

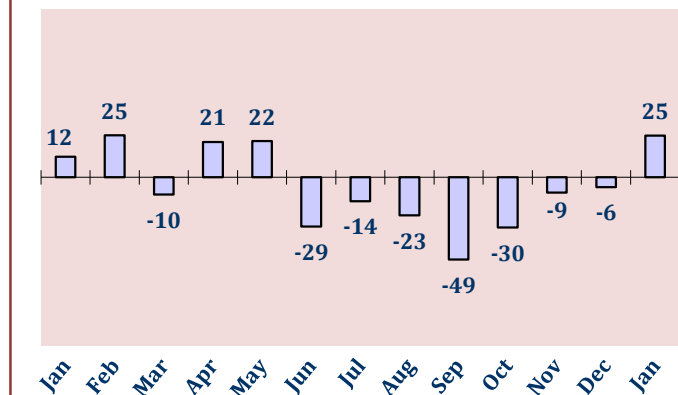
EFAMA INVESTMENT FUND INDUSTRY FACT SHEET ⁽¹⁾

JANUARY 2012 DATA

Net Sales (EUR bn) ⁽²⁾

UCITS	January	December
Equity	3.9	-6.2
Bond	13.4	3.8
Balanced	2.2	-2.6
Other UCITS	-0.8	-2.2
Sub Total Long Term	18.8	-7.1
Money Market	6.0	1.3
Total UCITS	24.7	-5.8
Non-UCITS	January	December
Special	6.4	12.7
Real Estate	0.6	0.6
Other Non-UCITS	-0.2	1.4
Total Non-UCITS	6.8	14.8
Grand TOTAL	31.5	8.9

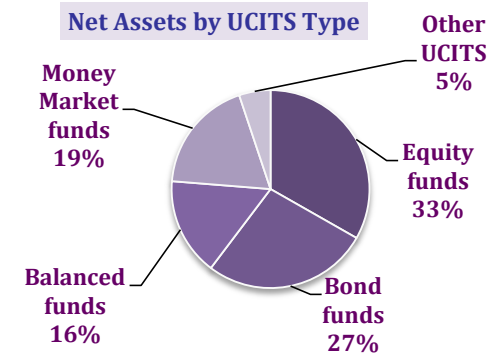
UCITS Net Sales (EUR bn)



Net Assets (EUR bn) ⁽³⁾

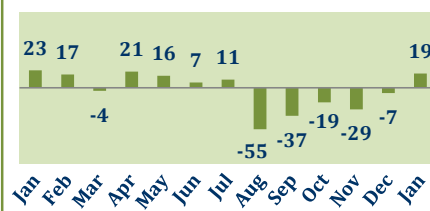
Category	January	% change ⁽⁴⁾	end 2011
UCITS	5,711	3.0%	5,542
Non-UCITS	2,230	1.3%	2,201
Total	7,941	2.5%	7,743

Net Assets by UCITS Type

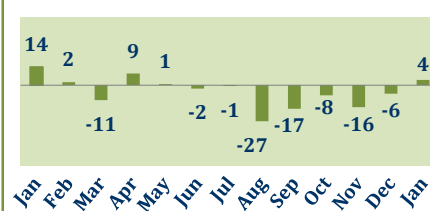


Net Sales of Long-Term UCITS (UCITS excluding Money Market Funds)

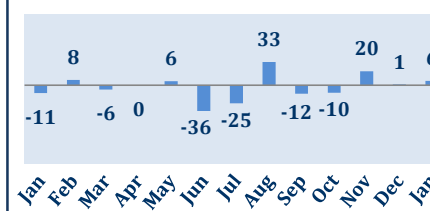
Long-term Fund Net Sales (EUR bn)



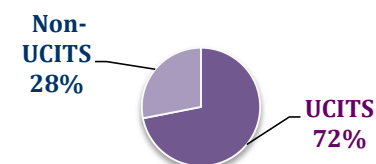
Equity Fund Net Sales (EUR bn)



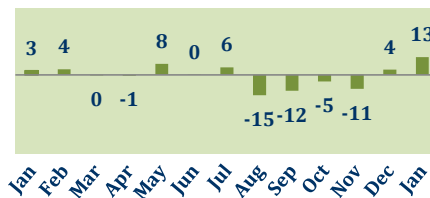
MM Fund Net Sales (EUR bn)



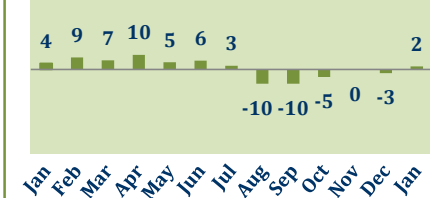
UCITS/Non-UCITS Net Assets



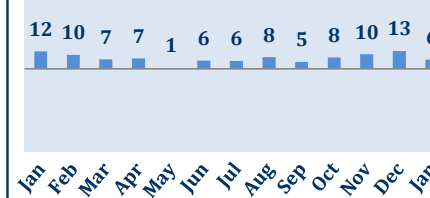
Bond Fund Net Sales (EUR bn)



Balanced Fund Net Sales (EUR bn)



Special Fund Net Sales (EUR bn)



Worldwide Assets (EUR bn)

Regions	Sept 11
USA ⁽⁵⁾	8,900
Europe ⁽⁶⁾	7,667
Asia and Pacific	2,306
America excl. USA	1,796
World	20,773

(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) mutual funds; (6) for countries reporting assets each quarter, including non-UCITS.