Multi-Asset AUM will reach €1.7 trillion by 2020

Total Multi-asset AUM – UK, Germany, Italy and Spain
€BN – By client type

Q4 2017
Q4 2020

<table>
<thead>
<tr>
<th></th>
<th>Total Retail</th>
<th>Total Institutional</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 2017</td>
<td>1,200</td>
<td>800</td>
</tr>
<tr>
<td>Q4 2020</td>
<td>2,000</td>
<td>1,200</td>
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Broadridge Insights
The European multi-asset market will grow at 10% p.a.

We believe European multi-asset will continue to grow rapidly, driven by strong institutional and wholesale/retail demand. Two of the many growth drivers are described below:

• Strong DC demand – DC schemes will naturally favour the simplicity and diversification benefits of a multi-asset fund. The UK is the largest DC market in Europe and here we see growing demand for multi-asset within default funds.

• Mobilisation of bank deposits – Strong multi-asset demand in Germany and Spain has been influenced by assets moving out of bank deposits and into funds as investors seek higher returns. Product fit, performance and distribution relationships ultimately determine which managers succeed in these markets.

Insight drawn from our European Multi-Asset Insight stream
An intelligence service focused on the European MA market

• Analysis of both institutional and wholesale demand.
• Current and future opportunity analysis
• Analysis of key product development themes
• Competitive landscape analysis
• Largest and fastest growing funds by market

For more information about our data or insights on this topic
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