

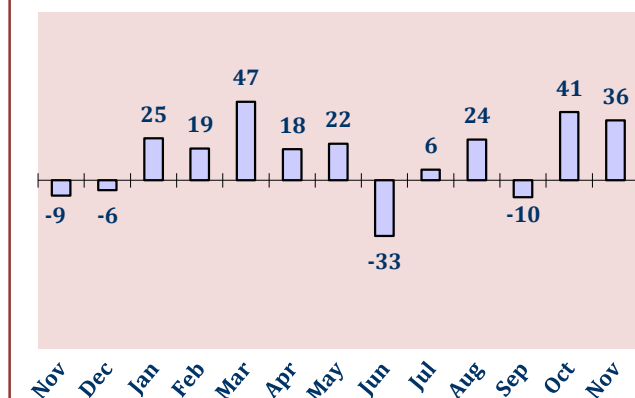
# EFAMA INVESTMENT FUND INDUSTRY FACT SHEET <sup>(1)</sup>

## NOVEMBER 2012 DATA

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

UCITS	November	October	2012
Equity	13.0	3.4	-11.7
Bond	18.6	25.1	184.7
Balanced	2.9	4.5	18.1
Other UCITS	1.4	1.2	6.5
<b>Sub Total Long Term</b>	<b>35.9</b>	<b>34.2</b>	<b>197.6</b>
Money Market	-0.3	6.3	-3.5
<b>Total UCITS</b>	<b>35.6</b>	<b>40.5</b>	<b>194.1</b>
Non-UCITS	November	October	2012
Special	2.9	10.1	79.7
Real Estate	0.2	0.5	4.0
Other Non-UCITS	4.4	2.0	19.5
<b>Total Non-UCITS</b>	<b>7.5</b>	<b>12.5</b>	<b>103.2</b>
<b>Grand TOTAL</b>	<b>43.1</b>	<b>53.0</b>	<b>297.3</b>

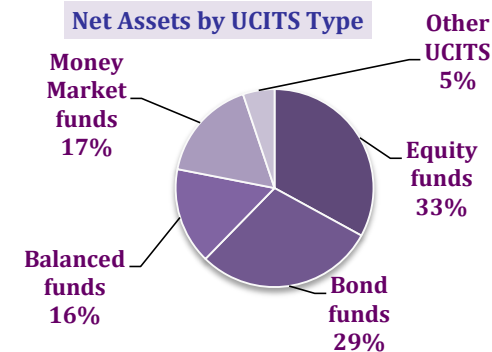
### UCITS Net Sales (EUR bn)



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

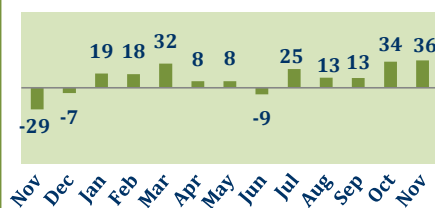
Category	November	% change <sup>(4)</sup>	end 2011
UCITS	6,316	1.1%	5,613
Non-UCITS	2,502	0.9%	2,317
<b>Total</b>	<b>8,818</b>	<b>1.0%</b>	<b>7,930</b>

### Net Assets by UCITS Type

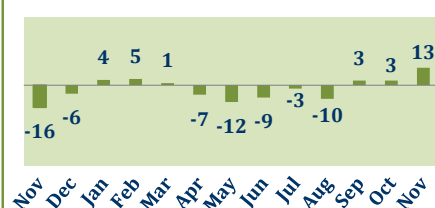


### Net Sales of Long-Term UCITS (UCITS excluding Money Market Funds)

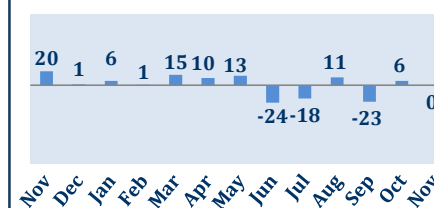
#### Long-term Fund Net Sales (EUR bn)



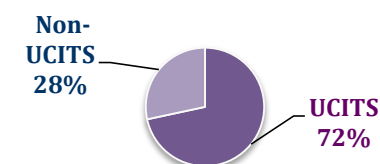
#### Equity Fund Net Sales (EUR bn)



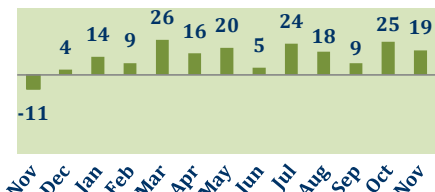
#### MM Fund Net Sales (EUR bn)



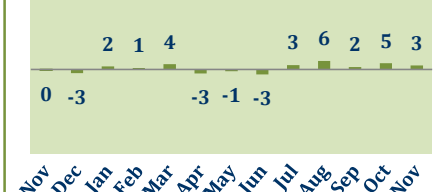
### UCITS/Non-UCITS Net Assets



#### Bond Fund Net Sales (EUR bn)



#### Balanced Fund Net Sales (EUR bn)



#### Special Fund Net Sales (EUR bn)



### Worldwide Assets (EUR bn)

Regions	Sept 12
USA <sup>(5)</sup>	10,818
Europe <sup>(6)</sup>	8,741
Asia and Pacific	2,690
America excl. USA	2,144
<b>World</b>	<b>24,515</b>

(1) Excluding Liechtenstein; (2) UCITS in the sense of publicly offered open-ended funds; non-UCITS include other nationally regulated funds; excluding Belgium; (3) for countries reporting assets on a monthly basis (more than 99.6% of European investment fund assets); (4) change on previous month; (5) mutual funds; (6) for countries reporting assets each quarter, including non-UCITS.