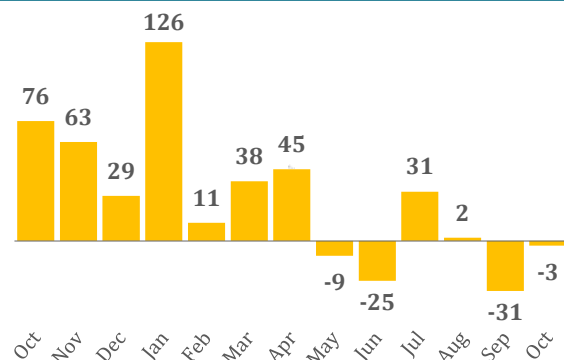


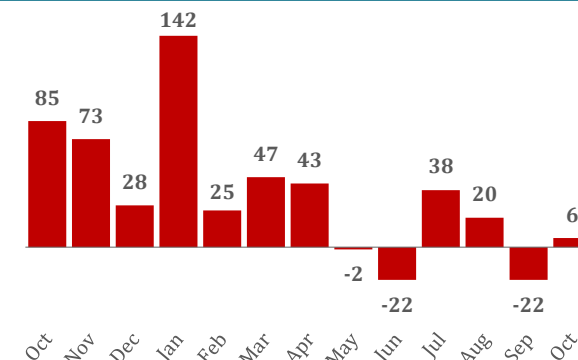
UCITS Net Sales



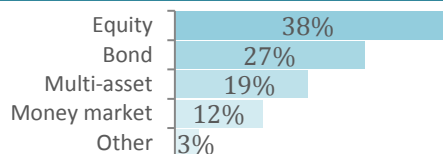
Net Sales in 2018

| UCITS | October | September | YTD |
|---------------------|-------------|--------------|--------------|
| Equity | 0.4 | 4.1 | 115.7 |
| Bond | -23.1 | -9.9 | -8.3 |
| Multi-asset | -5.4 | -1.0 | 86.6 |
| Money Market | 33.0 | -20.6 | -0.3 |
| Other | -7.8 | -4.1 | -9.2 |
| Total | -3.0 | -31.5 | 184.5 |
| AIFs ⁽²⁾ | October | September | YTD |
| Equity | 0.0 | -4.3 | -19.1 |
| Bond | -1.6 | -1.3 | -16.6 |
| Multi-asset | 2.7 | 3.4 | 22.3 |
| Money Market | 4.5 | -2.0 | 0.7 |
| Real Estate | 1.9 | 2.9 | 28.2 |
| Other | 1.6 | 10.8 | 75.0 |
| Total | 9.1 | 9.4 | 90.6 |
| Grand Total | 6.1 | -22.1 | 275.1 |

Net Sales of UCITS & AIFs



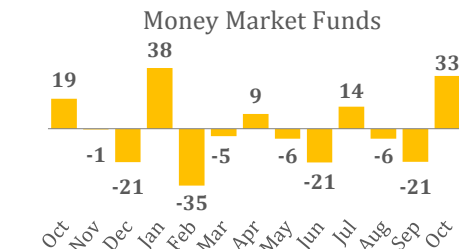
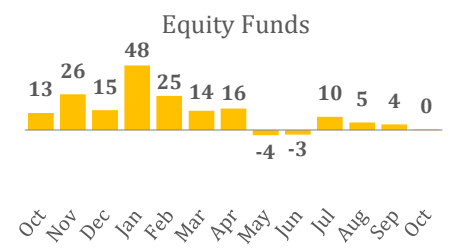
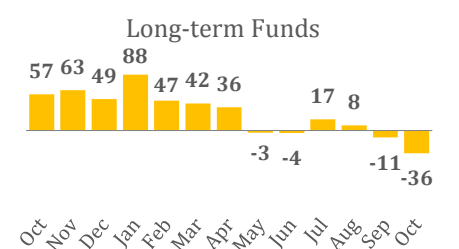
Share of Net Assets by UCITS Type



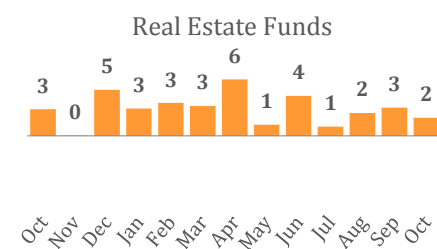
Net Assets

| Category | October | %Δ ⁽³⁾ | End 2017 |
|--------------|---------------|-------------------|---------------|
| UCITS | 9,714 | -3.2% | 9,731 |
| AIFs | 5,984 | -1.4% | 5,893 |
| Total | 15,698 | -2.5% | 15,624 |

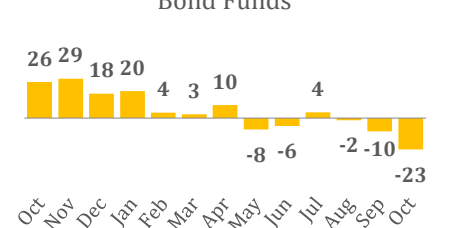
Net Sales of UCITS



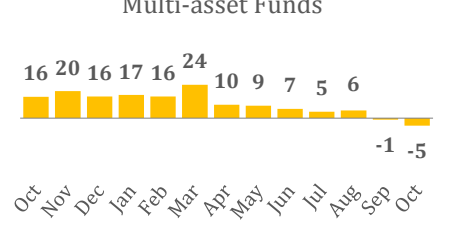
Net Sales of AIFs



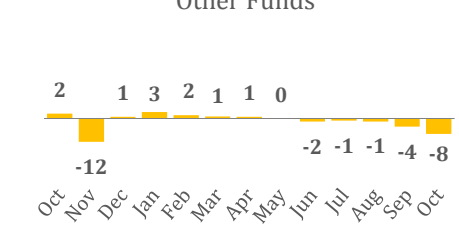
Bond Funds



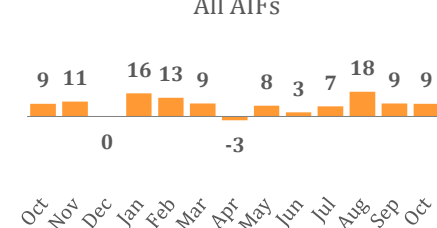
Multi-asset Funds



Other Funds



All AIFs



(1) All data is presented in euro billions and is collected from participating national associations. All UCITS and AIFs are classified according to regulatory definitions. (2) Data for equity, bond and multi-asset funds domiciled in Ireland are included in the "other AIFs" category due to unavailability of breakdown. (3) Percentage change compares net assets at end October 2018 and end September 2018.