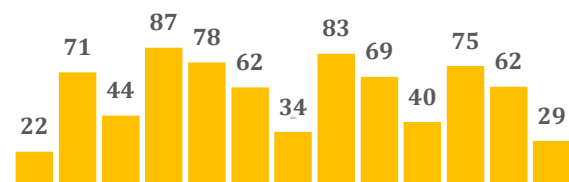
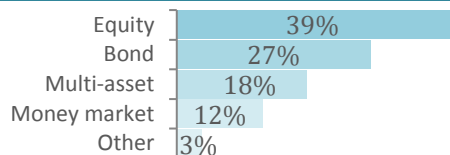


**UCITS Net Sales**



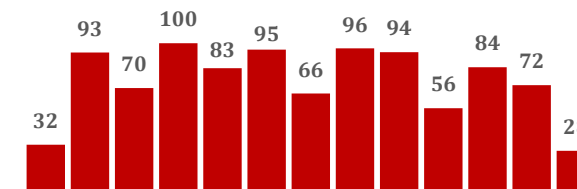
**Share of Net Assets by UCITS Type**



**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
<b>Total</b>	<b>28.5</b>	<b>62.5</b>	<b>735.9</b>
AIF <sup>(2)</sup>	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
<b>Total</b>	<b>-0.6</b>	<b>9.7</b>	<b>201.5</b>
<b>Grand Total</b>	<b>27.9</b>	<b>72.2</b>	<b>937.3</b>

**Net Sales of UCITS & AIF**



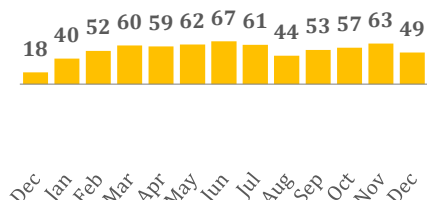
**Net Assets**

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

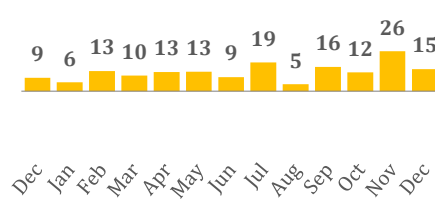
**Net Sales of UCITS**

**Net Sales of AIF**

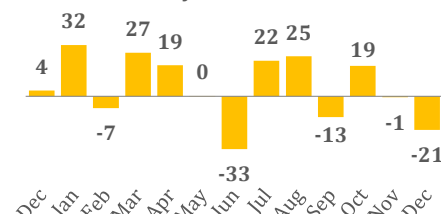
**Long-term Funds**



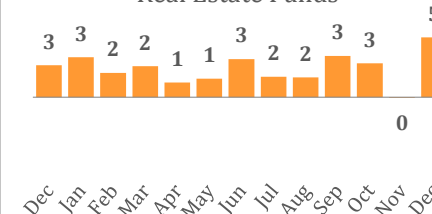
**Equity Funds**



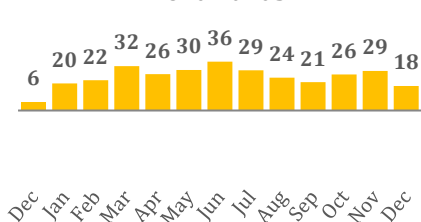
**Money Market Funds**



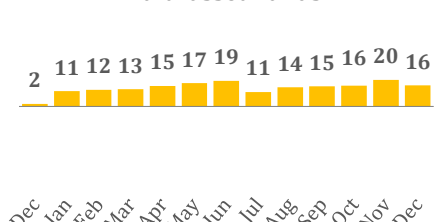
**Real Estate Funds**



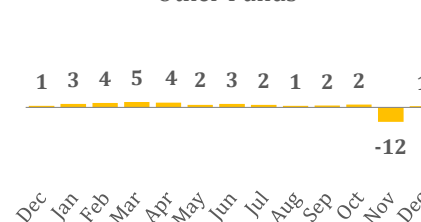
**Bond Funds**



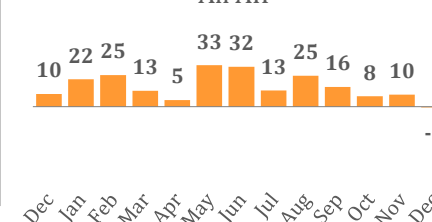
**Multi-asset Funds**



**Other Funds**



**All 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.