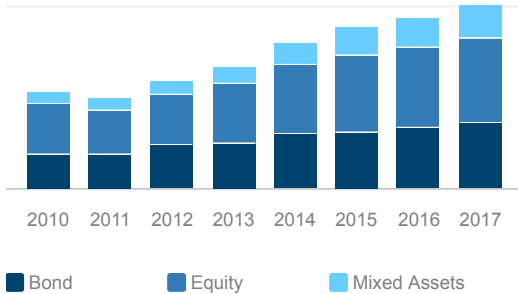


# FundFlash Monthly Snapshot of European Trends



## European assets by investment type



## Aug 2017 net sales of long term funds

€38.6 B

## YTD net sales of long term funds

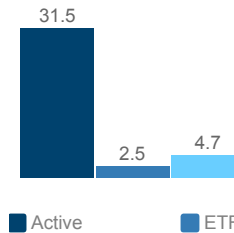
€472.4 B

## Asset Growth month on month

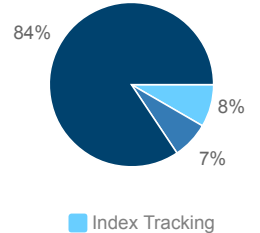
+0.01%

## Passive vs Active overview (€B) in Aug 2017

### Net sales



### Assets



## August in brief

- A summer month of reflection sees long-term net inflows fall to their lowest point of the year (€39bn), but no tears for asset managers as this is the best August on record.
- Money market funds continue to fly high, posting over €25bn of inflows for the second month on the trot.
- Passive funds still occupy a junior role, accounting for just 18% of overall flows into long-term funds.
- Despite the relative vacation-led contraction in sales volumes, fixed income funds continue to blossom, taking €23bn of net new money. Equities, though, slump to a nine-month low.
- The unending search for yield provides the global currency and emerging market bond sectors with the bulk of inflows, but the former posts double the volume of the latter.
- BlackRock has dominated the leader board this year and August was no different. UK trackers have been important to the group's success.
- PIMCO also retains its position as active fund leader, thanks to the popularity of its GIS Income fund, which attracted €4.6bn of net inflows in August.

## Volumes melt in summer heat

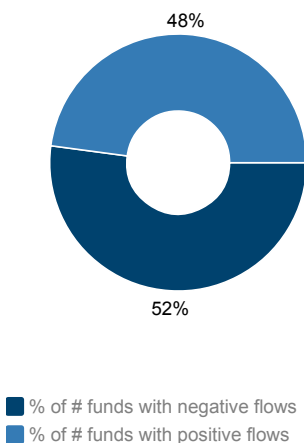
The holiday month of August is generally a quiet period for asset managers, as low trading volumes tend to contain sales totals. Net sales of long-term funds melted down to €39bn. This was their lowest point of the year so far but still a number comfortably above the average monthly volumes set in 2014, Europe's previous best year on record. This aside, the primary themes dominating the asset-management world remained constant. Fixed income funds, with PIMCO's GIS Income product firmly in the driving seat, were not only the power behind the robust sales totals but also the reason for passive take-up being so sluggish. Passive funds accounted for 74% of last year's net inflows. This year they have struggled to take much more than a quarter share.

The one area in which current trends saw some disruption was equities. Recent months of net-sales expansion came to an abrupt halt in August for no obvious reason, other than, possibly, investors preferring to de-risk their portfolios before they went on holiday. Net sales fell from €24bn in July to just over €3bn in August. In this category, passive funds were the only positive force; active options slipped back into slight redemption for the first time since March. In the active space it was the alternatives sector, led by a pair of absolute return funds from Janus Henderson and Old Mutual, that attracted most interest.

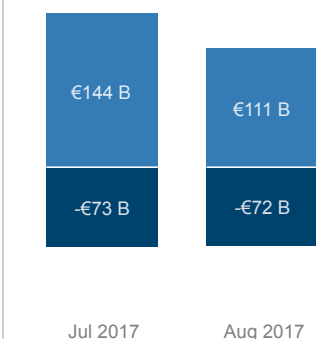
## Looking ahead

Investors continue to bet on the central banks maintaining a dovish stance towards interest rate rises and their massive debt holdings. So far this bet seems to have paid off but investors are skittish and standing ready to shift their positions if policymakers give any hint of more aggressive action. Meanwhile stock markets continue to rise so a rebound in equity fund purchases looks possible in September. Without some unexpected event spooking the markets, the astonishing renaissance of fund buying seems set to continue.

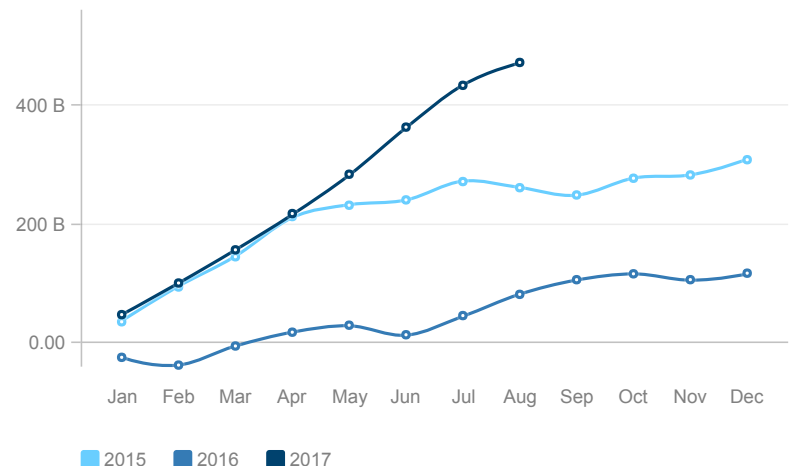
## Flow sentiment



## Positive net sales vs Negative net sales



## Cumulative net sales by year (€bn)

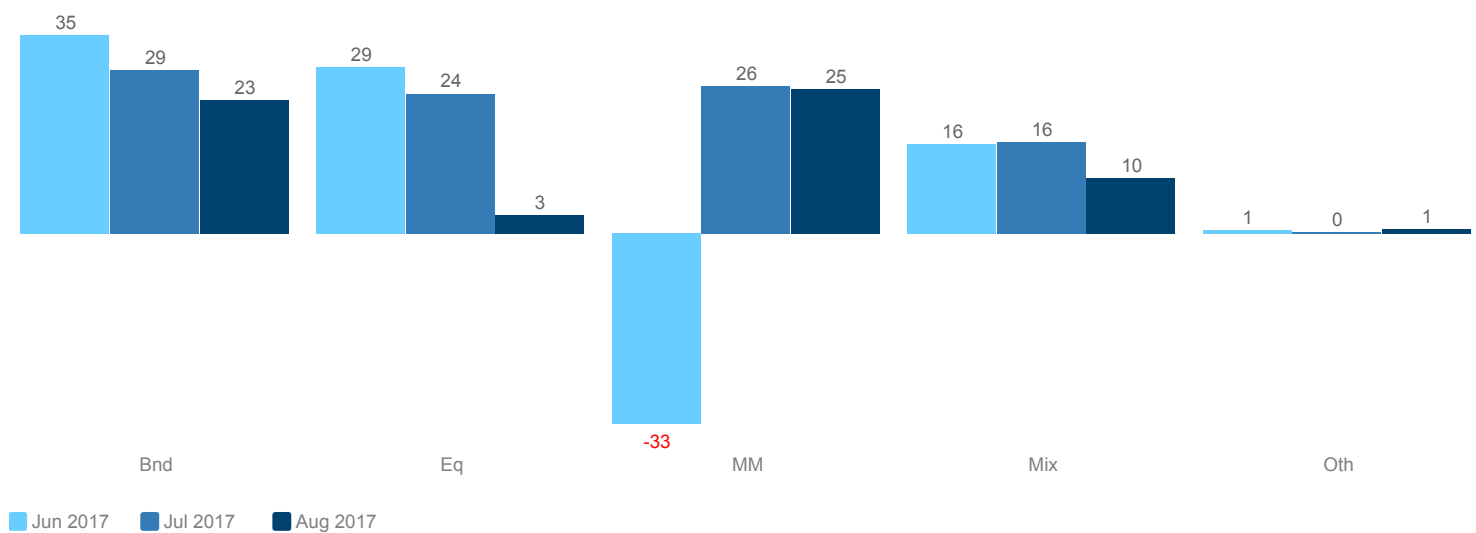


### Top Markets by Sales - Latest Month (€bn)

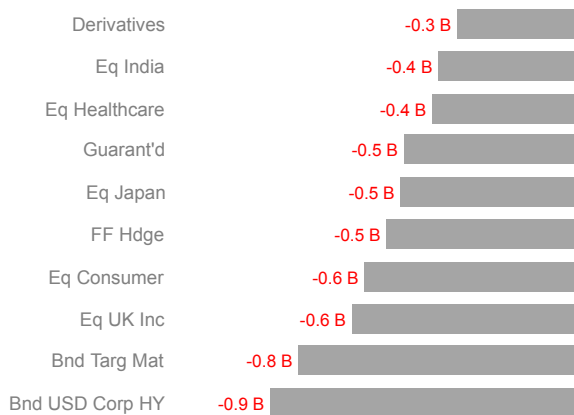
Fund Market	Assets	Previous month Net Sales	Latest Net Sales	Bottom selling fund	Top selling fund
International*	4,015 B	46.9 B	24.9 B	-0.5 B	4.6 B
United Kingdom	1,095 B	6.0 B	4.2 B	-0.4 B	1.7 B
France	372 B	3.5 B	2.8 B	-0.1 B	0.5 B
Germany	610 B	2.9 B	2.7 B	-0.8 B	0.4 B
Italy	458 B	4.4 B	1.2 B	-0.4 B	0.6 B
Norway	87 B	0.6 B	0.7 B	-0.1 B	0.2 B

\* International market granularity available via SalesWatch. Funds of funds and money market funds are excluded.

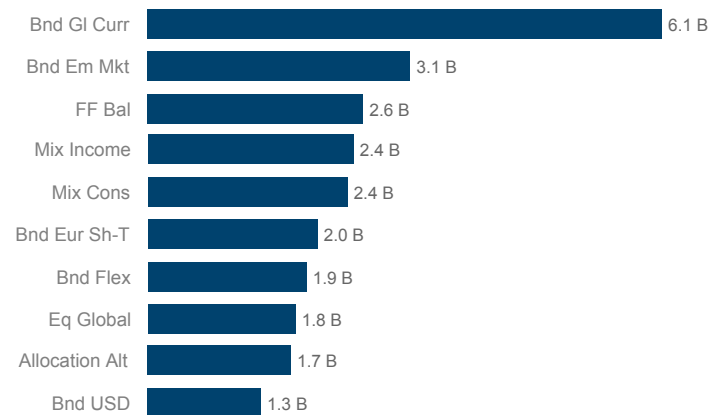
### European Net Sales by Investment Type (€bn)



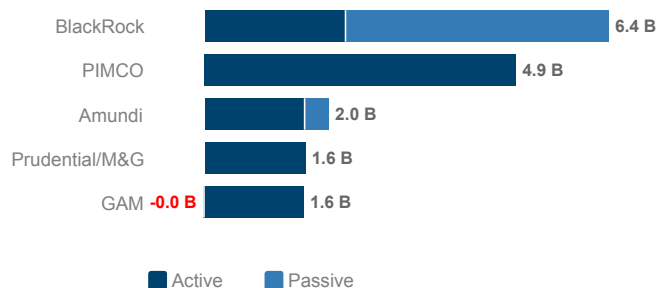
### Bottom 10 selling sectors - Latest month (€bn)



### Top 10 Sectors selling sectors - Latest month (€bn)



### Top selling groups - Latest month (€bn)



### Top selling groups - Latest 12 months (€bn)

Master Group	NAT	Assets	Net Sales
BlackRock	US	590.9 B	71.3 B
PIMCO	US	126.4 B	40.3 B
Amundi	FR	270.0 B	24.1 B
Intesa SP	IT	176.1 B	19.7 B
Vanguard	US	117.7 B	17.5 B

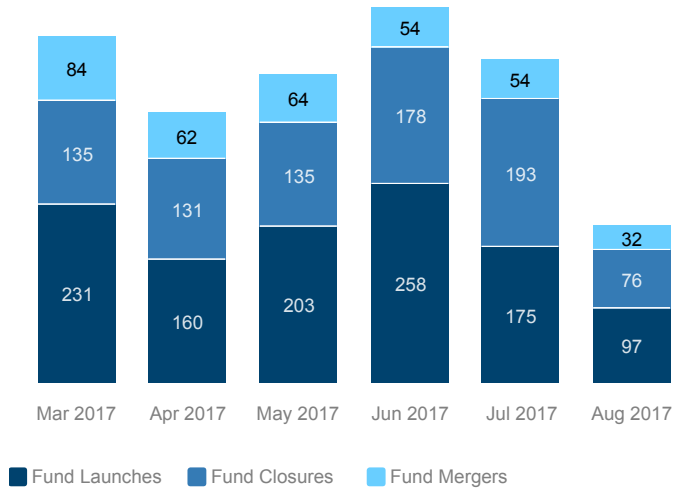
### Top 10 Selling Funds - Latest month (€m)

Fund Name	Fund Domicile	Fund Investment Type	Net Sales
PIMCO GIS Income Fund	Ireland	Bond	4,637
BlackRock ACS 30:70 Global Equity Tracker Fund	United Kingdom	Equity	1,712
M&G Optimal Income Fund	United Kingdom	Bond	1,055
BlackRock Liability Solutions Funds II - £ Tailored Fund X	Ireland	Other	676
Interfund Euro Bond Short Term 1-3	Luxembourg	Bond	595
Allianz Global Investors Fund - Allianz Income and Growth	Luxembourg	Mixed Assets	593
Templeton Emerging Markets Bond Fund (Lux)	Luxembourg	Bond	446
Legg Mason Western Asset Macro Opportunities Bond Fund	Ireland	Bond	439
Allianz Global Investors Fund - Allianz Floating Rate Notes Plus	Luxembourg	Bond	417
iShares Core S&P 500 UCITS ETF (USD)	Ireland	Equity	394

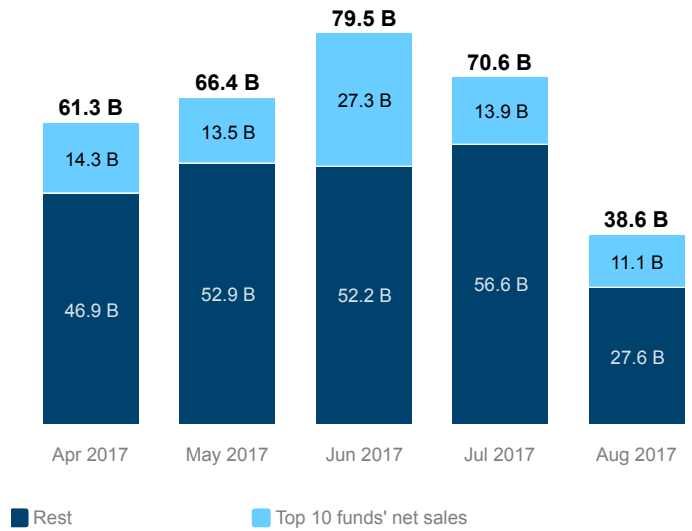
### Best Sellers by Month (€bn)

Fund Name	Type	Month/Year	Net Sales
PIMCO GIS Income Fund	Bnd	Aug 2017	4.6 B
		Jul 2017	3.9 B
BlackRock ACS 50:50 Global Equity Tracker	Eq	Jun 2017	9.7 B
PIMCO GIS Income Fund	Bnd	May 2017	4.1 B
		Apr 2017	3.1 B
		Mar 2017	4.0 B
		Feb 2017	2.4 B
		Jan 2017	1.7 B
Invesco Perpetual Global Targeted Returns	Mix	Dec 2016	1.0 B
AEGON Euro Credits	Bnd	Nov 2016	3.5 B
Vanguard Investment Series Plc - Vanguard US Treasury Inflation-Protected Securities Index Fund	Bnd	Oct 2016	1.2 B
PIMCO GIS Income Fund	Bnd	Sep 2016	1.4 B

### Historical fund launches & closures



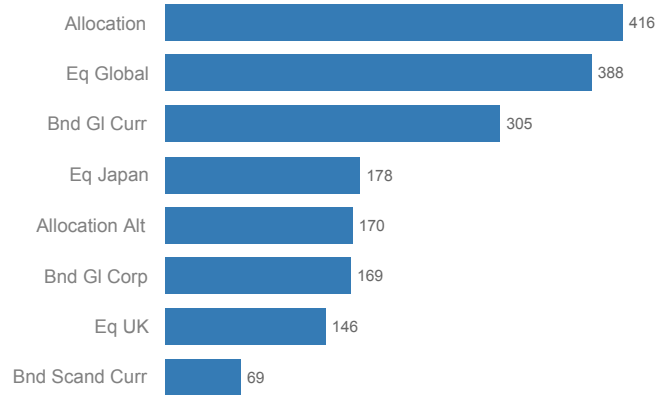
### Proportion of net sales of the top ten selling funds



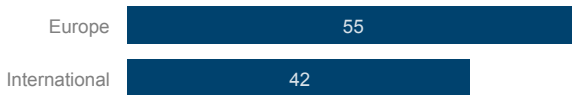
### Fund launches by group - Latest month (€m)

Master Group	# Funds	Net Sales
Schroders	1	297
Amundi	7	225
GAM	4	204
T Rowe Price	1	178
Intesa SP	4	176

### Fund Launches: Top Sectors by net sales - Latest month (€m)



### Number of fund launches by region



### Top fund launches - Latest month (€m)

Fund Name	Domicile	Investment Type	Launch Date	Net Sales
Schroder Global Multi-Factor Equity Fund	GB	Equity	2017-08	297
Star Alma	FR	Equity	2017-08	178
T. Rowe Price Funds SICAV - Dynamic Global Investment Grade Bond Fund	LU	Bond	2017-08	178
Aberdeen Global Corporate Bond Tracker	GB	Bond	2017-08	162
Baillie Gifford UK Equity Focus	GB	Equity	2017-08	146
Multirange Sicav - Prime Alpha Multi Advisors	LU	Mixed Assets	2017-08	139
AZ Fund 1 Italian Excellence 7.0	LU	Mixed Assets	2017-08	121
EIS - Flexible Equity Strategy 2	LU	Mixed Assets	2017-08	84
Natixis AM Funds - Natixis Global Aggregate	LU	Bond	2017-08	75
EIS - Flexible Equity Strategy 3	LU	Mixed Assets	2017-08	73

Data in EURO as at: Aug 2017

For more information please contact [laura.cohen@broadridge.com](mailto:laura.cohen@broadridge.com)

