



ASSOGESTIONI

associazione del risparmio gestito

# **The Italian Asset Management market key figures**

15th Feb 2012

Presentation to the Board of Director

Alessandro Rota  
Head of Research

## 1. The Italian Asset Management market

- ❑ 2011 summary statistics
- ❑ Focus on open-end funds
- ❑ A medium term perspective

## 2. The European Investment Fund Industry

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

## 3. Savings & Wealth

- ❑ Household saving rate: trend & int'l comparison
- ❑ Wealth: key statistics, distribution, financial portfolio, int'l comp.

## 1. The Italian Asset Management market

- ❑ 2011 summary statistics
- ❑ Focus on open-end funds
- ❑ A medium term perspective

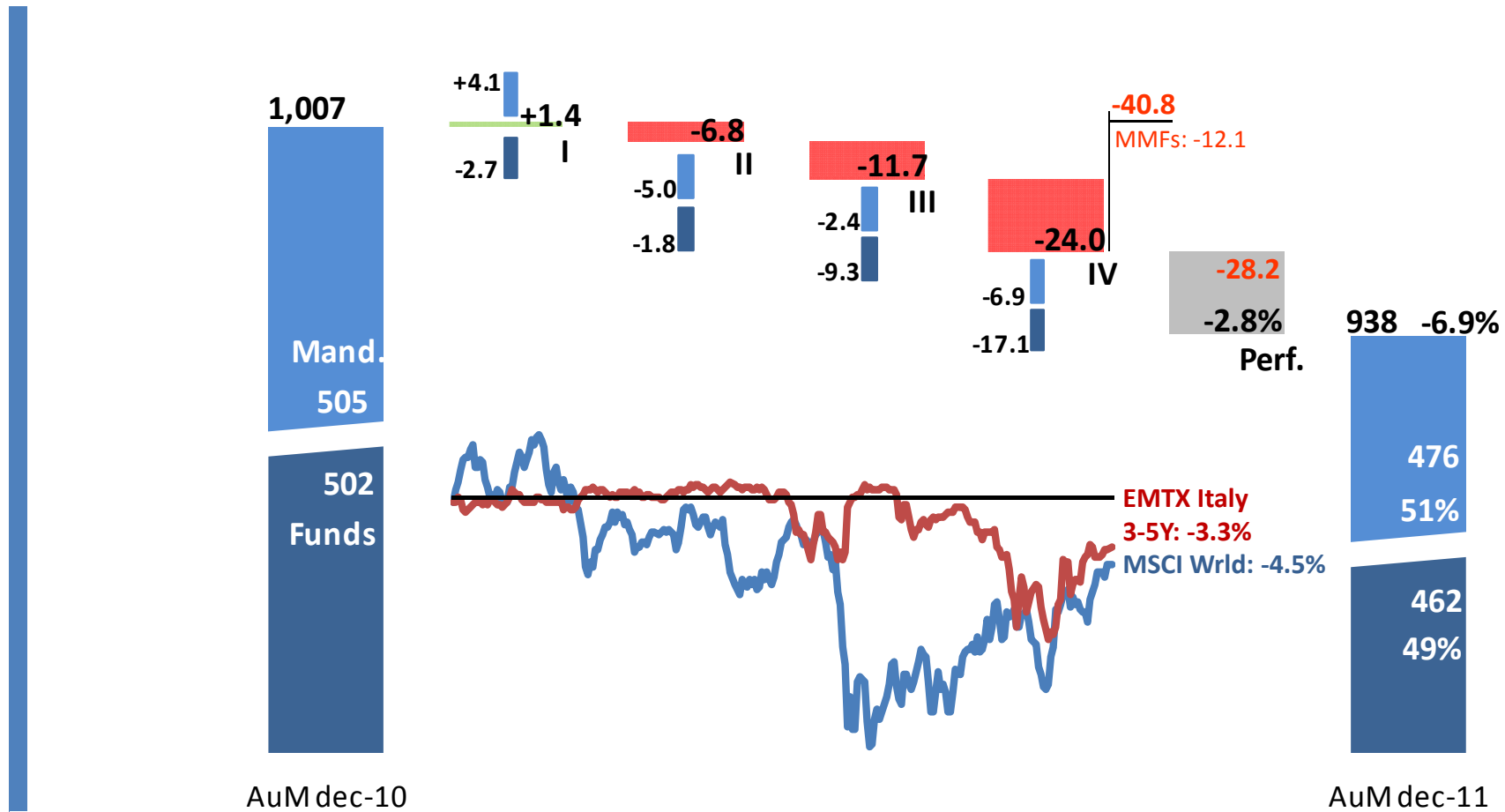
## 2. The European Investment Fund Industry

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

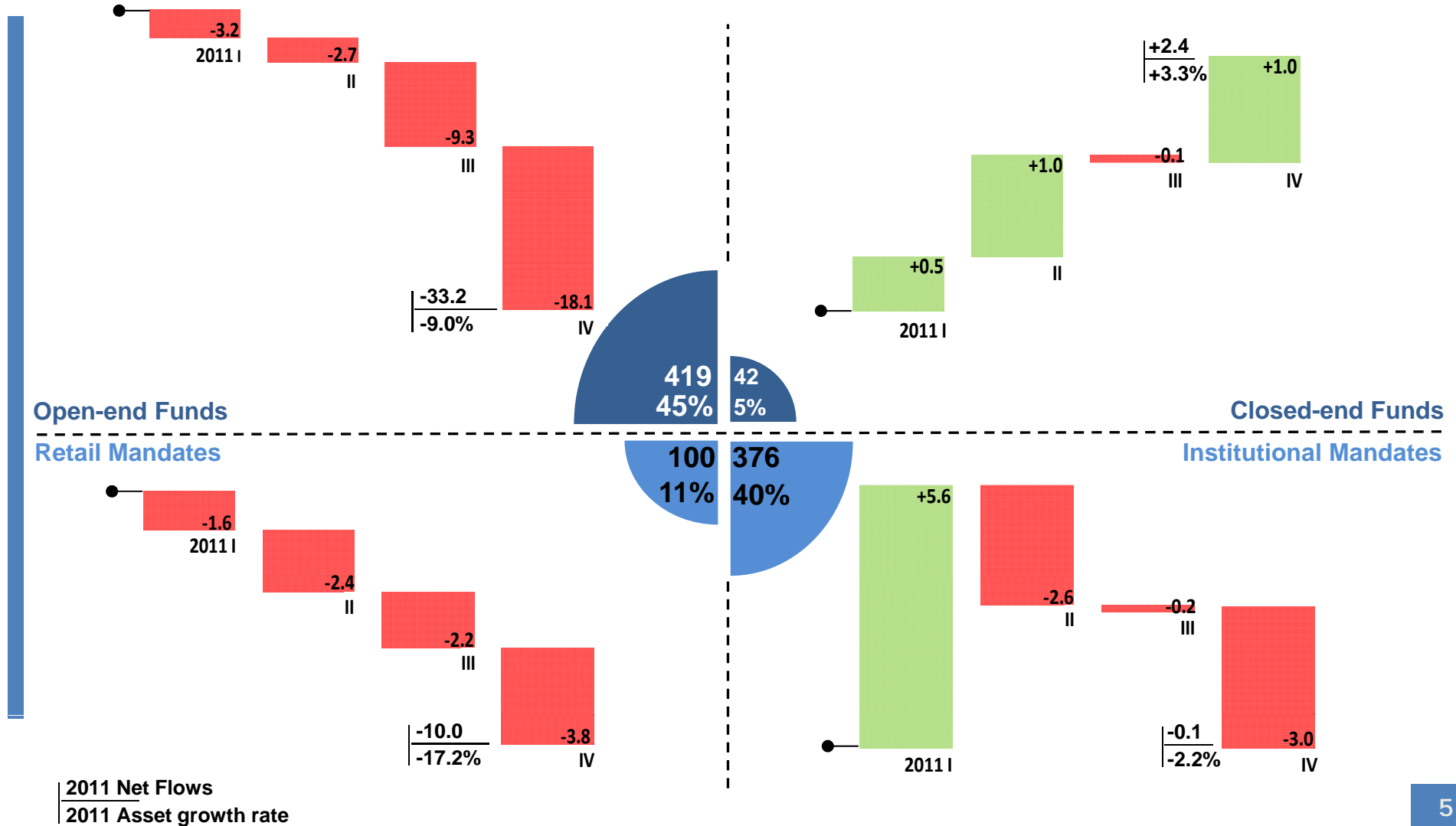
## 3. Savings & Wealth

- ❑ Household saving rate: trend & int'l comparison
- ❑ Wealth: key statistics, distribution, financial portfolio, int'l comp.

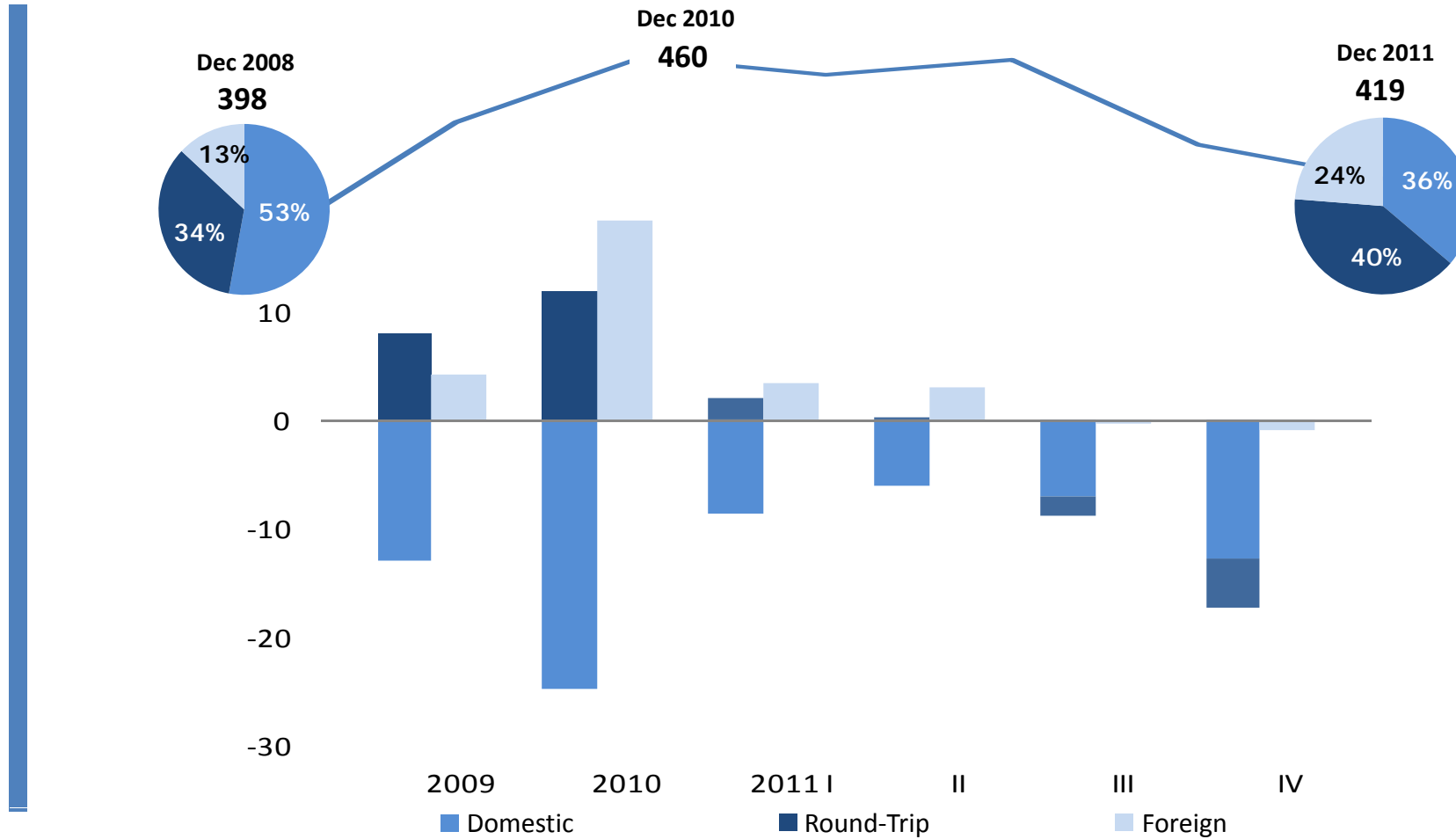
## 2011 at a glance



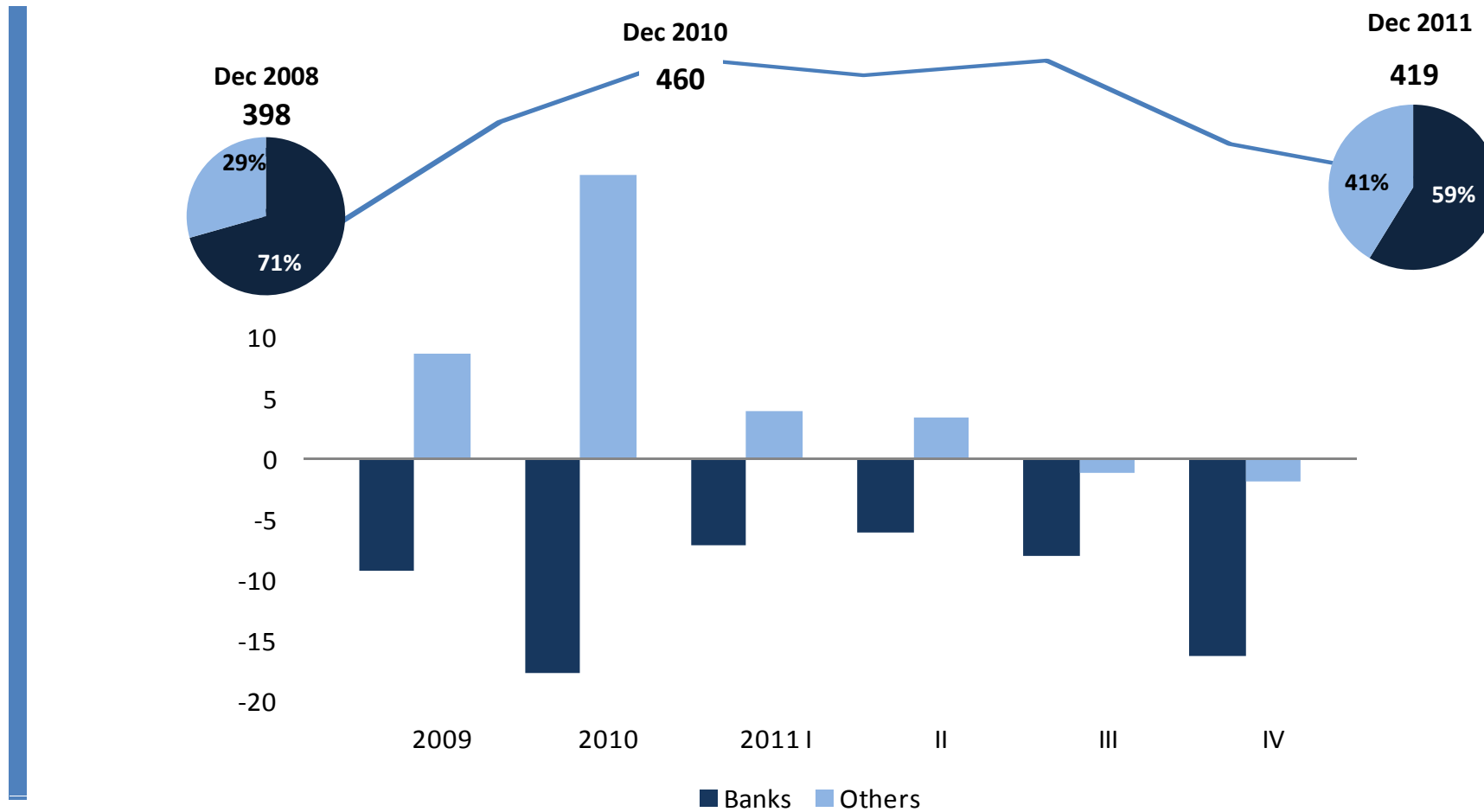
## Product breakdown



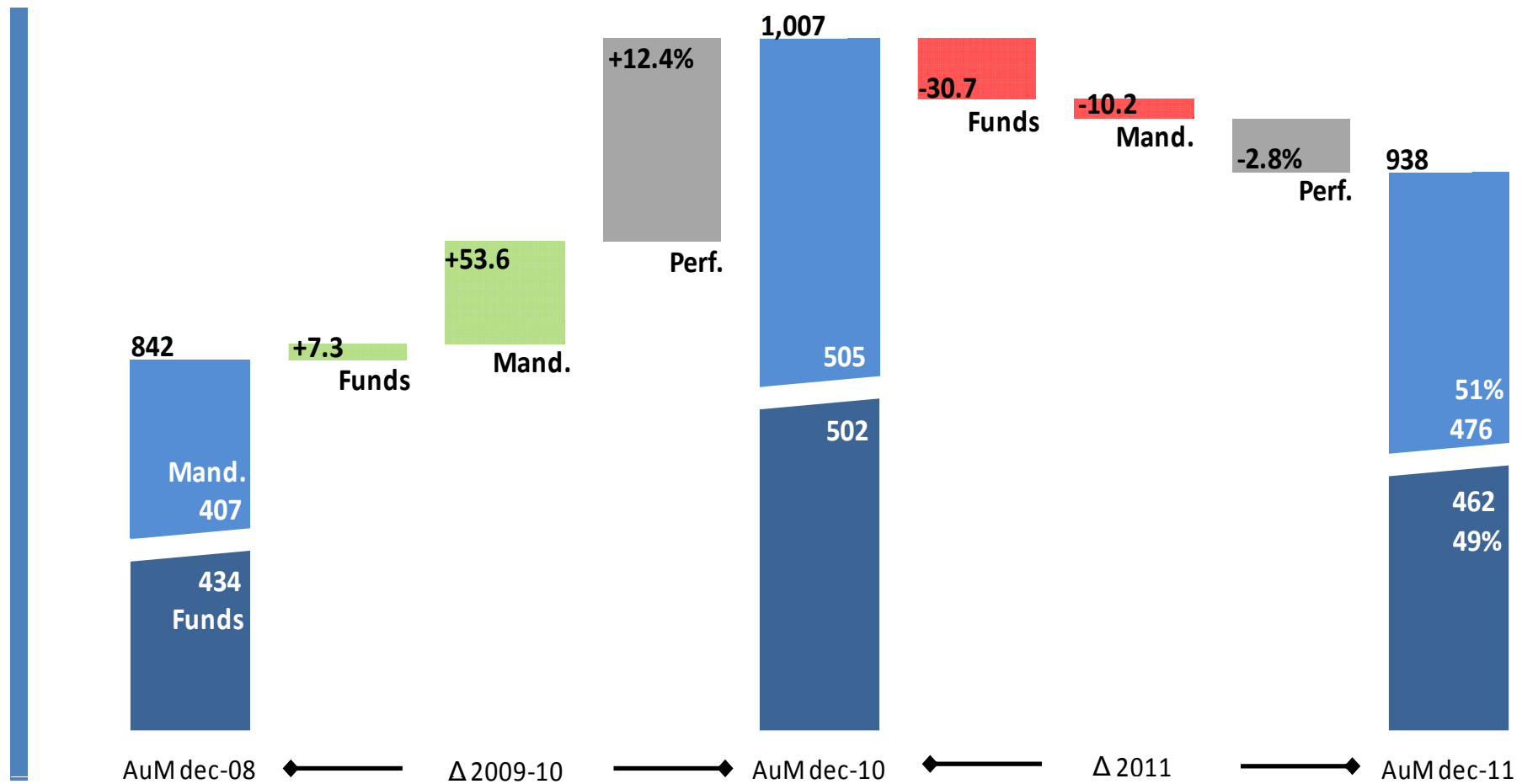
## Open-end funds: domicile breakdown



## Captive vs. non-captive ManCo



## A medium term perspective





## 1. The Italian Asset Management market

- ❑ 2011 summary statistics
- ❑ Focus on open-end funds
- ❑ A medium term perspective

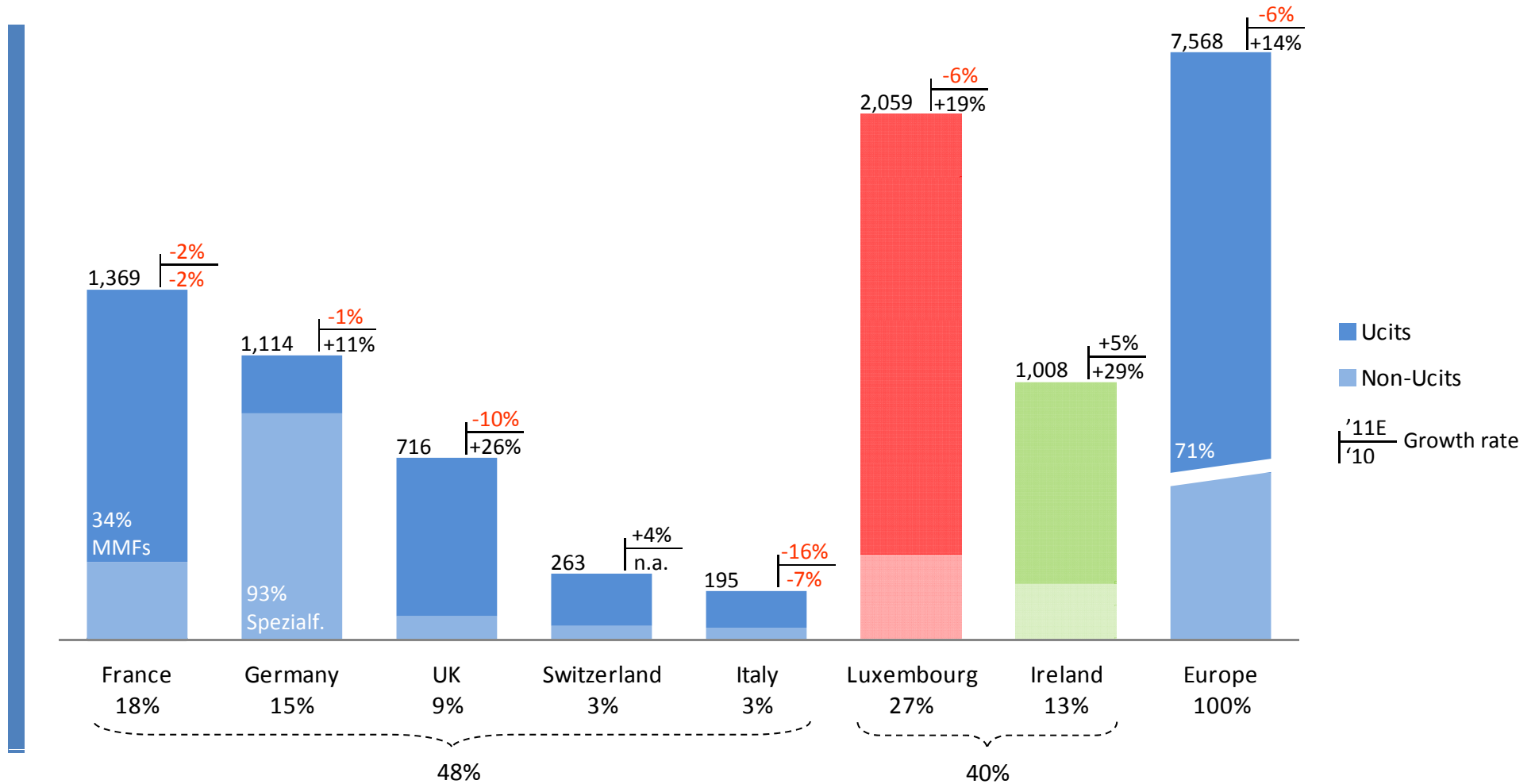
## 2. The European Investment Fund Industry

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

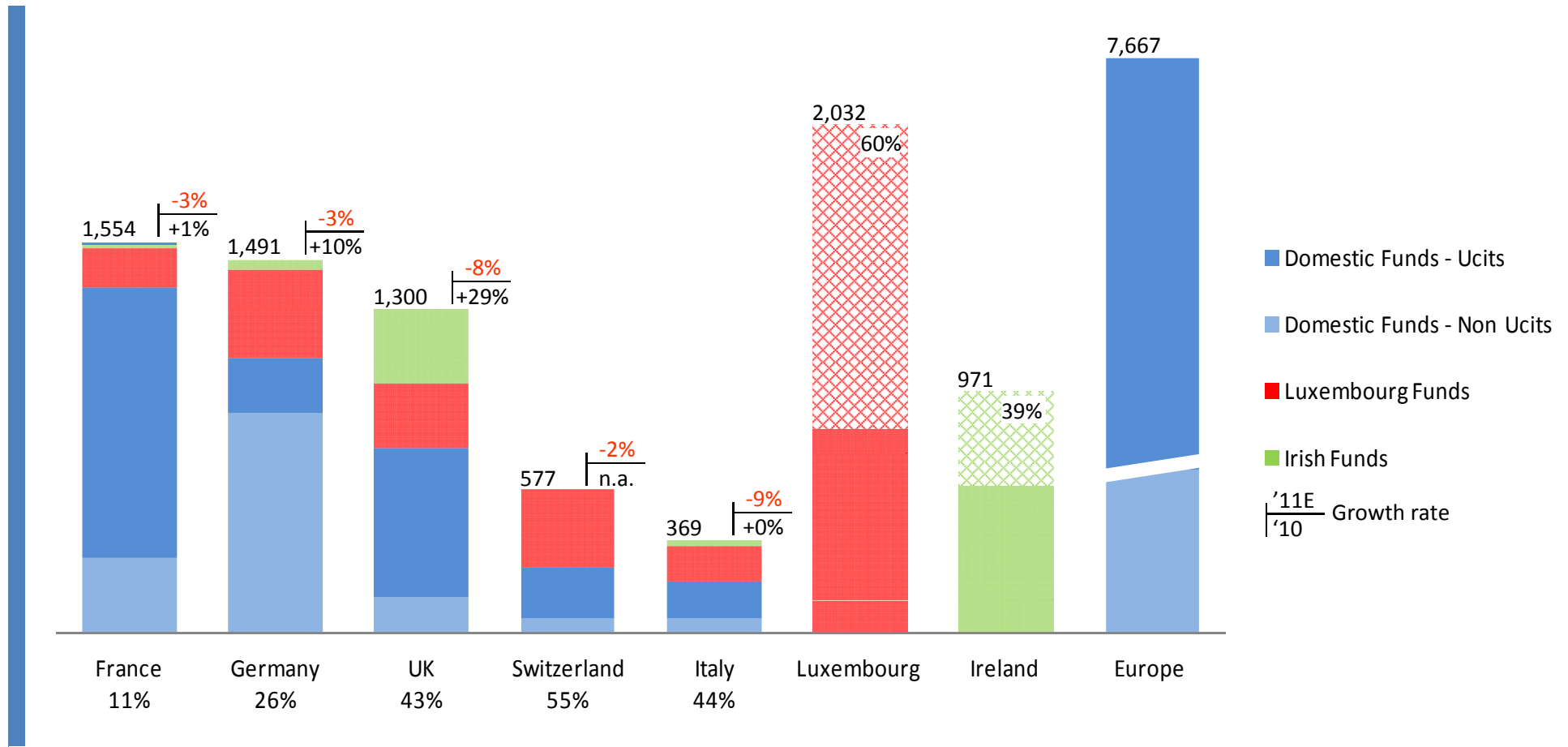
## 3. Savings & Wealth

- ❑ Household saving rate: trend & int'l comparison
- ❑ Wealth: key statistics, distribution, financial portfolio, int'l comp.

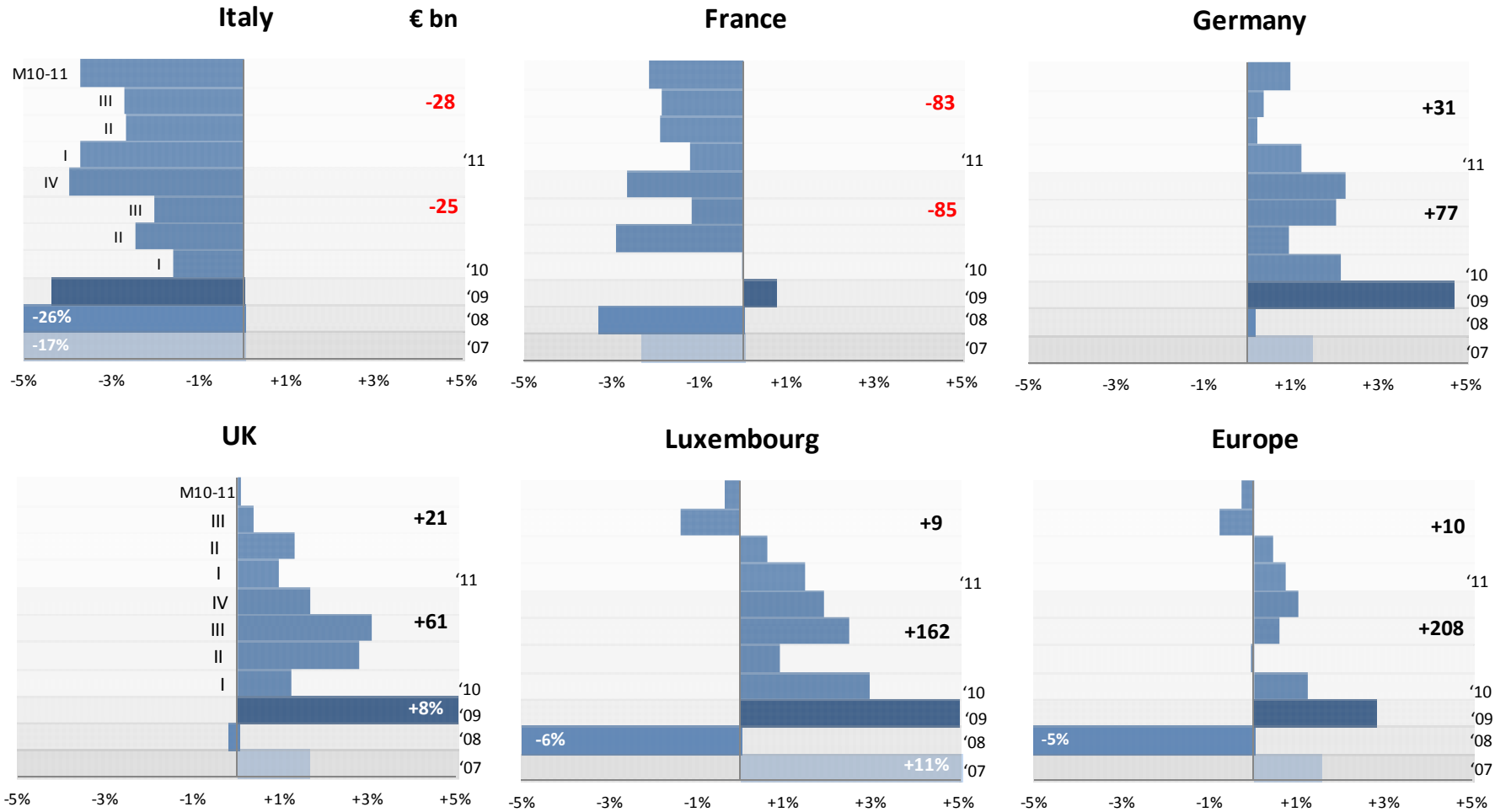
## Net Assets by fund domicile



## Net Assets by fund group domicile

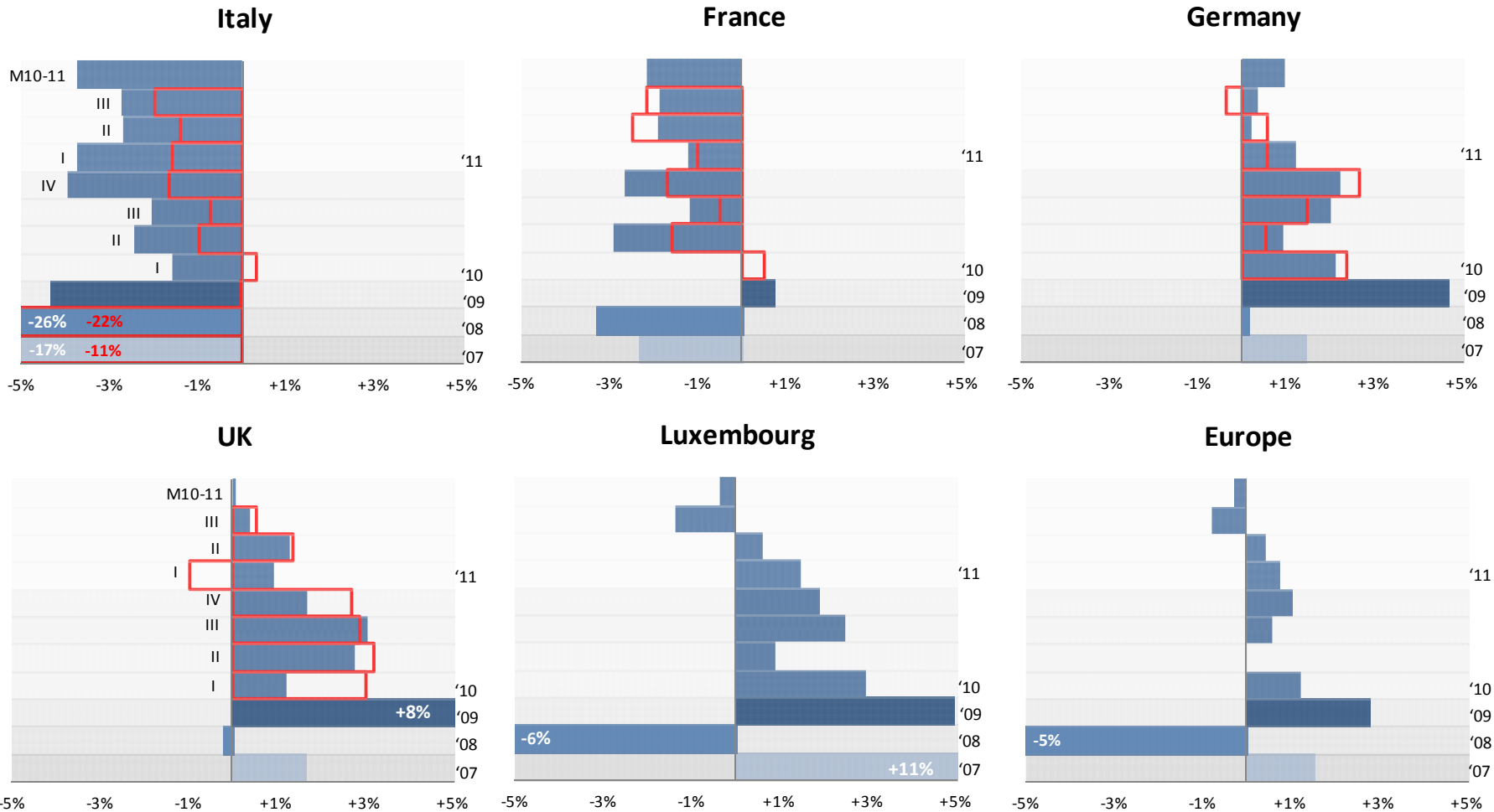


## Net sales by fund domicile



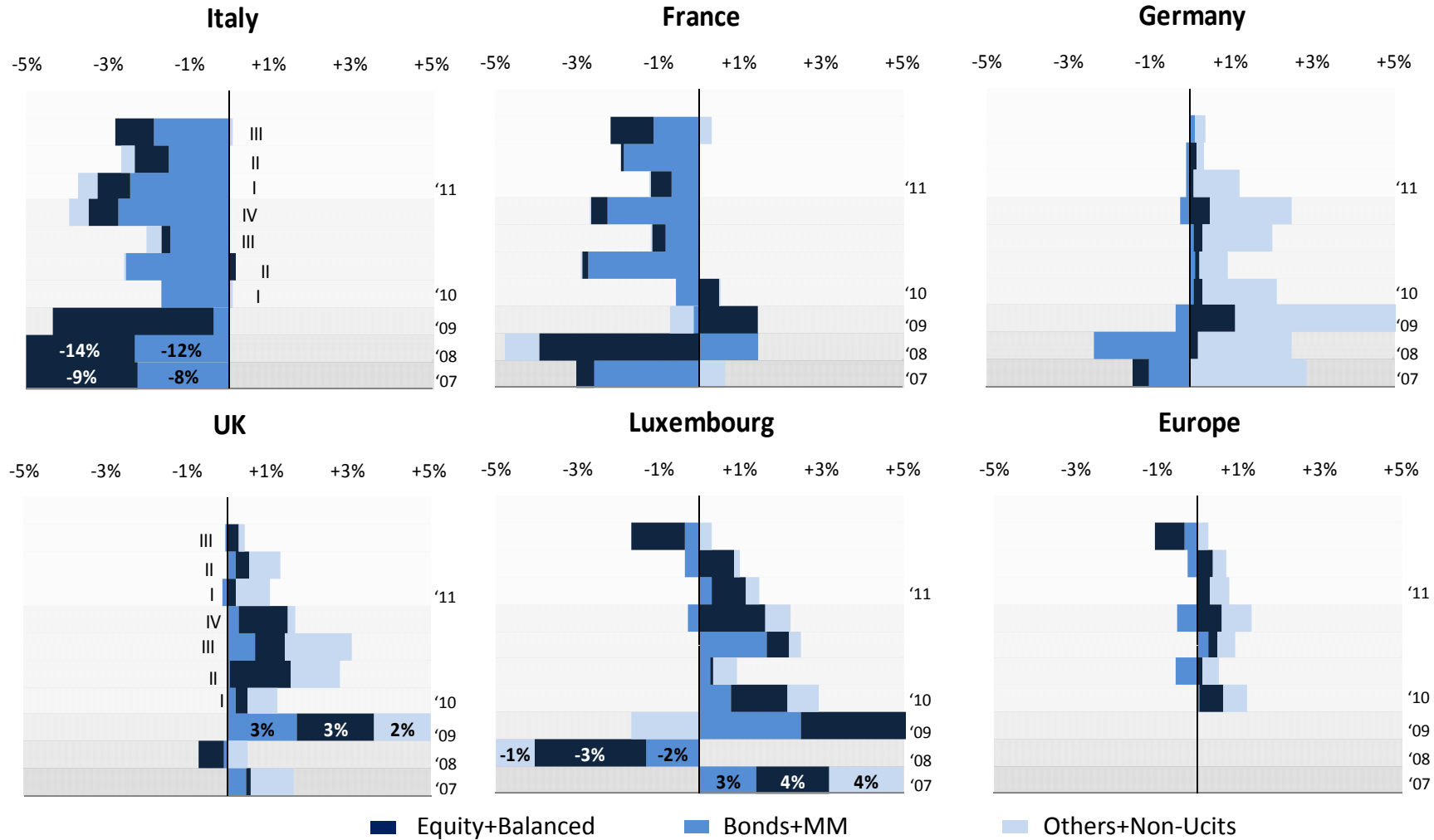
Net sales as a % of AuM. Yearly data in €bn.  
Source: Efama, BVI.

## Net sales: fund domicile vs. fund group domicile



Net sales as a % of AuM, based on fund domicile (blue) & fund group domicile (red).  
Source: est. on Efama, Assogestioni, ALFI, IFIA & BVI data.

## Net sales by fund domicile & asset class



## 1. The Italian Asset Management market

- ❑ 2011 summary statistics
- ❑ Focus on open-end funds
- ❑ A medium term perspective

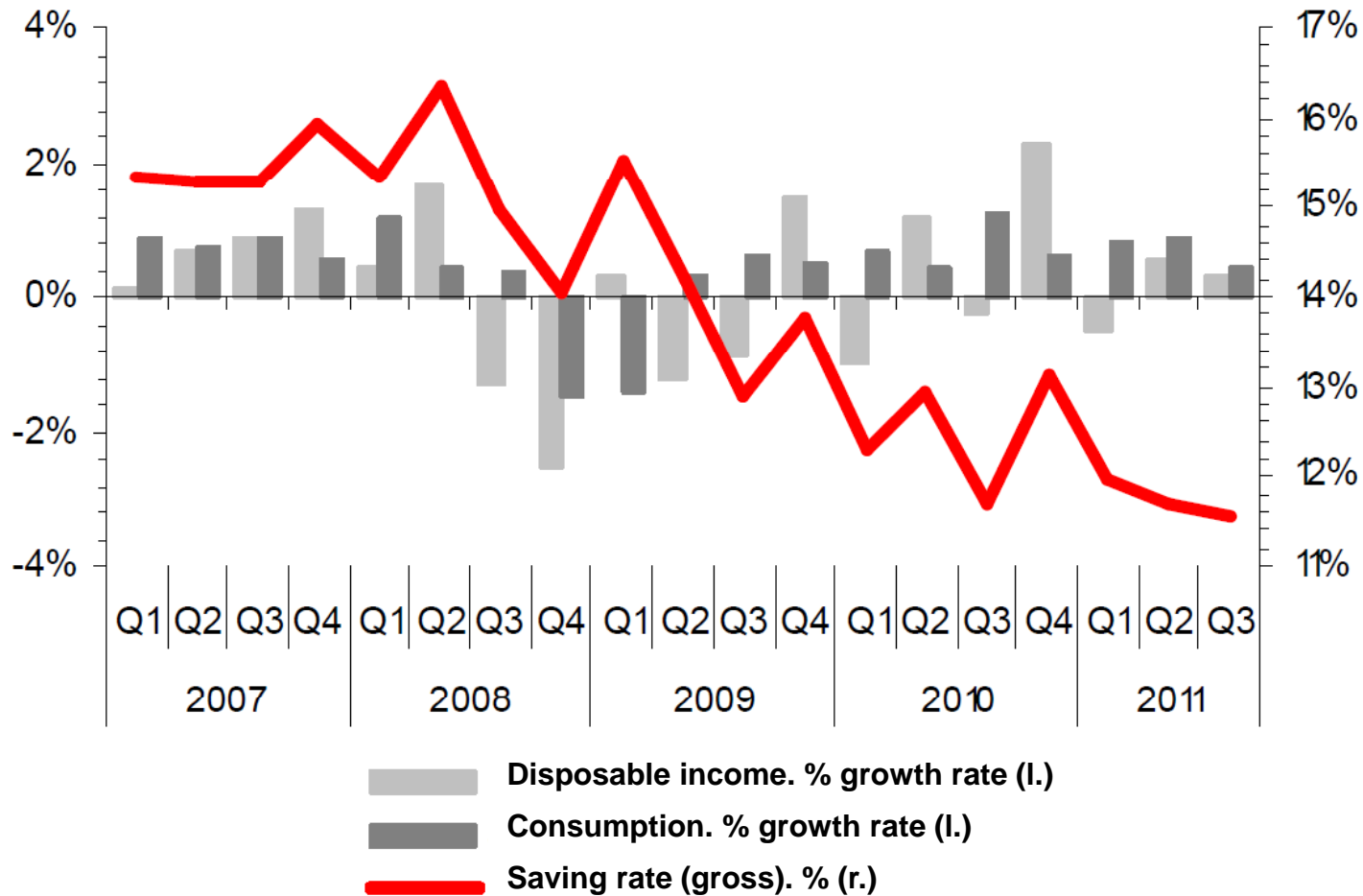
## 2. The European Investment Fund Industry

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

## 3. Savings & Wealth

- ❑ Household saving rate: trend & int'l comparison
- ❑ Wealth: key statistics, distribution, financial portfolio, int'l comp.

## Italian household saving rate



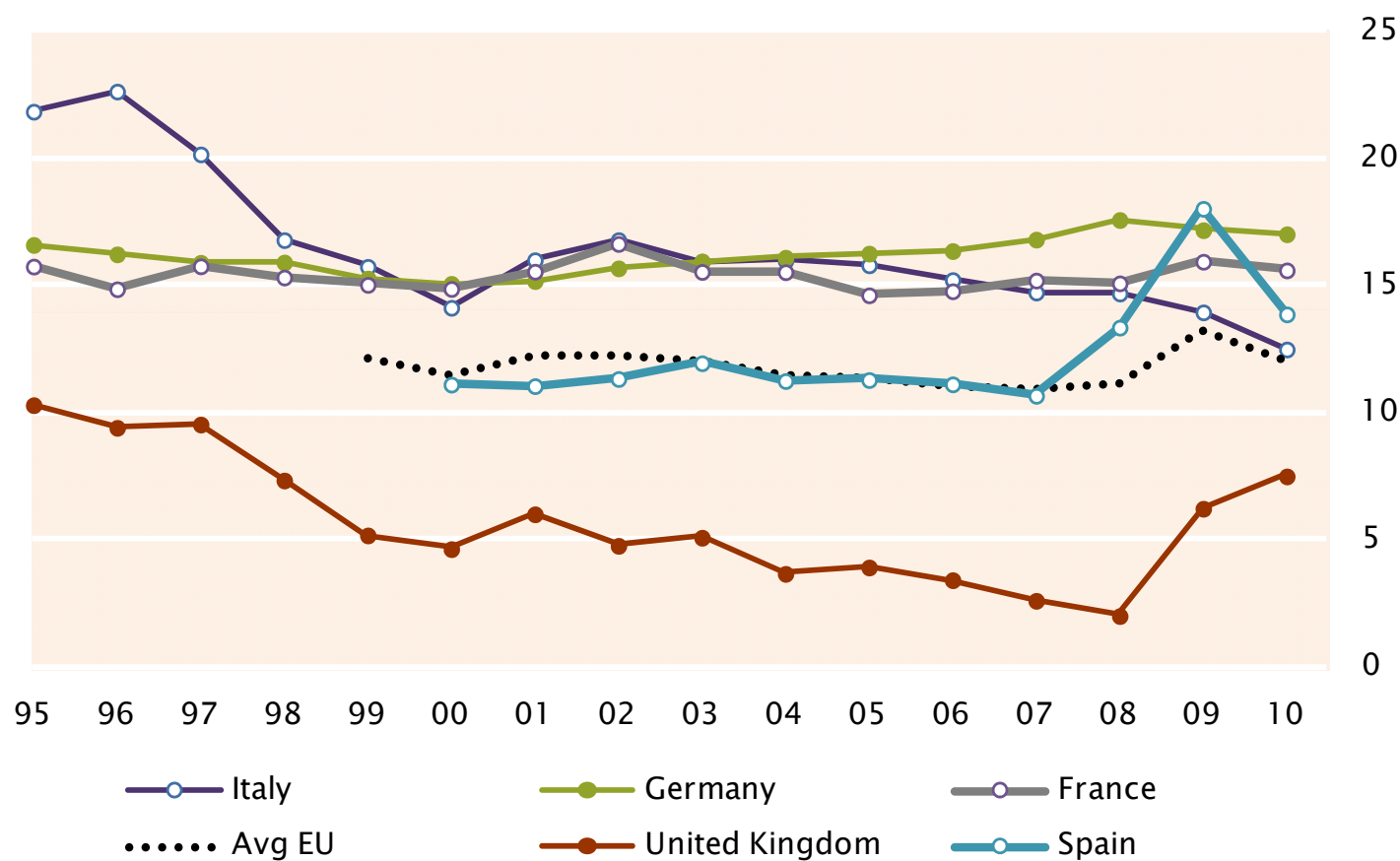
Saving rate is the result of the interaction between *growth rate* of income and consumption.

It fell during the crisis: *consumption fell less than income.*

Smoothing effects on households well-being.



## Household saving rates in Europe



25

Falling since '90.

20

Now in line with European average, but *still declining* (see 2010 data).

15

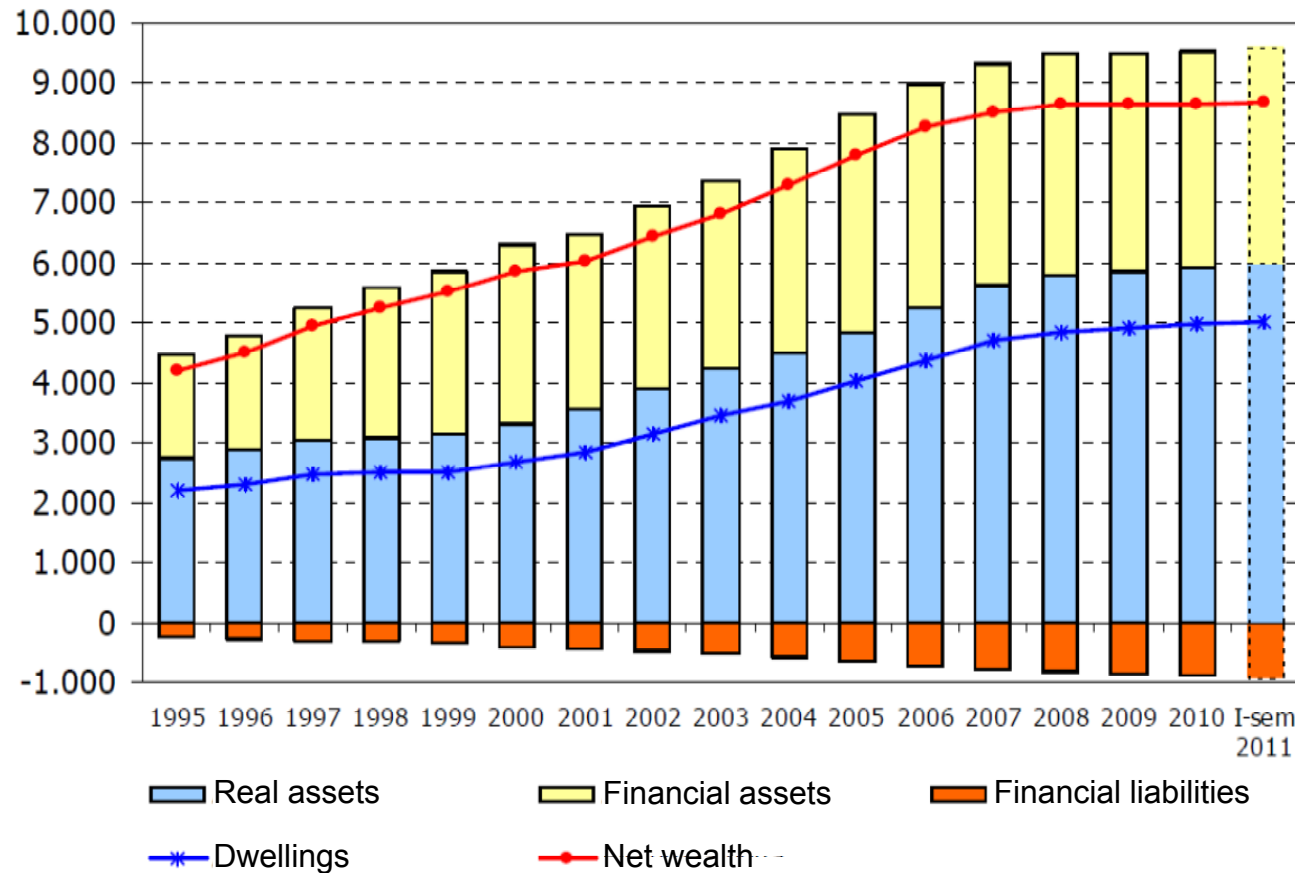
10

Countries more hit by the crisis (e.g. UK) showed an *increase in saving rates* from historically low levels, mainly as a result of **consumption fall.**

5

0

## From flows to stock: Italian household wealth



### Net wealth

€8,600bn

i.e. 8.2x disposable  
income (€1,050bn).

€350k/hh (24m).

### Real assets

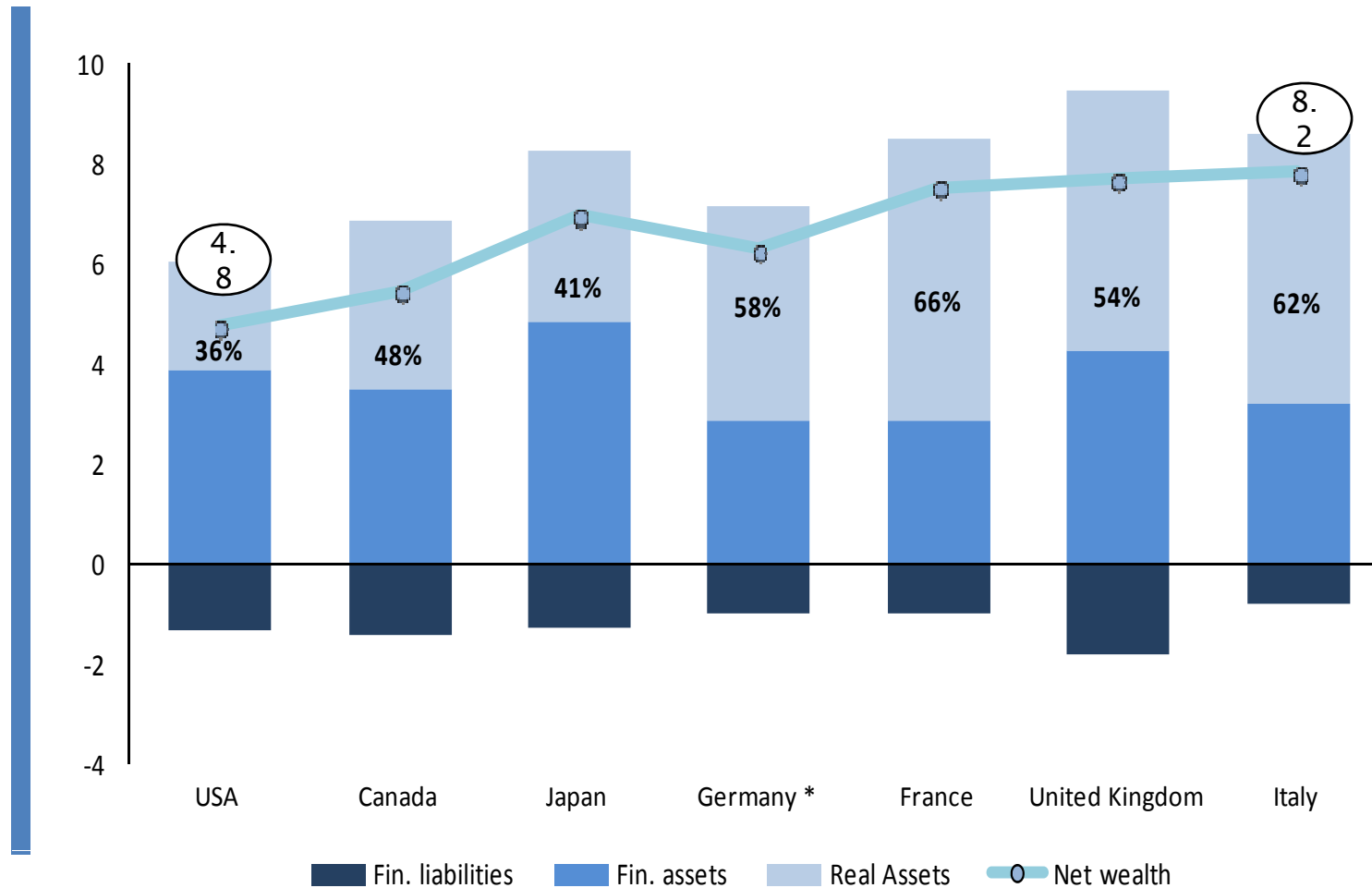
(dwellings)

*prevail (>60%).*

*Low level of debt*

(0.8x).

## Household wealth in G7 countries

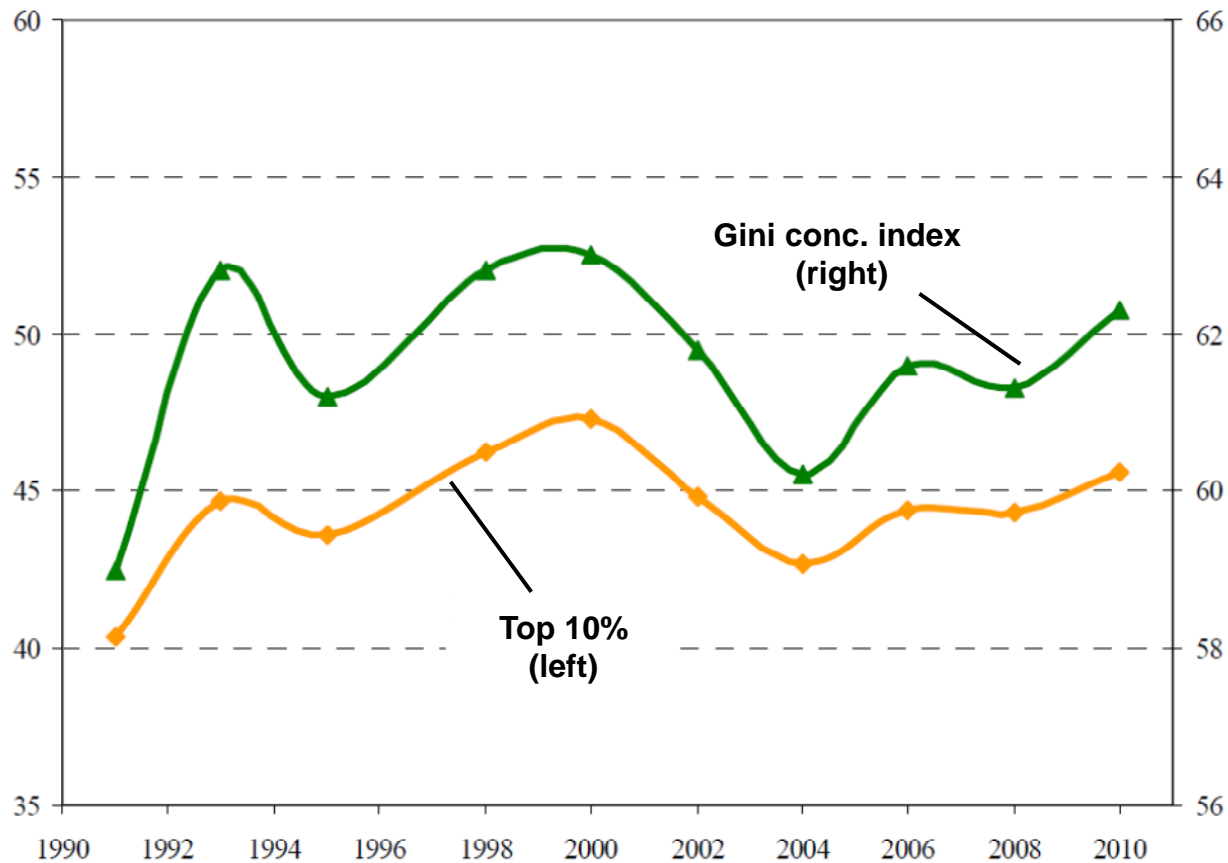


Highest level of the *ratio* of net wealth to disposable income.

Lowest level of debt (but see *public debt*)

Big share of *real assets* (>60%)

## Wealth distribution



**Wealth is concentrated: top 10% of households have 45%**

*Gini index: 100% = the top guy has all the wealth.*

**Real wealth is *less concentrated* (G=60%) than financial w. (70%)**

**Wealth *more concentrated* than income (G=35%)**

## Wealth distribution in G20 countries

### Adults with a stock of wealth :

	> 100.000 \$		< 10.000 \$	
	%	Rank	%	Rank
AUSTRALIA	58,2%	1	10,2%	17
<b>ITALY</b>	<b>55,5%</b>	<b>2</b>	<b>3,0%</b>	<b>19</b>
JAPAN	51,1%	3	6,2%	18
CANADA	48,7%	4	20,3%	13
GREAT BRITAIN	46,6%	5	12,5%	15
FRANCE	39,7%	6	10,8%	16
GERMANY	41,9%	7	27,7%	11
USA	36,2%	8	27,3%	12
SOUTH KOREA	17,9%	9	17,5%	14
SAUDI ARABIA	4,4%	10	49,4%	10
TURKEY	3,9%	11	52,4%	9
MEXICO	3,9%	12	60,3%	8
CHINA	1,8%	13	66,4%	5
BRASIL	3,7%	14	62,1%	7
ARGENTINA	2,2%	15	65,5%	6
SOUTH AFRICA	3,6%	16	66,8%	4
RUSSIA	1,1%	17	75,4%	3
INDONESIA	2,0%	18	77,8%	2
INDIA	0,4%	19	92,9%	1

*Compared to G20 countries, Italian hh wealth is less concentrated in the hands of few people.*

Italy is **top-ranked** based on the share of population having **>100k\$...**

... and **bottom-ranked** on the base of % of people having **less than 10k\$**

## Italian household financial portfolio

	2011*	2005	2000	1995
Financial assets (€ bn)	3,525	3,656	3,004	1,756
Currency & deposits	31.5%	25.0%	23.2%	39.1%
Short term bonds	0.8%	1.2%	1.7%	9.4%
M/long term bonds	20.2%	18.6%	15.1%	13.8%
<i>issued by banks</i>	10.7%	7.5%	6.6%	2.1%
<i>gov. Bonds</i>	5.2%	6.3%	4.9%	9.7%
Stocks	19.0%	25.7%	29.8%	19.7%
<i>listed stocks</i>	1.7%	2.5%	5.5%	2.9%
Pension funds & life pr	18.0%	14.9%	10.1%	9.0%
Investment funds	6.3%	10.7%	16.0%	3.9%

High level of *direct investment* (~ 40%)

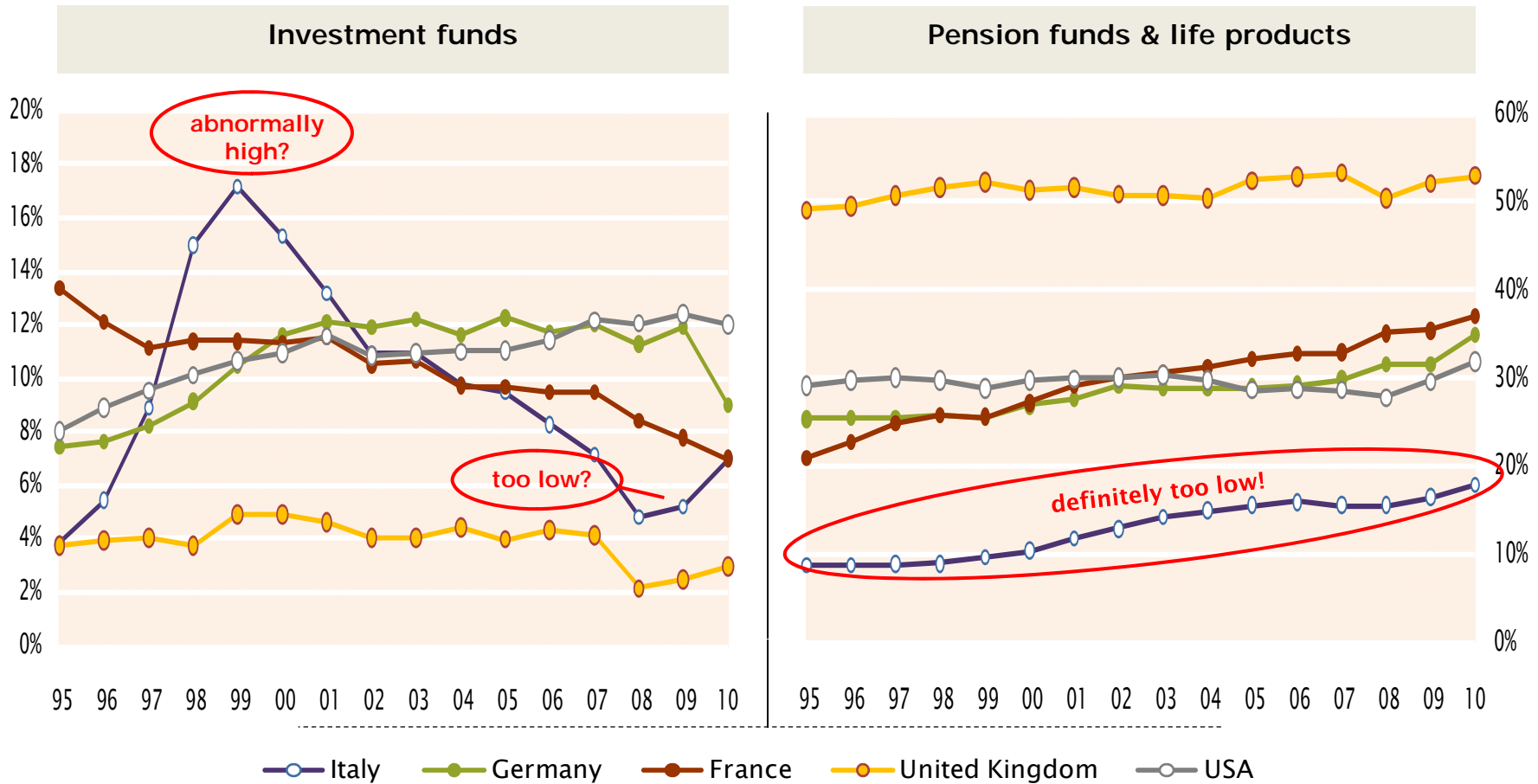
Significant amounts of *bank issued bonds* (10%)

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

*Funds*: rise until 2000 then fall (hump shaped t.)

*Pensions/life product*: up but still too modest.

## Managed products in household portfolios





ASSOGESTIONI

associazione del risparmio gestito

# **The Italian Asset Management market key figures**

15th Feb 2012

Presentation to the Board of Director

Alessandro Rota  
Head of Research