

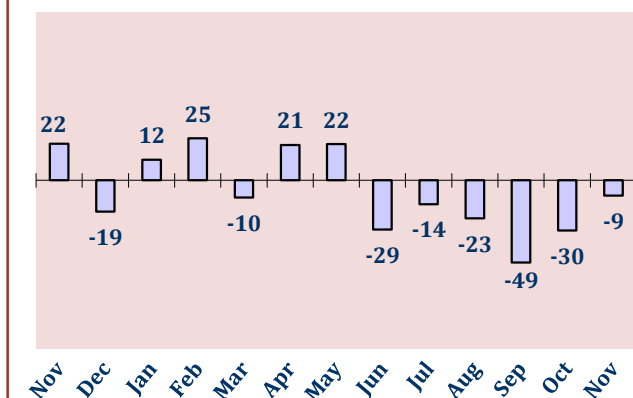
# EFAMA INVESTMENT FUND INDUSTRY FACT SHEET <sup>(1)</sup>

## NOVEMBER 2011 DATA

Net Sales (EUR bn) <sup>(2)</sup>

UCITS	November	October	2011
Equity	-16.3	-7.5	-56.4
Bond	-10.7	-5.2	-22.9
Balanced	-0.3	-5.3	18.4
Other UCITS	-1.6	-1.3	10.9
<b>Sub Total Long Term</b>	<b>-28.8</b>	<b>-19.3</b>	<b>-50.1</b>
Money Market	19.7	-10.4	-34.4
<b>Total UCITS</b>	<b>-9.1</b>	<b>-29.8</b>	<b>-84.5</b>
Non-UCITS	November	October	2011
Special	10.5	8.1	80.7
Real Estate	0.0	-1.3	2.9
Other Non-UCITS	0.2	0.2	5.6
<b>Total Non-UCITS</b>	<b>10.7</b>	<b>7.0</b>	<b>89.2</b>
<b>Grand TOTAL</b>	<b>1.6</b>	<b>-22.8</b>	<b>4.7</b>

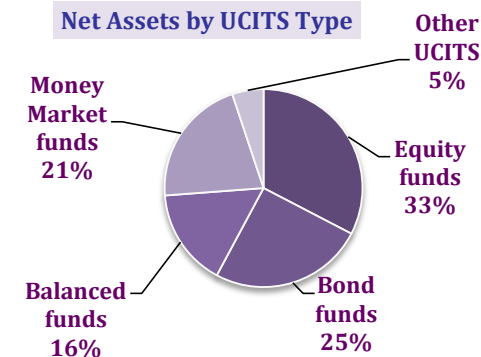
UCITS Net Sales (EUR bn)



Net Assets (EUR bn) <sup>(3)</sup>

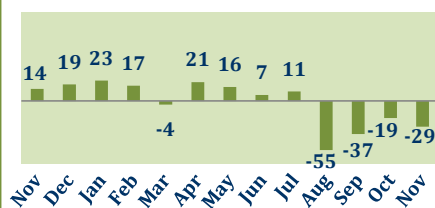
Category	November	% change <sup>(4)</sup>	end 2010
UCITS	5,425	-1.2%	5,889
Non-UCITS	2,144	0.4%	2,042
<b>Total</b>	<b>7,568</b>	<b>-0.7%</b>	<b>7,931</b>

Net Assets by UCITS Type

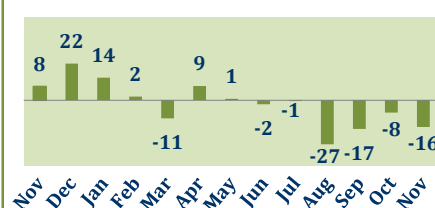


Net Sales of Long-Term UCITS (UCITS excluding Money Market Funds)

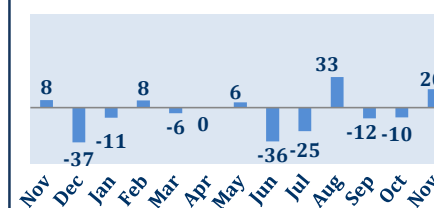
Long-term Fund Net Sales (EUR bn)



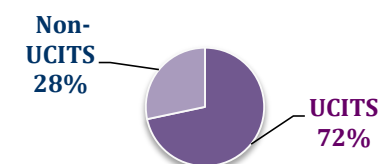
Equity Fund Net Sales (EUR bn) <sup>(5)</sup>



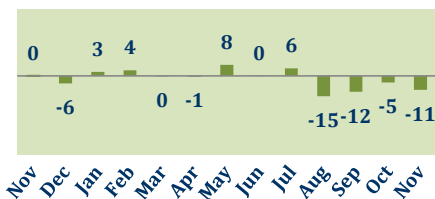
MM Fund Net Sales (EUR bn)



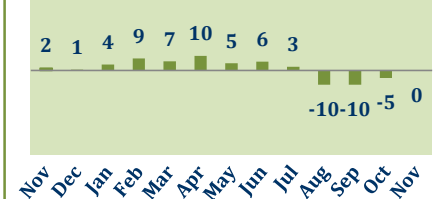
UCITS/Non-UCITS Net Assets



Bond Fund Net Sales (EUR bn) <sup>(5)</sup>



Balanced Fund Net Sales (EUR bn) <sup>(5)</sup>



Special Fund Net Sales (EUR bn)



Worldwide Assets (EUR bn)

Regions	Sept 11
USA <sup>(6)</sup>	8,900
Europe <sup>(7)</sup>	7,667
Asia and Pacific	2,306
America excl. USA	1,796
<b>World</b>	<b>20,773</b>

(1) Excluding Belgium, Netherlands & Liechtenstein; (2) UCITS in the sense of publicly offered open-ended funds; non-UCITS include other nationally regulated funds; (3) for countries reporting assets on a monthly basis (more than 97% of European investment fund assets); (4) change on previous month; (5) excluding Ireland before December 2010; (6) mutual funds; (7) for countries reporting assets each quarter, including non-UCITS.