best Selling Funds

Asia top selling master groups - latest quarter (\$bn)



Please note: M&G/ Eastspring is the Master Group name which includes ICICI Prudential (India) Plc as well. Most of this quarter gains came from ICIC both active and passive product ranges

Asia top selling groups - latest 12 months (\$bn)

Master Group	NAT	Assets	Net Sales
Nomura	JP	186.2 B	24.9 B
Sumitomo / Nikko	JP	116.6 B	19.6 B
Daiwa	JP	100.3 B	10.3 B
Samsung	KR	23.4 B	7.6 B
Housing Development	IN	28.0 B	6.6 B

Asia top selling groups - latest 12 months (\$bn) - ex ETFs

Master Group	NAT	Assets	Net Sales
Sumitomo / Nikko	JP	55.2 B	9.3 B
Housing Development	IN	27.9 B	6.6 B
AM One	JP	10.4 B	6.1 B
Maxwealth Fund	CI	8.2 B	5.6 B
M&G/Eastspring	GB	38.1 B	5.4 B

Asia top 10 selling funds - latest quarter (\$bn)

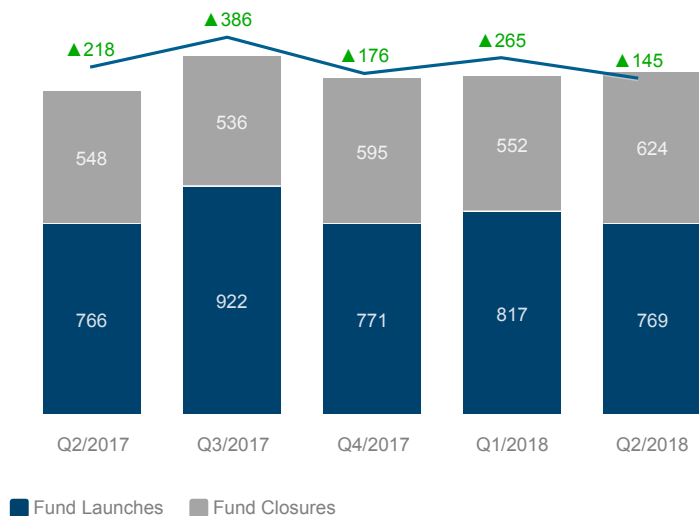
Fund Name	Domicile	Investment Type	Sector	Strategy	Net Sales
Nomura Topix Linked Listed Investment	Japan	Equity	Equities Japan		3.1 B
Daiwa Topix Linked Listed Investment	Japan	Equity	Equities Japan		1.8 B
ICICI Prudential Savings Fund Plan	India	Bond	Bank loan/Floating rate		1.3 B
Yuanta/P-shares Taiwan Top 50 ETF	Taiwan	Equity	Equities Taiwan		1.2 B
Nikko Listed Index Fund TOPIX	Japan	Equity	Equities Japan		1.2 B
Bosera Gold Exchange-Traded Fund	China	Commodity	Commodities		1.2 B
Harvest Core Advantage Equity Fund	China	Equity	Equities Greater China		1.2 B
HDFC Equity Savings Fund	India	Mixed Assets	Mixed Assets Income		1.1 B
China GF SH-HK-SZ Leading Industry Mix Fund	China	Mixed Assets	Mixed Assets Dynamic		1.0 B
ICICI Prudential Bharat 22 ETF	India	Equity	Equities India		0.9 B

Asia bestselling fund each quarter (\$bn)

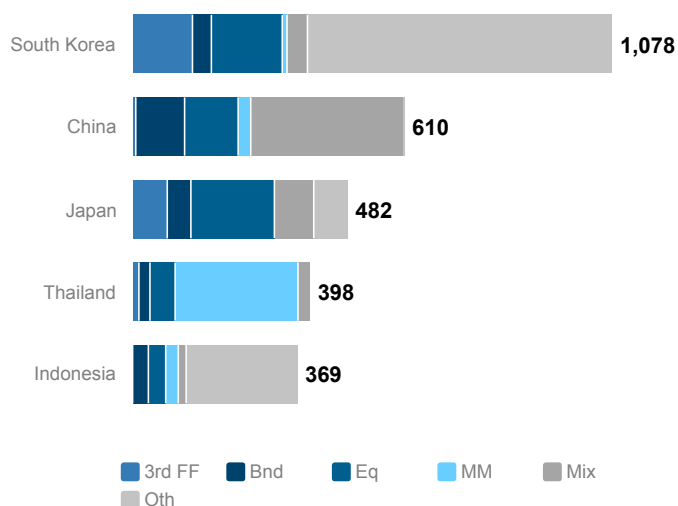
Fund Name	Domicile	Investment Type	Quarter/Year	Strategy	Net Sales
Nomura Topix Linked Listed Investment	Japan	Equity	Q2/2018		3.1 B
			Q1/2018		8.7 B
			Q4/2017		2.5 B
			Q3/2017		5.0 B
			Q2/2017		2.0 B
ICBCCS HengTai Bond Fund	China	Bond	Q1/2017		8.9 B
Bosera YueChu Bond Fund	China	Bond	Q4/2016		4.5 B
ICBCCS HengXiang Bond Fund	China	Bond	Q3/2016		7.2 B
BOSC HuiTianLi Bond Fund	China	Bond	Q2/2016		1.2 B
Nomura Nikkei 225 Index Linked Listed Investment	Japan	Equity	Q1/2016		3.4 B
Orbis Global Equity (Australian Registered)-Retail	Australia	Equity	Q4/2015		4.1 B

Product Development

Asia historical fund launches & closures



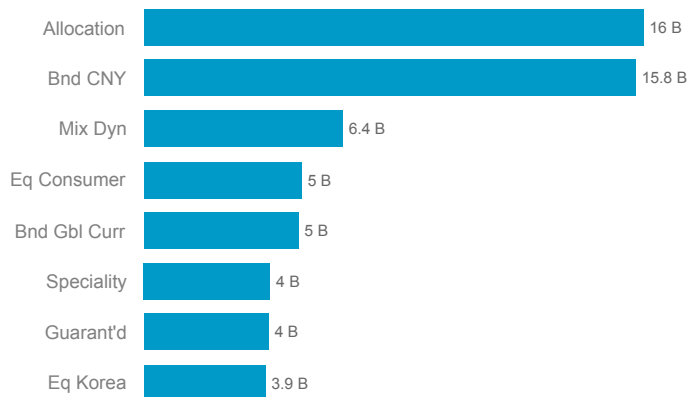
Number of fund launches by country - latest 12M



Asia fund launches by group - ex MM latest quarter (\$bn)

Master Group	NAT	# Funds	Net Sales
Maxwealth Fund	CI	3	0.4 B
CTBC Investments	TW	1	0.3 B
Yuanta	TW	1	0.2 B
Meiji Yasuda	JP	2	0.1 B
Standard Aberdeen	GB	1	0.1 B
Thanachart	TH	2	0.1 B
PT Bank Mandiri	ID	4	0.1 B
Shinhan	KR	9	0.1 B
Schroders	GB	1	0.1 B
Hyundai Dev	KR	19	0.1 B

Asia Fund Launches: top sectors by net sales - latest 12 month (\$m)



Asia top fund launches - latest 12 month ex Money Market funds (\$bn)

Fund Name	Domicile	Investment Type	Launch Date	Net Sales
BNYMellon Mobility Innovation Fund	Japan	Equity	2018-01	2.8 B
Maxwealth ZengYi Bond Fund	China	Bond	2018-03	2.8 B
AM-One Emerging Country High Quality Growth Equity F	Japan	Equity	2017-12	2.4 B
Vanguard Global Aggregate Bond Index (Hedged)	Australia	Bond	2017-07	2.3 B
Amundi SMBC Protect & Switch Fund	Japan	Other	2017-07	2.1 B
Minsheng Royal JiaYing Surplus Regular Bond Fund	China	Bond	2017-09	1.7 B
PineBridge Senior Floating Rate Income	Australia	Bond	2017-07	1.6 B
AIFMC XingTai Regularly Open Bond Fund	China	Bond	2017-09	1.5 B
DaiwaSB Global EV Revolution Fund (Non Hedged)	Japan	Equity	2018-01	1.4 B
SMT Next Gen Related World Equity Strategy Fund	Japan	Fund of Funds (ex-house)	2017-12	1.3 B

Please note:

1. all charts and tables above exclude Funds of Funds and Money Market funds
2. NT as nationality = to Not Assigned. Joint Ventures are generally classified this way

For more information please contact: GMI.ClientServices@broadridge.com

Data in USD as at: Q2 2018

