



ASSOGESTIONI

associazione del risparmio gestito

The Italian Asset Management market key figures

23 June 2015

Research Department



1. The Italian Asset Management market

- ☐ Summary statistics
- ☐ Open-end funds
- ☐ Mandates
- ☐ The recovery, some tentative explanations

2. The European Investment Fund Industry

- ☐ Net assets & sales by fund / fund group domicile

3. Savings & Wealth

- ☐ Household saving rate: trend & int'l comparison
- ☐ Household financial portfolio & private pension plans



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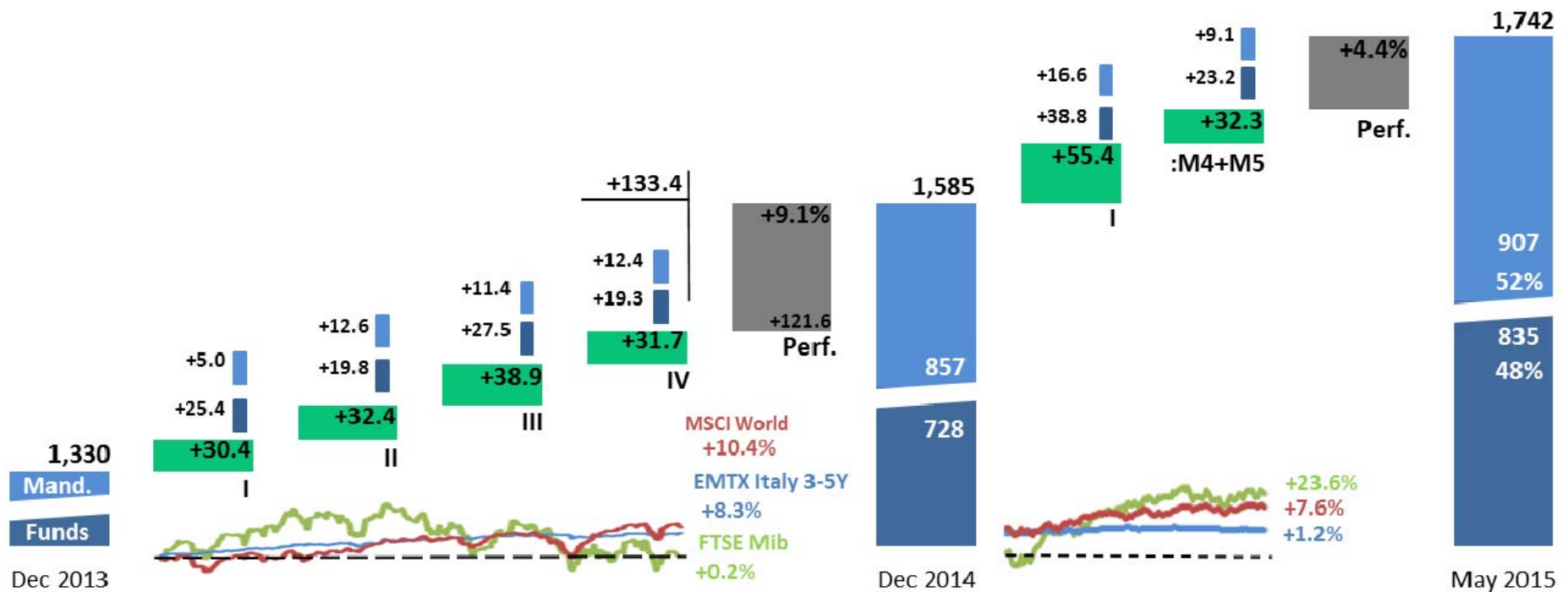
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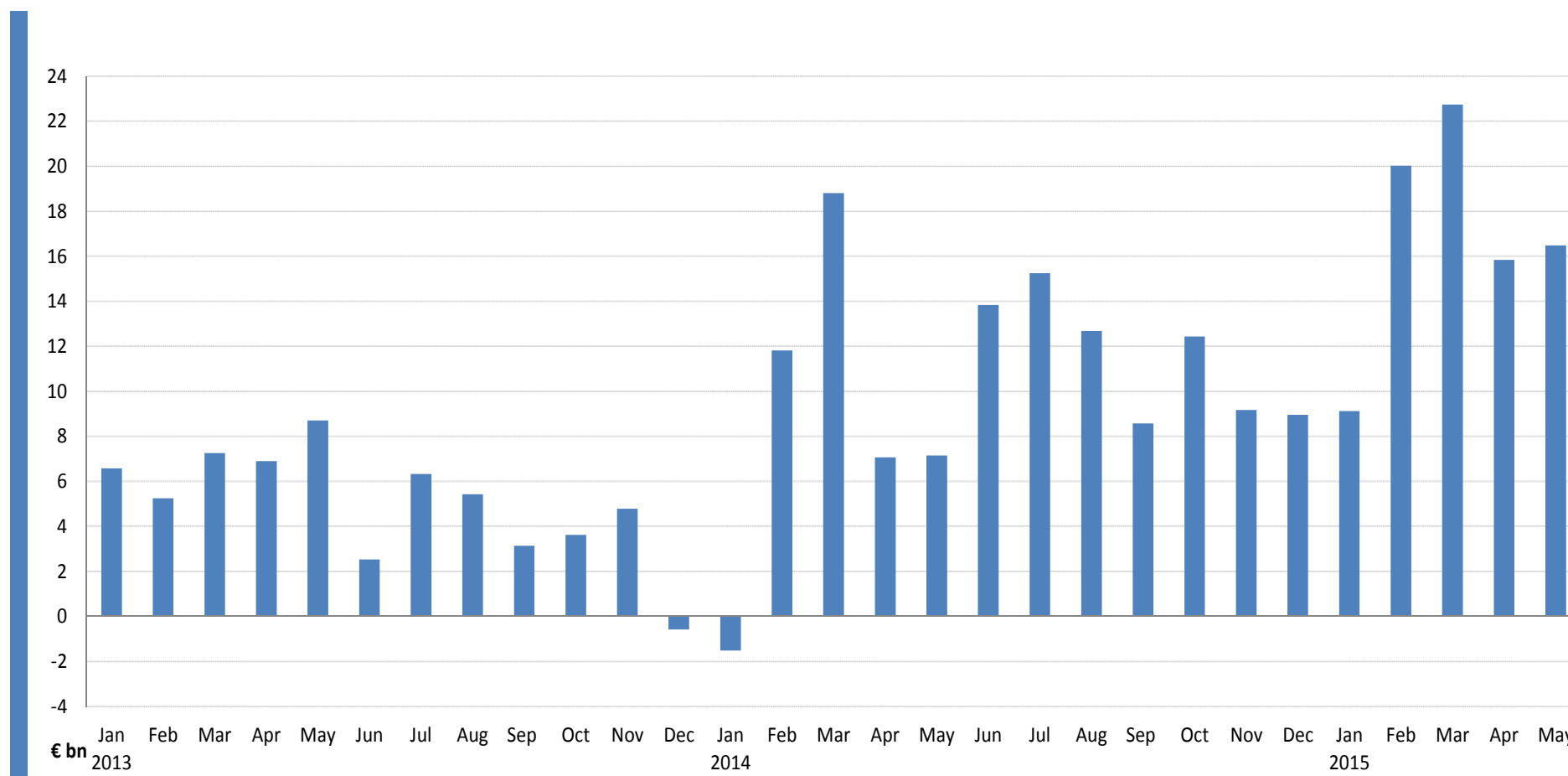


The Italian AM market (Jan 2014:May 2015)



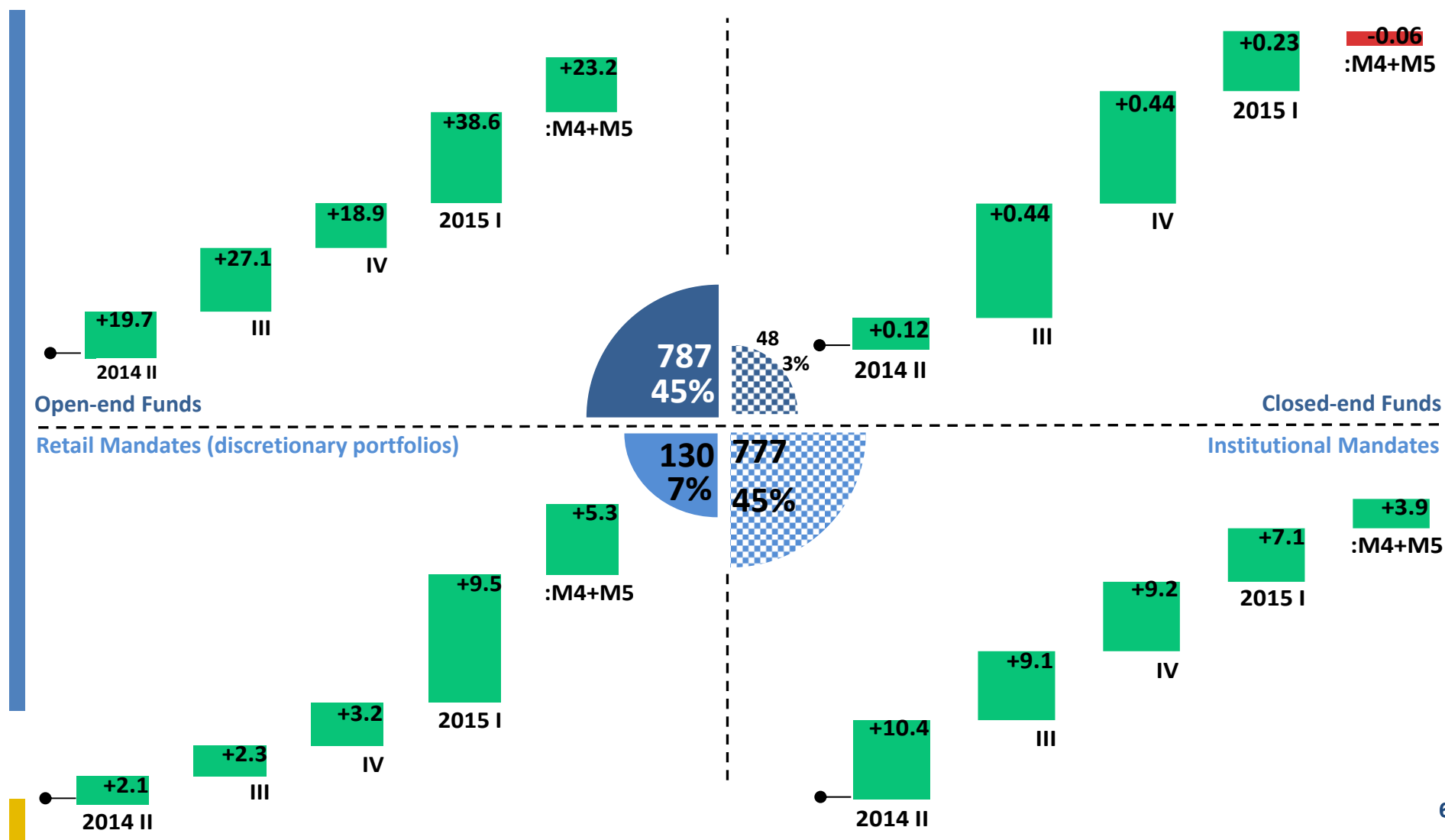


Net flows (monthly data)



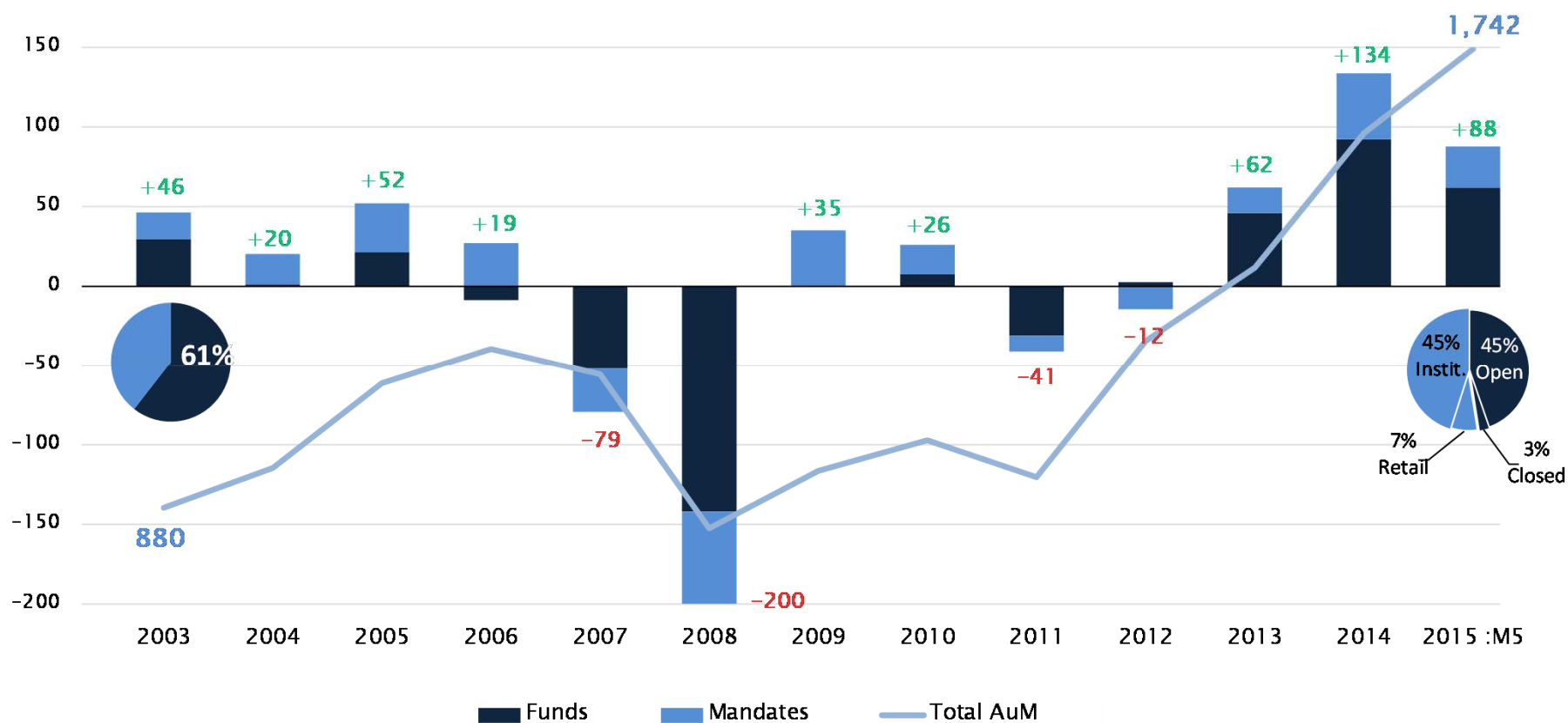


Product breakdown



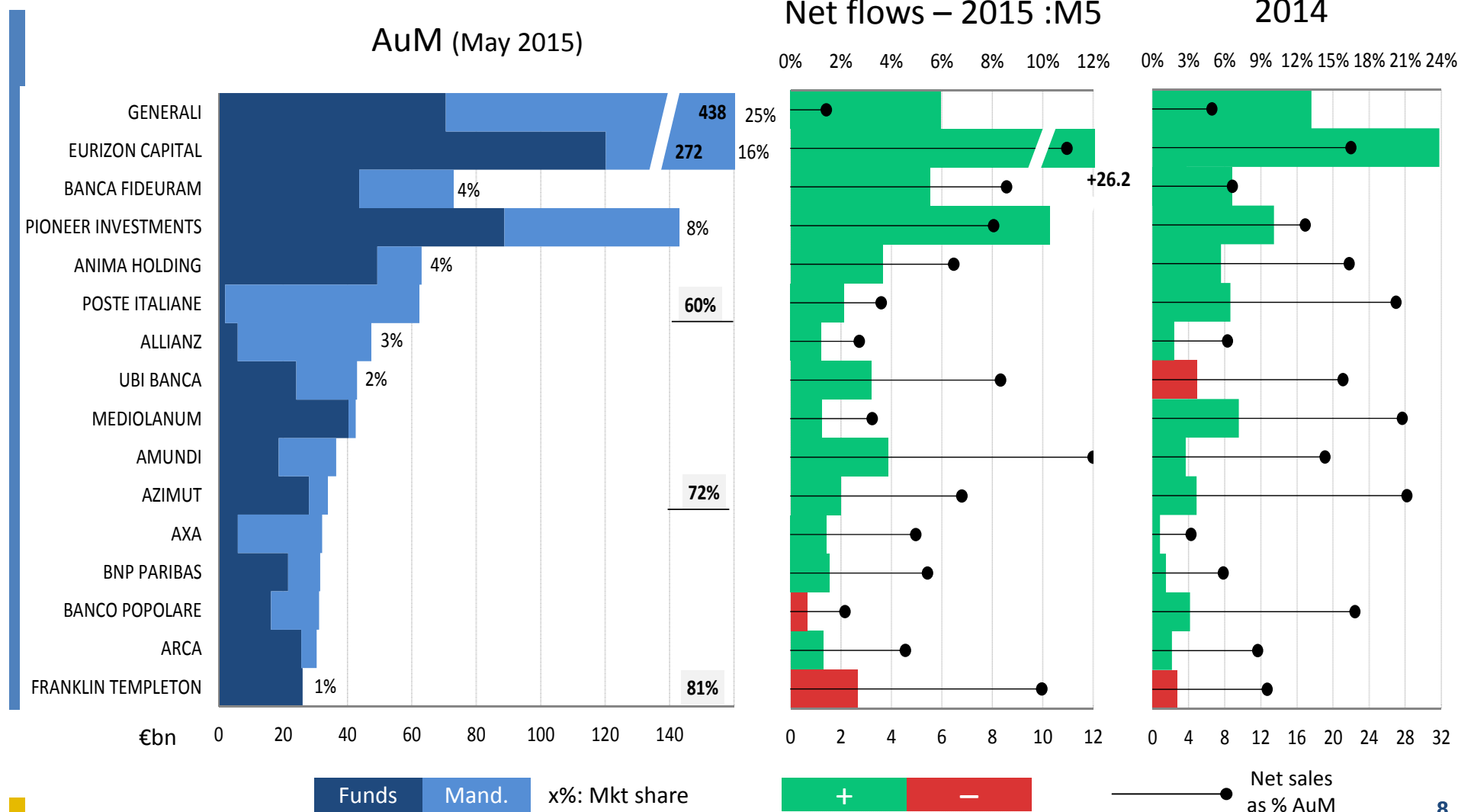


Long term trend



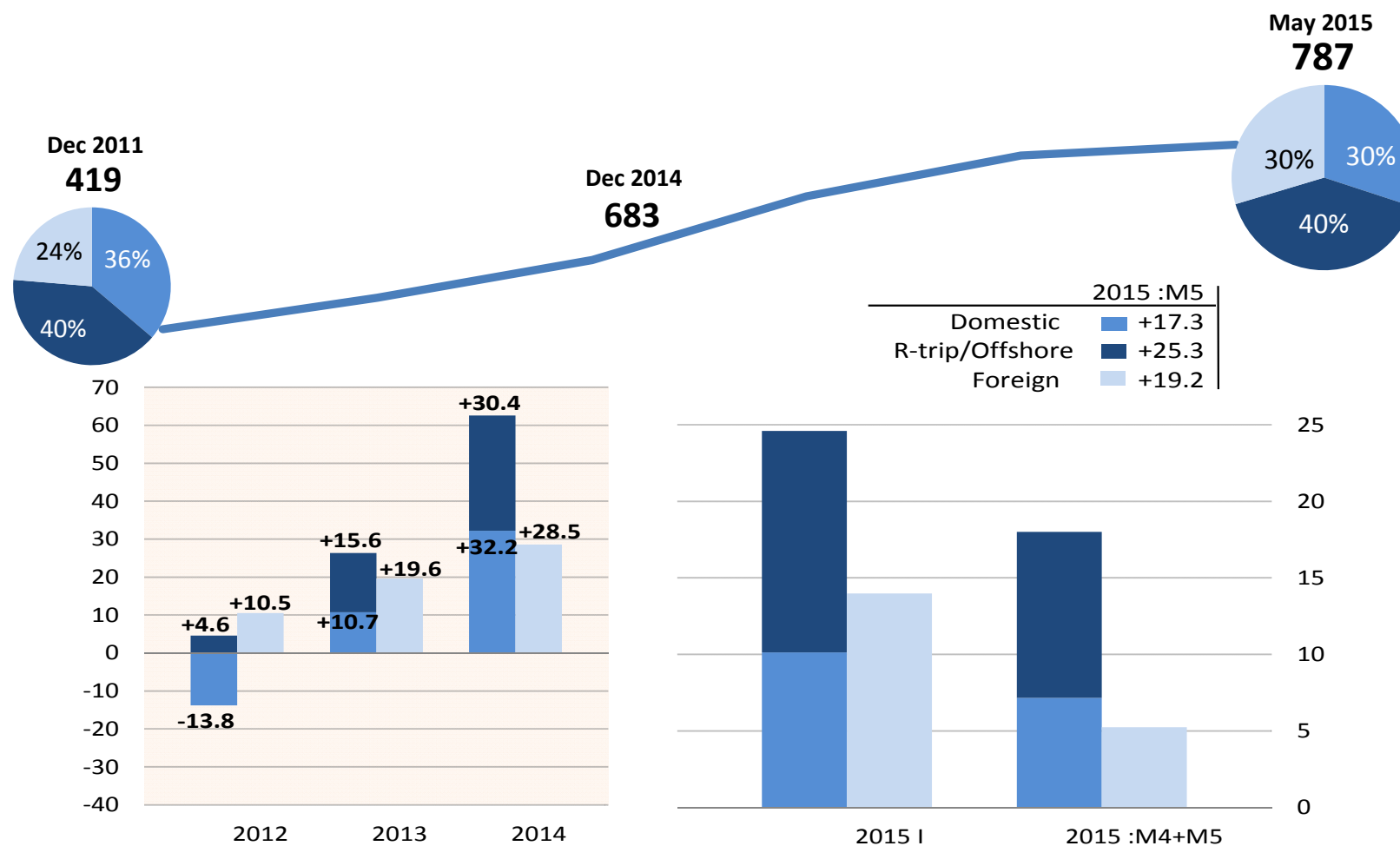


Top 15 Groups



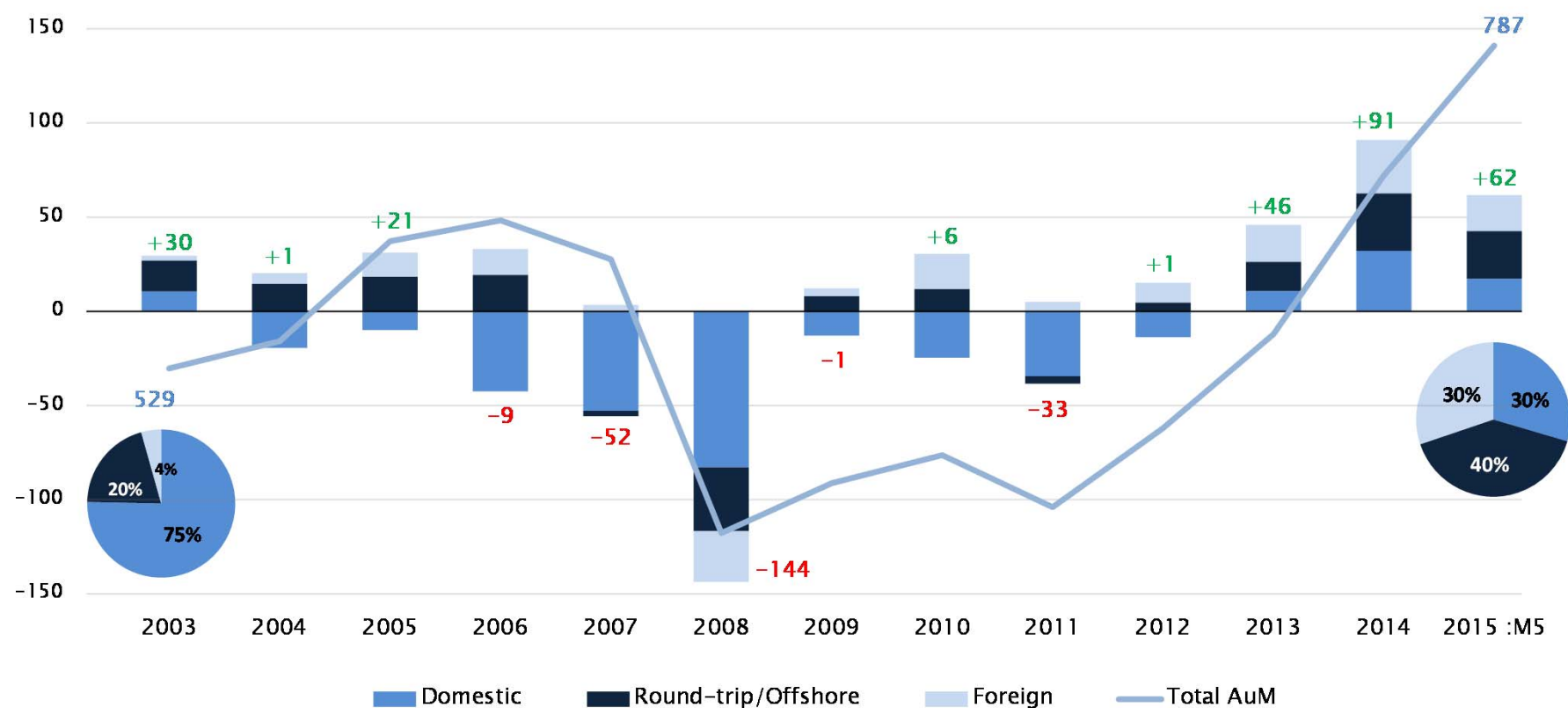


Open-end funds: domicile breakdown





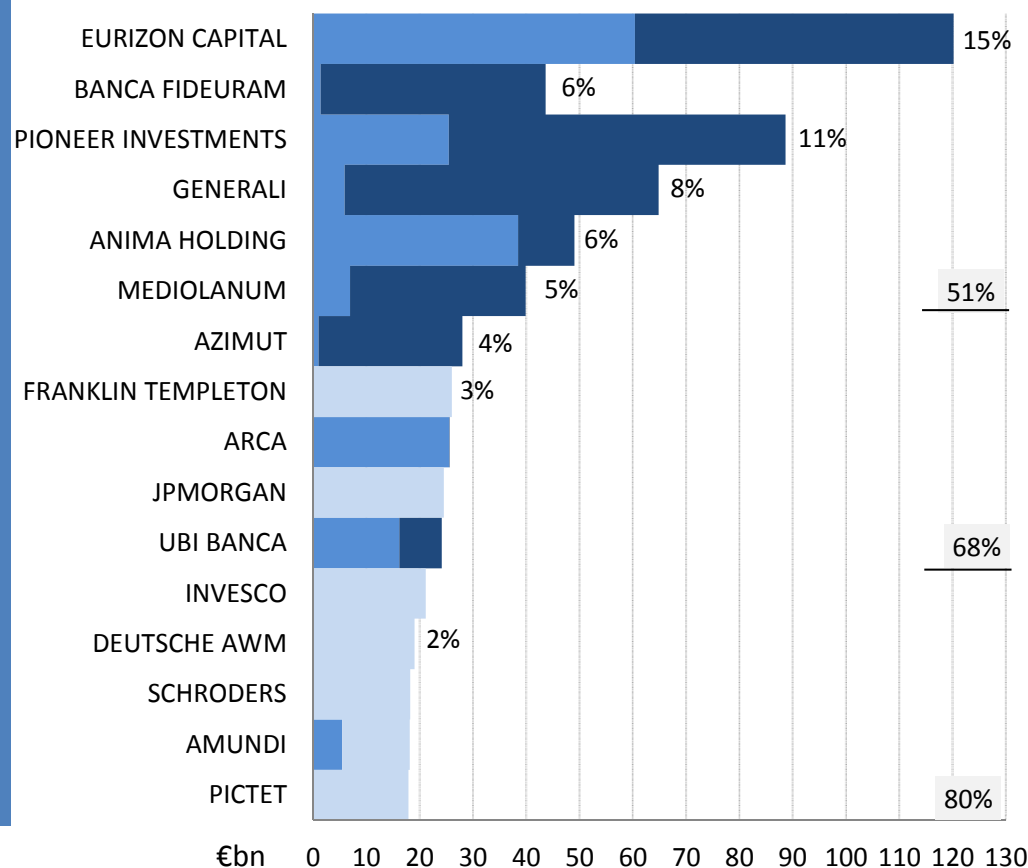
Long term trend: open-end funds



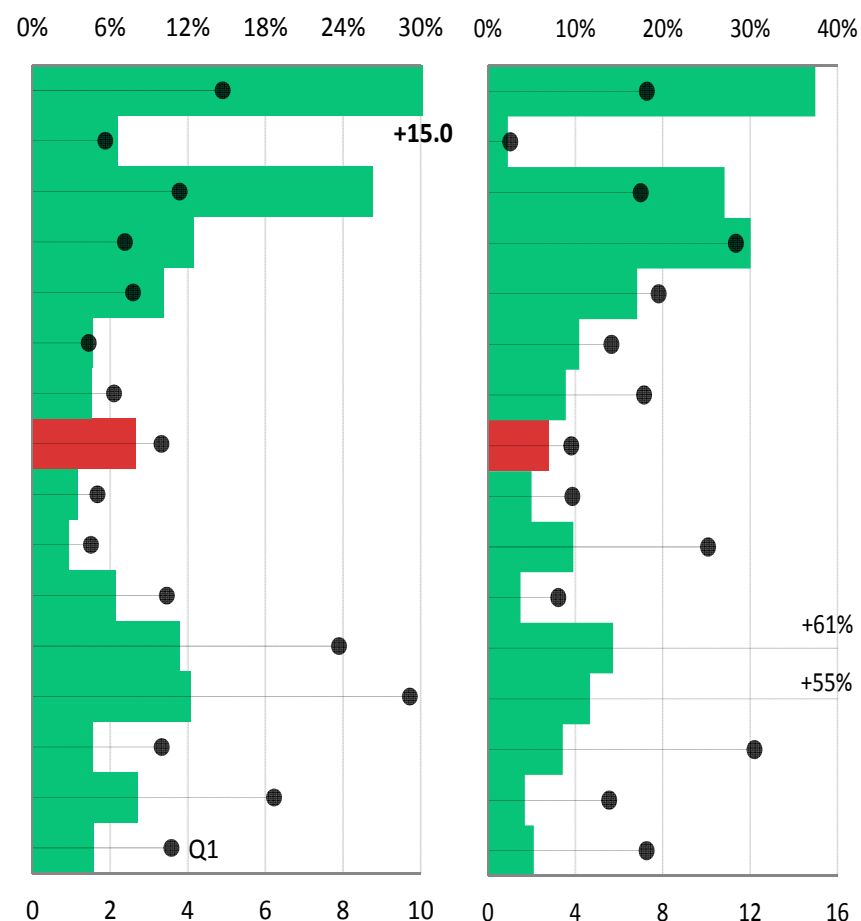


Top 15 Groups (open-end funds only)

AuM (May 2015)



Net flows – 2015 :M5



2014



Domestic

R-trip/Offshore

Foreign

x%: Mkt share

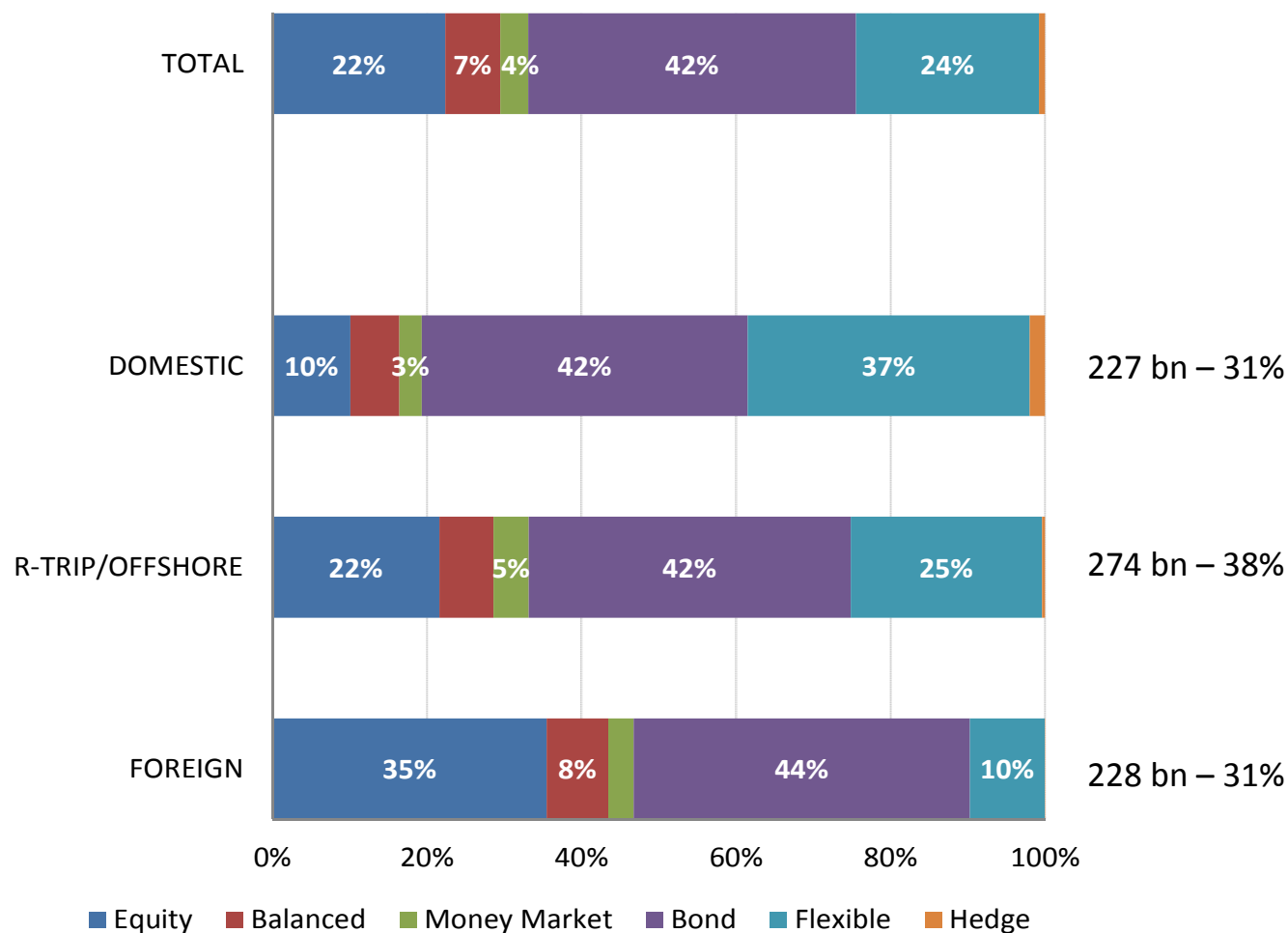
+

-

Net sales
as % AuM

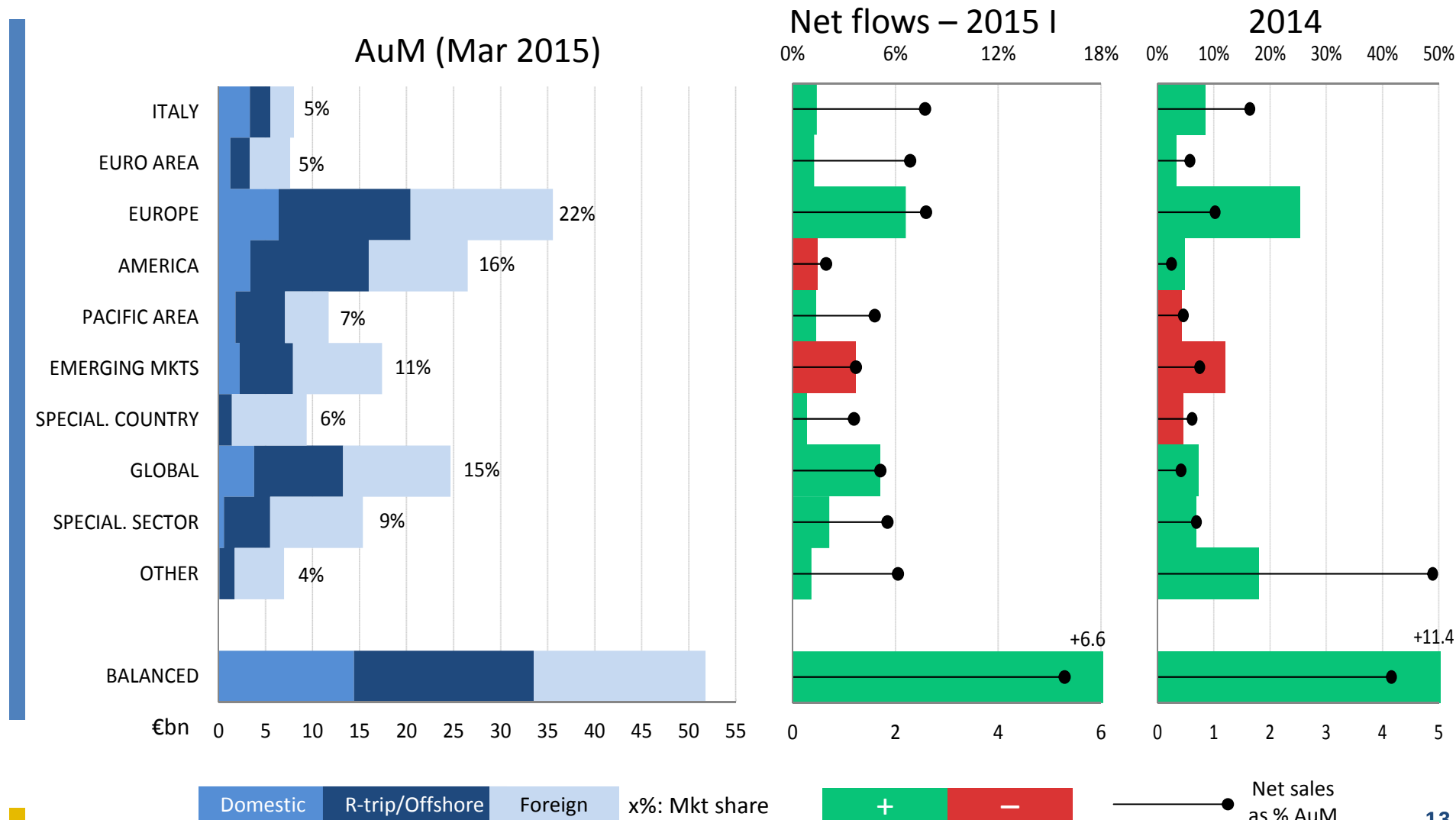


Asset Class breakdown



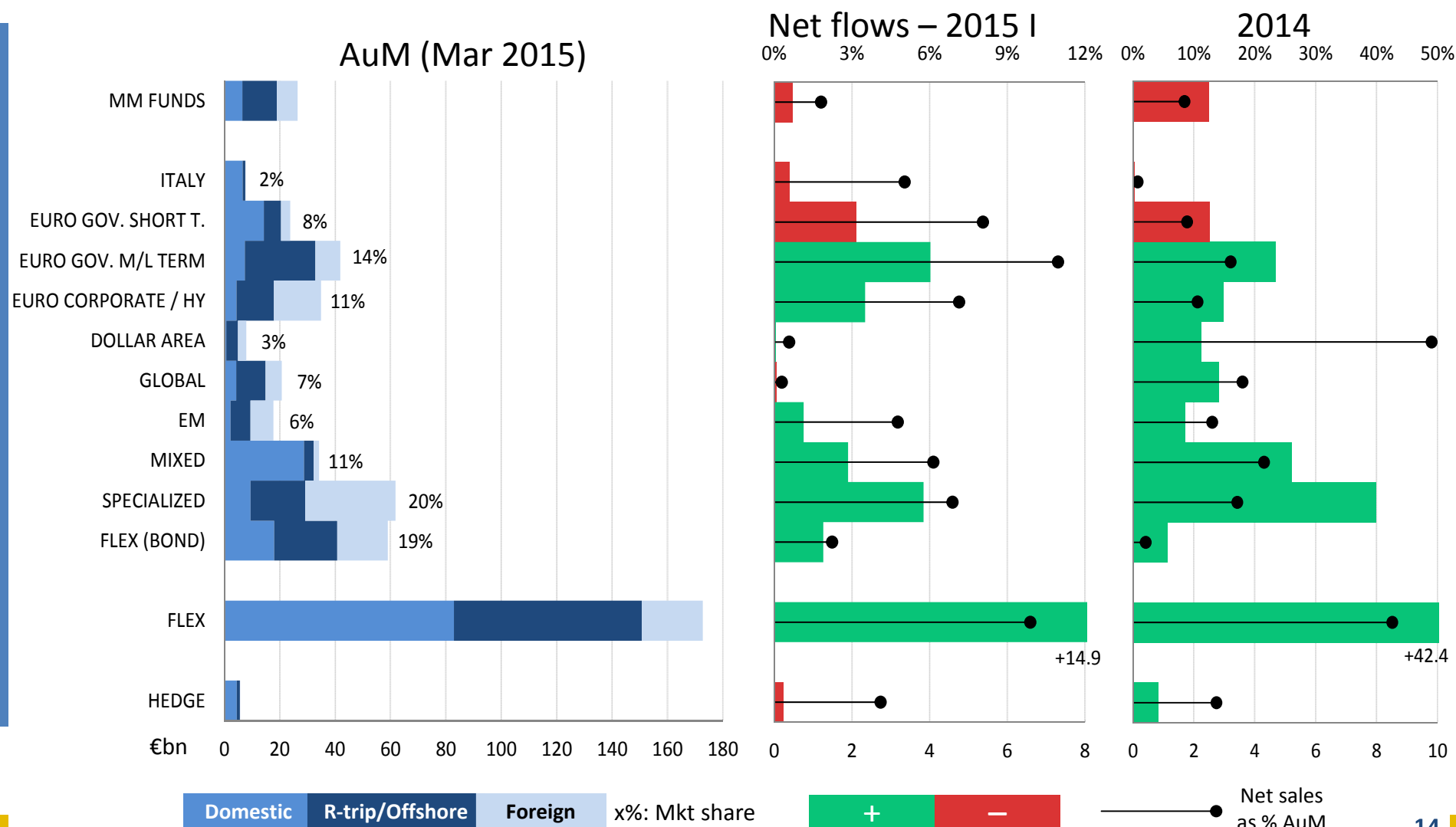


Equity & balanced funds



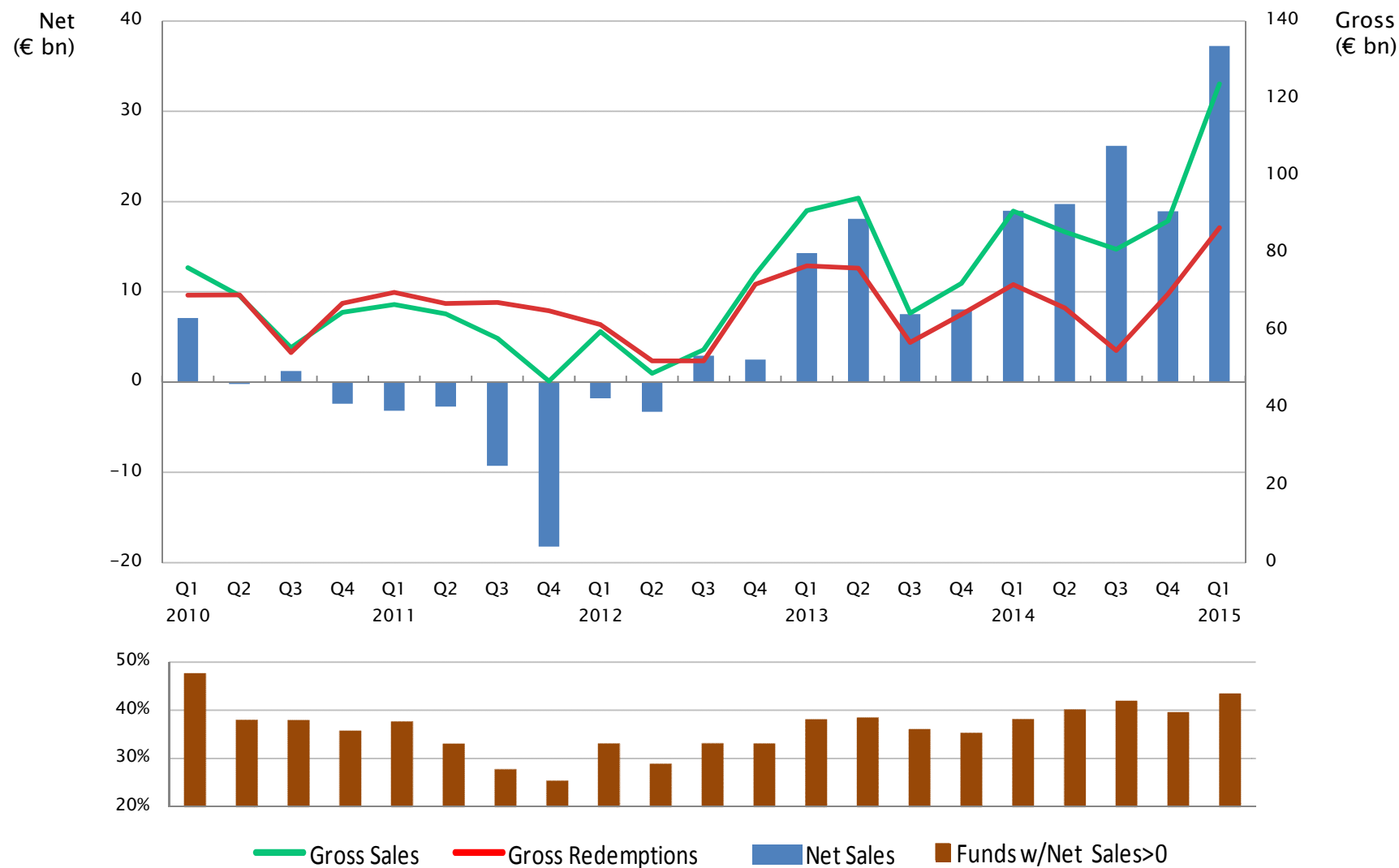


Money mkt, Bond, Flex & Hedge funds



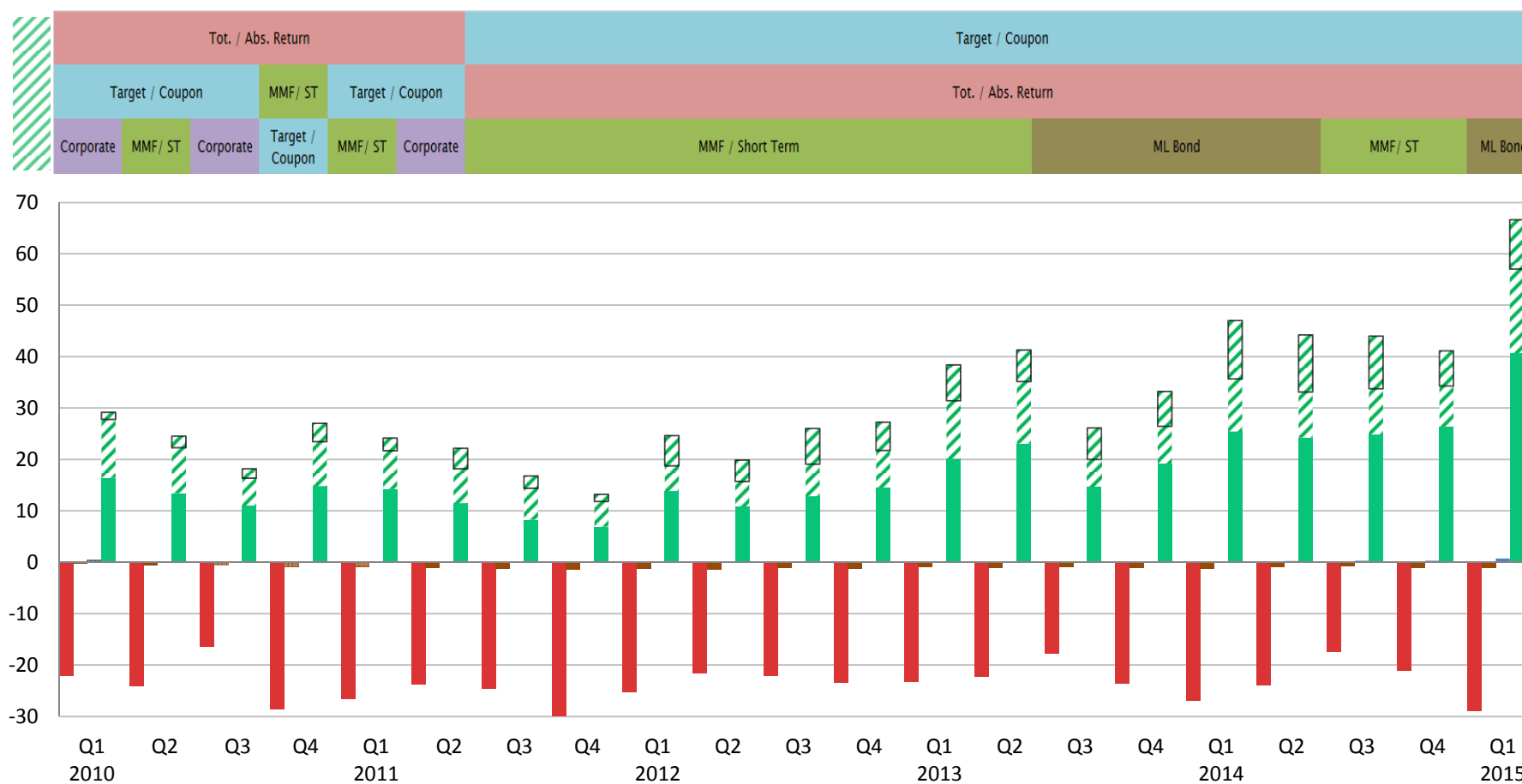


Net & gross flows



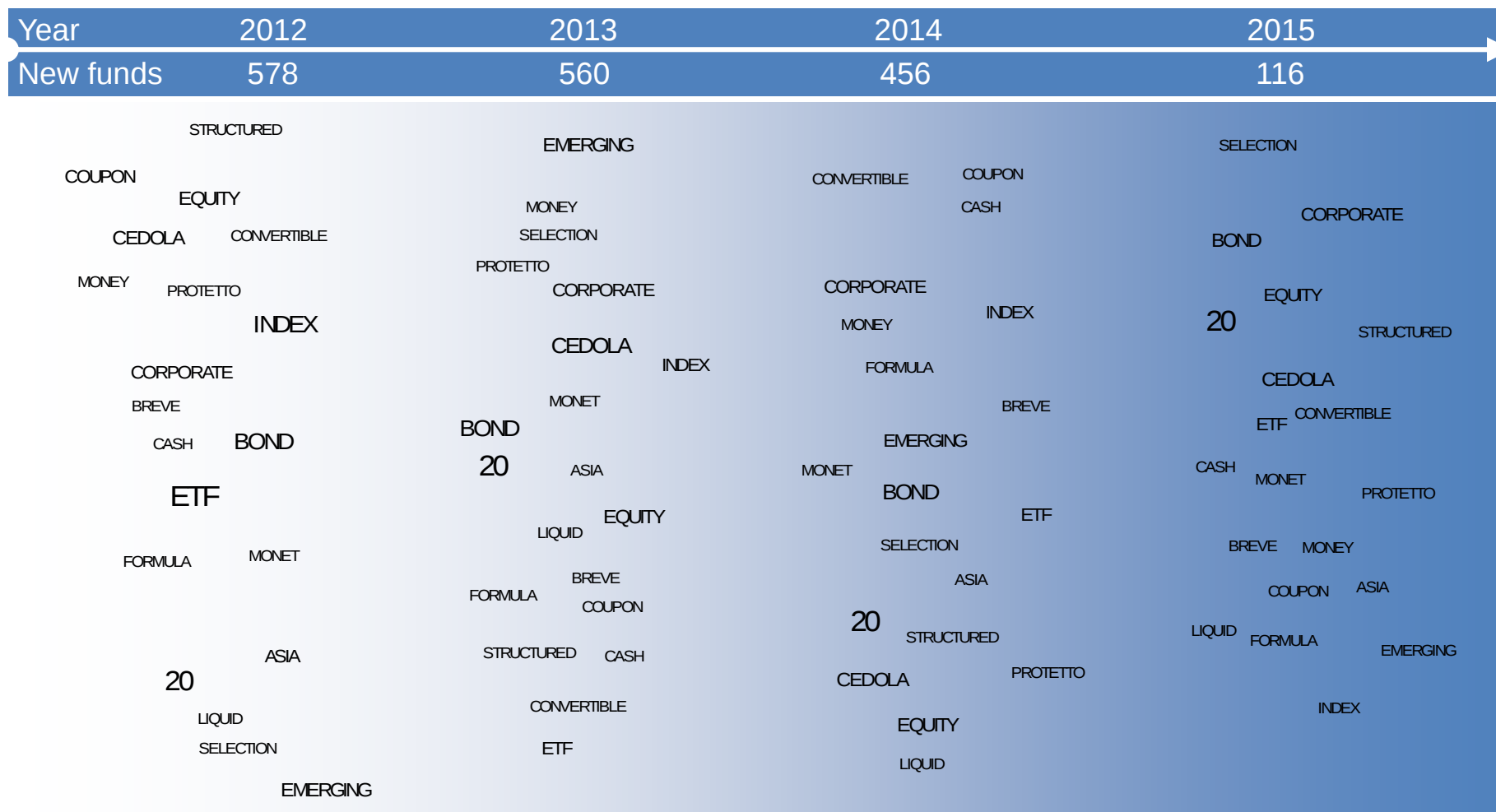


The *blockbuster effect*: top quartile funds take all



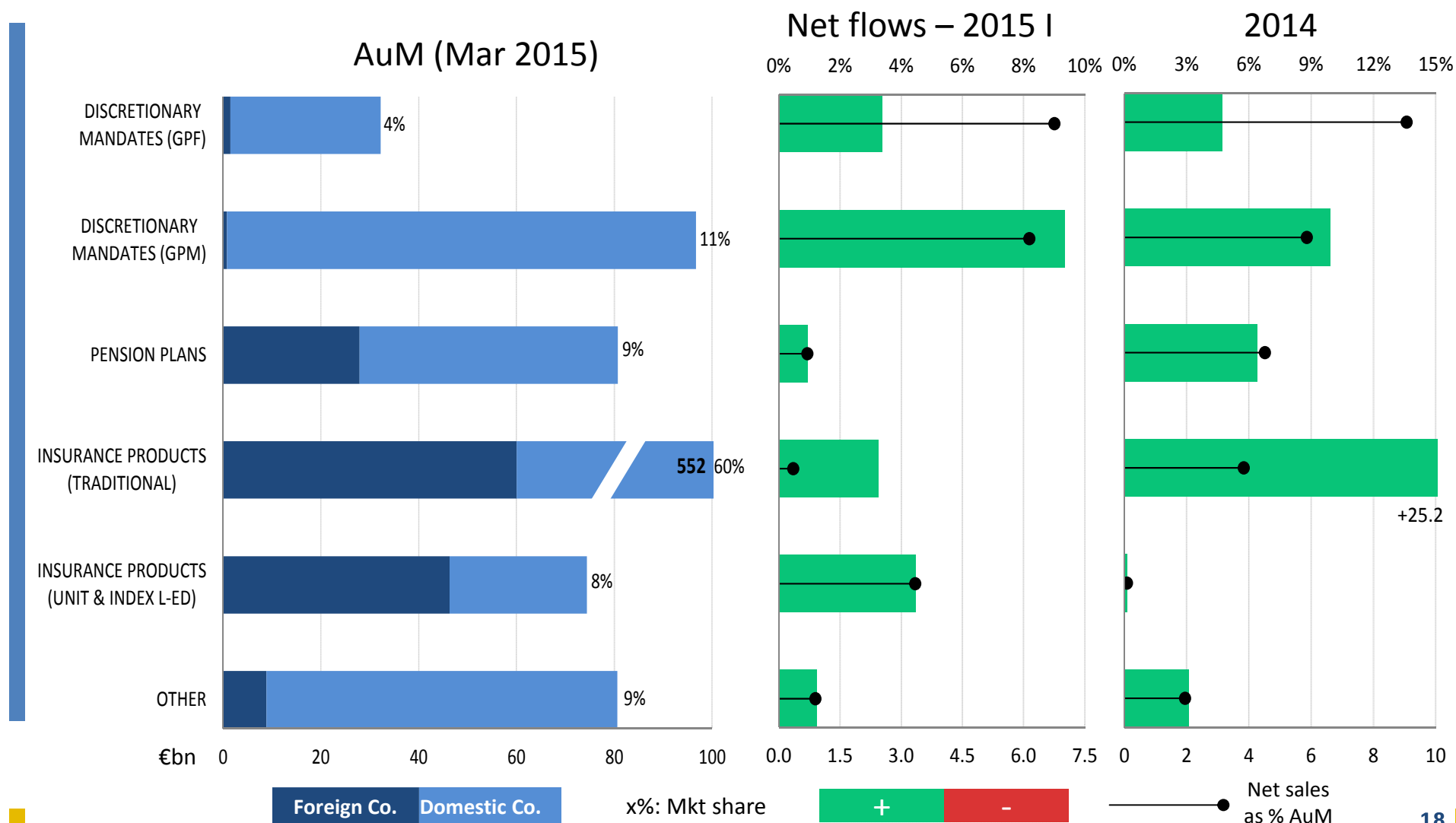


New stories tag cloud



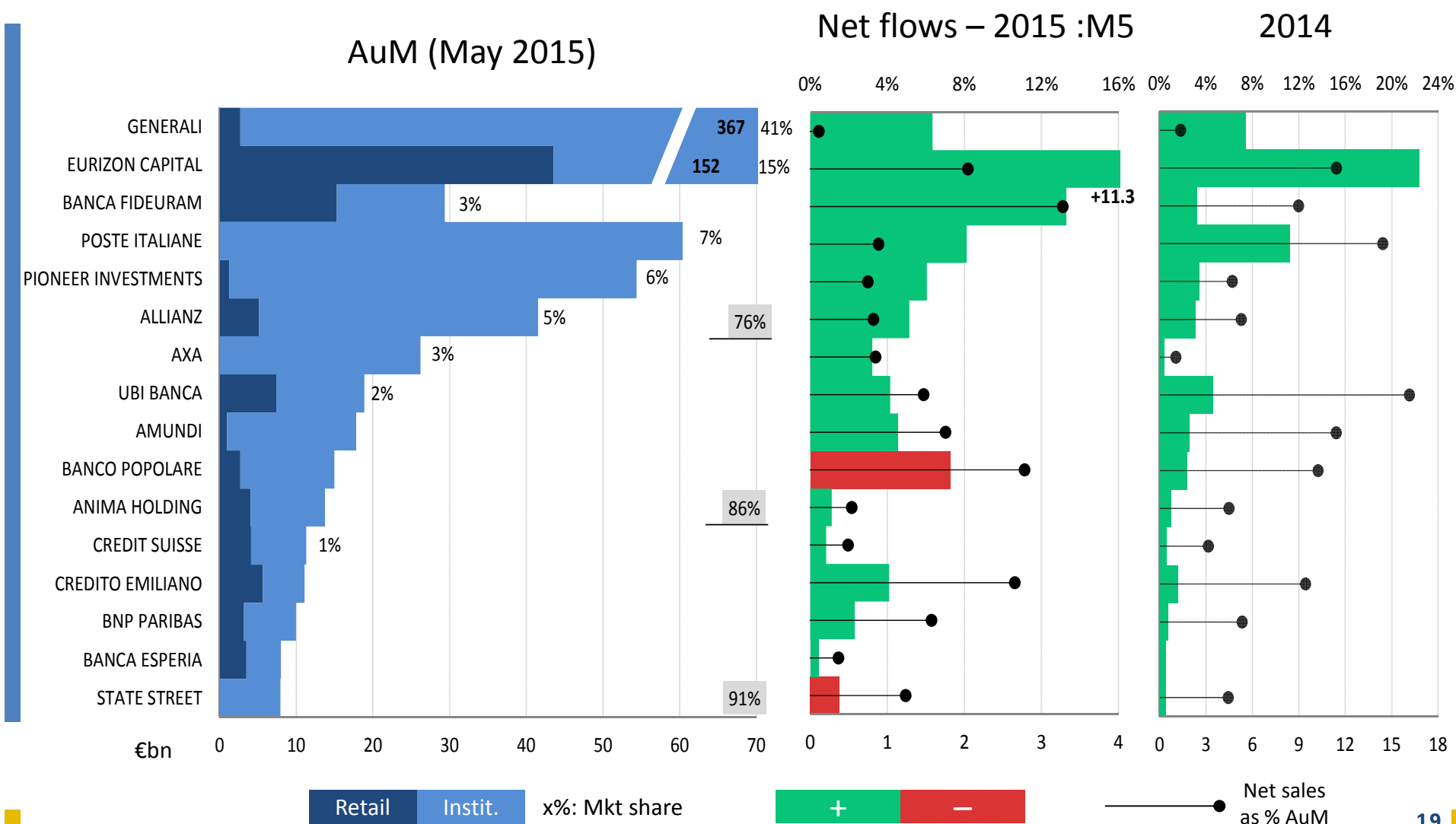


Mandates: AuM & Net Sales trends



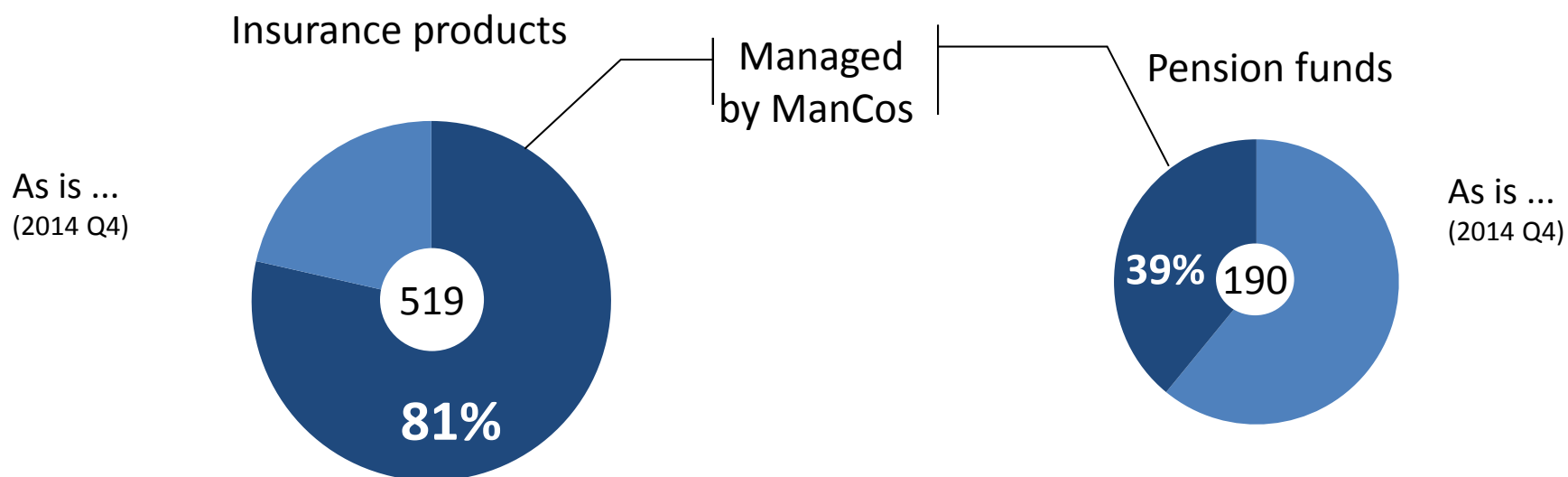


Top 15 Groups (mandates only)





The market for Institutional Mandates



... and as could become:

Household portfolio: share of insurance products & pension funds (2014Q4)

IT	FRA	GER	UK	USA
19.5%	34.0%	30.9%	58.5%	33.3%



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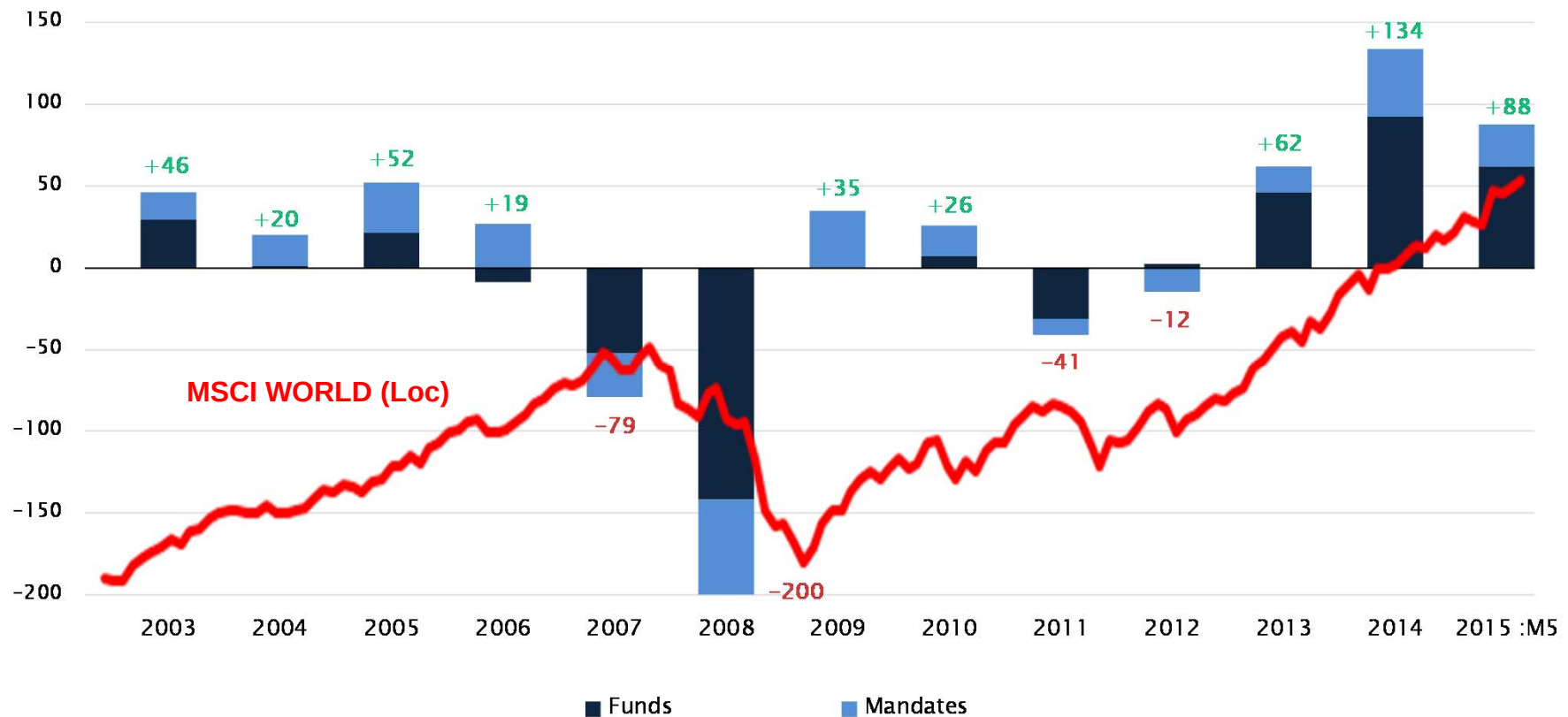
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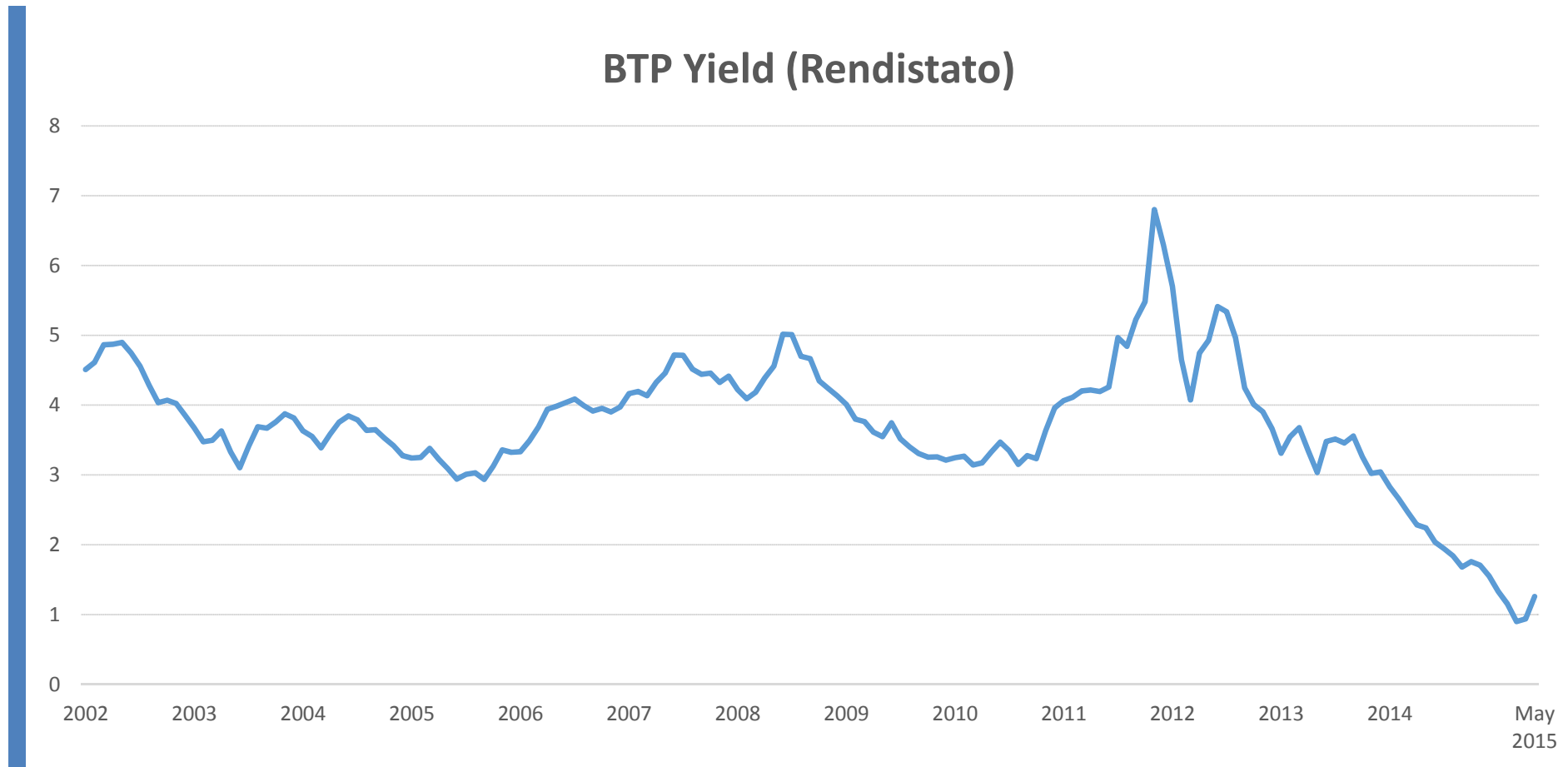
A pro - cyclical market





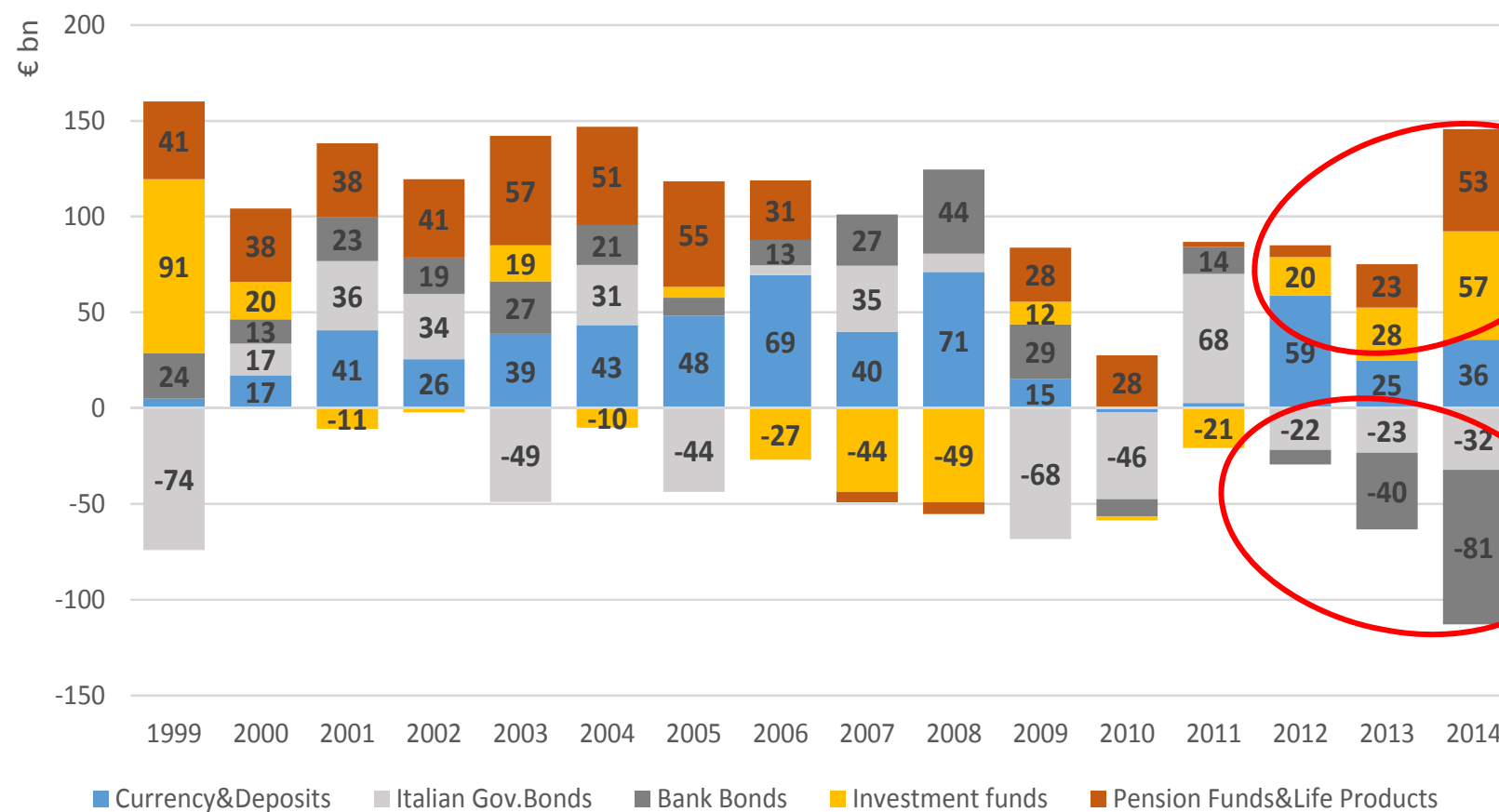
... in search for yield

BTP Yield (Rendistato)





Households: less bonds, more funds (flow view)



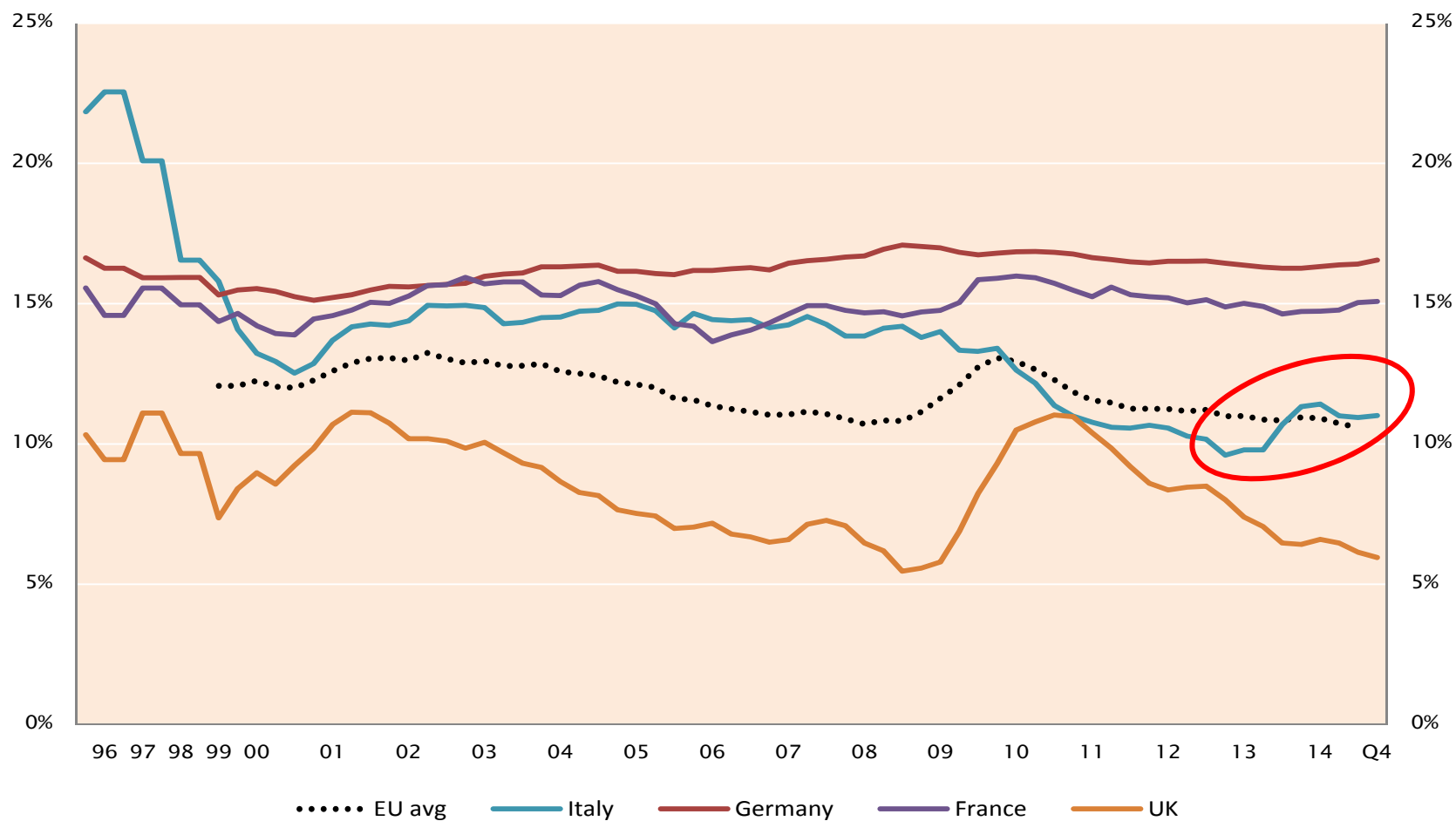


Households: less bonds, more funds (stock view)

	Total Asset € bn	Currency & deposits	Bonds		Stocks		Investment funds	Pension funds & life pr
			Total	Issued by banks	Total	Listed		
Italy								
1995	1,799	38.2	22.7	1.9	19.3	2.8	5.8	8.7
2000	3,041	22.9	16.5	6.4	29.5	5.4	17.0	10.0
2005	3,864	23.6	19.0	7.1	28.3	2.4	11.0	14.2
2010	3,627	30.8	19.7	10.3	20.1	2.0	7.5	17.6
2012	3,728	31.6	19.2	10.1	19.8	1.6	7.4	17.8
2013	3,833	31.4	16.6	8.5	21.7	1.6	8.1	18.2
2014	3,933	31.5	13.4	6.0	22.0	1.6	9.7	19.5
France	4,678	28.4	1.7	n.a.	20.6	4.1	6.4	34.0
Germany	5,232	39.3	3.8	n.a.	9.9	4.7	9.5	30.9
UK	7,614	23.9	0.8	n.a.	8.6	3.3	4.1	58.5
USA	56,002	13.4	4.7	n.a.	33.4	n.a.	13.1	33.3

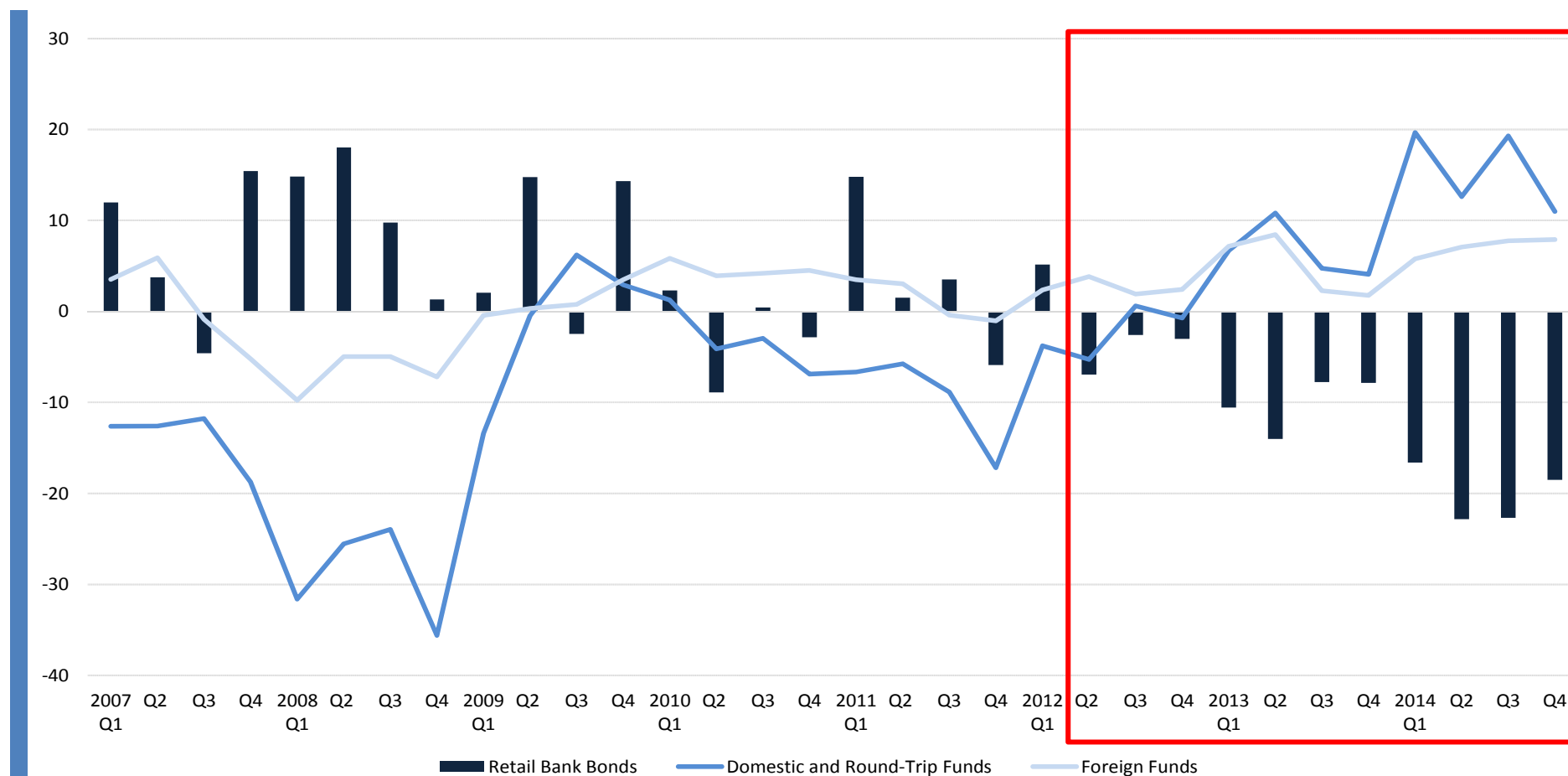


The uptick of the saving rate is good news for the industry



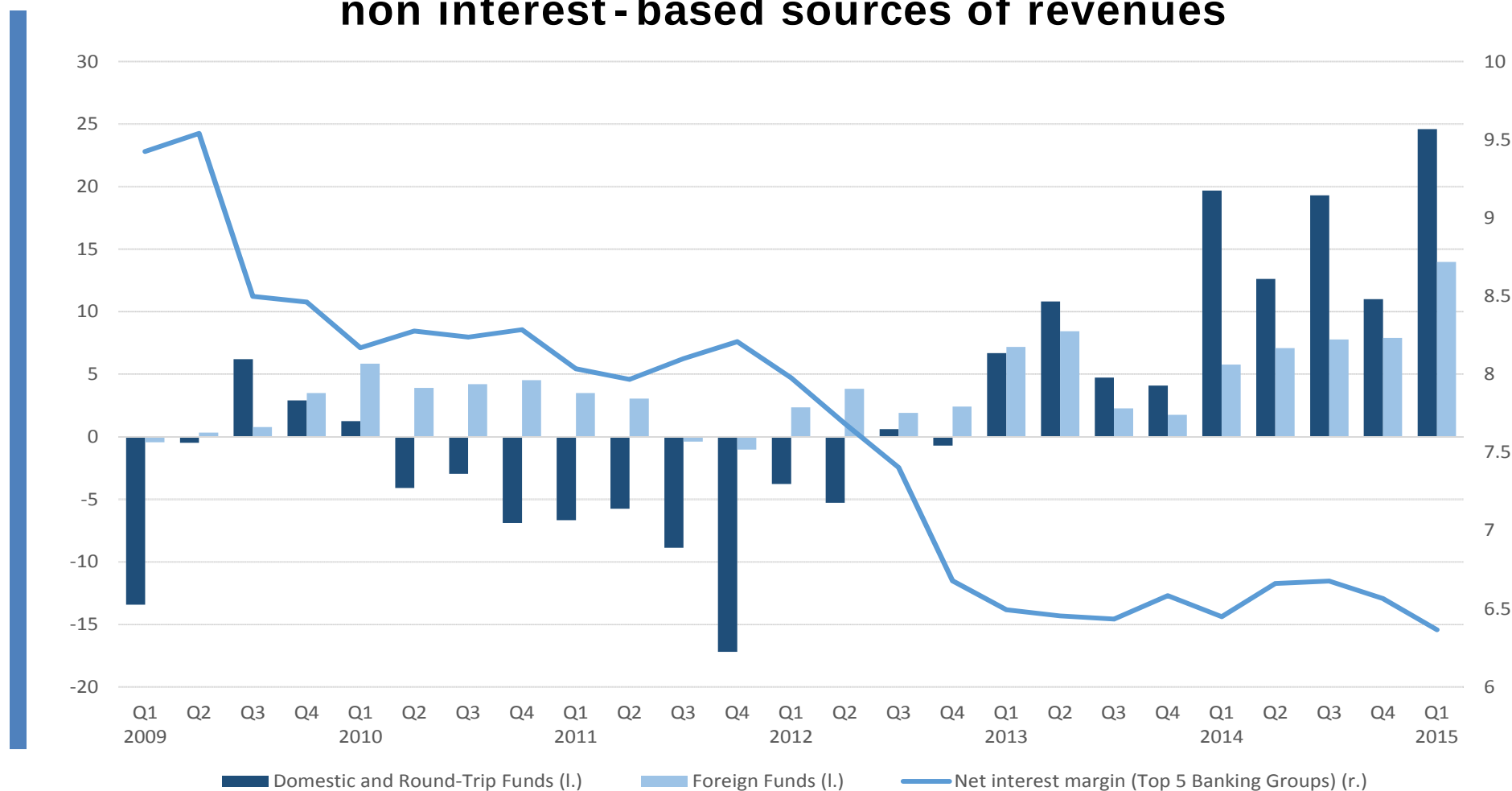


Banks: no more dependent on funding from retail investors...



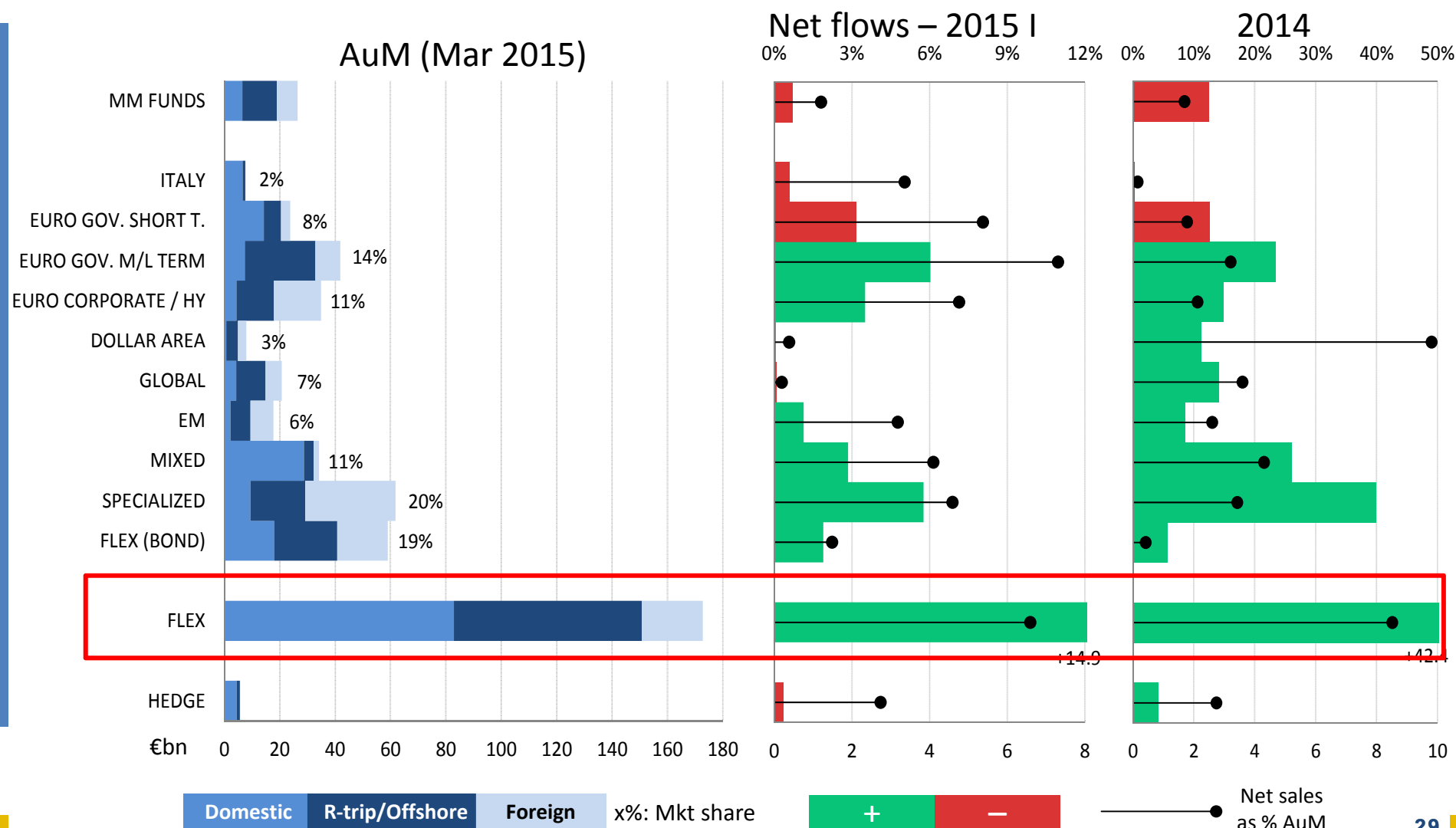


... and urged to sustain profitability through non interest-based sources of revenues





The success of funds with high margins (target-date funds)





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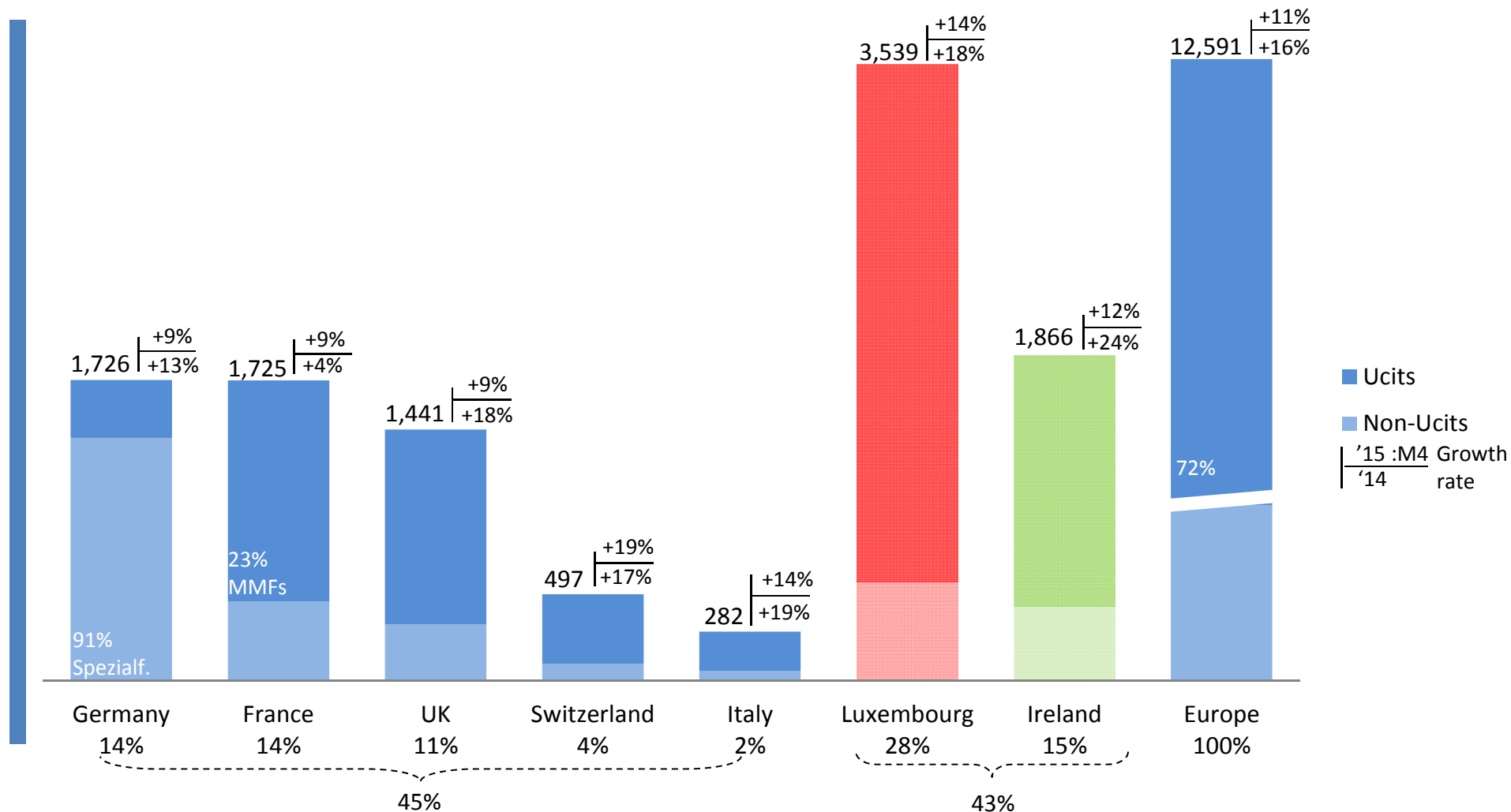
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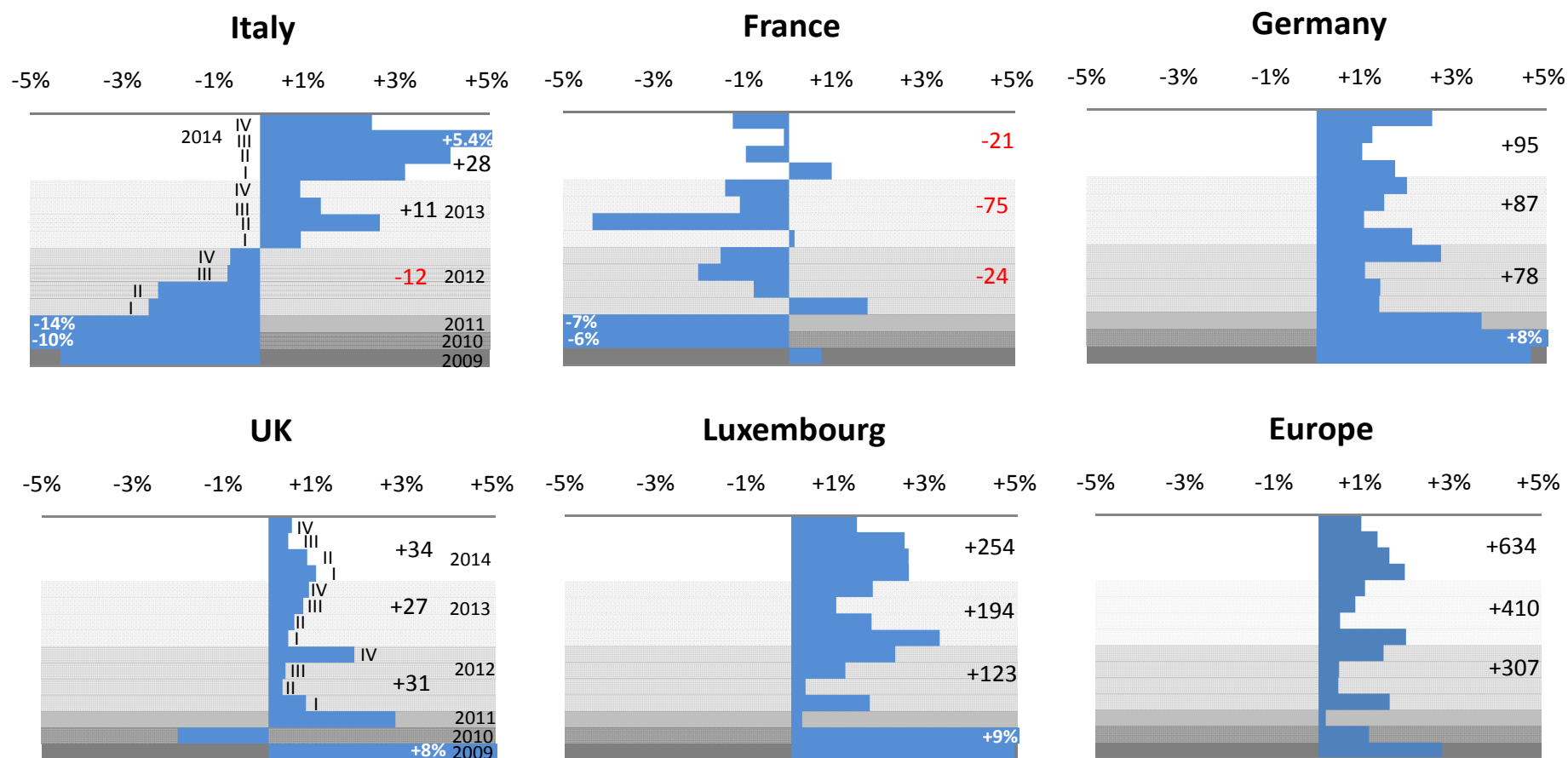


Net Assets by fund domicile



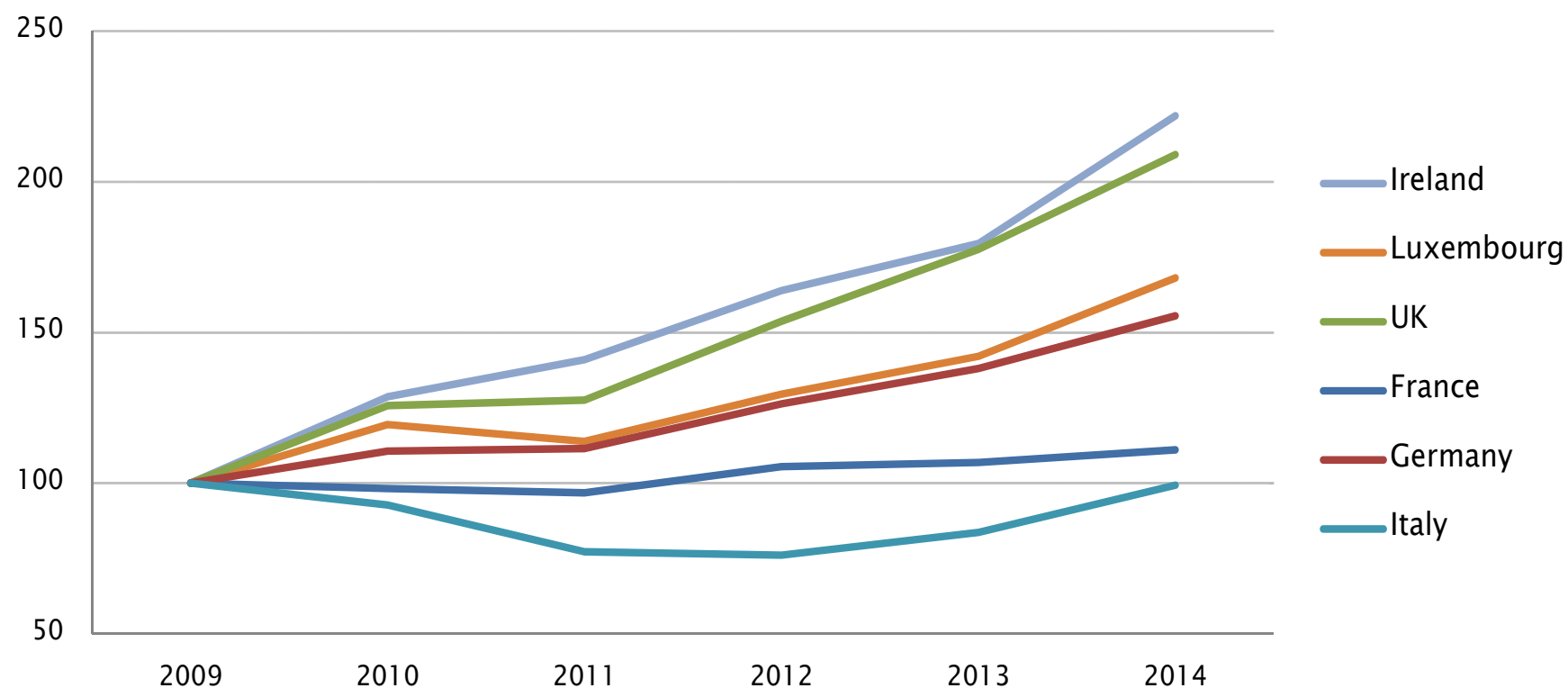


Net sales by fund domicile



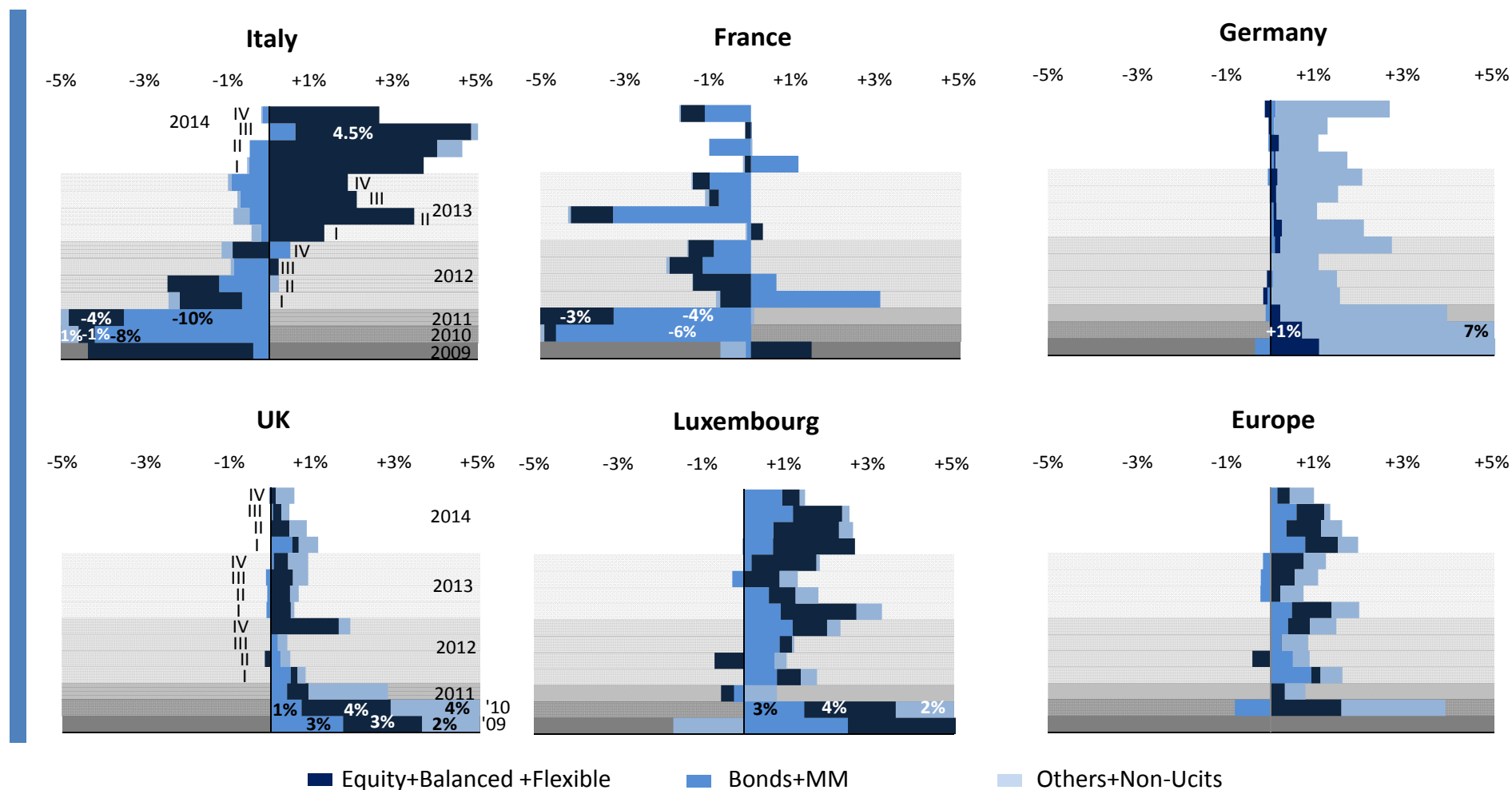


Net Assets by fund domicile – Long-term growth



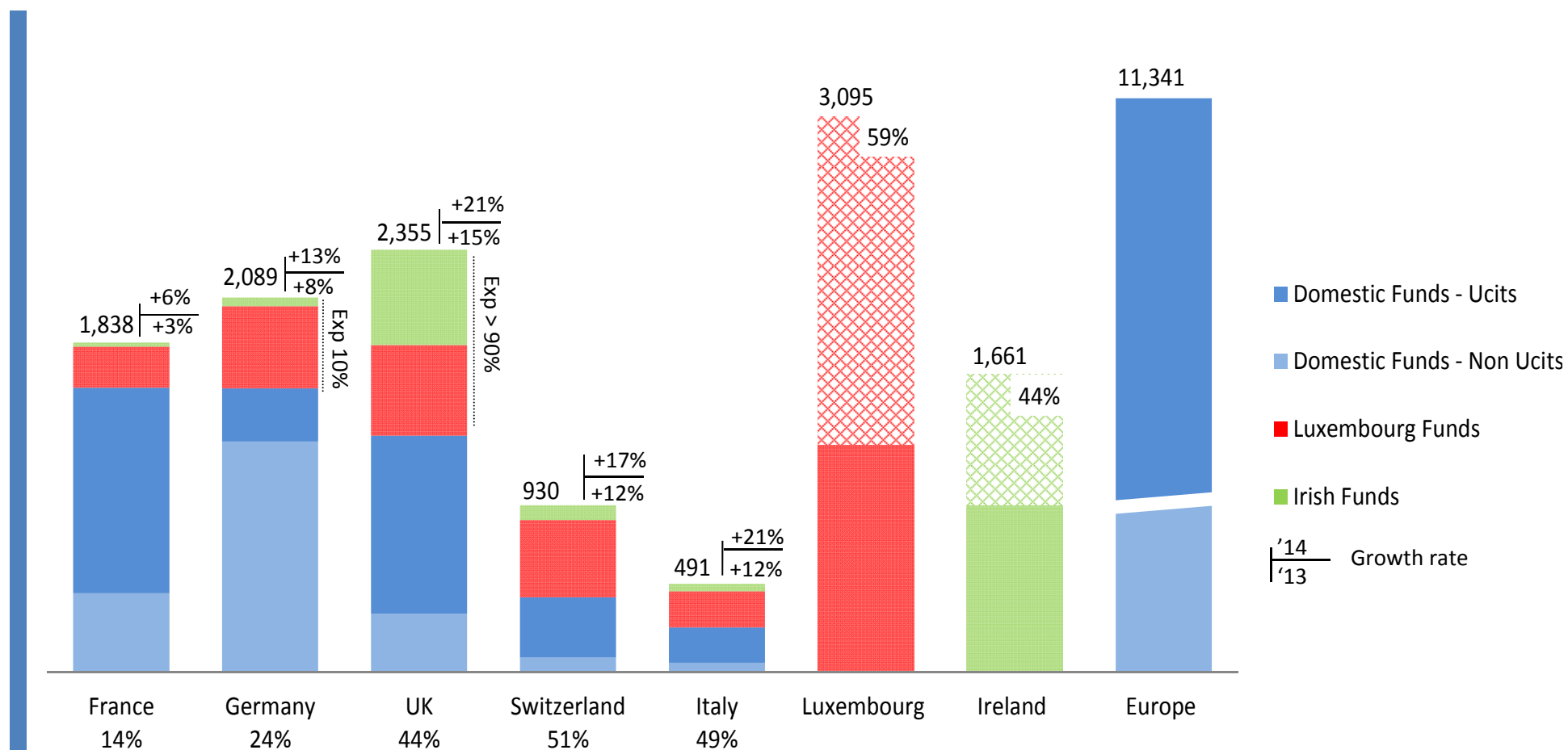


Net sales by fund domicile & asset class



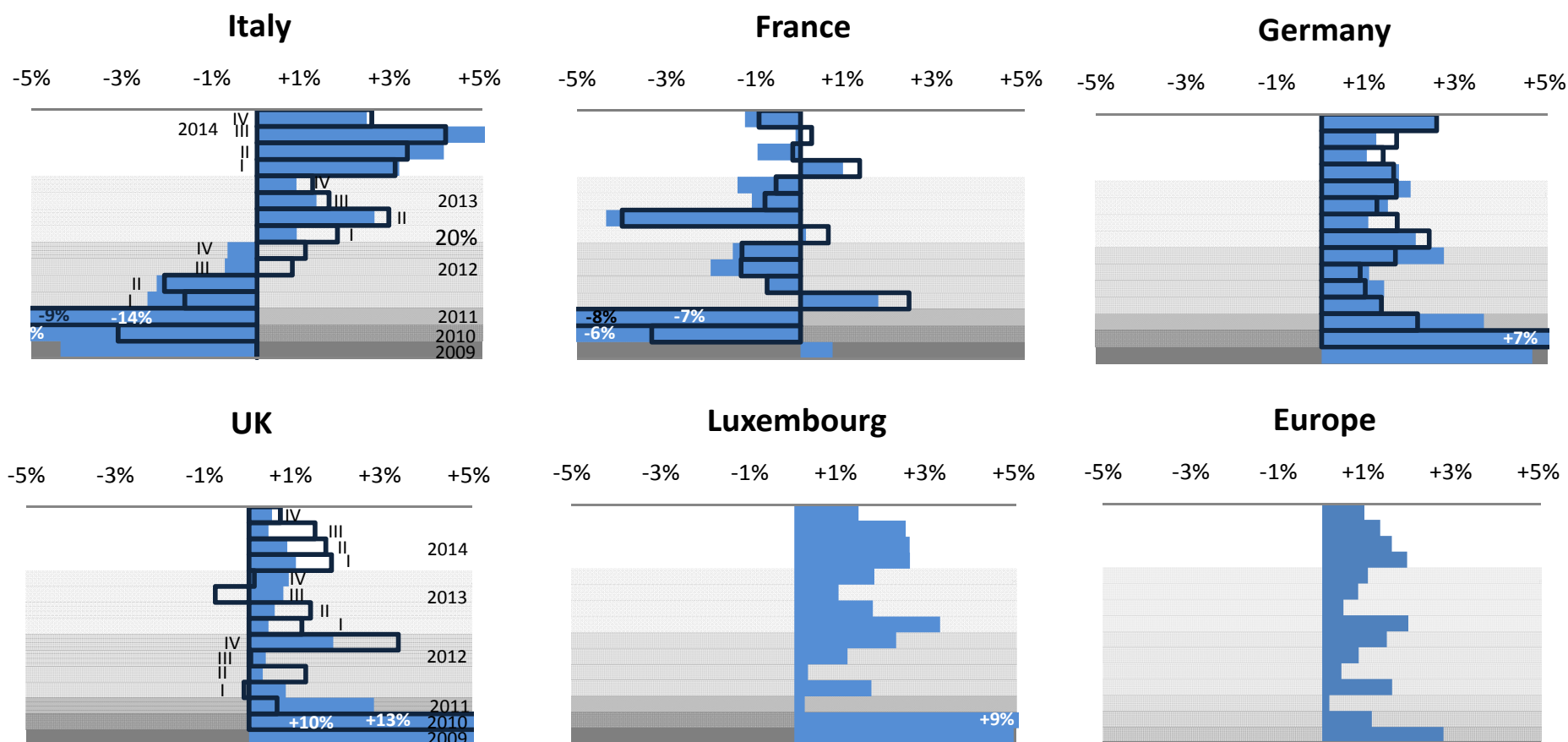


Net Assets by fund group domicile





Net sales: fund domicile vs. fund group domicile





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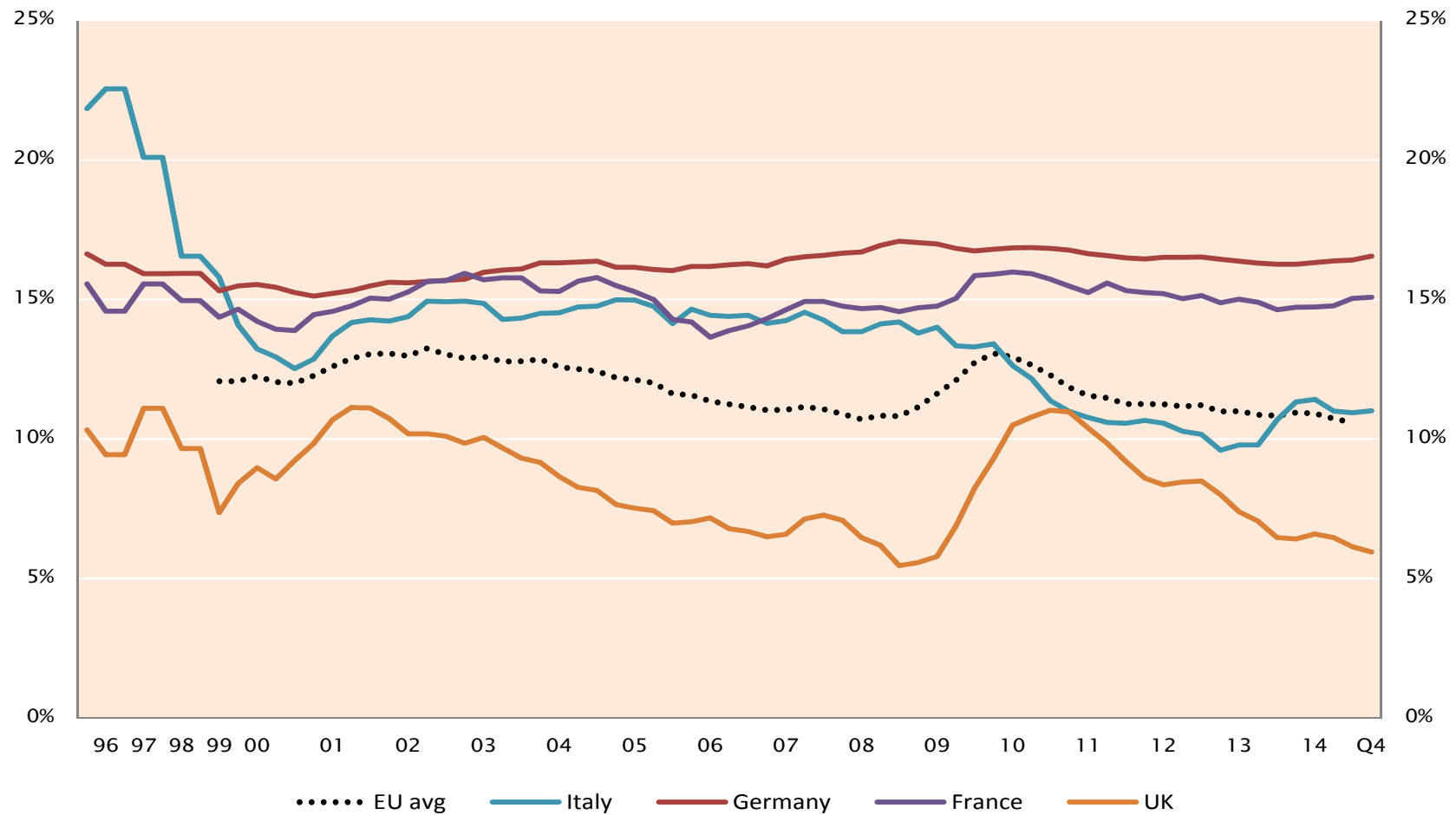
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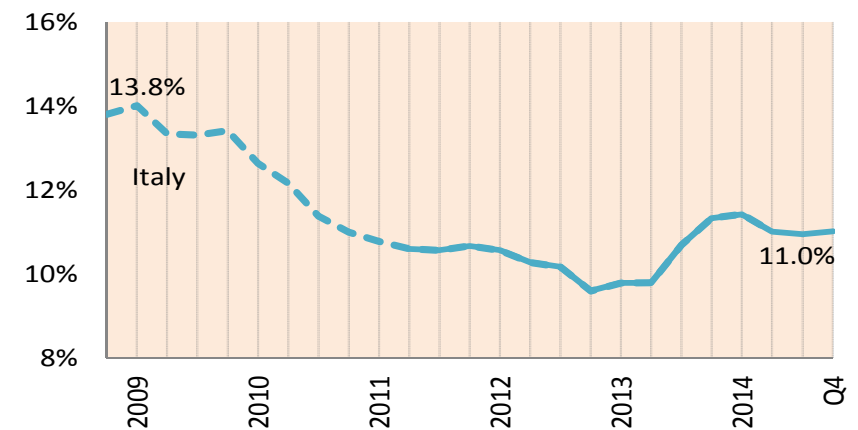
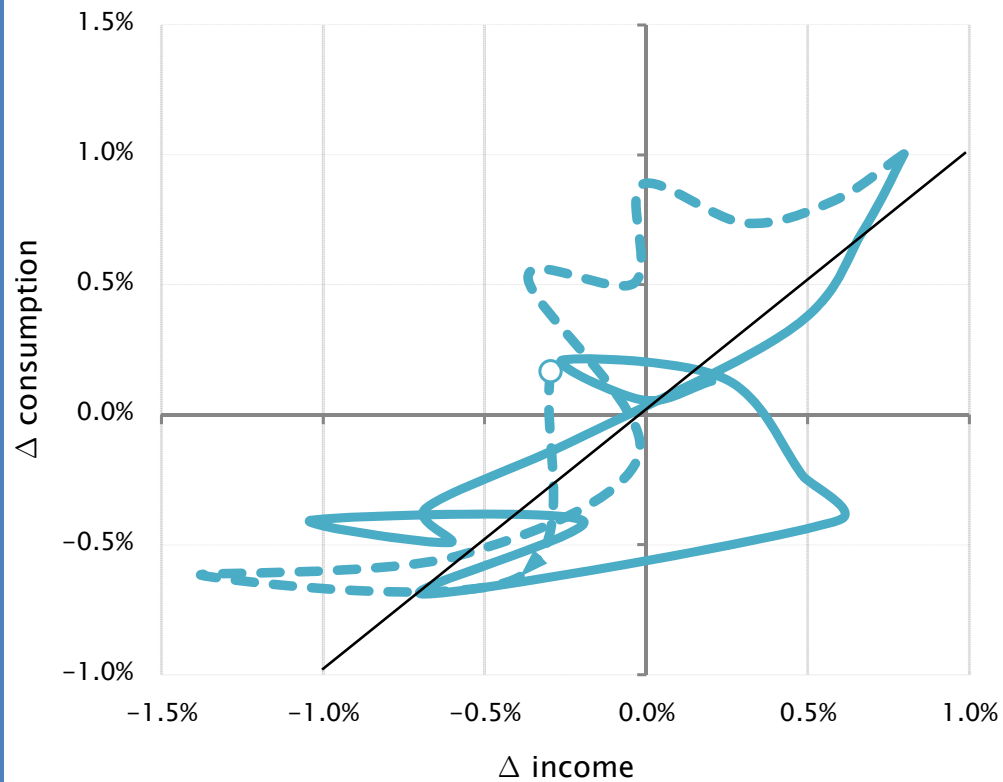


Household saving rates in Europe

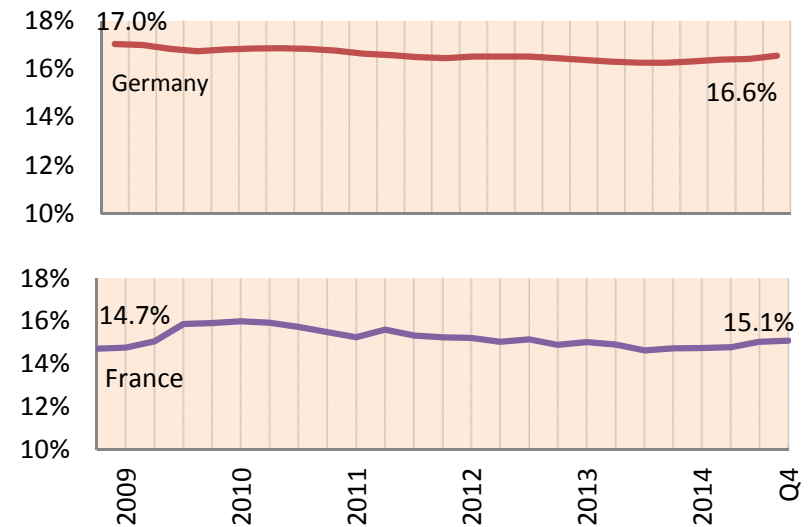
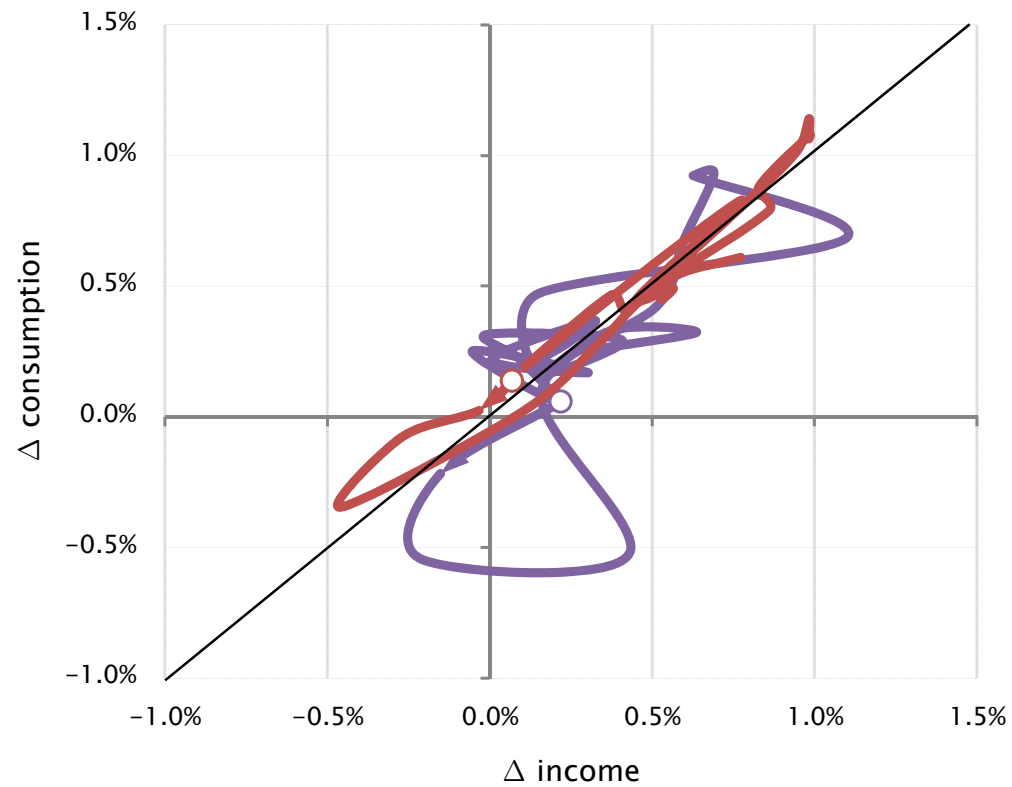




How income & consumption $\Delta\%$ affect saving rates

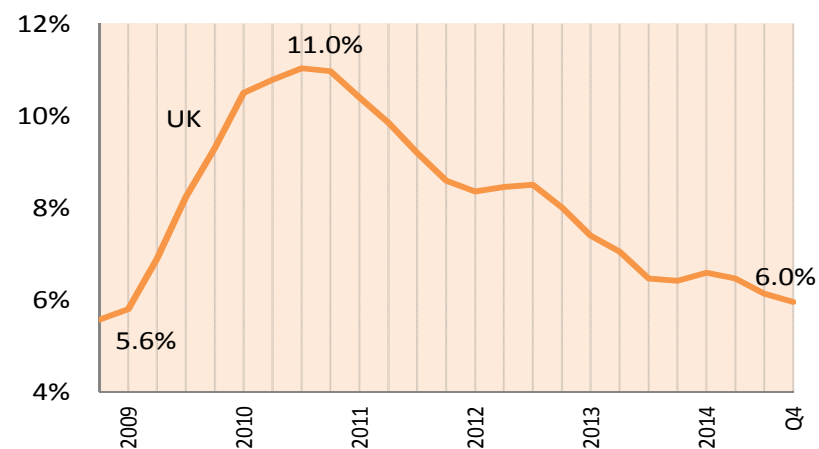
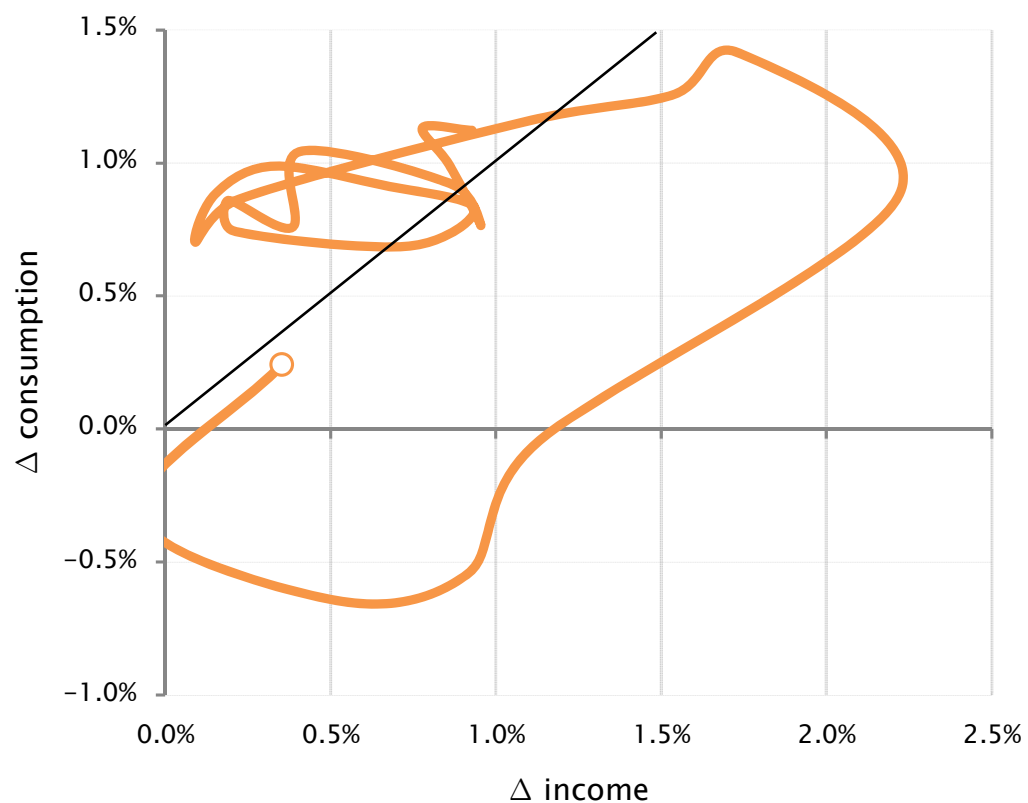


How income & consumption $\Delta\%$ affect saving rates





How income & consumption $\Delta\%$ affect saving rates





Household financial portfolio breakdown

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High level of direct investment (~ 40%)

Significant amounts of bank issued bonds (6.0%)

Negligible level of listed shares. High level of *unlisted* ones.

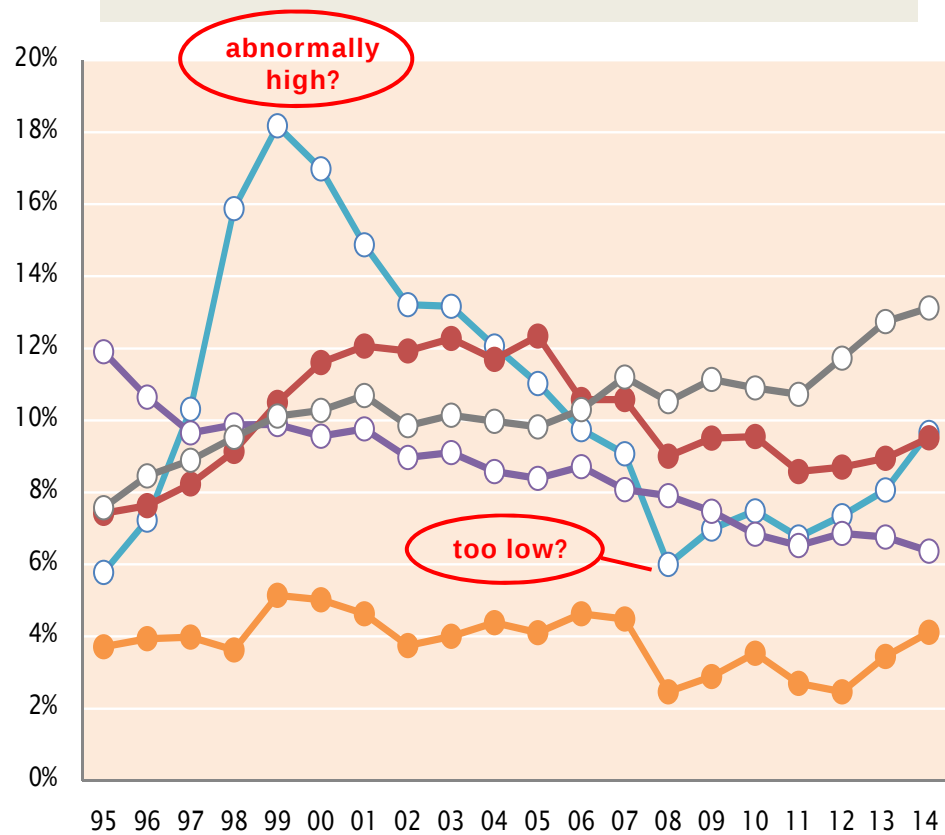
Funds: rise until 1999 (18%) then down, then again up.

Pensions/life product: up but still too modest.

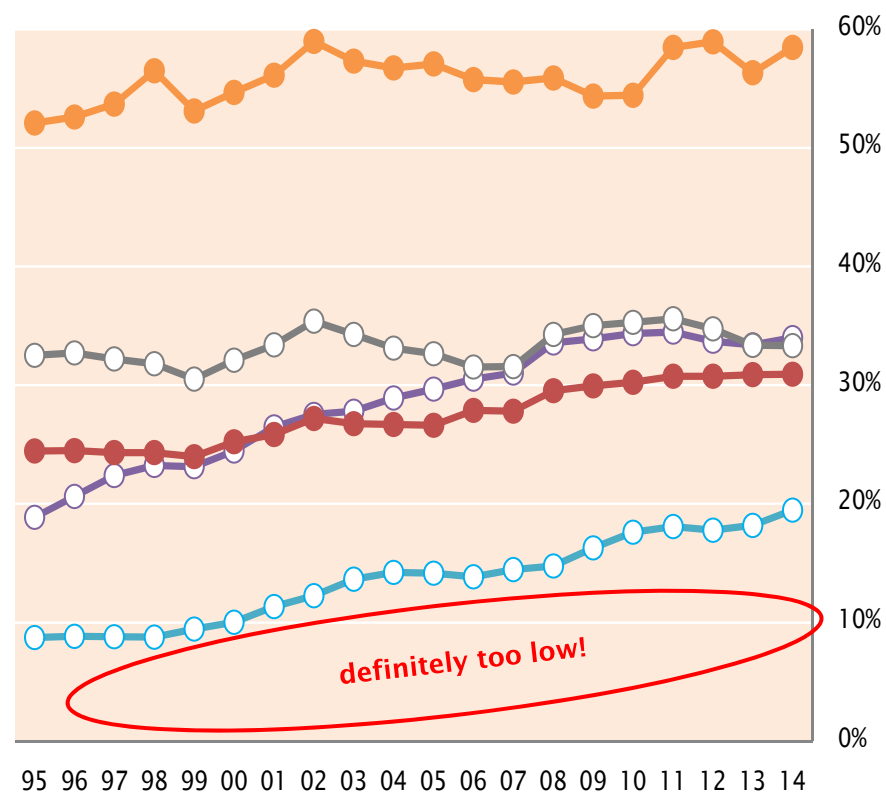


Managed products in household portfolios

Investment funds



Pension funds & life products

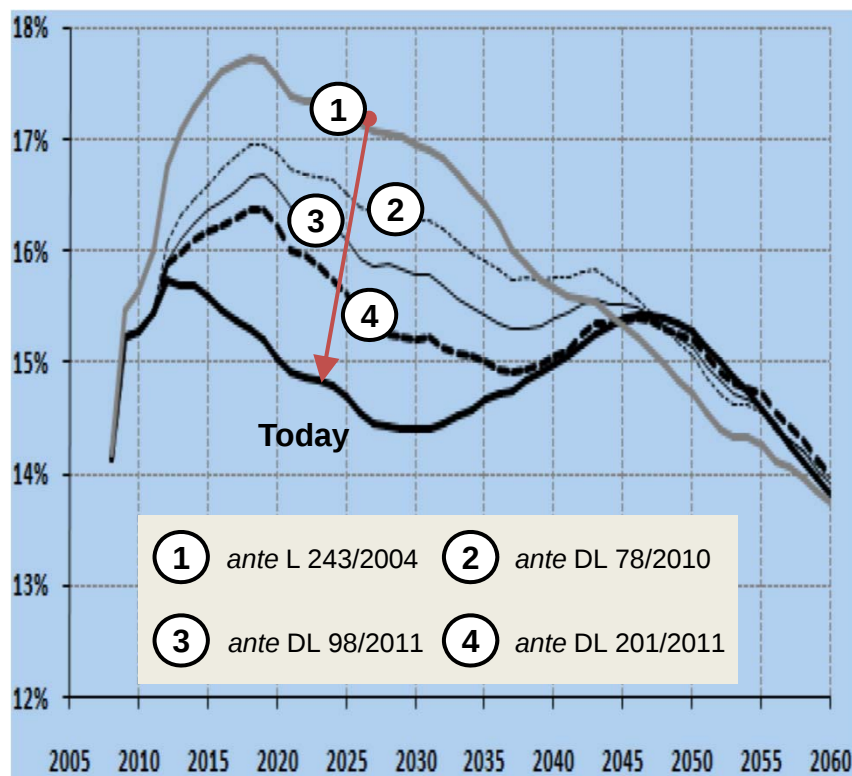


—○— Italy —○— France —●— Germany —○— United Kingdom —○— USA

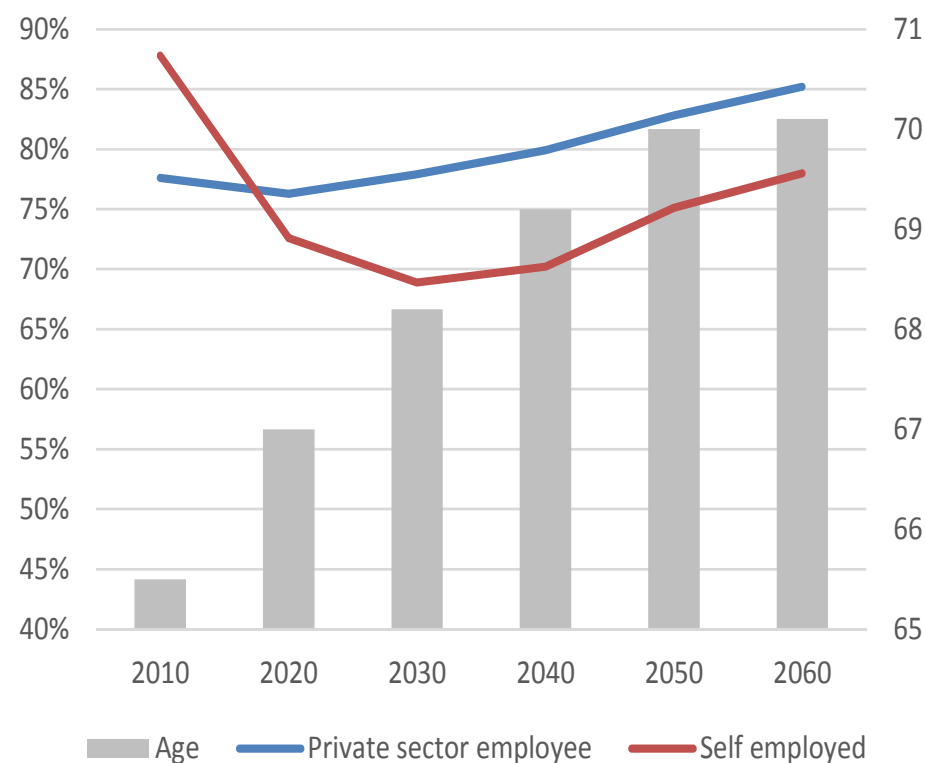


Public Pensions (1st pillar)

Cost (% GDP)



Future substitution rates
Old-age pensions





Private pension plans at a glance (2nd & 3rd pillar)

	2014			2008		
		Working pop.	Membership	Membership		
	(,000)	(est.)	rate	rate		
Member breakdown	6,540	22,375	29%	21%		
Private sector employees	4,528	13,523	33%	26%		
Public sector employees	173	3,335	5%	4%		
Self-employed	1,839	5,517	33%	19%		
	2014 Members			Assets		
	(,000)	%	'14 Δ %	6y Δ %	(€ m)	% GDP
Vehicle breakdown	6,540	100%	+6%	+35%	130,941	8.5%
Contractual p.f.	1,944	30%	-0%	-5%	39,644	
Open p.f.	1,056	16%	+7%	+24%	13,980	
Ind. Insurance Plans (PIP)	2,913	44%	+10%	+112%	23,219	
Ante 1993 p.f. ('pre-existing')	650	10%	-0%	-4%	54,033	



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