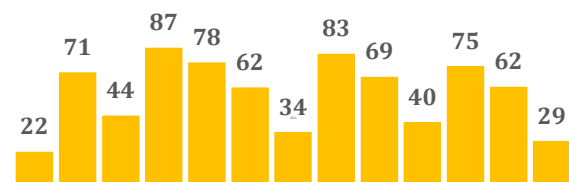
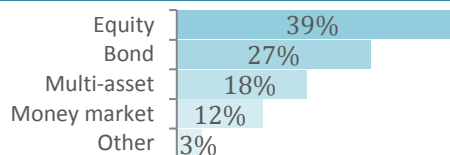


UCITS Net Sales



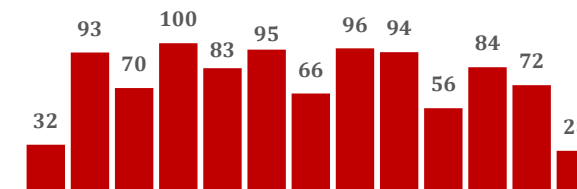
Share of Net Assets by UCITS Type



Net Sales in 2017

| UCITS | December | November | YTD |
|--------------------|-------------|-------------|--------------|
| Equity | 14.6 | 26.4 | 156.8 |
| Bond | 17.9 | 28.9 | 313.5 |
| Multi-asset | 15.9 | 19.8 | 180.1 |
| Money Market | -20.8 | -0.6 | 69.3 |
| Other | 0.9 | -12.0 | 16.2 |
| Total | 28.5 | 62.5 | 735.9 |
| AIF ⁽²⁾ | December | November | YTD |
| Equity | 11.6 | -1.2 | 23.0 |
| Bond | -29.8 | -1.9 | -18.7 |
| Multi-asset | 8.4 | 2.7 | 42.8 |
| Money Market | 0.5 | -0.4 | -3.3 |
| Real Estate | 4.7 | 0.0 | 27.0 |
| Other | 3.9 | 10.5 | 130.6 |
| Total | -0.6 | 9.7 | 201.5 |
| Grand Total | 27.9 | 72.2 | 937.3 |

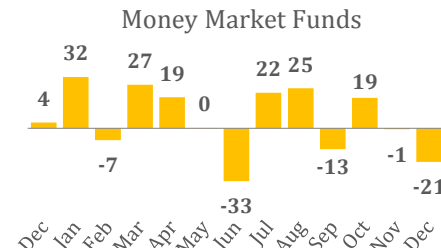
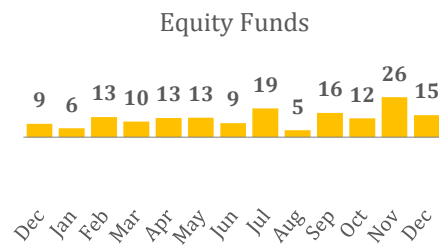
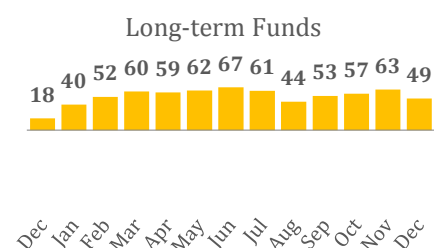
Net Sales of UCITS & AIF



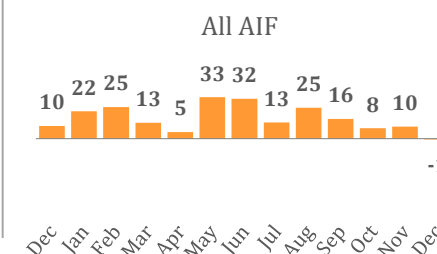
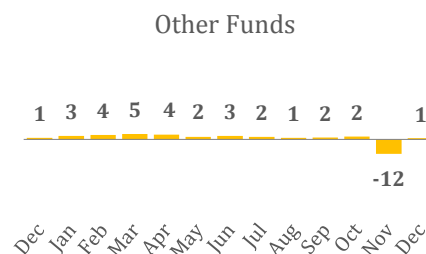
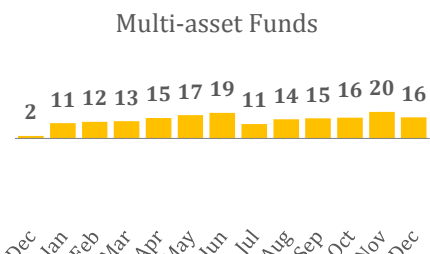
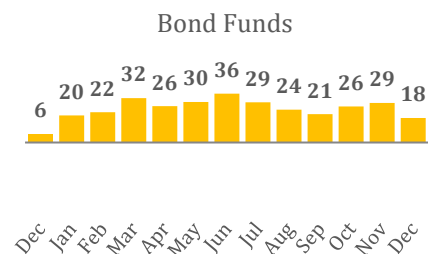
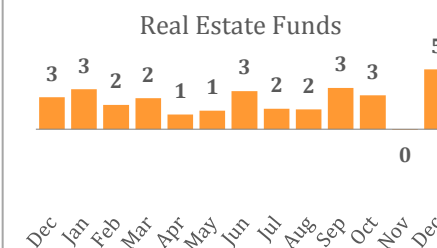
Net Assets

| Category | December | %Δ ⁽³⁾ | End 2016 |
|--------------|---------------|-------------------|---------------|
| UCITS | 9,780 | 0.5% | 8,674 |
| AIF | 5,916 | -0.1% | 5,516 |
| Total | 15,696 | 0.2% | 14,190 |

Net Sales of UCITS



Net Sales of AIF



(1) All data is presented in euro billions and is collected from participating national associations. All UCITS and AIF are classified according to regulatory definitions. (2) Data for equity, bond and multi-asset funds domiciled in Ireland are included in the "other AIF" category due to unavailability of breakdown. (3) Percentage change compares net assets at end December 2017 and end November 2017.