



ASSOGESTIONI

associazione del risparmio gestito

The Italian Asset Management market key figures

27 May 2015

Research Department



1. The Italian Asset Management market

- Summary statistics
- Open-end funds
- Mandates

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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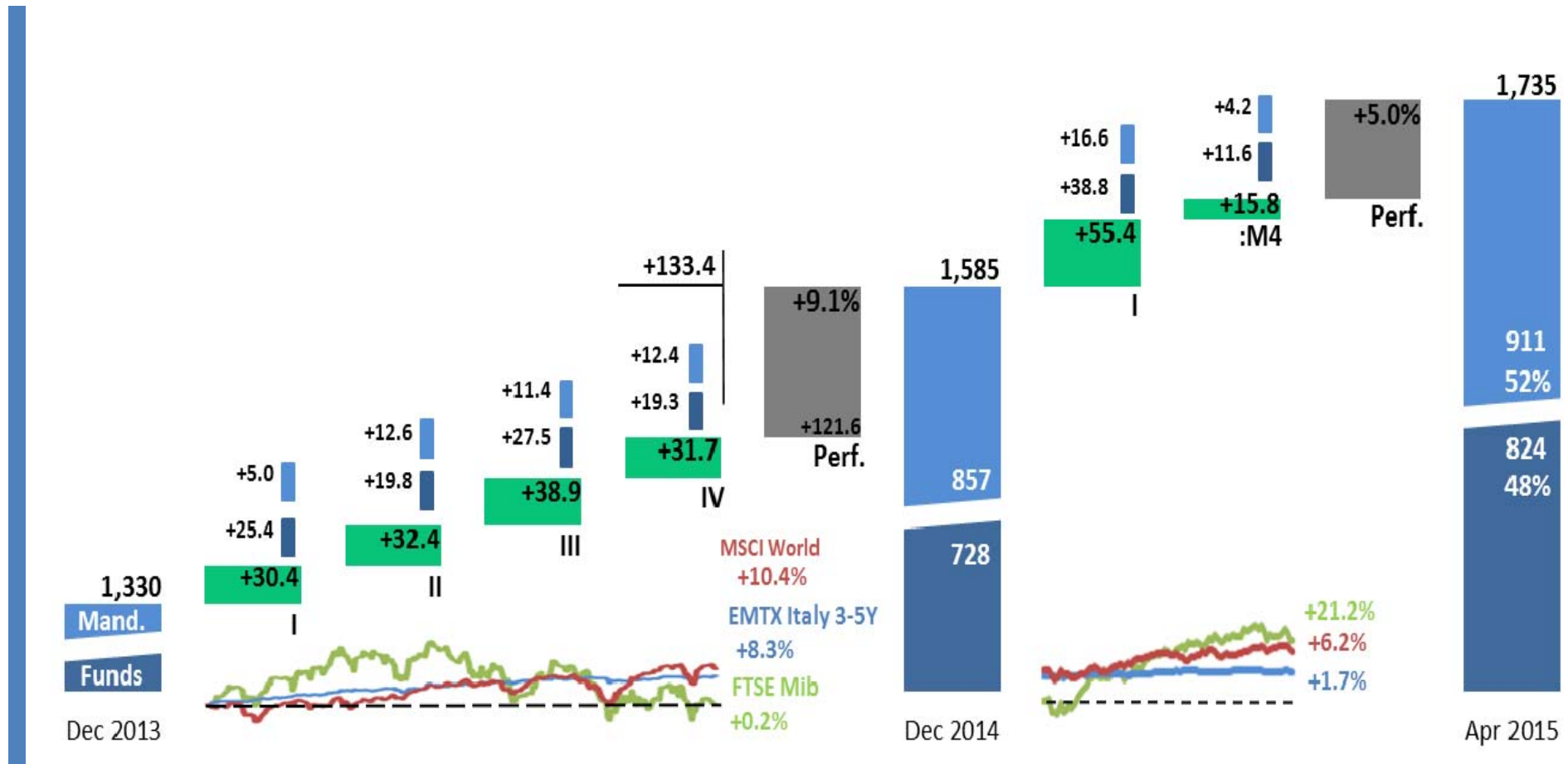
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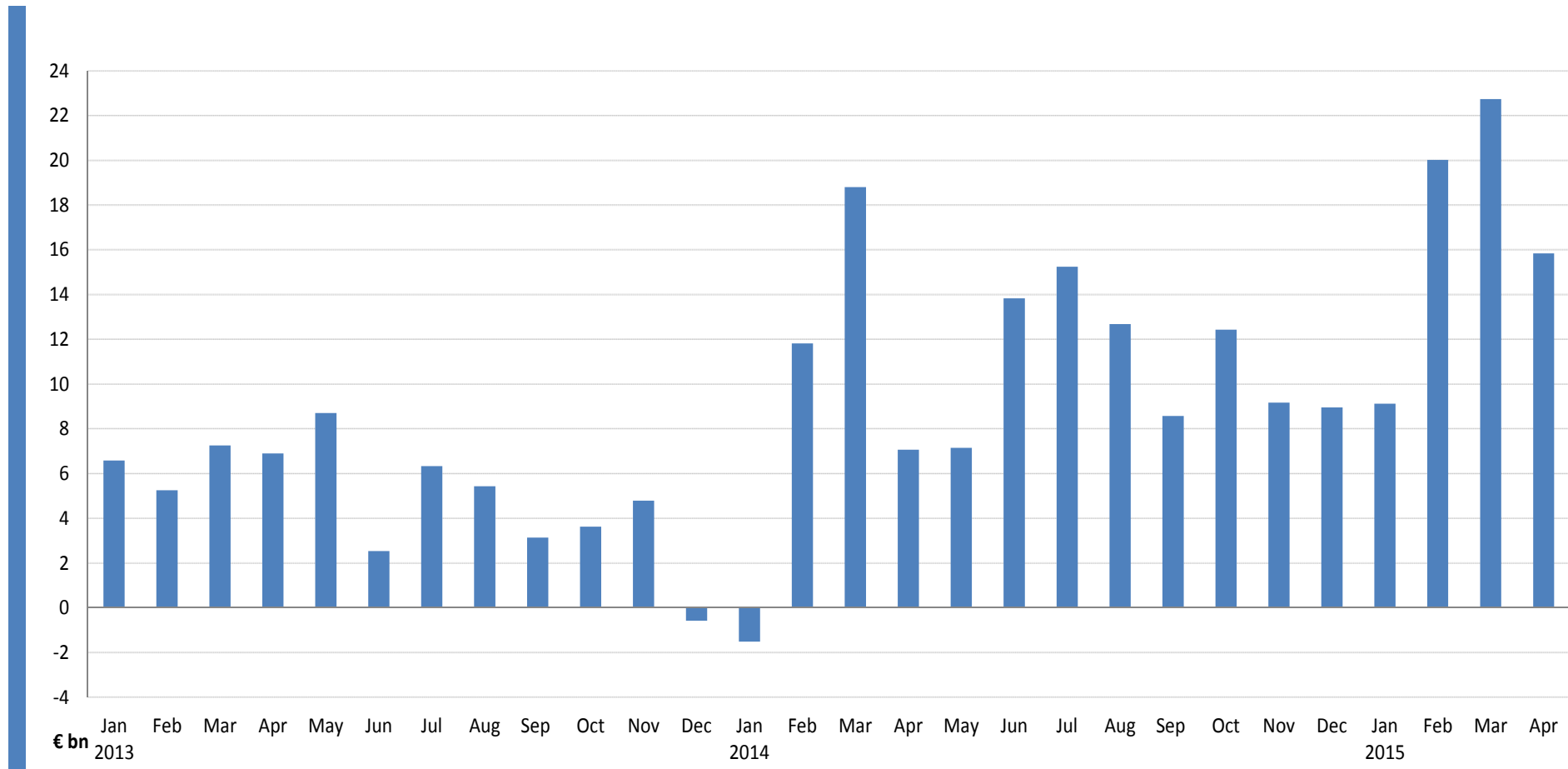
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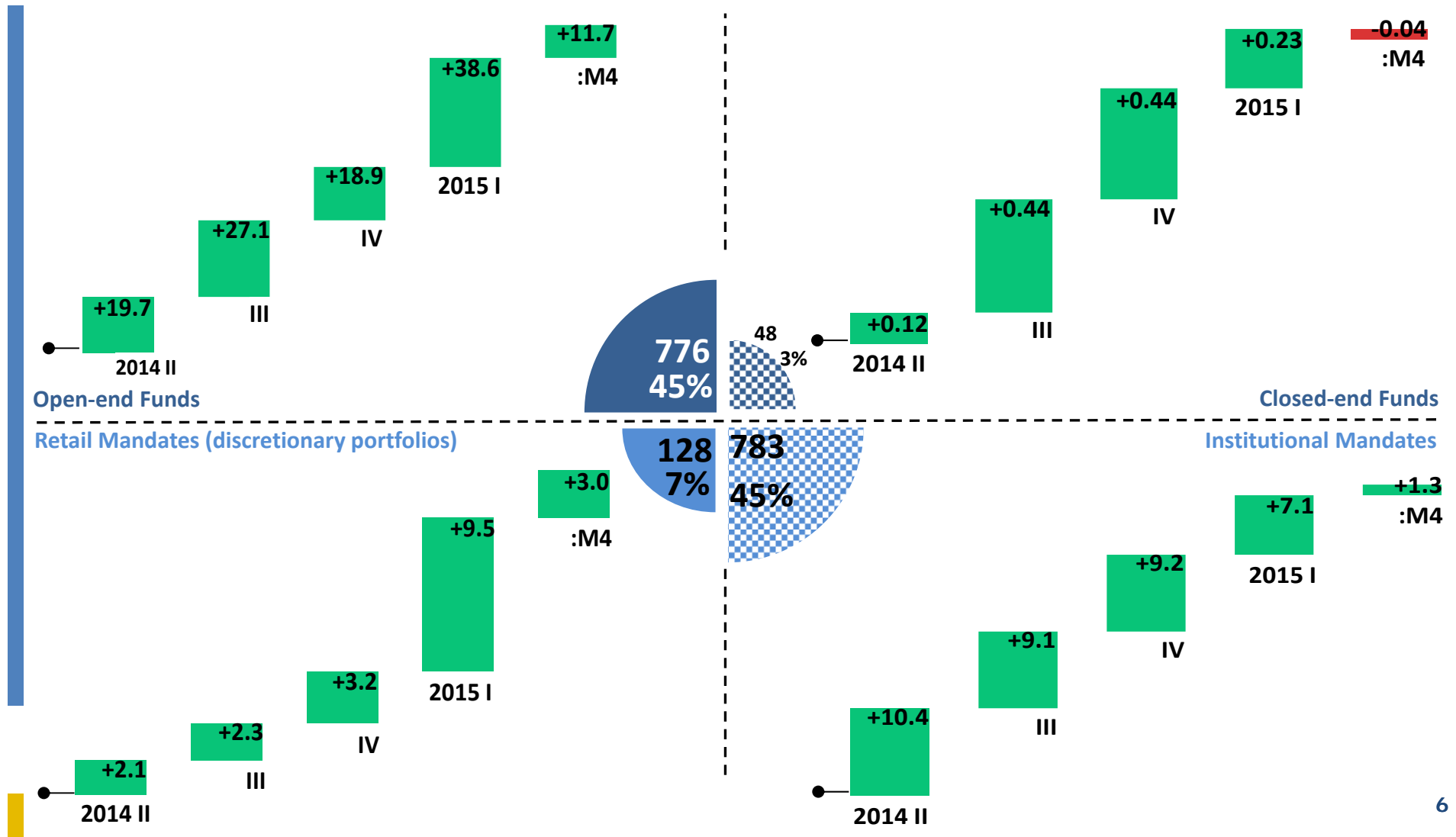
The Italian AM market (Jan 2014:Apr 2015)



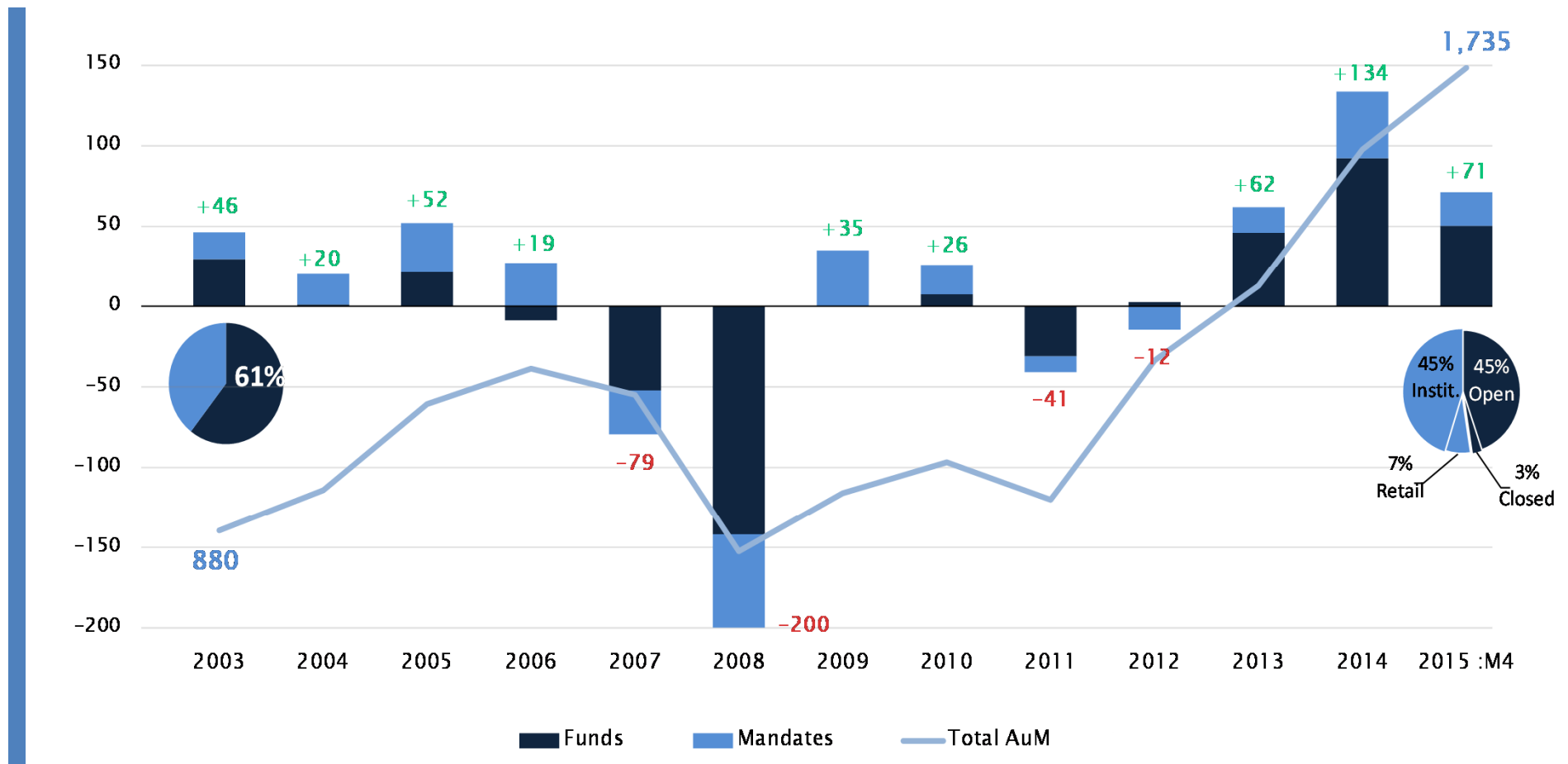
Net flows (monthly data)



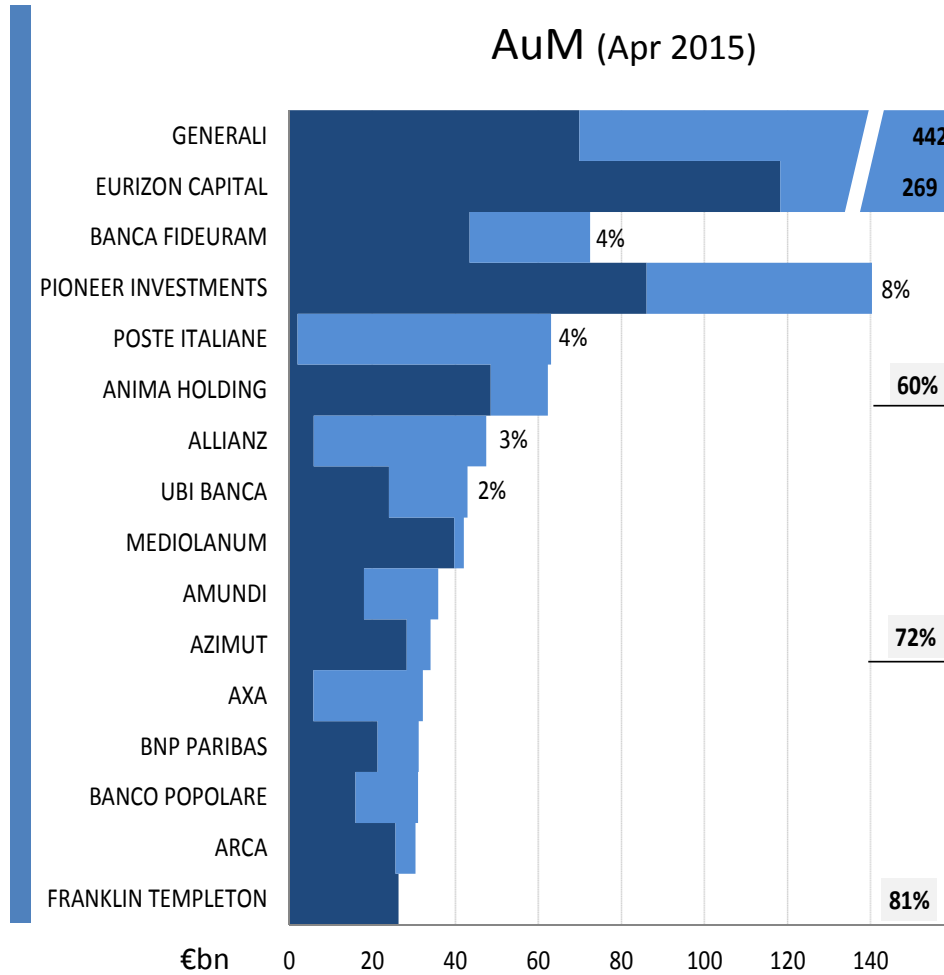
Product breakdown



Long term trend



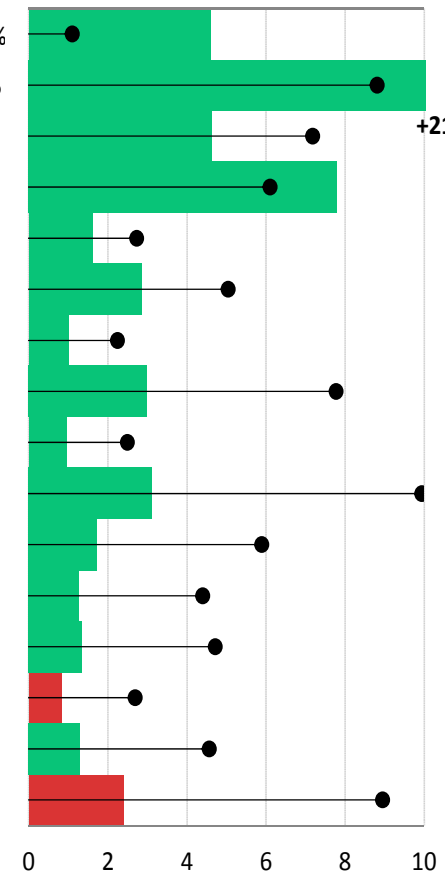
Top 15 Groups



Funds Mand. x%: Mkt share

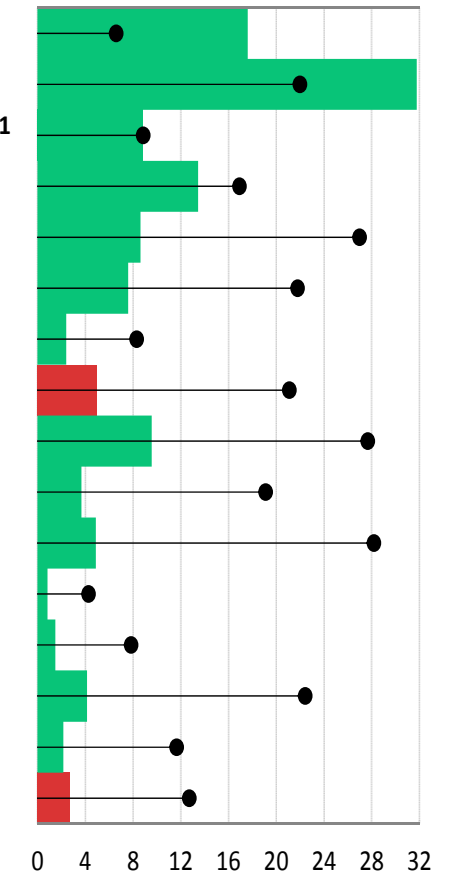
Net flows – 2015 :M4

0% 2% 4% 6% 8% 10%



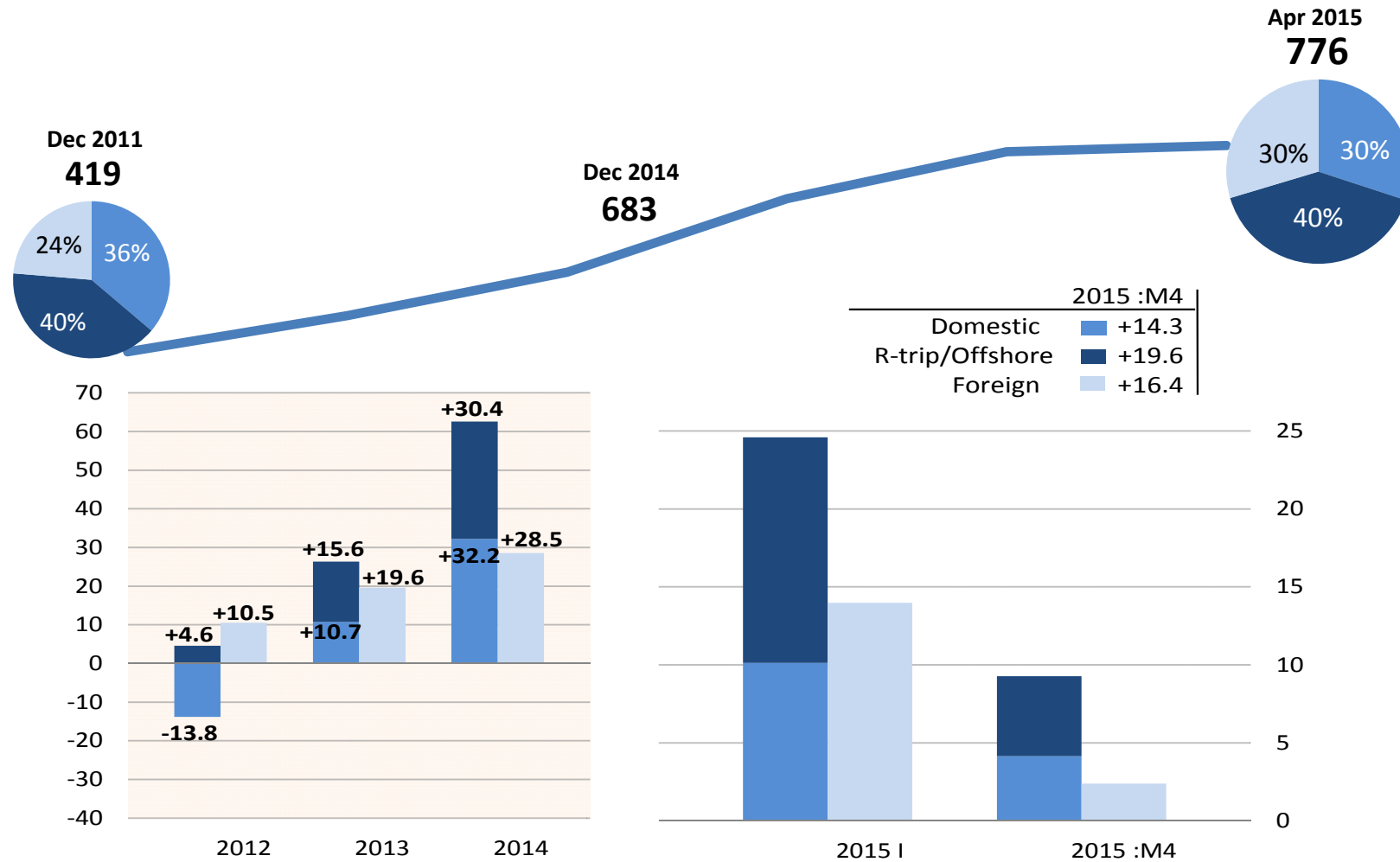
2014

0% 3% 6% 9% 12% 15% 18% 21% 24%

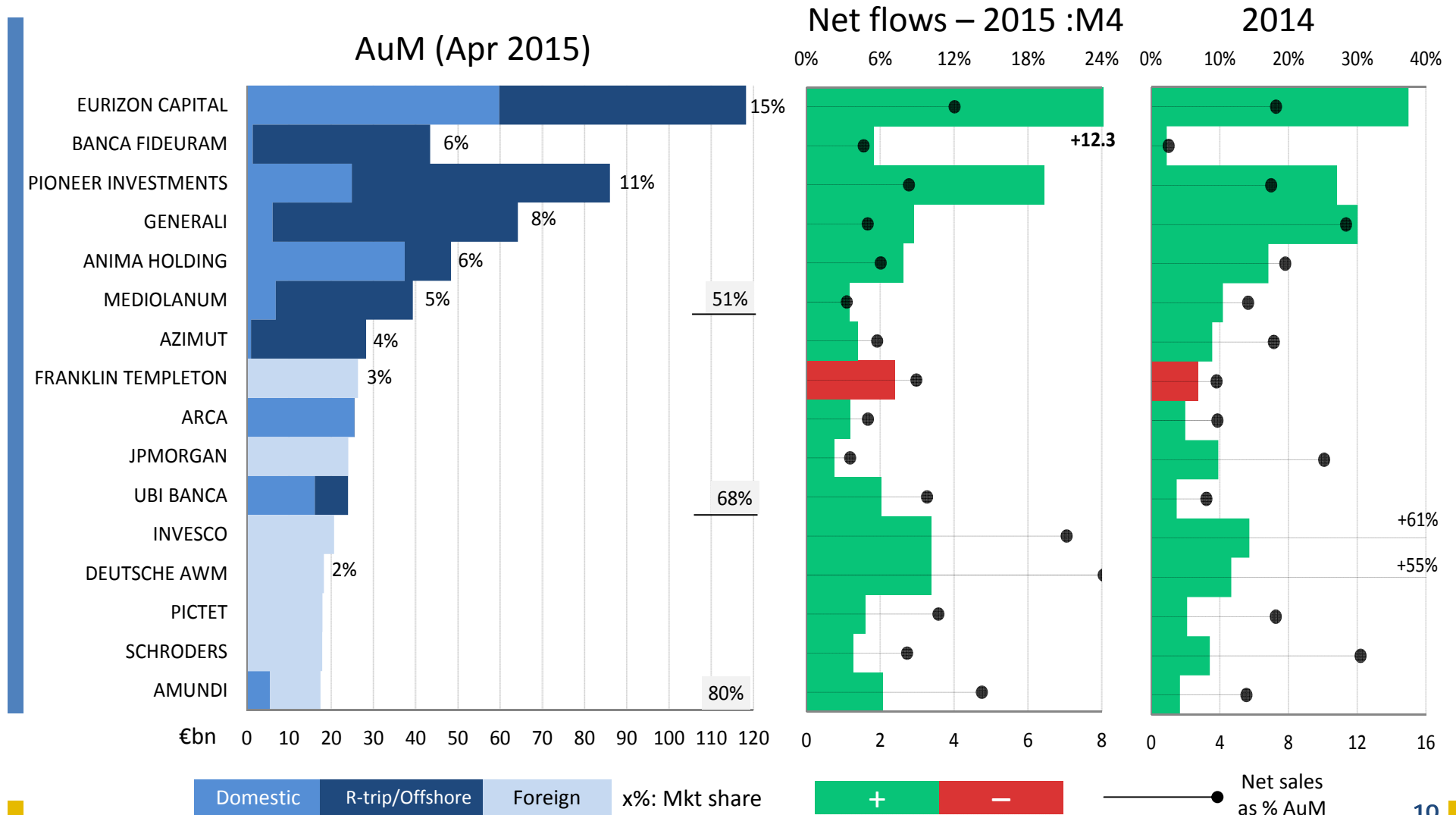


Net sales as % AuM

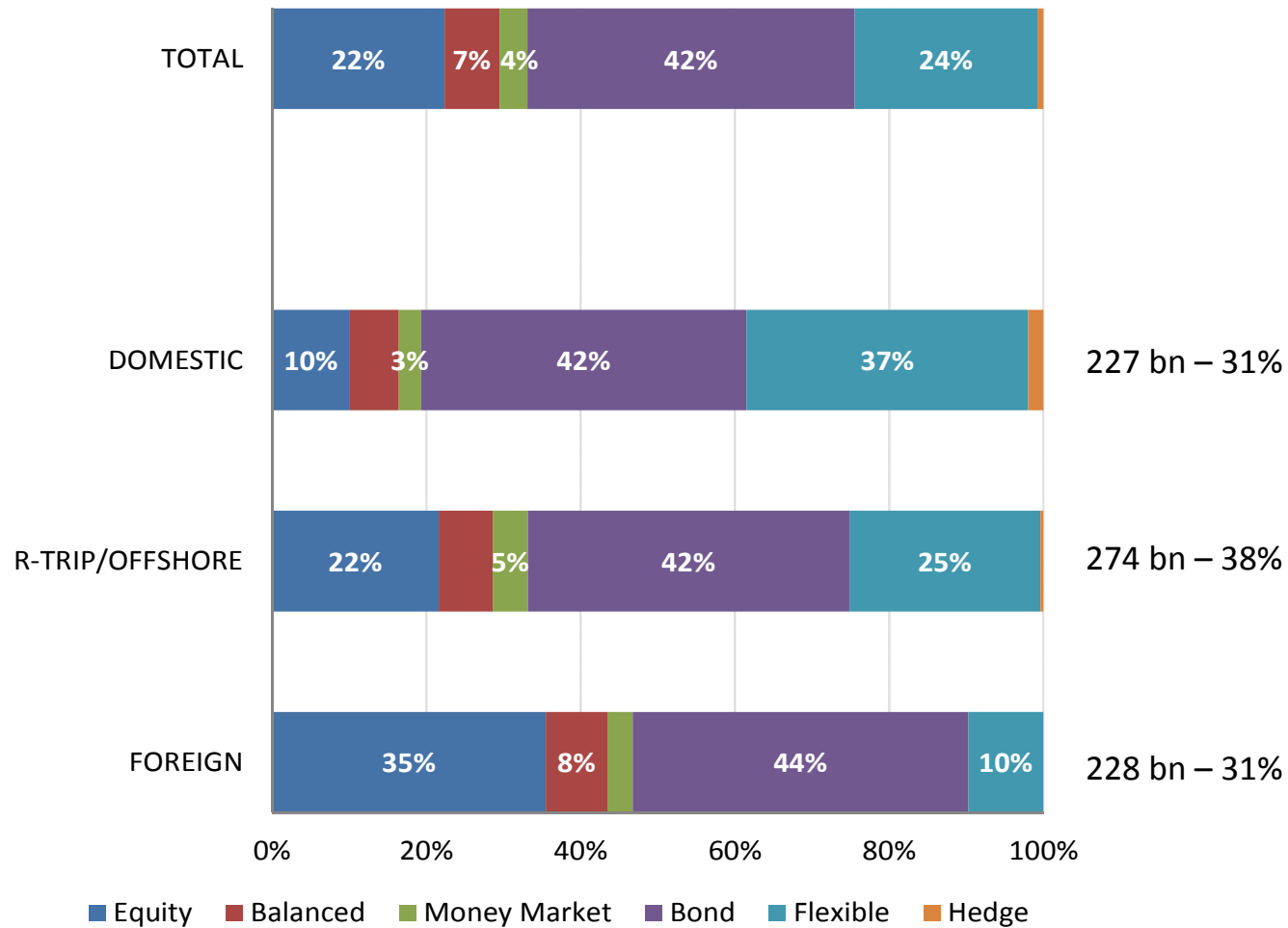
Open-end funds: domicile breakdown



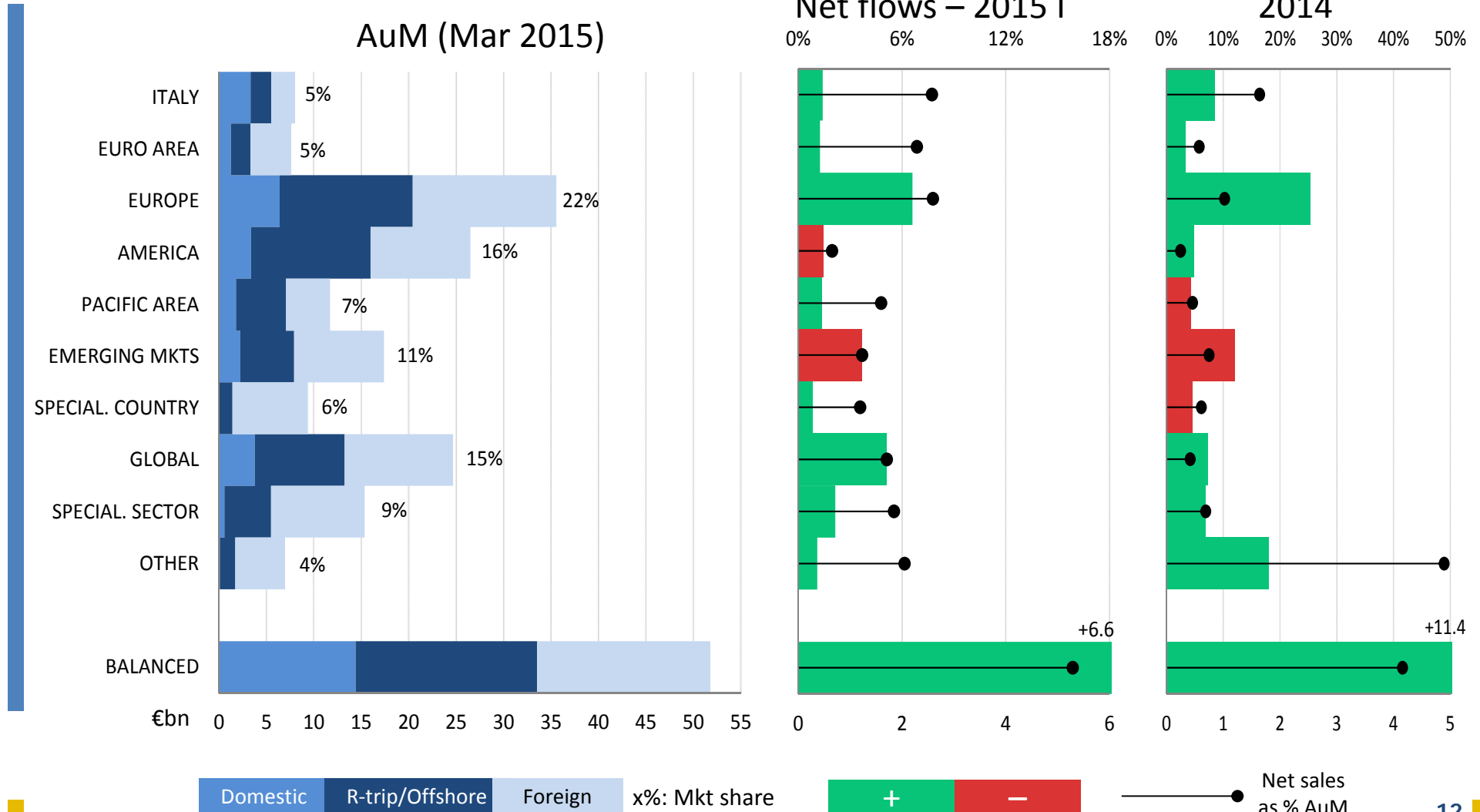
Top 15 Groups (open-end funds only)



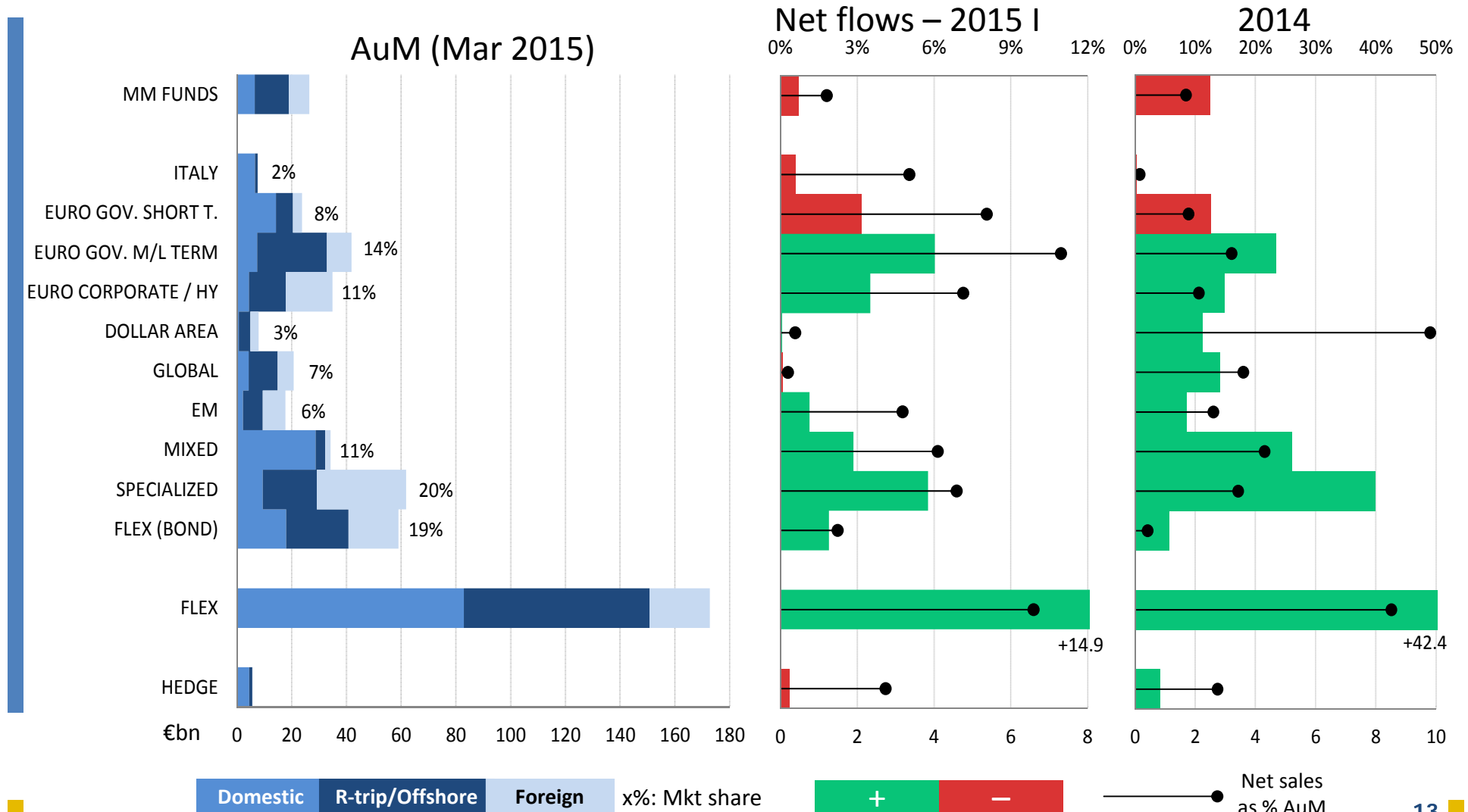
Asset Class breakdown



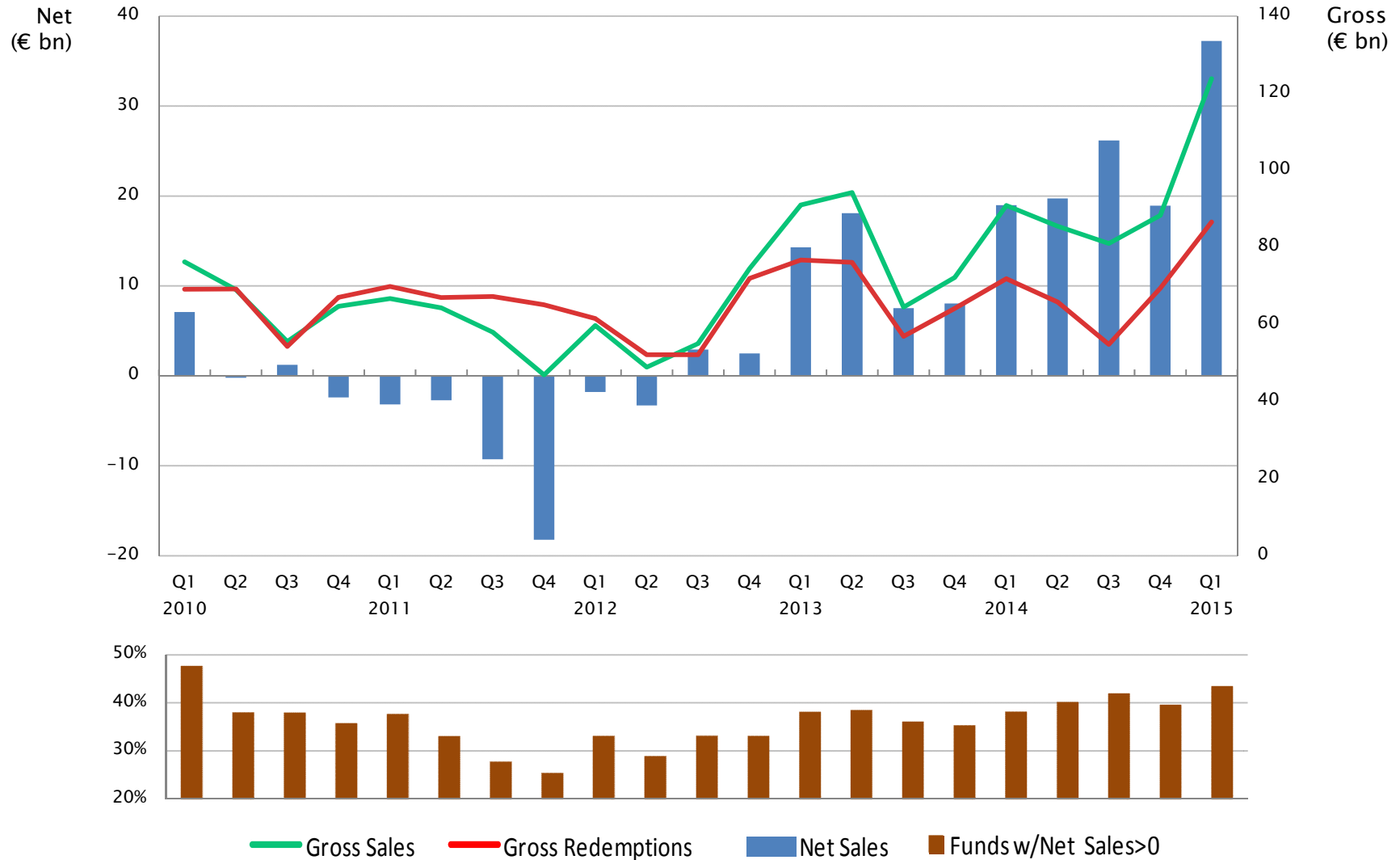
Equity & balanced funds



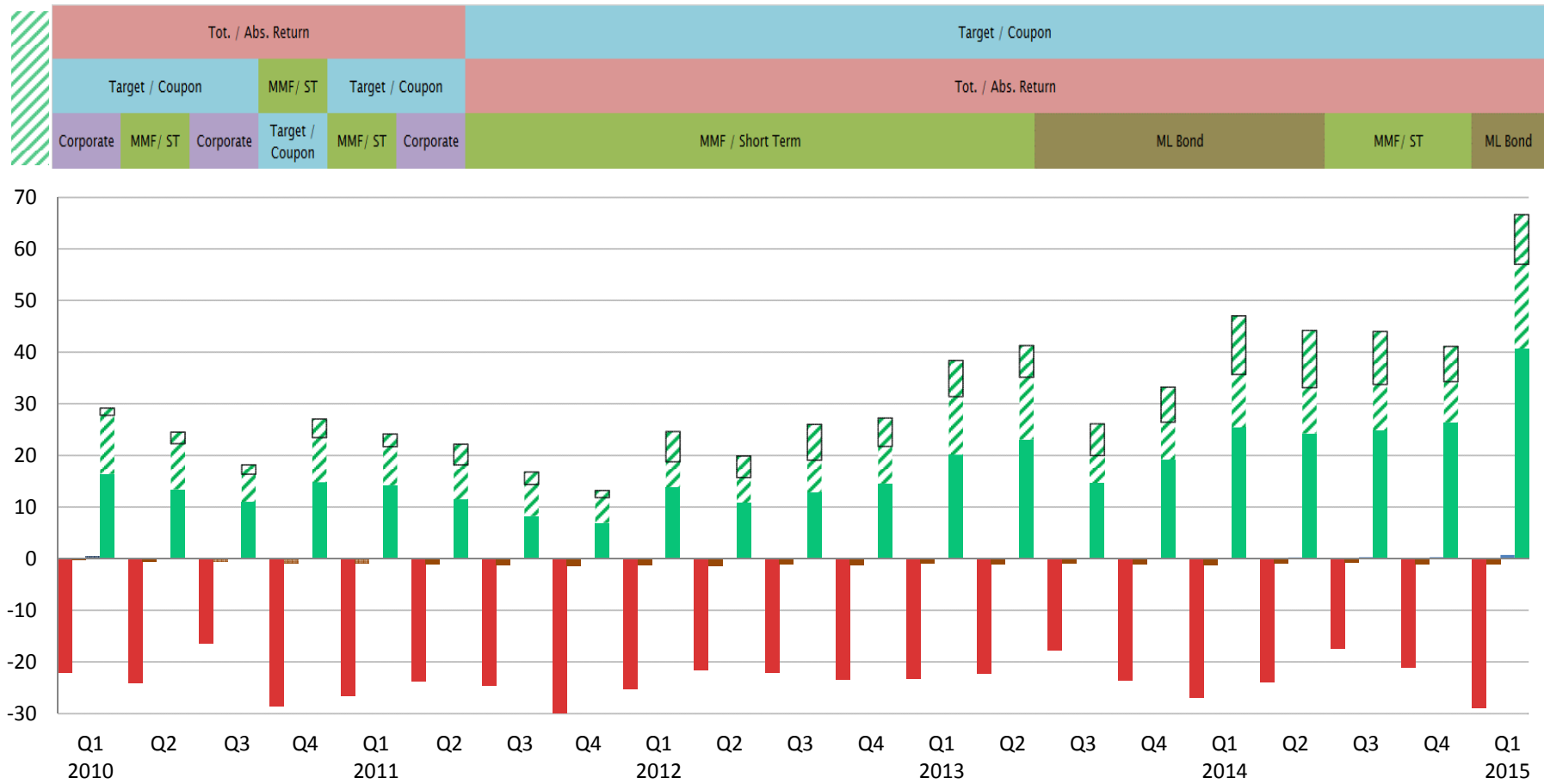
Money mkt, Bond, Flex & Hedge funds



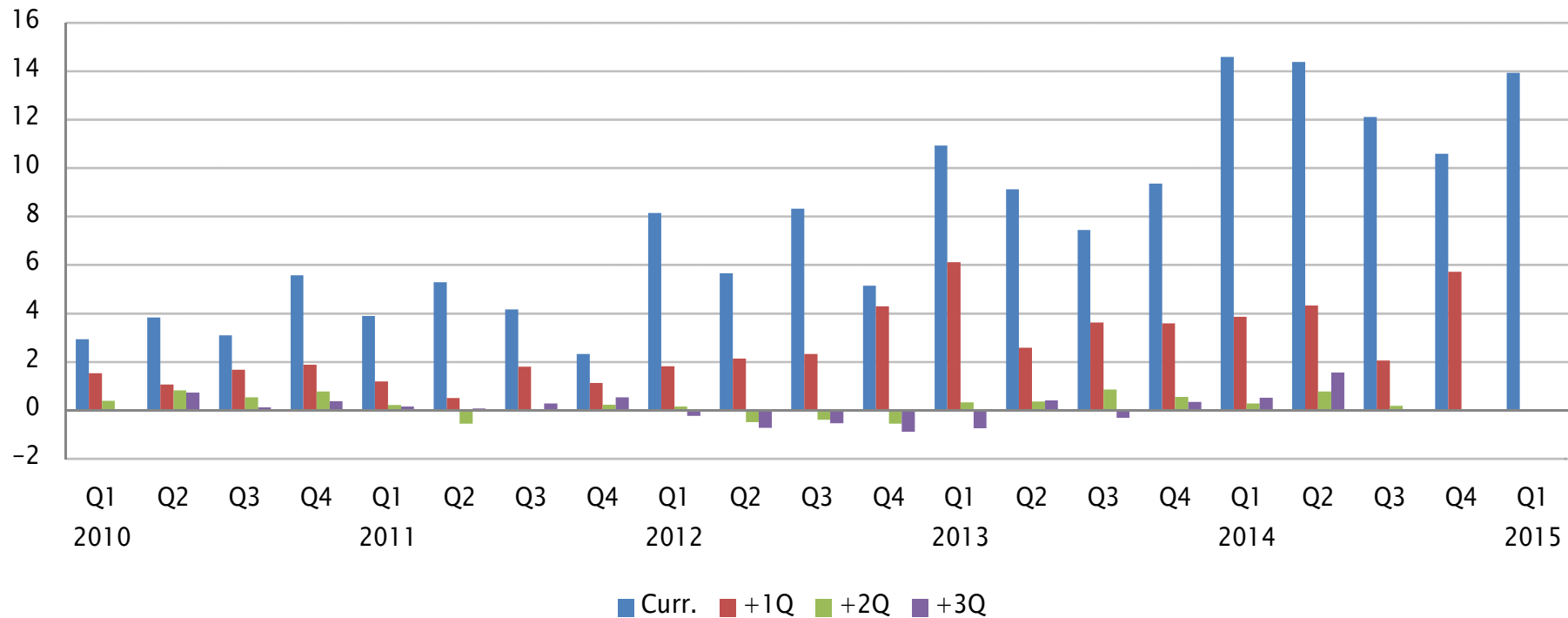
Net & gross flows



The *blockbuster effect*: top quartile funds take all

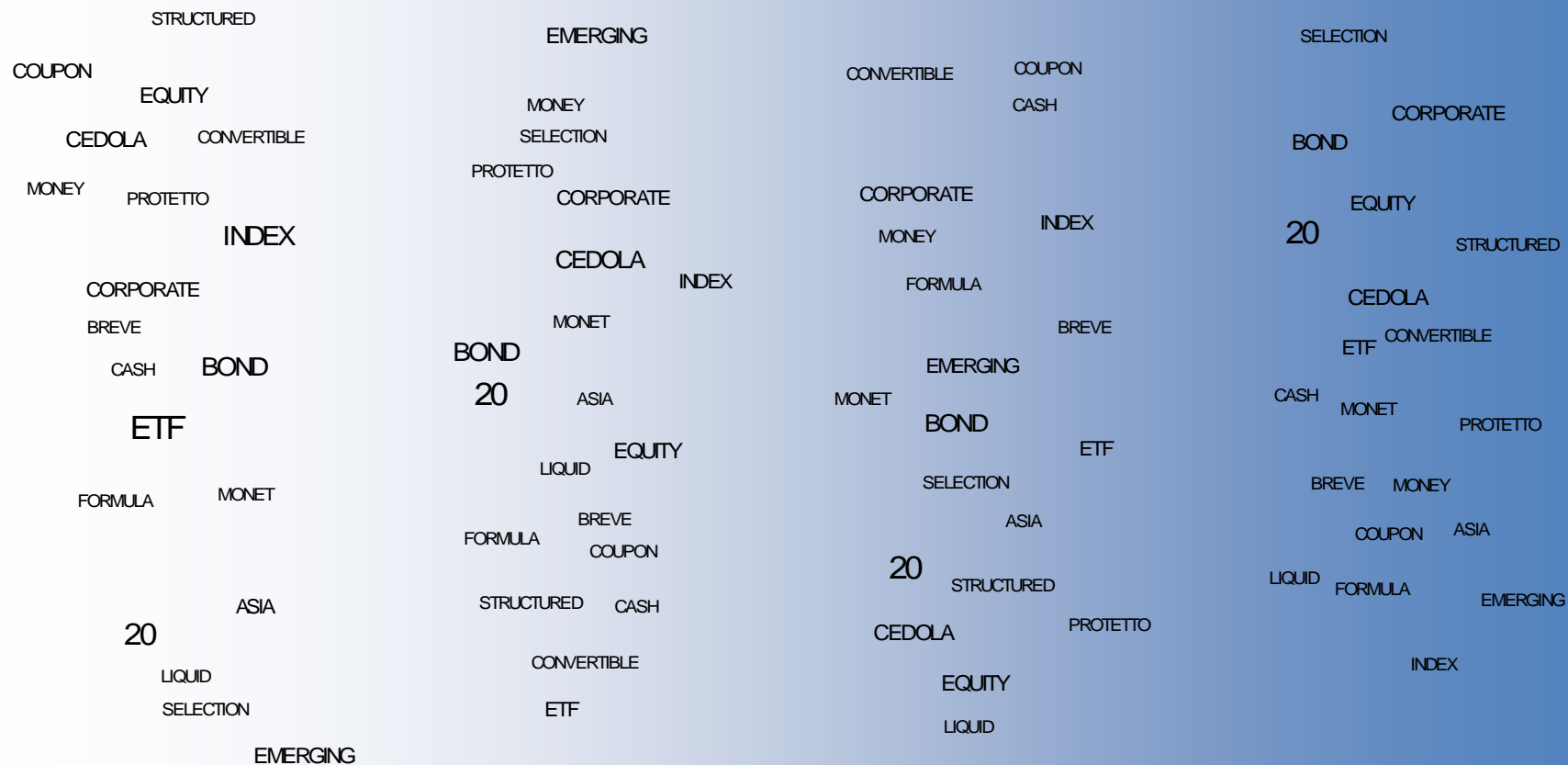


New stories: they sell well... but how long?

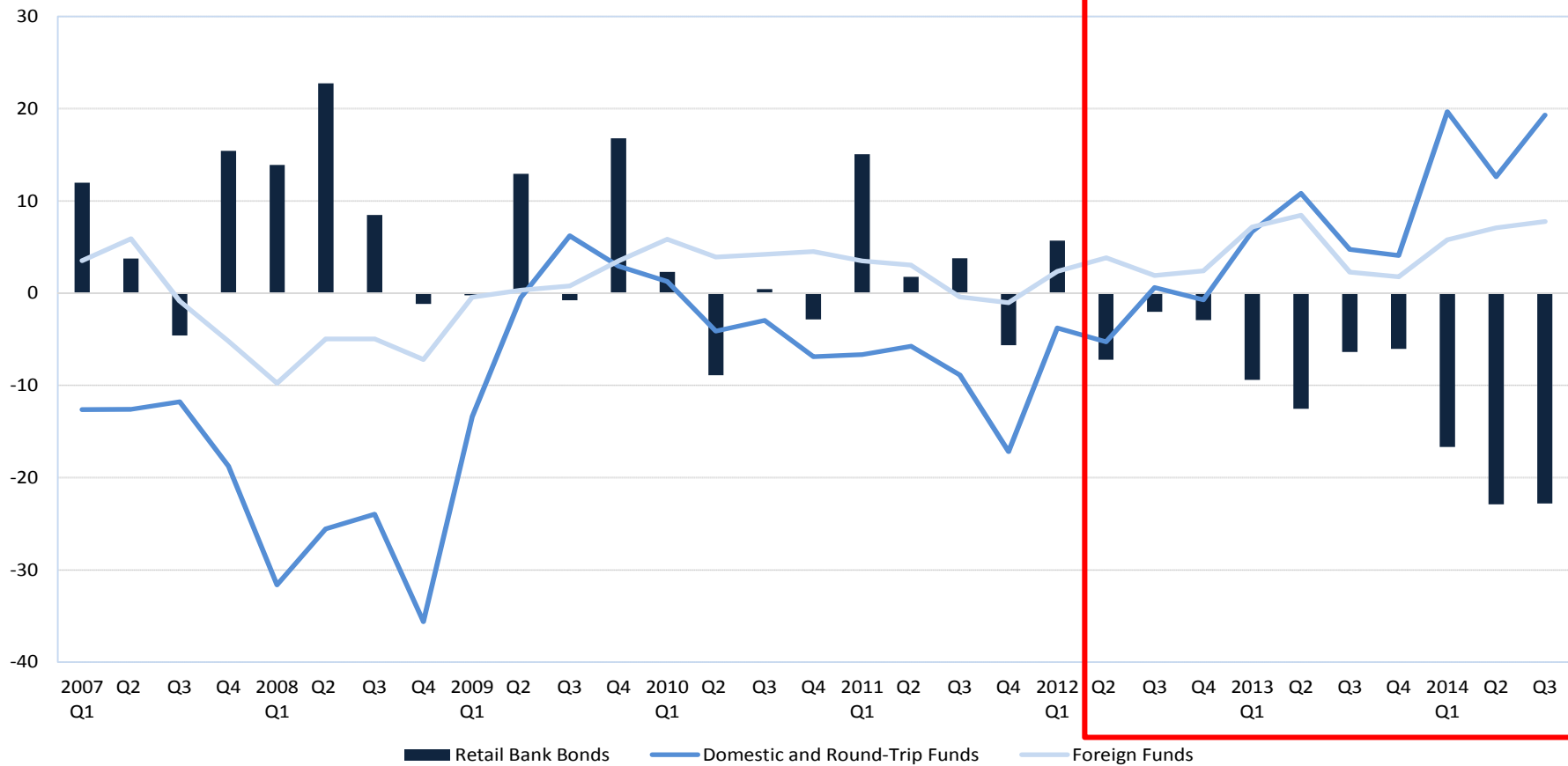


New stories tag cloud

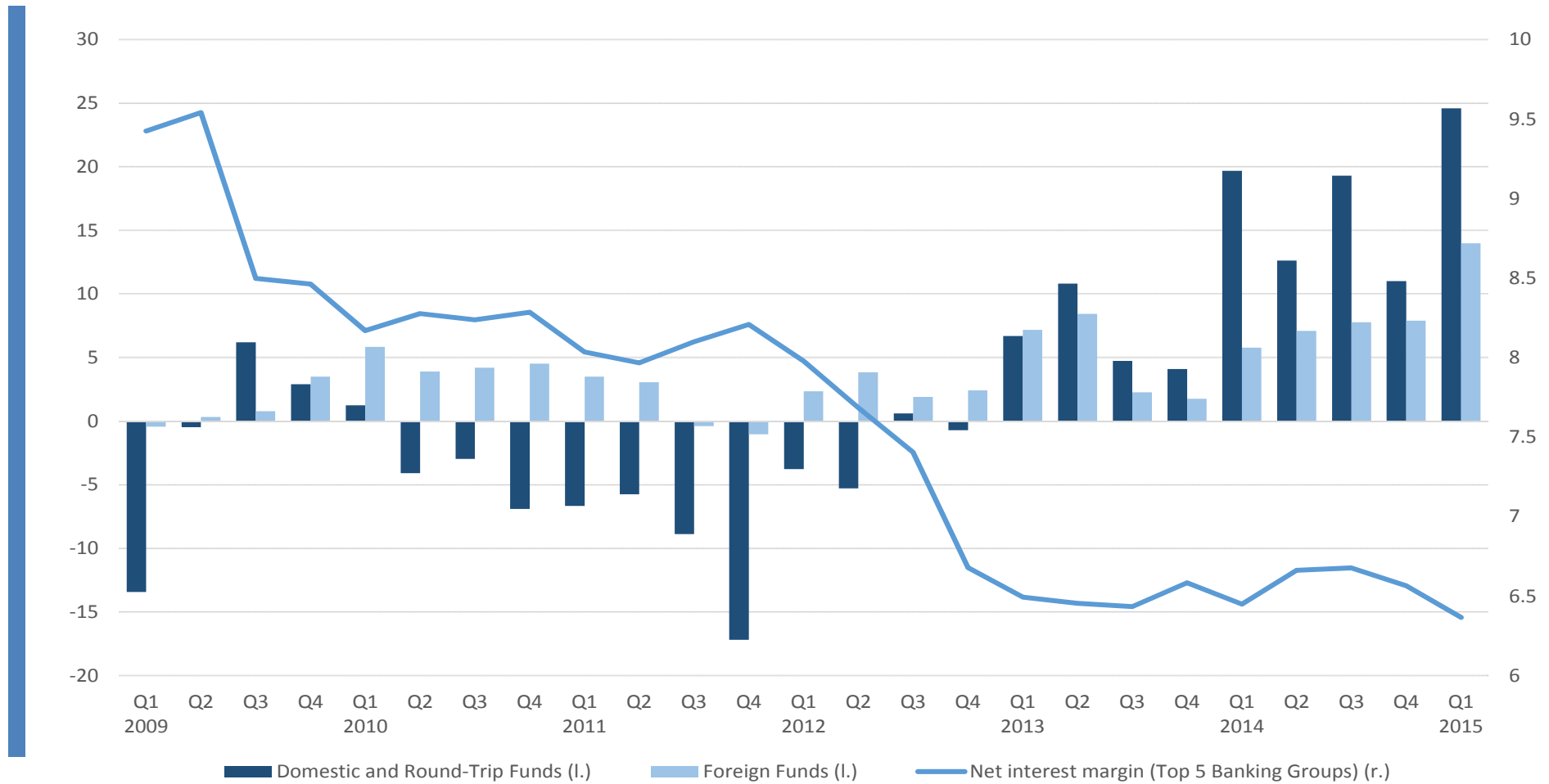
Year	2012	2013	2014	2015
New funds	578	560	456	116



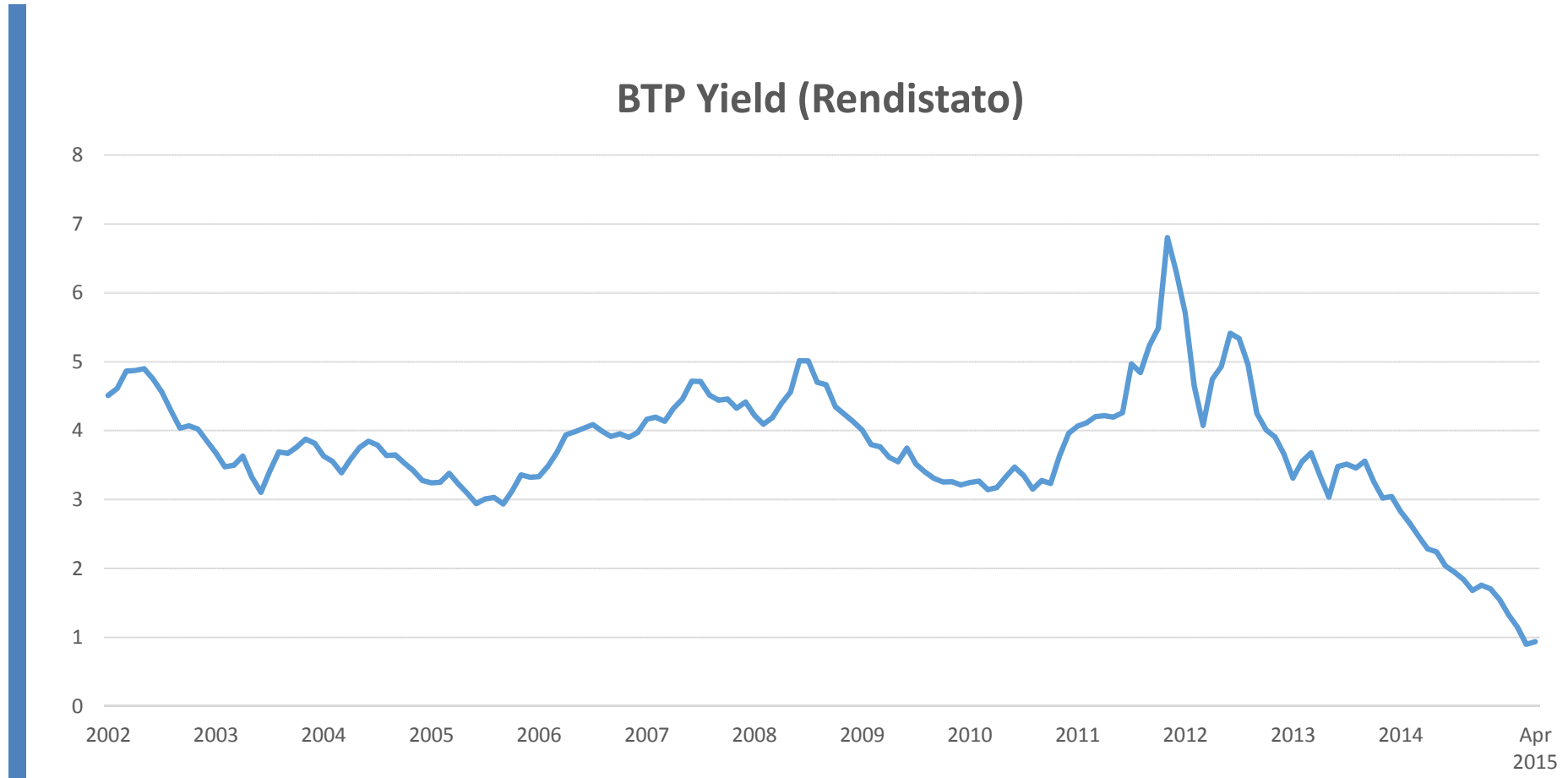
Banks are becoming less dependent on funding from retail



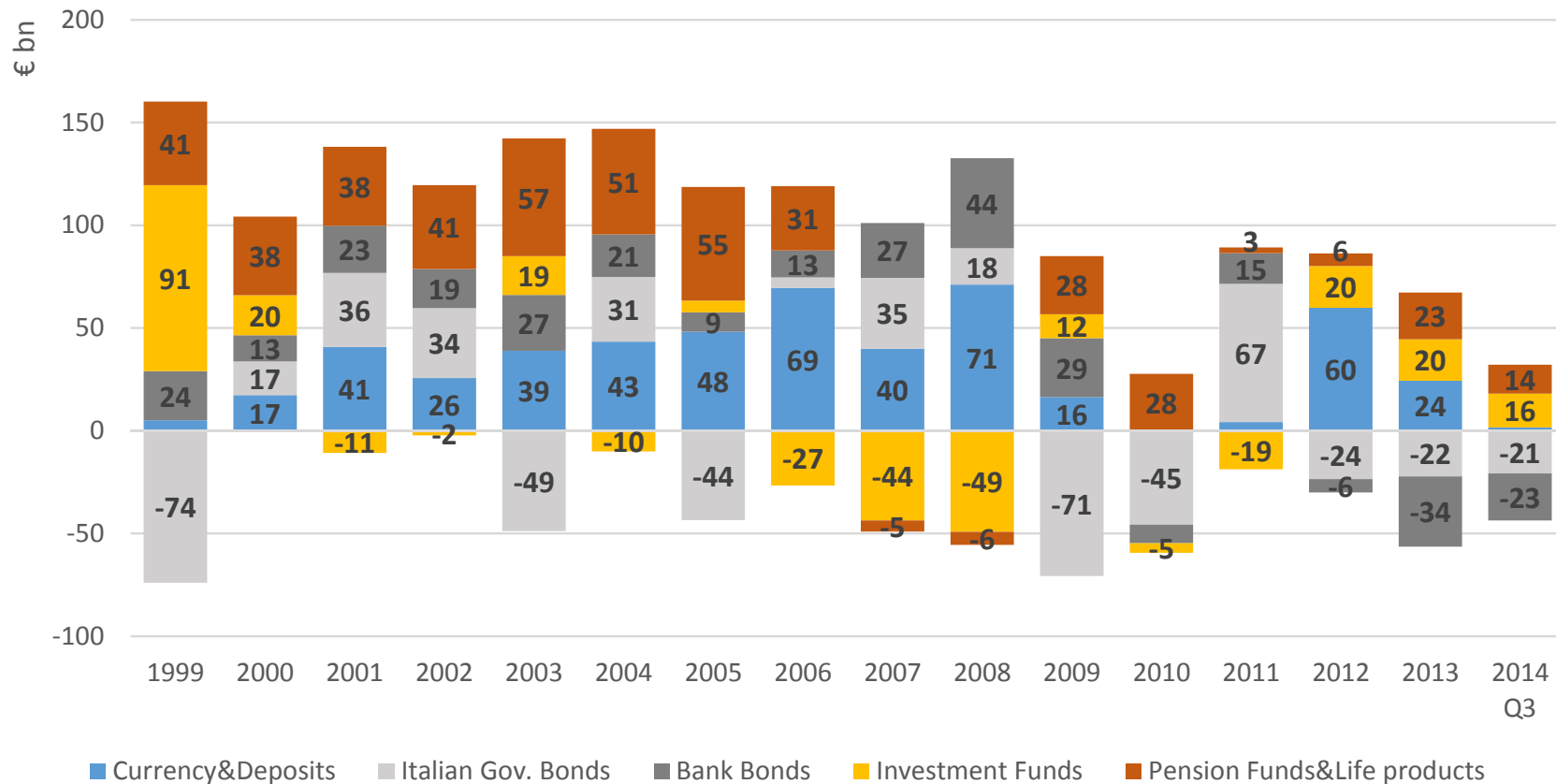
Decrease in net interest margin



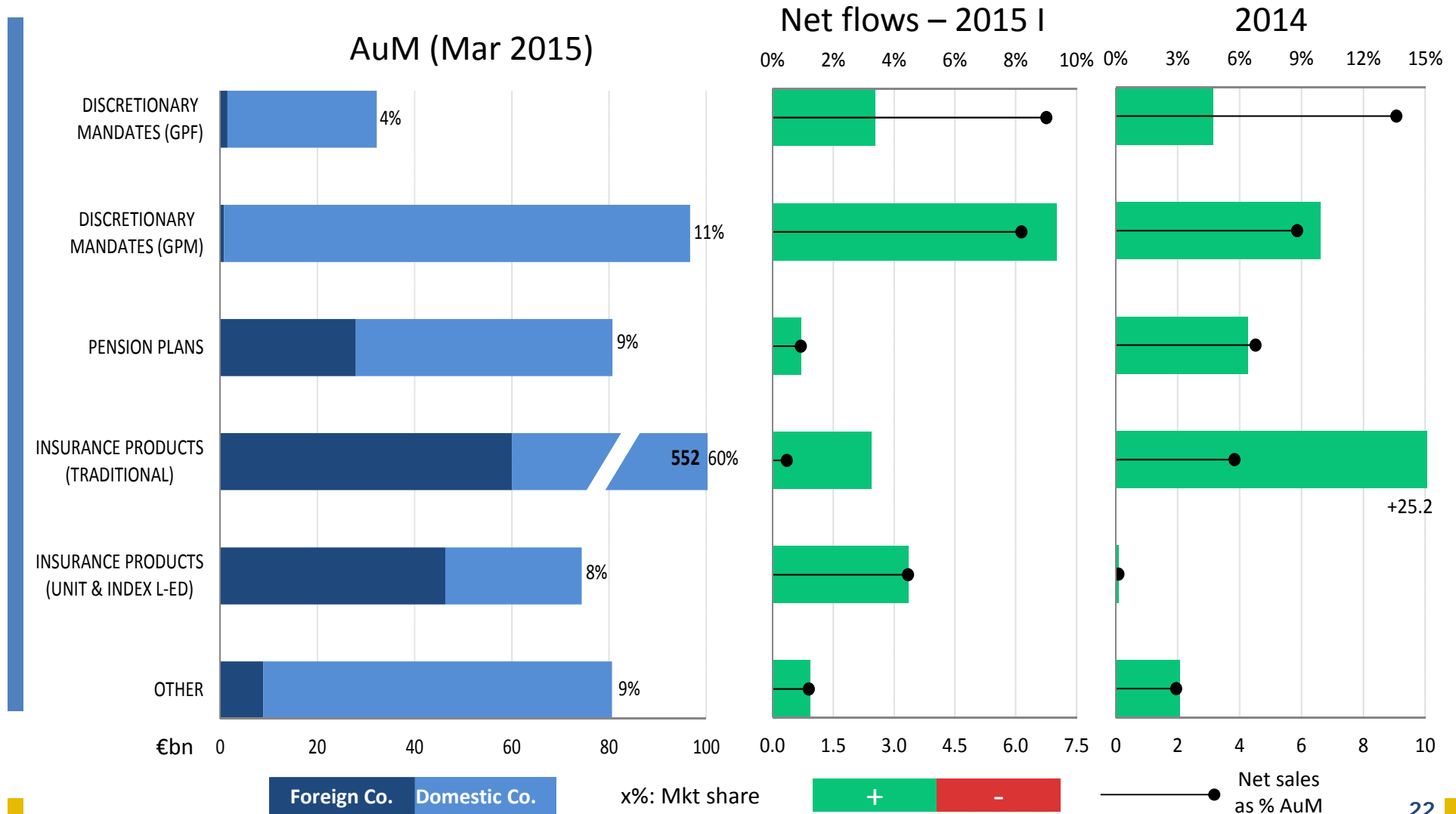
Households: leaving government bonds in search for yield - 1



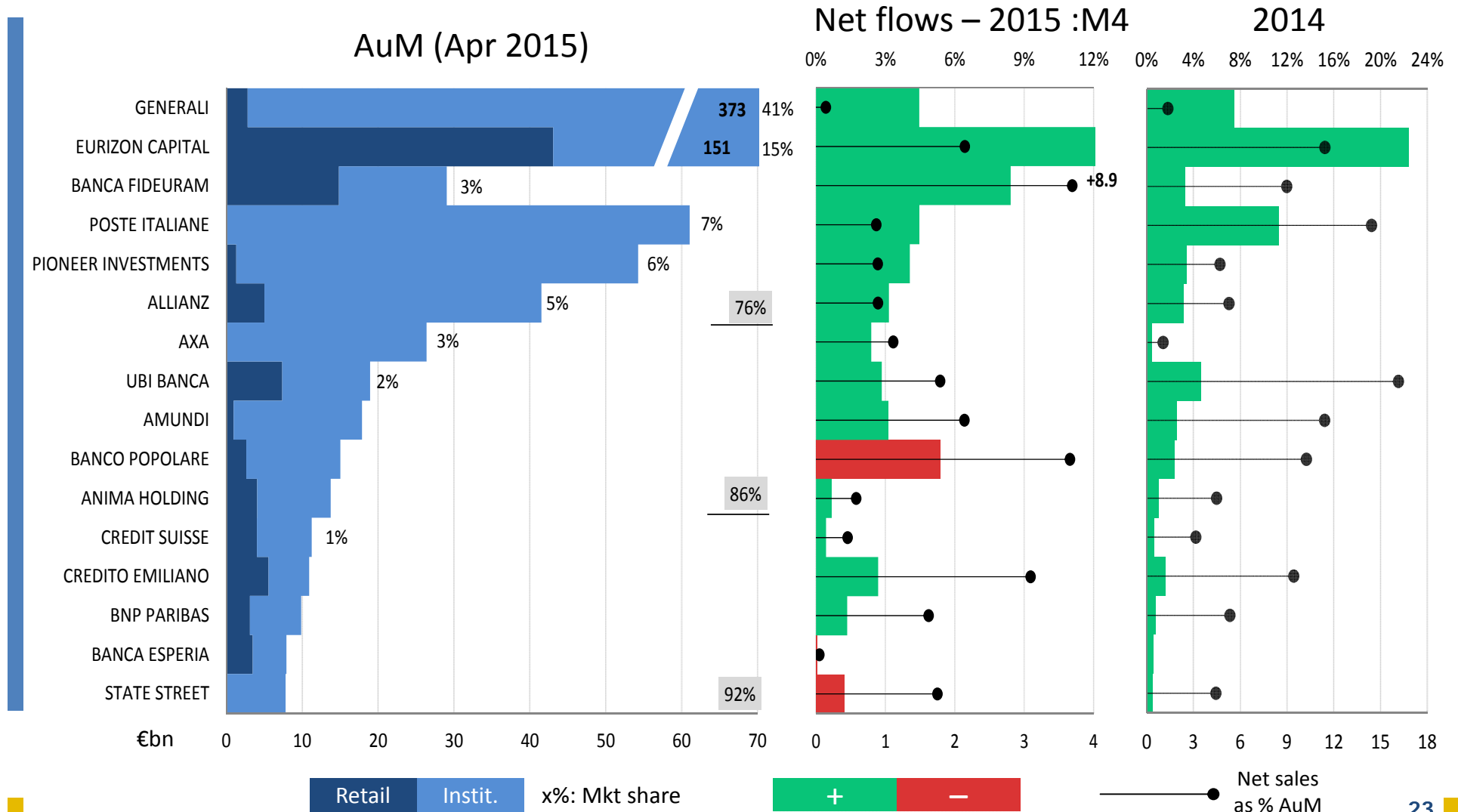
Households: leaving government bonds in search for yield - 2



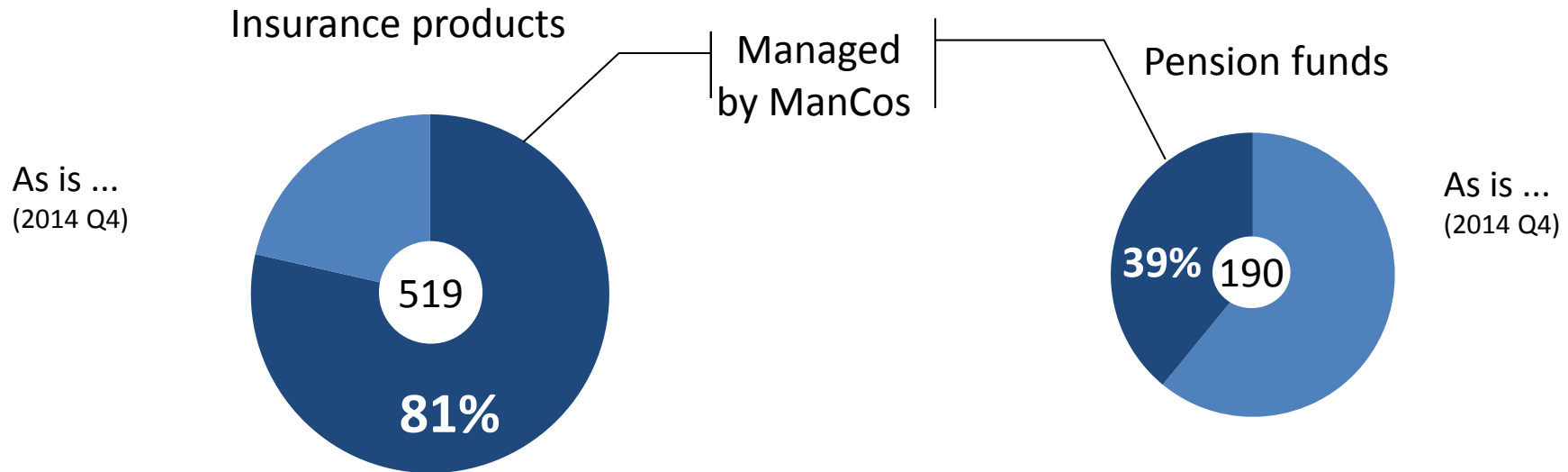
Mandates: AuM & Net Sales trends



Top 15 Groups (mandates only)



The market for Institutional Mandates

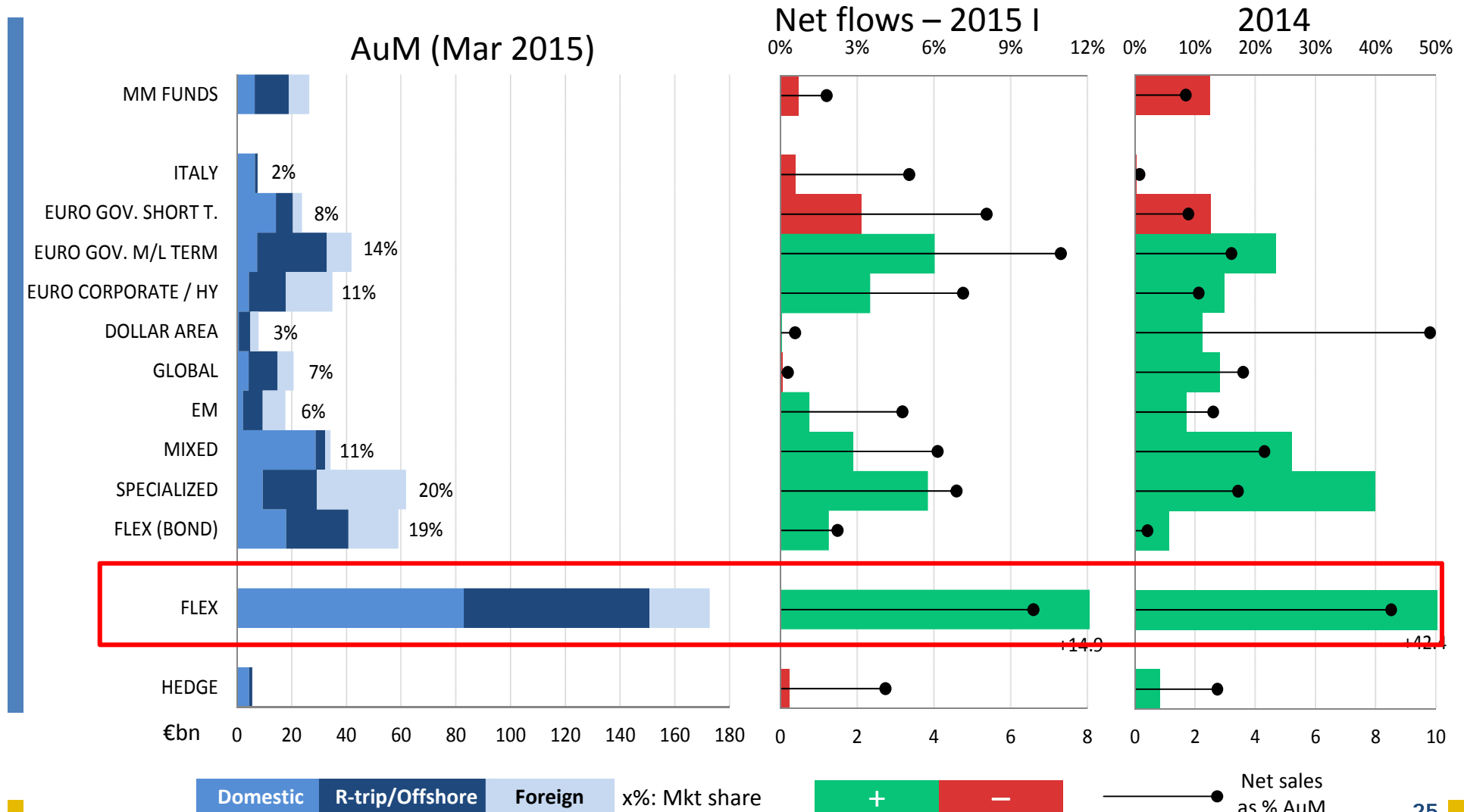


... and as could become:

Household portfolio: share of insurance products & pension funds (2014Q3)

IT	FRA	GER	UK	USA
18.5%	33.5%	30.9%	57.4%	33.4%

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





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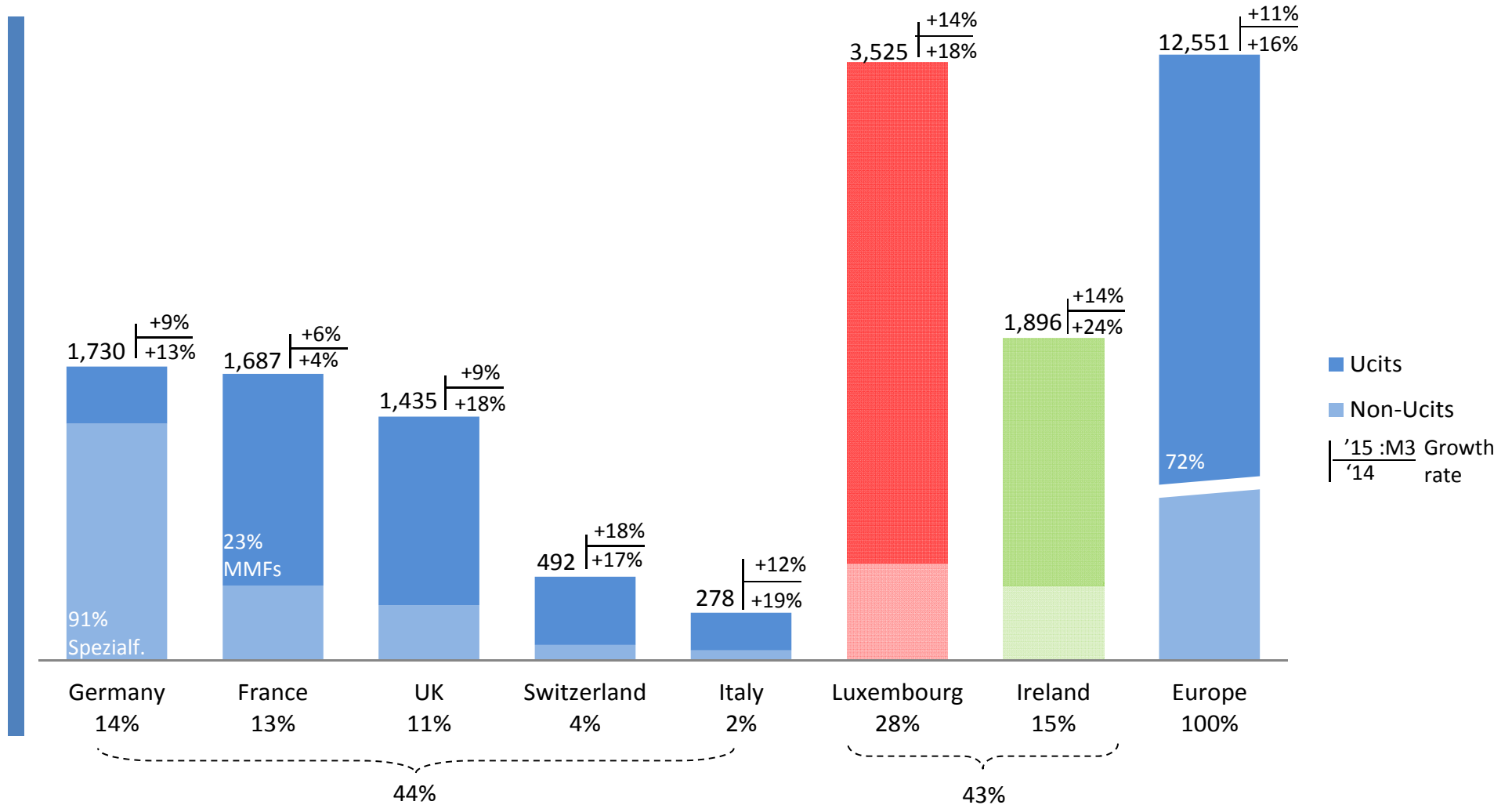
2. The European Investment Fund Industry

- Net assets & sales by fund / fund group domicile

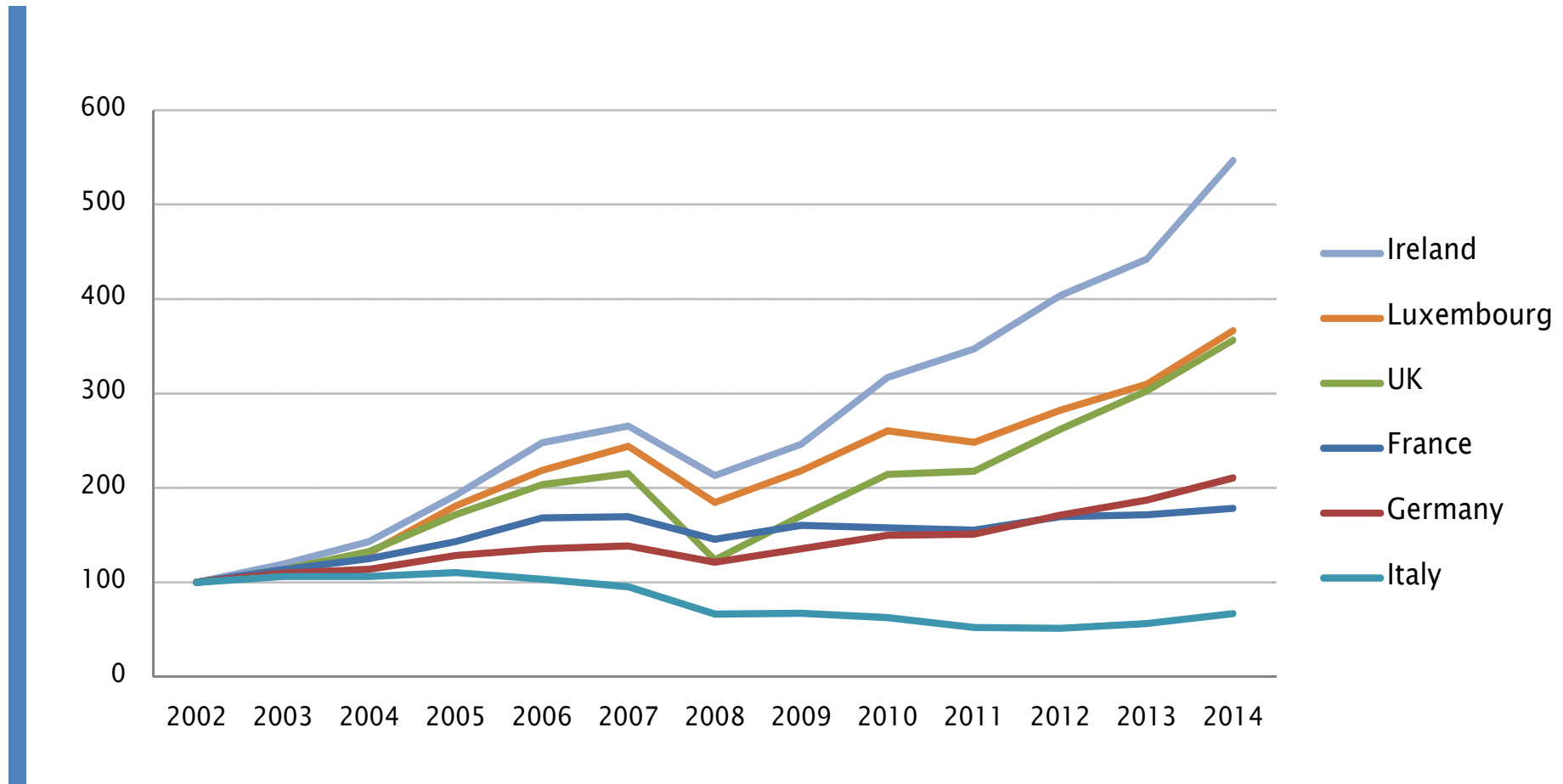
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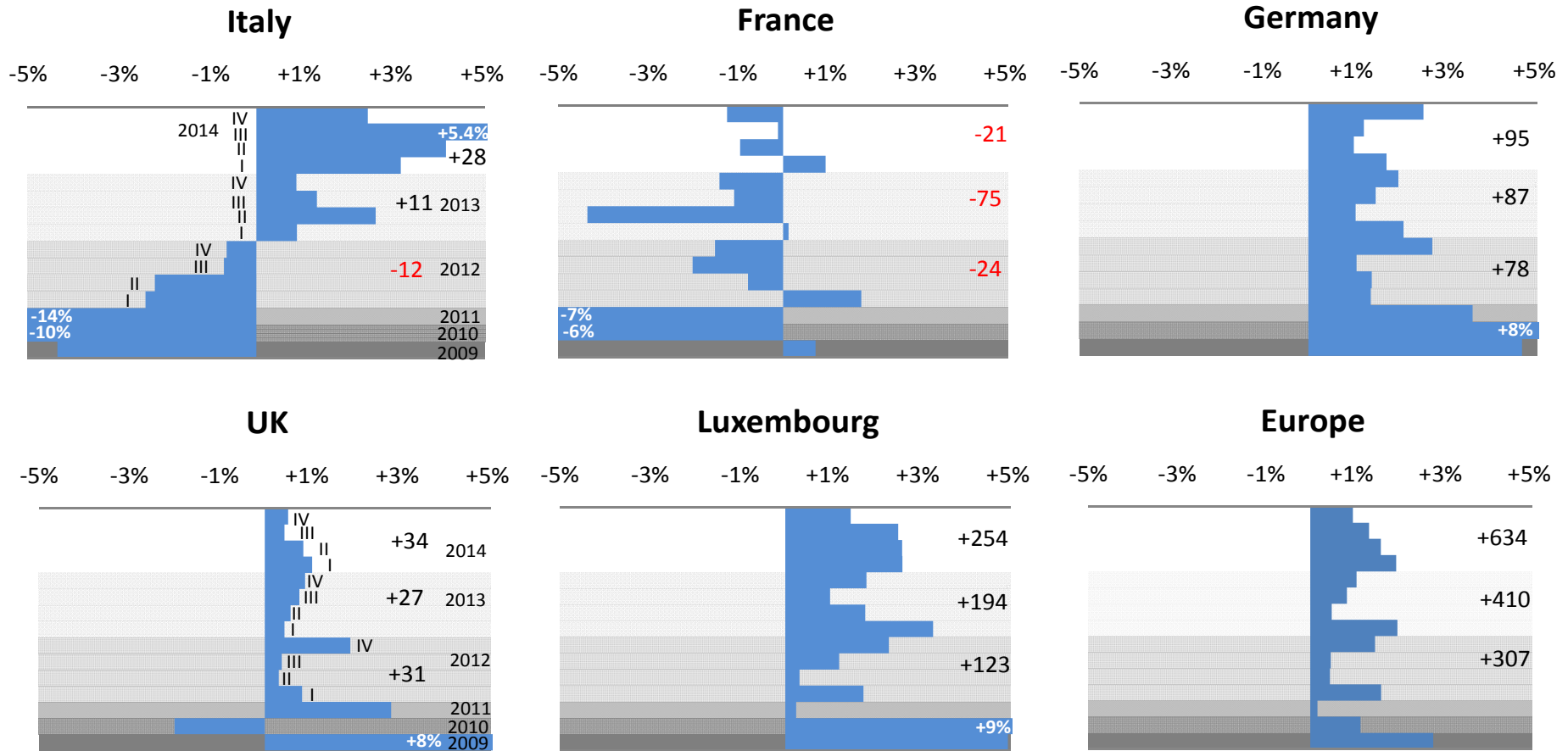
Net Assets by fund domicile



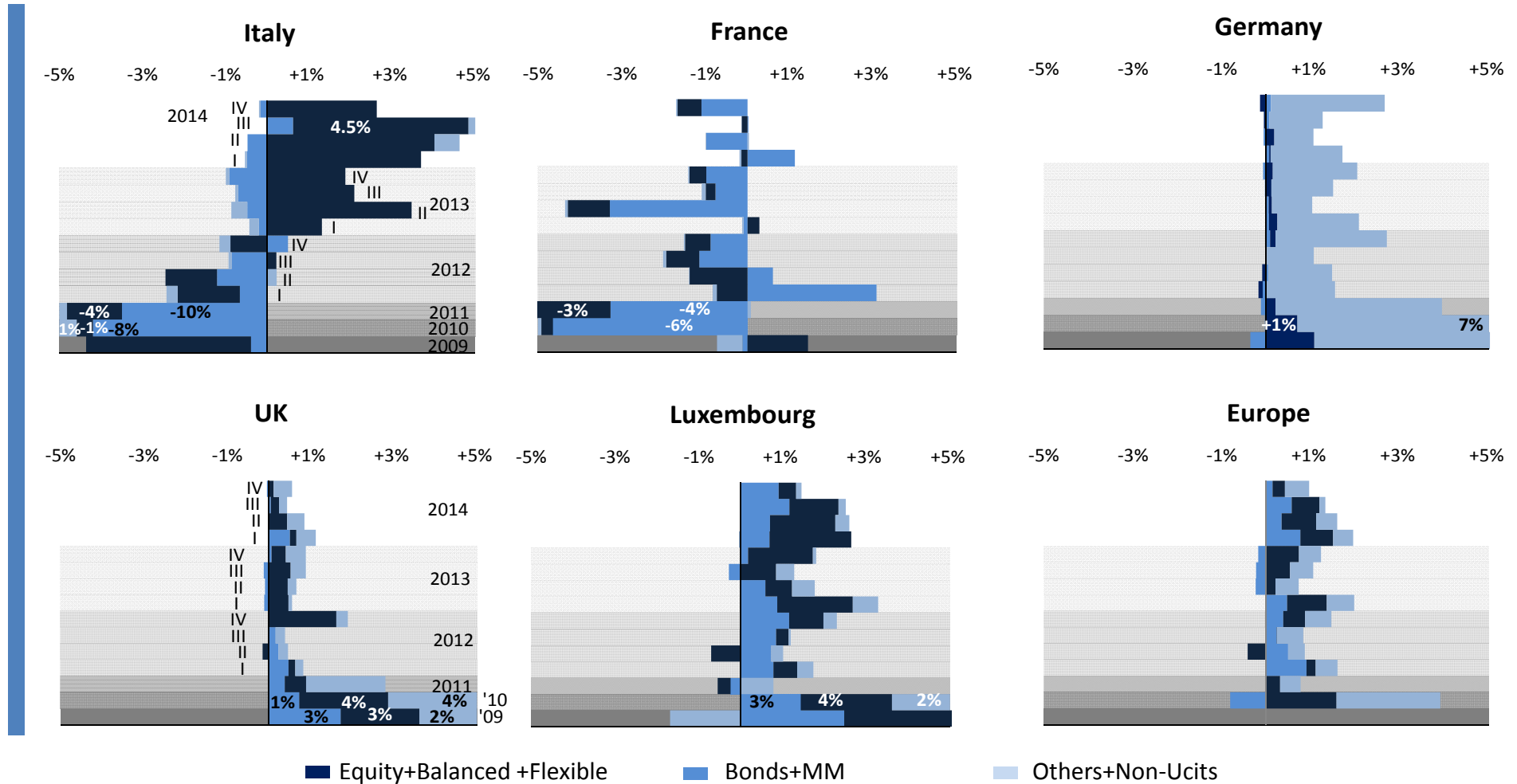
Net Assets by fund domicile – Long-term growth



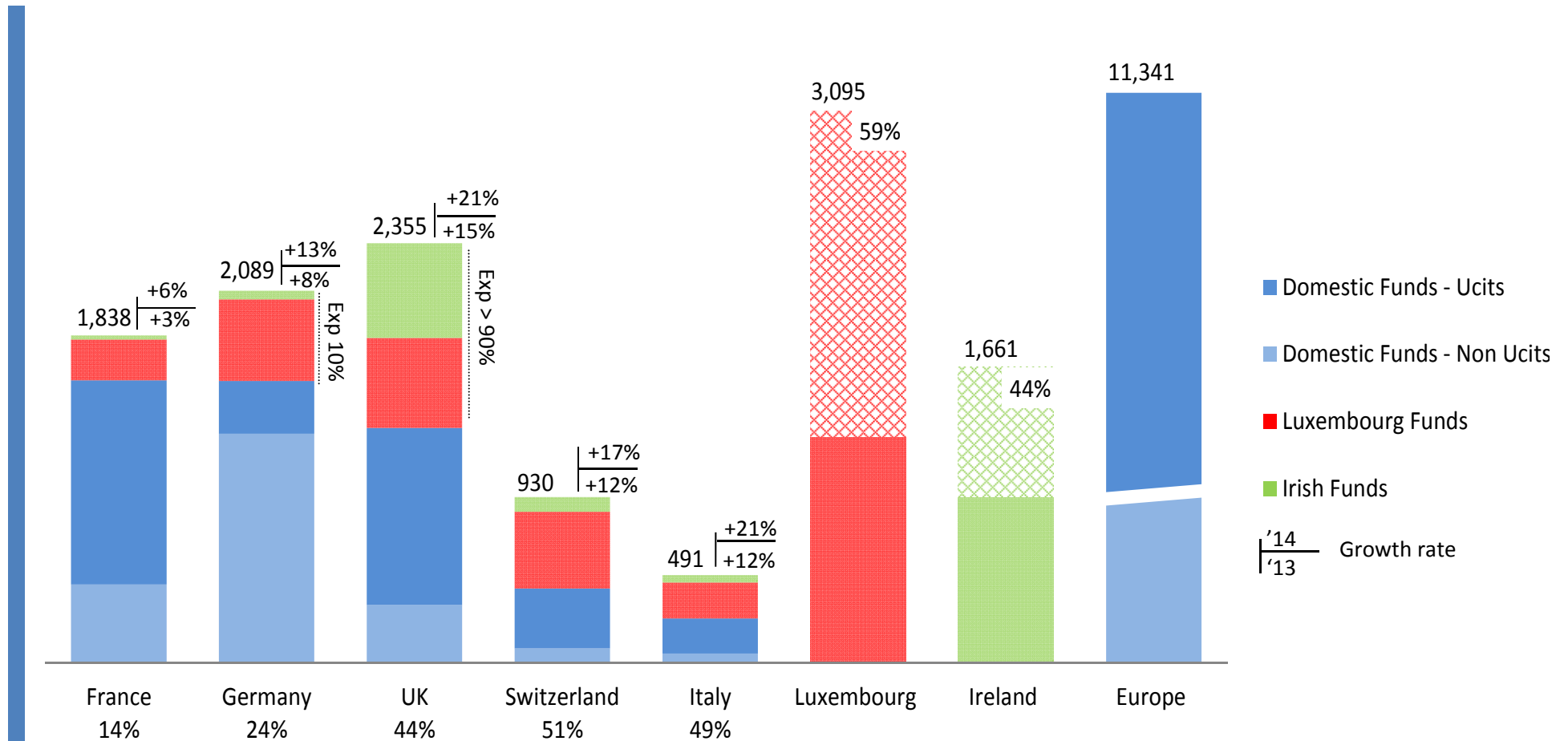
Net sales by fund domicile



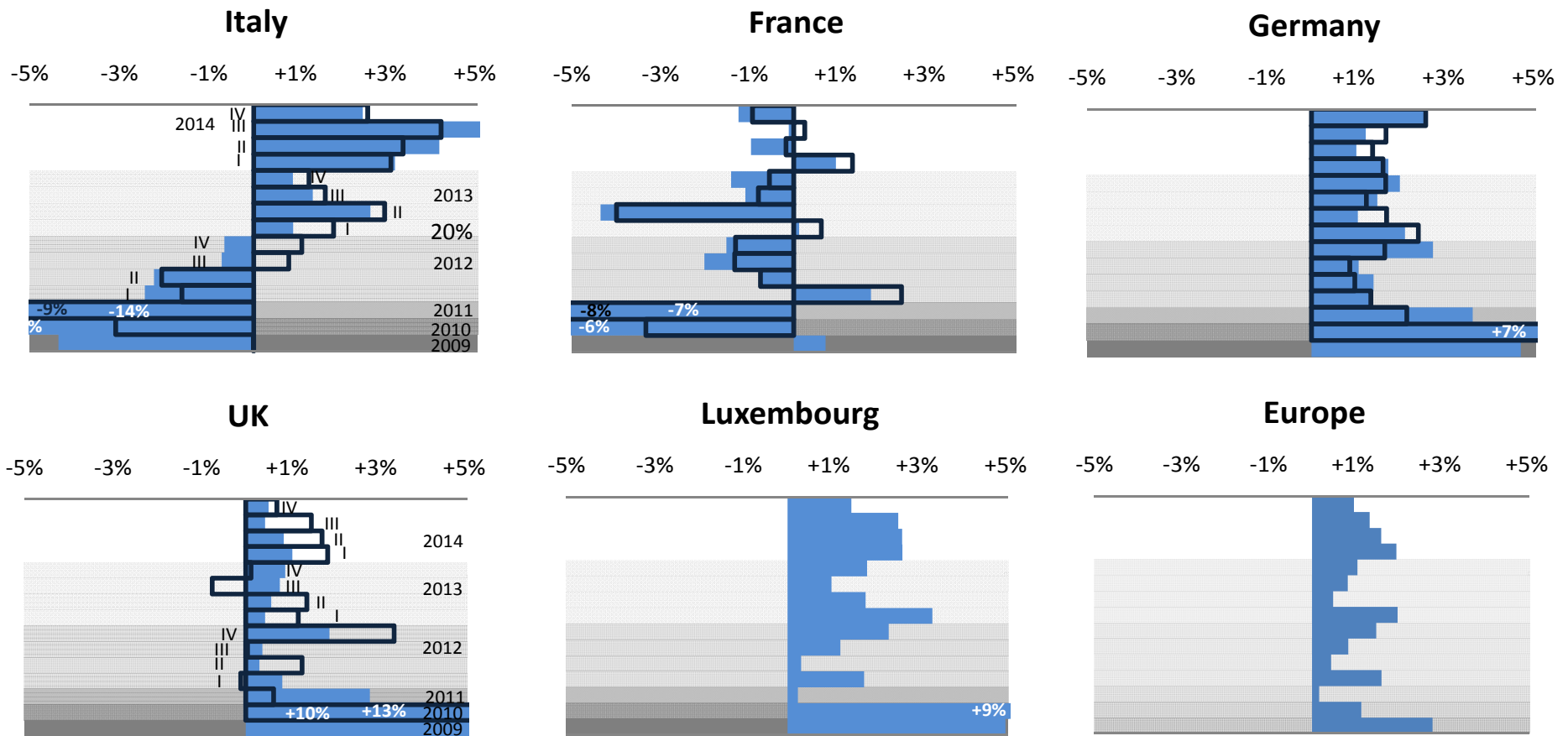
Net sales by fund domicile & asset class



Net Assets by fund group domicile



Net sales: fund domicile vs. fund group domicile





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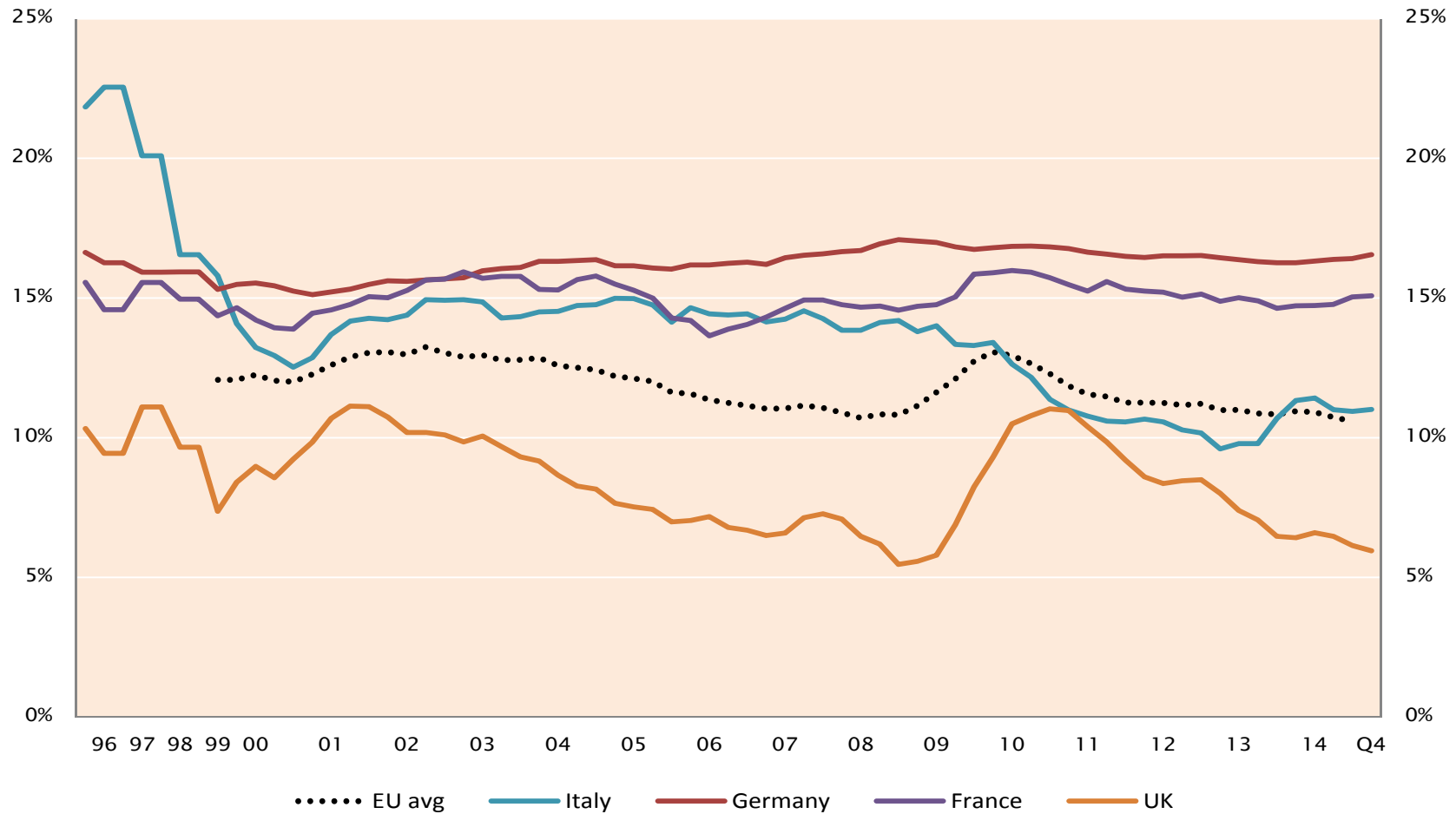
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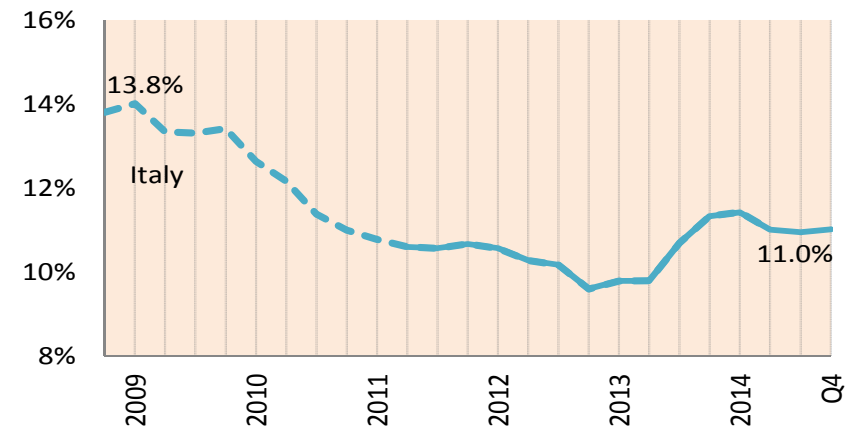
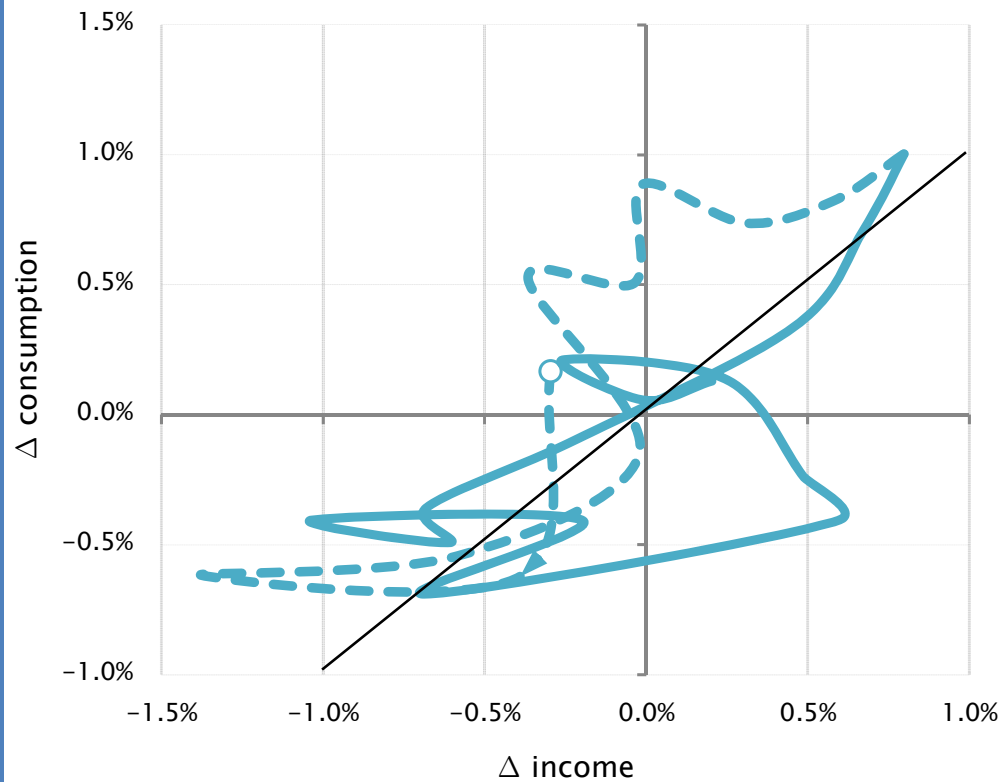
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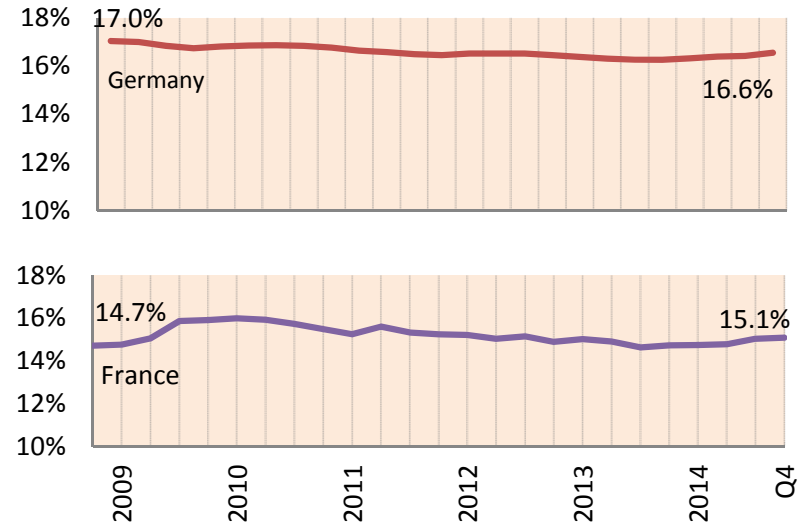
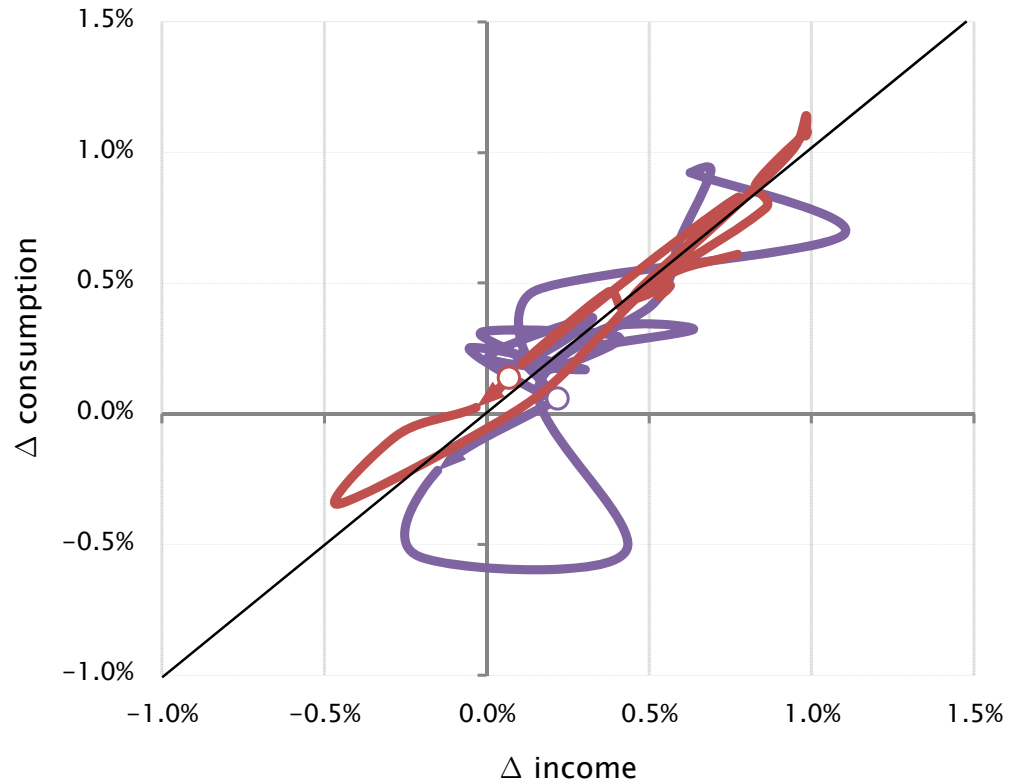
Household saving rates in Europe



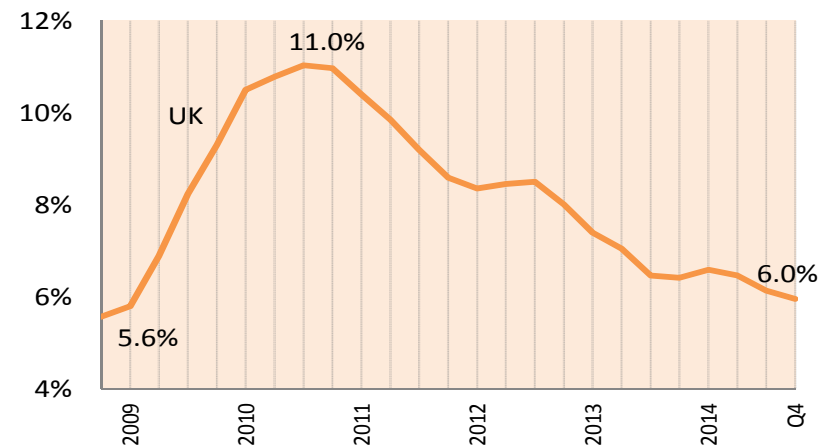
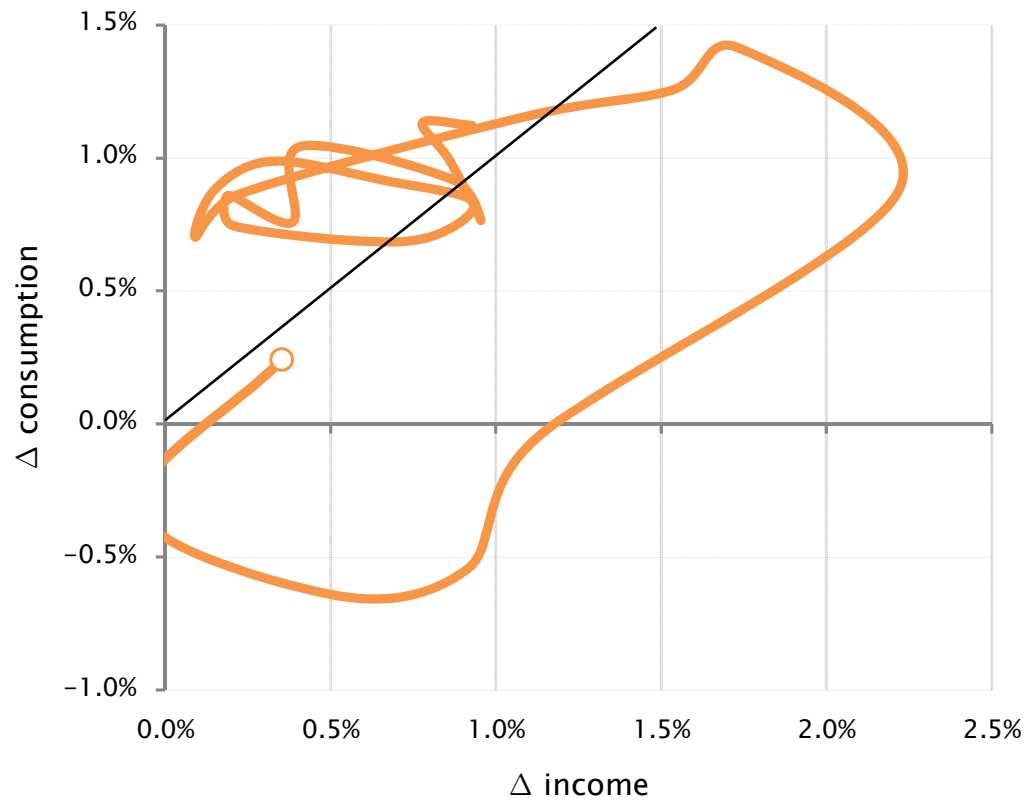
How income & consumption $\Delta\%$ affect saving rates



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



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





Household financial portfolio breakdown

	Total Asset € bn	Currency & deposits	Bonds		Stocks		Investment funds	Pension funds & life pr
			Total	Issued by banks	Total	Listed		
Italy								
1995	1,797	38.3	22.7	1.9	19.3	2.8	5.8	8.8
2000	3,042	22.9	16.5	6.4	29.5	5.4	17.0	10.0
2005	3,713	24.6	19.8	7.4	25.3	2.5	11.5	14.7
2010	3,732	29.9	19.1	10.0	22.4	1.9	7.2	17.1
2012	3,775	31.2	18.7	9.9	21.2	1.5	7.2	17.6
2013	3,873	31.1	16.1	8.4	23.1	1.6	7.8	18.0
2014 Q3	4,016	30.4	14.8	6.3	23.3	1.7	9.2	18.5
France	4,713	28.2	1.7	n.a	21.5	3.9	6.5	33.5
Germany	5,175	39.1	4.0	n.a	9.8	4.6	9.4	30.9
UK	7,328	24.5	0.7	n.a	9.1	7.1	4.0	57.4
USA	53,053	13.5	4.8	n.a	33.1	n.a	13.1	33.4

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

Significant amounts of *bank issued bonds* (7.5%)

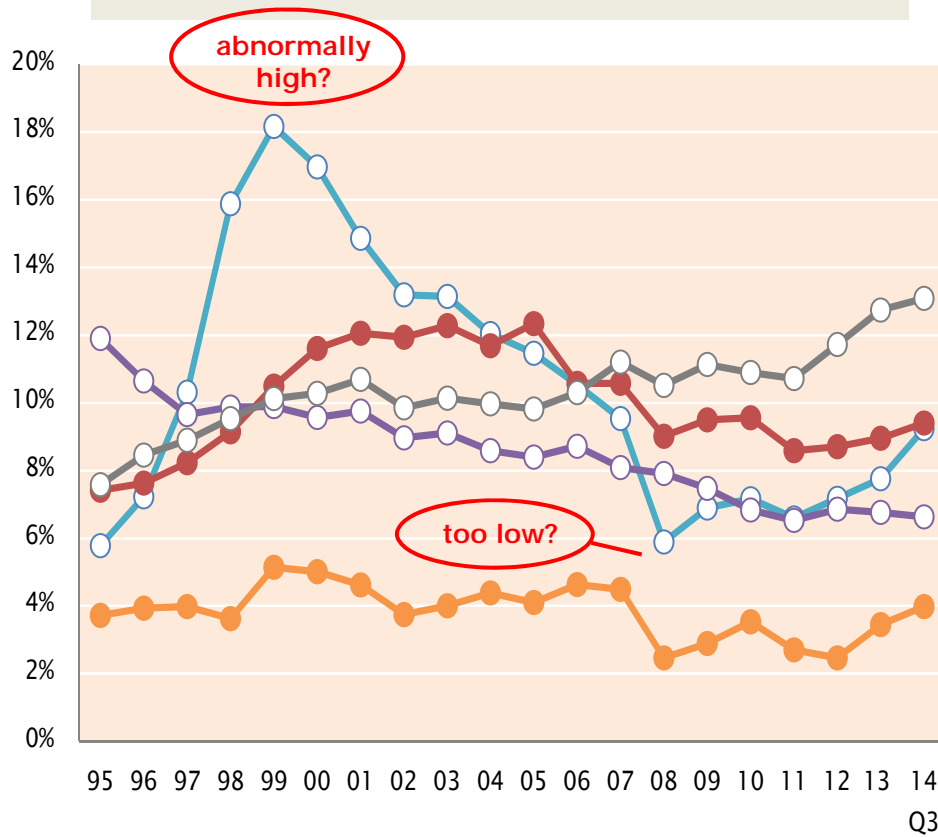
Negligible level of *listed shares*. High level of *unlisted* ones.

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

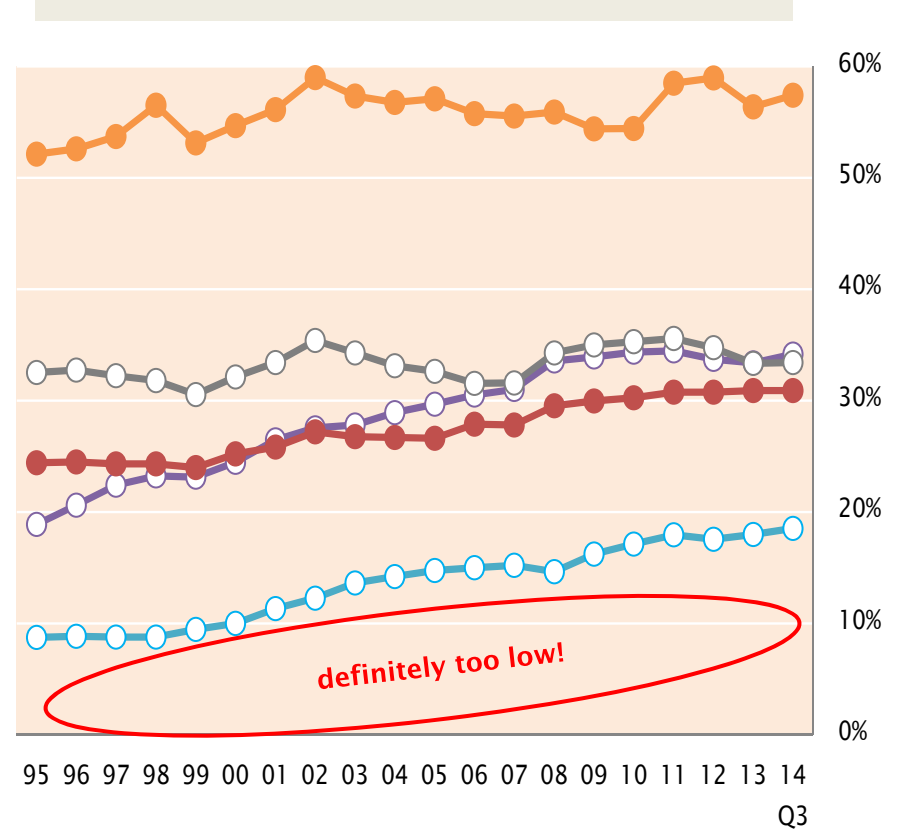
Pensions/life product: up but still too modest.

Managed products in household portfolios

Investment funds



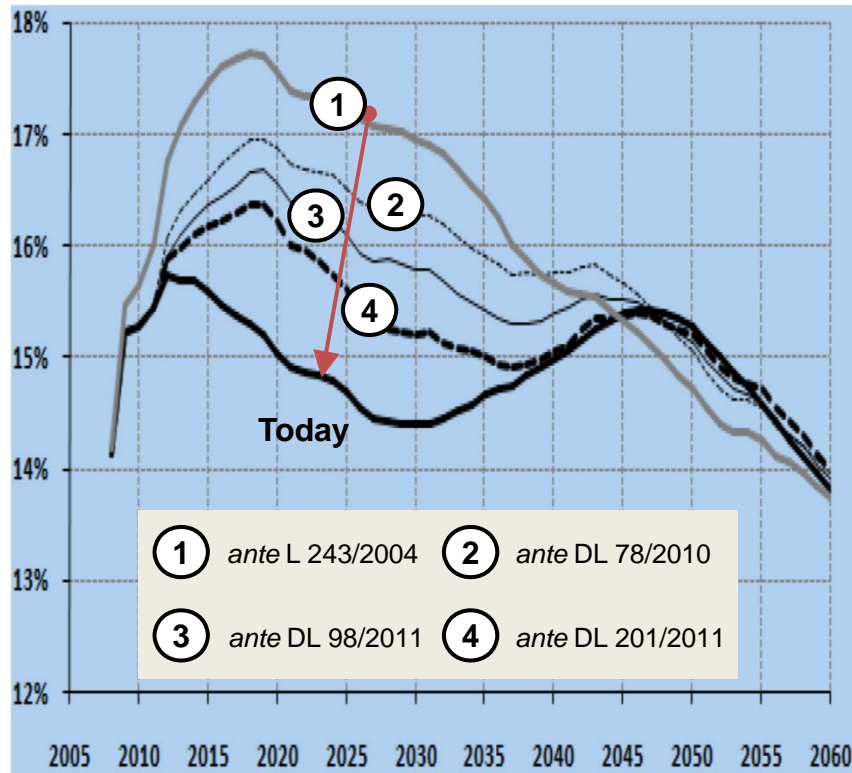
Pension funds & life products



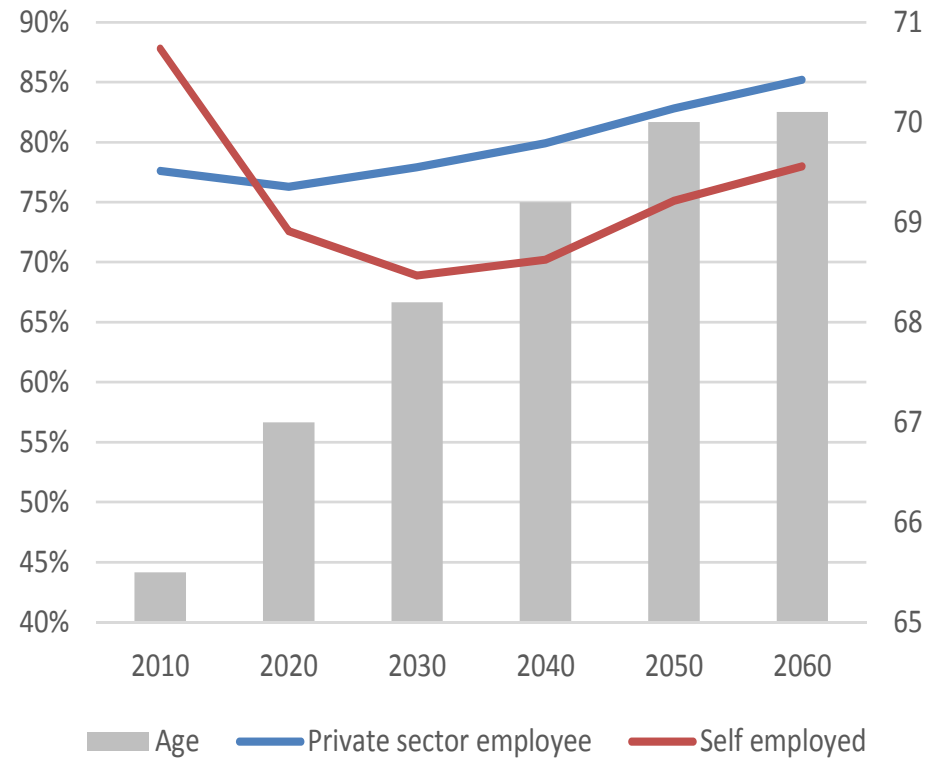
—○— Italy —○— France —●— Germany —○— United Kingdom —○— USA

Public Pensions (1st pillar)

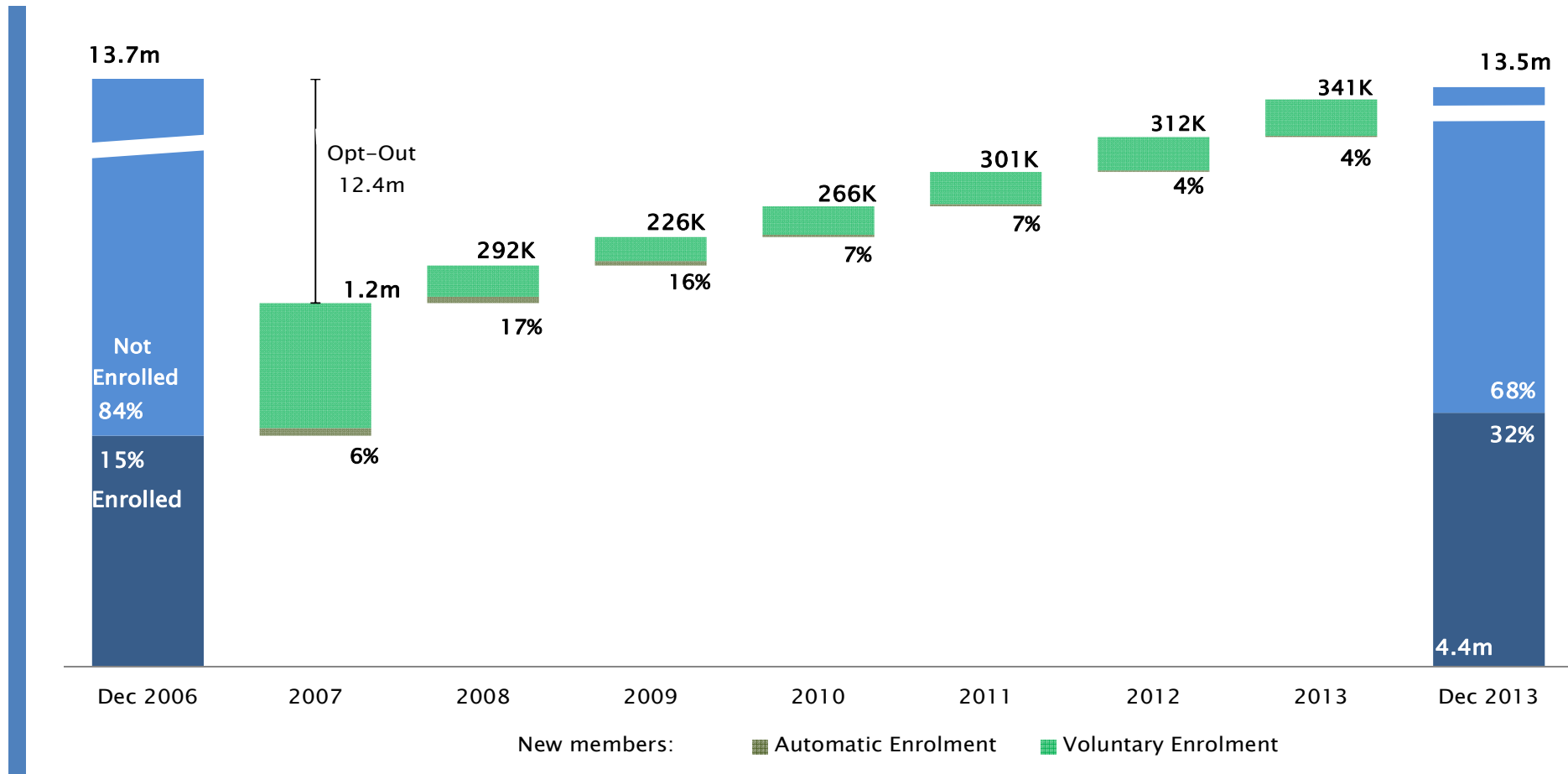
Cost (% GDP)



Future substitution rates
Old-age pensions



Private sector employees: failure of automatic enrolment



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

	2013		2008			
	Working pop. (,000)	Membership (est.) rate	Membership rate	Membership rate		
Member breakdown	6,204	22,420	28%	21%		
Private sector employees	4,356	13,543	32%	26%		
Public sector employees	160	3,335	5%	4%		
Self-employed	1,688	5,542	30%	19%		
	2013 Members				Assets	
	(,000)	%	'13 Δ %	5y Δ %	(€ m)	% GDP
Vehicle breakdown	6,204	100%	+6%	+28%	116,443	7.5%
Contractual p.f.	1,951	31%	-1%	-5%	34,504	
Open p.f.	985	16%	+8%	+24%	11,990	
Ind. Insurance Plans (PIP)	2,639	42%	+14%	+92%	19,513	
Ante 1993 p.f. ('pre-existing')	655	11%	-1%	-3%	50,376	



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