

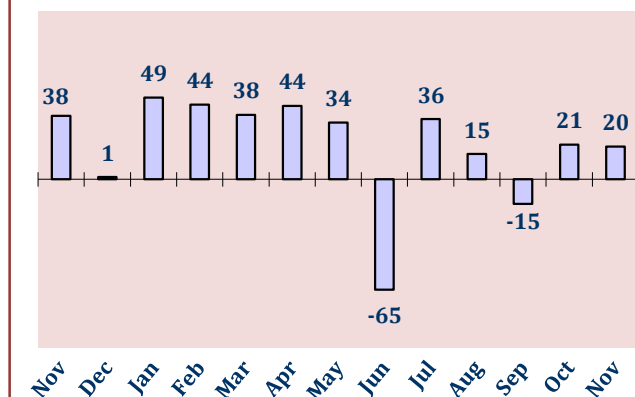
# EFAMA INVESTMENT FUND INDUSTRY FACT SHEET <sup>(1)</sup>

## NOVEMBER 2013 DATA

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

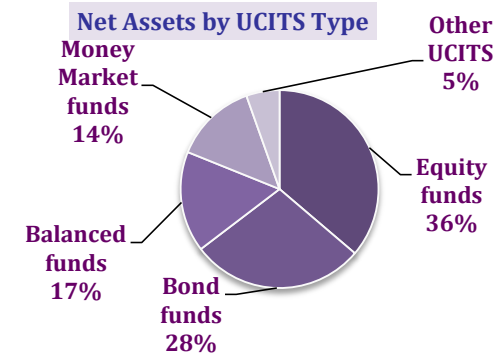
UCITS	November	October	2013
Equity	10.5	15.1	90.3
Bond	6.9	0.3	78.1
Balanced	8.7	7.5	94.3
Other UCITS	-3.8	3.0	27.8
<b>Sub Total Long Term</b>	<b>22.3</b>	<b>25.9</b>	<b>290.5</b>
Money Market	-2.8	-5.3	-72.1
<b>Total UCITS</b>	<b>19.5</b>	<b>20.6</b>	<b>218.3</b>
Non-UCITS	November	October	2013
Special	7.7	18.1	125.8
Real Estate	1.0	0.4	7.4
Other Non-UCITS	3.3	0.5	20.4
<b>Total Non-UCITS</b>	<b>12.0</b>	<b>18.9</b>	<b>153.6</b>
<b>Grand TOTAL</b>	<b>31.5</b>	<b>39.5</b>	<b>371.9</b>

UCITS Net Sales (EUR bn)



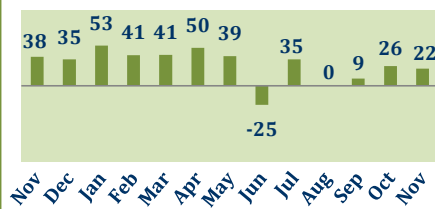
Net Assets (EUR bn) <sup>(3)</sup>

Category	November	% change <sup>(4)</sup>	end 2012
UCITS	6,923	0.9%	6,271
Non-UCITS	2,789	0.4%	2,645
<b>Total</b>	<b>9,712</b>	<b>0.8%</b>	<b>8,916</b>

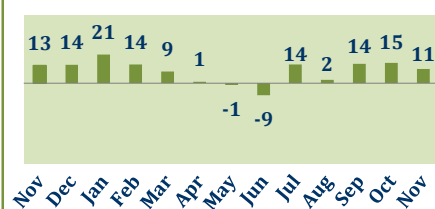


Net Sales of Long-Term UCITS (UCITS excluding Money Market Funds)

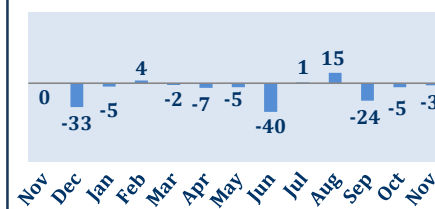
Long-term Fund Net Sales (EUR bn)



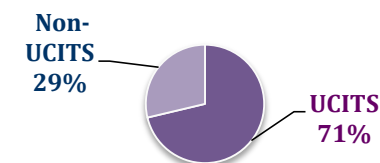
Equity Fund Net Sales (EUR bn)



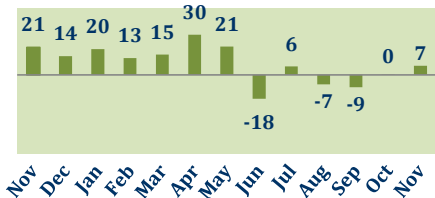
MM Fund Net Sales (EUR bn)



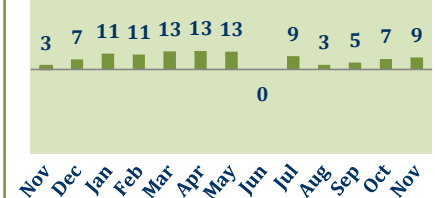
UCITS/Non-UCITS Net Assets



Bond Fund Net Sales (EUR bn)



Balanced Fund Net Sales (EUR bn)



Special Fund Net Sales (EUR bn)



Worldwide Assets (EUR bn)

Regions	Sept 2013
USA <sup>(5)</sup>	11,699
Europe <sup>(6)</sup>	9,531
Asia and Pacific	2,680
America excl. USA	2,178
<b>World</b>	<b>26,209</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.