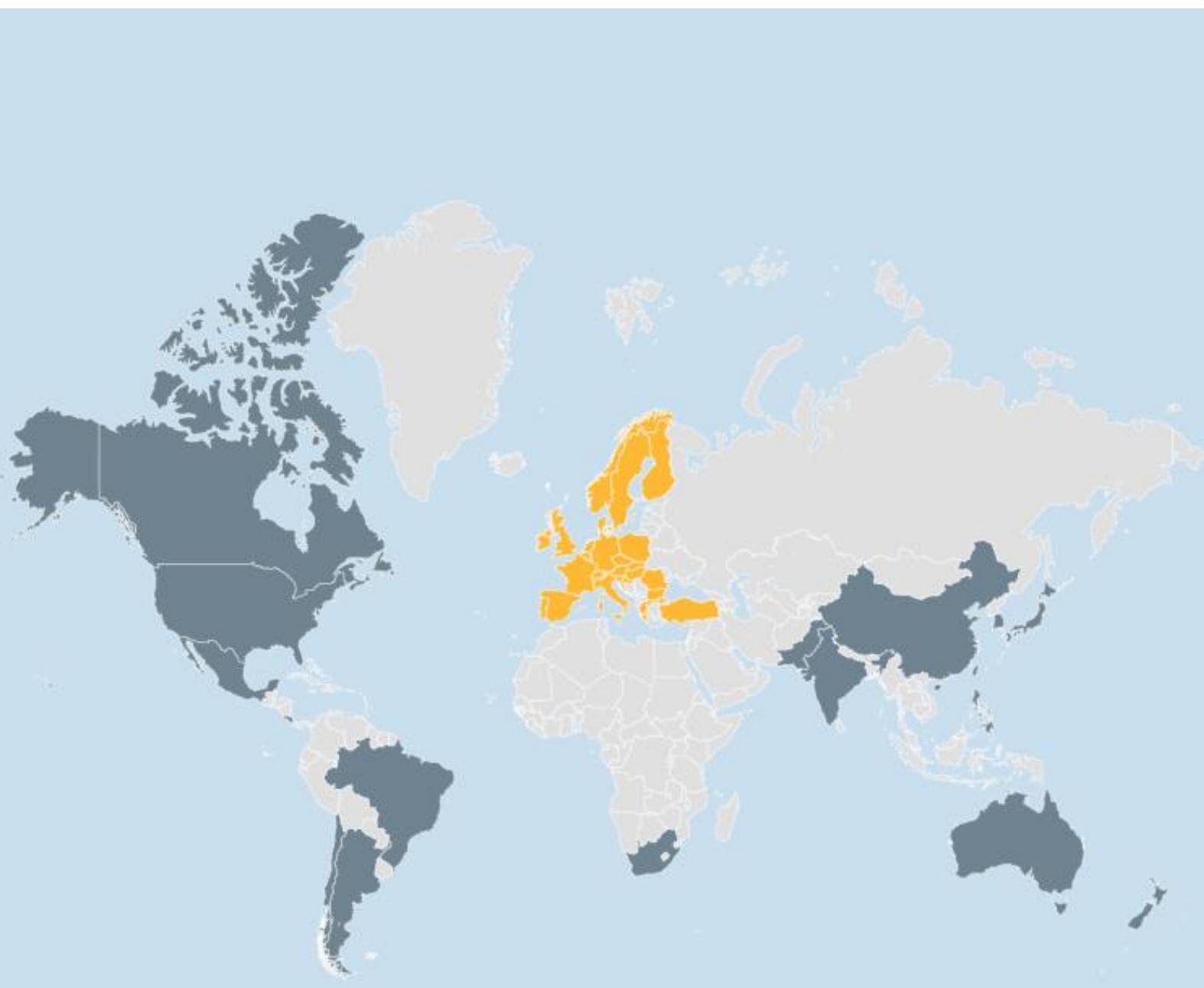
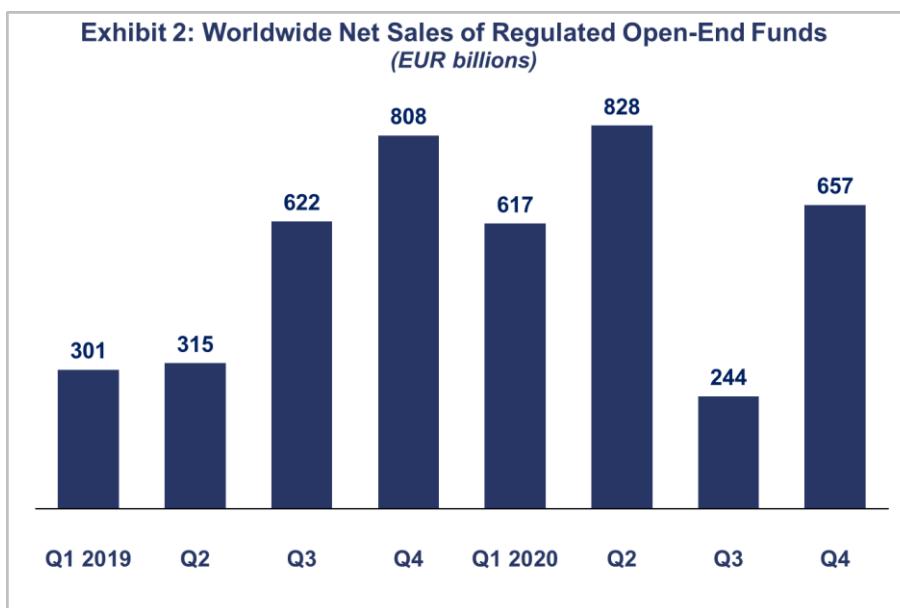
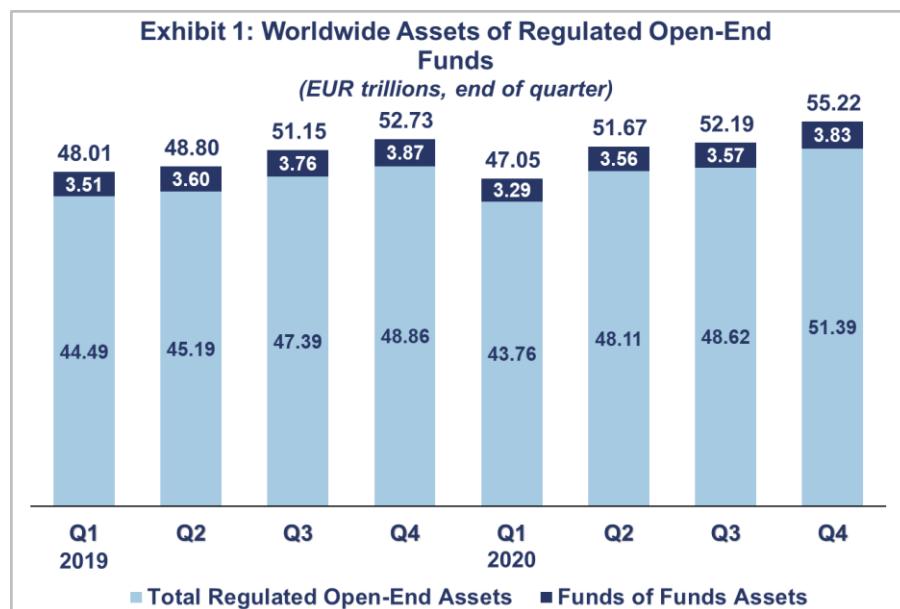


## Worldwide Regulated Open-ended Fund Assets and Flows

Trends in the Fourth Quarter of 2020

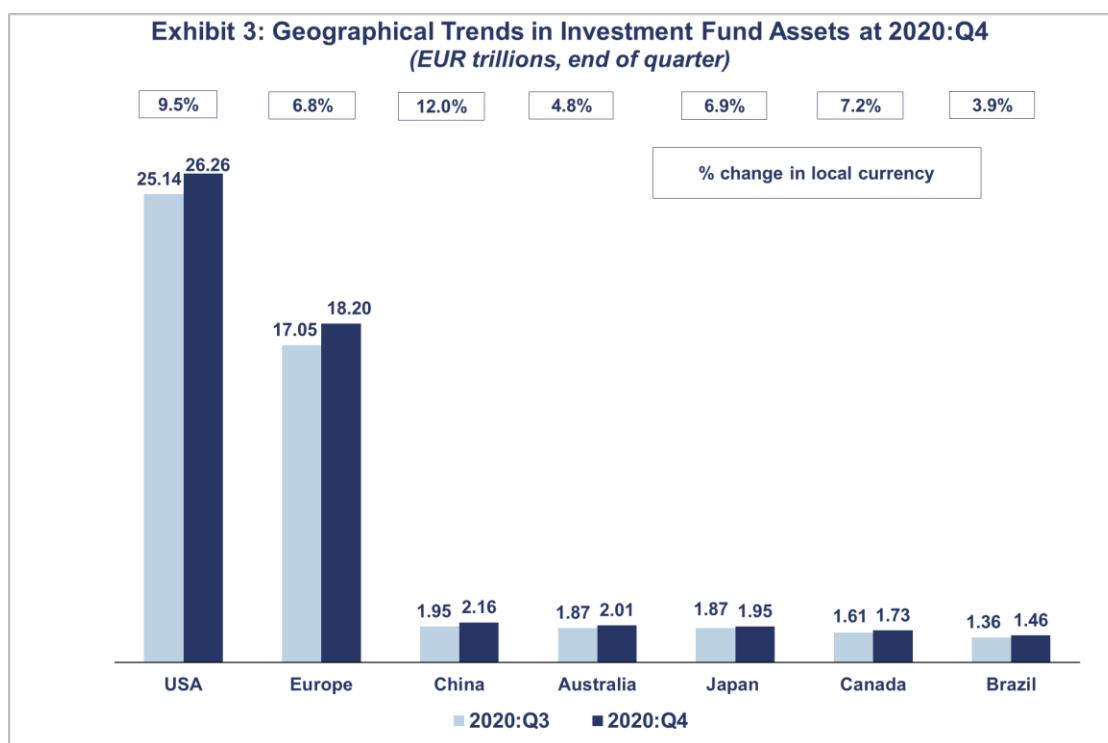


Brussels, March 17, 2021 – Worldwide regulated open-ended fund assets increased by 5.8 percent to EUR 55.2 trillion in Q4 2020.<sup>1</sup> Worldwide net cash flow to all funds amounted to EUR 657 billion, compared to EUR 244 billion in Q3 2020.



<sup>1</sup> The information presented in this report was compiled by EFAMA and the Investment Company Institute (ICI) on behalf of the International Investment Funds Association (IIFA), the organization of national investment fund associations. Statistics from 46 countries are included in this report. All data presented in this report include funds of funds, exchange-traded funds (ETFs) and institutional funds.

Measured in U.S. dollars, worldwide investment fund net assets increased to USD 67.8 trillion at the end of Q4 2020. This represented an increase of 10.9 percent. The following two graphs compare the net asset growth in the seven largest countries/regions.



**Exhibit 4: Geographical Trends in Net Assets by Type of Fund, 2020:Q4  
(EUR billions, end of quarter)**

|                                   | USA           | Europe       | Australia  | Brazil     | Canada     | Japan        | China        |
|-----------------------------------|---------------|--------------|------------|------------|------------|--------------|--------------|
| <b>Equity</b>                     | <b>14,101</b> | <b>5,584</b> | <b>875</b> | <b>153</b> | <b>499</b> | <b>1,780</b> | <b>257</b>   |
| % chg in EUR <sup>(1)</sup>       | 9.4%          | 13.2%        | 11.9%      | 25.4%      | 11.1%      | 4.0%         | 15.2%        |
| % chg in loc. cur. <sup>(2)</sup> | 14.7%         | 13.2%        | 9.1%       | 21.7%      | 11.3%      | 6.7%         | 16.1%        |
| <b>Bond</b>                       | <b>5,107</b>  | <b>4,217</b> | <b>76</b>  | <b>695</b> | <b>226</b> | <b>43</b>    | <b>341</b>   |
| % chg in EUR <sup>(1)</sup>       | 0.3%          | 3.3%         | 7.8%       | 2.5%       | 4.0%       | 5.2%         | 0.9%         |
| % chg in loc. cur. <sup>(2)</sup> | 5.1%          | 3.3%         | 5.2%       | -0.5%      | 4.2%       | 7.9%         | 1.7%         |
| <b>Money Market</b>               | <b>3,531</b>  | <b>1,503</b> | <b>224</b> | <b>75</b>  | <b>27</b>  | <b>108</b>   | <b>1,005</b> |
| % chg in EUR <sup>(1)</sup>       | -6.1%         | 1.8%         | -3.6%      | -2.4%      | -4.9%      | 7.2%         | 9.6%         |
| % chg in loc. cur. <sup>(2)</sup> | -1.6%         | 1.8%         | -5.9%      | -5.3%      | -4.8%      | 9.9%         | 10.4%        |
| <b>Multi-Asset</b>                | <b>3,400</b>  | <b>3,816</b> | <b>--</b>  | <b>420</b> | <b>947</b> | <b>--</b>    | <b>544</b>   |
| % chg in EUR <sup>(1)</sup>       | 4.0%          | 5.8%         | --         | 10.9%      | 6.1%       | --           | 20.3%        |
| % chg in loc. cur. <sup>(2)</sup> | 9.0%          | 5.8%         | --         | 7.6%       | 6.3%       | --           | 21.1%        |
| <b>Other <sup>(3)</sup></b>       | <b>122</b>    | <b>3,081</b> | <b>832</b> | <b>118</b> | <b>27</b>  | <b>19</b>    | <b>16</b>    |
| % chg in EUR <sup>(1)</sup>       | -5.6%         | 4.5%         | 6.2%       | 9.1%       | 8.5%       | -0.3%        | 7.9%         |
| % chg in loc. cur. <sup>(2)</sup> | -1.0%         | 4.5%         | 3.6%       | 5.8%       | 8.6%       | 2.3%         | 8.7%         |

(1) 2020:Q4 compared to 2020:Q3.

(2) 2020:Q4 compared to 2020:Q3, using the euro as the local currency for Europe.

(3) Including guaranteed/protected funds and real estate funds.

On a euro-denominated basis, worldwide equity fund assets increased by 10.2 percent to 23.5 trillion at the end of Q4 2020. Bond fund assets increased by 1.9 percent to EUR 11 trillion. Multi-asset funds increased by 6.2 percent to EUR 9.4 trillion. Money market funds decreased by 1.6 percent to EUR 6.8 trillion.

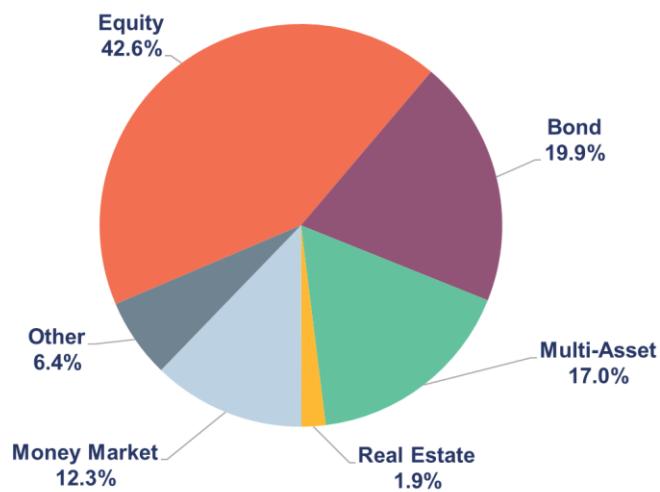
**Exhibit 5: Net Assets of Worldwide Regulated Open-End Funds  
(EUR trillions)**

|                            | 2019       |            |            |            | 2020       |            |            |            |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                            | Q1         | Q2         | Q3         | Q4         | Q1         | Q2         | Q3         | Q4         |
| All Funds                  | 48.0       | 48.8       | 51.1       | 52.7       | 47.0       | 51.7       | 52.2       | 55.2       |
| Long Term                  | 42.5       | 43.1       | 45.1       | 46.6       | 40.0       | 44.4       | 45.3       | 48.4       |
| Equity                     | 19.9       | 20.3       | 21.1       | 22.2       | 17.8       | 20.7       | 21.3       | 23.5       |
| Bond                       | 9.9        | 10.2       | 10.9       | 11.0       | 10.2       | 10.7       | 10.8       | 11.0       |
| Multi-Asset                | 8.2        | 8.4        | 8.8        | 9.1        | 7.9        | 8.6        | 8.8        | 9.4        |
| Real Estate                | 0.7        | 0.9        | 1.0        | 1.0        | 1.0        | 1.0        | 1.0        | 1.1        |
| Other <sup>(1)</sup>       | 3.7        | 3.4        | 3.2        | 3.3        | 3.1        | 3.3        | 3.3        | 3.5        |
| <b>Money Market</b>        | <b>5.5</b> | <b>5.7</b> | <b>6.1</b> | <b>6.2</b> | <b>7.0</b> | <b>7.3</b> | <b>6.9</b> | <b>6.8</b> |
| Memo Items Included Above: |            |            |            |            |            |            |            |            |
| ETFs                       | 4.6        | 4.8        | 5.1        | 5.5        | 4.7        | 5.4        | 5.7        | 6.3        |
| Institutional              | 4.1        | 4.2        | 4.5        | 4.5        | 4.2        | 4.4        | 4.5        | 4.6        |

<sup>(1)</sup> Including guaranteed/protected funds.

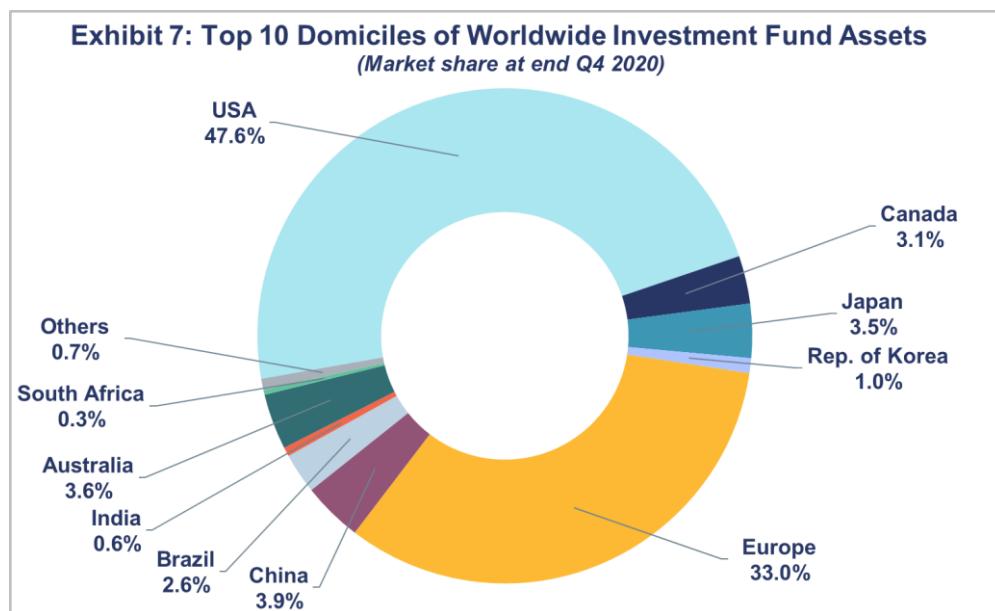
At the end of Q4 2020, 42.6 percent of worldwide regulated open-ended fund net assets were held in equity funds. The share of bond funds was 19.9 percent and the asset share of multi-asset funds was 17 percent. Money market fund assets represented 12.3 percent of the worldwide total.

**Exhibit 6: Worldwide Regulated Open-End Funds Net Assets  
(by Type of Fund, 2020:Q4)**

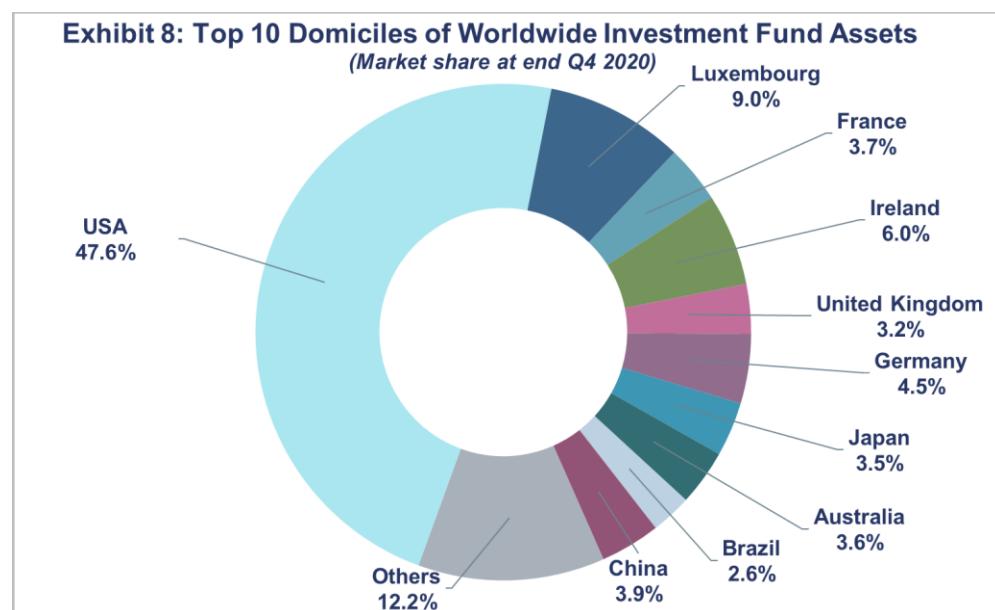


Note: "Other" including guaranteed/protected funds.

Looking at the worldwide distribution of investment fund net assets at end Q4 2020, the United States and Europe held the largest shares in the world market, with 47.6 percent and 33 percent, respectively. China (3.9%), Australia (3.6%), Japan (3.5%), Canada (3.1%), Brazil (2.6%), Rep. of Korea (1%), India (0.6%) and South Africa (0.3%) follow in this ranking.

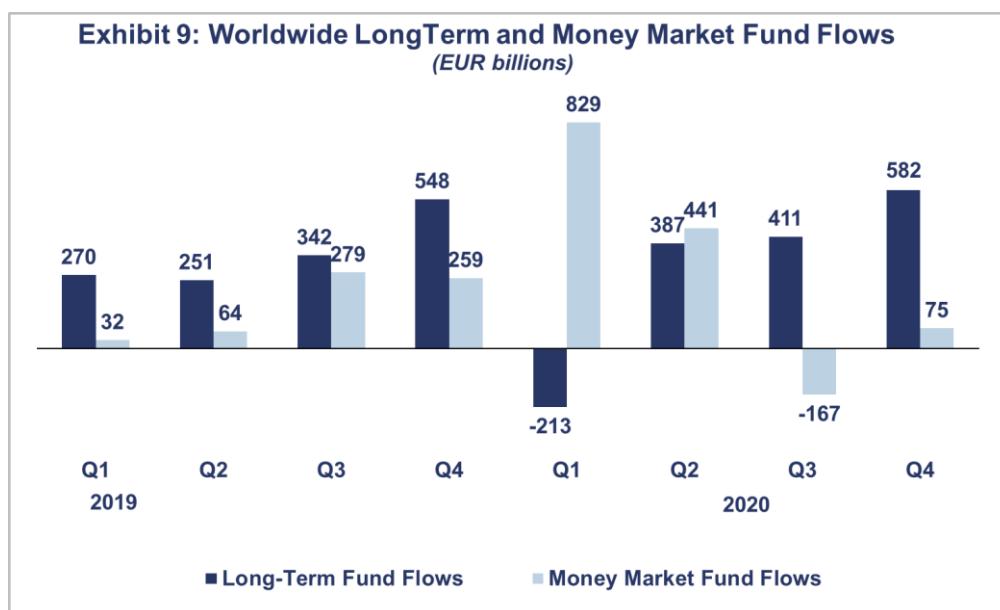


Overall, five European countries ranked among the top ten largest fund domiciles in the world: Luxembourg (with 9 percent of worldwide investment fund assets), Ireland (6%), Germany (4.5%), France (3.7%), and the United Kingdom (3.2%).



Worldwide net sales of regulated open-ended funds increased to EUR 657 billion in Q4 2020, from EUR 244 billion in Q3 2020. Long-term funds recorded net inflows of EUR 582 billion, up from EUR 411 billion in Q3 2020.

Globally, equity funds recorded net inflows of EUR 167 billion, compared to net outflows of EUR 24 billion in Q3 2020. Bond funds registered net inflows of EUR 274 billion, compared to net inflows of EUR 279 billion in Q3 2020. Multi-asset funds worldwide increased from EUR 99 billion in Q3 2020 to EUR 121 billion in Q4 2020. Net sales of money market funds recorded net inflows of EUR 75 billion, compared to net outflows of EUR 167 billion in Q3 2020.



**Exhibit 10: Net Sales of Worldwide Regulated Open-End Funds  
(EUR billions)**

|                            | 2019 |     |     |     | 2020 |     |      |     |
|----------------------------|------|-----|-----|-----|------|-----|------|-----|
|                            | Q1   | Q2  | Q3  | Q4  | Q1   | Q2  | Q3   | Q4  |
| All Funds                  | 301  | 315 | 622 | 808 | 617  | 828 | 244  | 657 |
| Long Term                  | 270  | 251 | 342 | 548 | -213 | 387 | 411  | 582 |
| Equity                     | -22  | -36 | 0.4 | 134 | -15  | 3   | -24  | 167 |
| Bond                       | 236  | 210 | 245 | 233 | -207 | 280 | 279  | 274 |
| Multi-Asset                | 23   | 23  | 50  | 120 | -39  | 42  | 99   | 121 |
| Real Estate                | 10   | 11  | 11  | 15  | 14   | 11  | 9    | 12  |
| Other <sup>(1)</sup>       | 24   | 44  | 36  | 46  | 35   | 51  | 47   | 8   |
| Money Market               | 32   | 64  | 279 | 259 | 829  | 441 | -167 | 75  |
| Memo Items Included Above: |      |     |     |     |      |     |      |     |
| ETFs                       | 76   | 100 | 127 | 184 | 113  | 155 | 156  | 214 |
| Institutional              | 38   | 48  | 61  | 72  | 48   | 20  | 47   | 63  |

Note: Net sales are calculated by subtracting redemptions from the sum of new sales, reinvested dividends and net exchanges. Components may not sum to total due to rounding or unclassified funds.

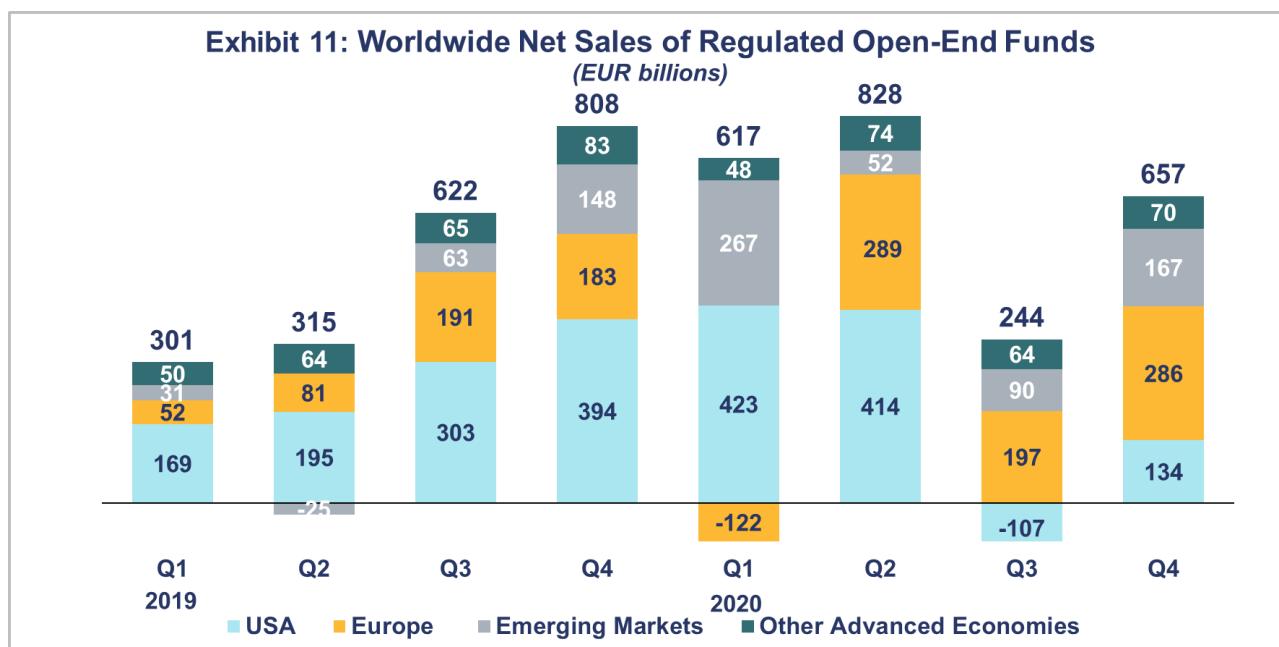
<sup>(1)</sup> Including guaranteed/protected funds.

Net sales of regulated open-ended funds in Europe (EUR 286 billion) accounted for the lion's share of worldwide fund sales in Q4 2020, mainly driven by strong net inflows in Ireland (EUR 115 billion), Luxembourg (EUR 59 billion), Germany (EUR 46 billion) and France (EUR 22 billion). Equity funds attracted the largest net inflows (EUR 131 billion), but all categories of funds registered solid net sales.

The United States recorded net inflows of EUR 167 billion, mainly due to the strong net inflows into bond funds (EUR 190 billion) and despite the net outflows from money market funds (EUR 59 billion).

Emerging markets<sup>2</sup> recorded net inflows of EUR 167 billion, with China accounting for EUR 156 billion in net sales. Other advanced economies<sup>3</sup> recorded net inflows of EUR 70 billion (of which EUR 48 billion in Canada and EUR 28 billion in Japan).

All regions experienced an increase in net sales compared to Q3 2020.



In Europe, long-term funds recorded net inflows of EUR 243 billion, compared to EUR 156 billion in Q3 2020. Net sales of equity funds increased from EUR 45 billion to a record-breaking EUR 131 billion in Q4 2020. Bond funds recorded net inflows of EUR 47 billion, down from EUR 65 billion in Q3 2020. Multi-asset funds registered net inflows of EUR 38 billion, compared to EUR 12 billion in Q3 2020.

European money market funds recorded net inflows of EUR 44 billion, slightly up from EUR 41 billion in Q3 2020.

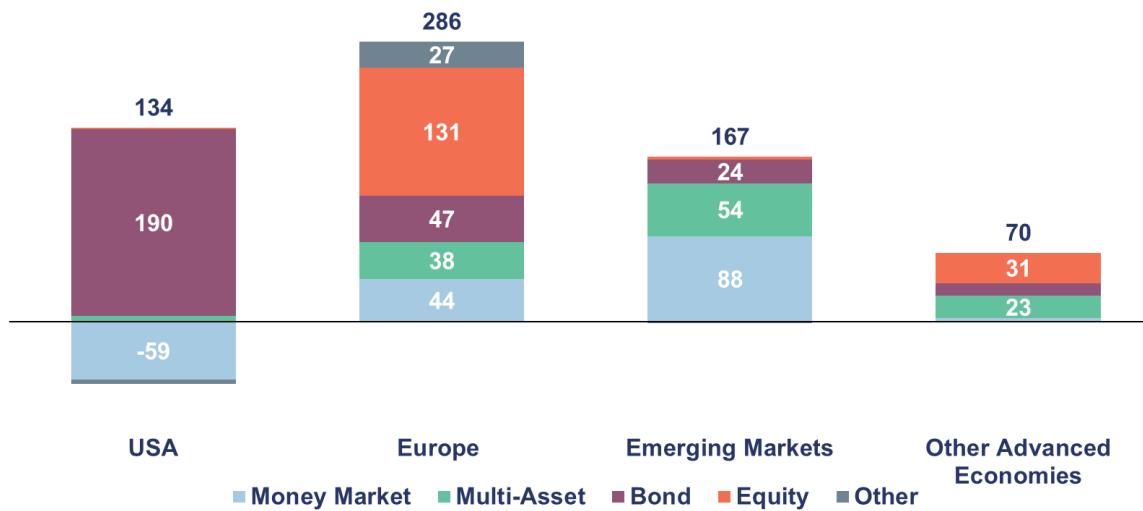
<sup>2</sup> Emerging markets are countries thus defined by the International Monetary Fund. Data is not available for all emerging markets. The following countries are included: Argentina, Brazil, Chile, China, Costa Rica, India, Mexico, Pakistan, the Philippines and South Africa.

<sup>3</sup> Other advanced economies are countries thus defined by the International Monetary Fund, based on criteria such as per capita income level and the degree of integration into the global financial system, excluding the US and the countries included in the Europe aggregate. Data is not available for all advanced economies. Other advanced economies include Australia, Canada, Japan, Korea, New Zealand and Chinese Taipei (Taiwan).

In the United States, long-term open-ended funds recorded net inflows of EUR 194 billion, up from EUR 90 billion in Q3 2020. Equity funds recorded net inflows of EUR 2 billion, compared to net outflows of EUR 124 billion in Q3 2020. Net sales of bond funds decreased from EUR 221 billion to EUR 190 billion in Q4 2020. Multi-asset funds registered net inflows of EUR 6 billion, compared to net outflows of EUR 19 billion in Q3 2020.

Money market funds in the United States recorded net outflows of EUR 59 billion, compared to net outflows of EUR 197 billion in Q3 2020.

**Exhibit 12: Worldwide Net Sales of Regulated Open-End Funds**  
(EUR billions, Q4 2020)



Note: "Other" including guaranteed/protected funds and real estate funds.

# Worldwide Public Tables, 2020:Q4

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Table 1

**REGIONAL SUMMARY BY TYPE OF FUND, 2020:Q4****DATA EXCLUDING FUNDS OF FUNDS**

| REGION | TOTAL | Equity | Bond | Multi-Asset | Money Market | Guaranteed/Protected | Real Estate | Other Funds | Memo |               |
|--------|-------|--------|------|-------------|--------------|----------------------|-------------|-------------|------|---------------|
|        |       |        |      |             |              |                      |             |             | ETFs | Institutional |

**TOTAL NET ASSETS** (Millions of Euros, end of quarter)

|                  |            |            |            |           |           |        |           |           |           |           |
|------------------|------------|------------|------------|-----------|-----------|--------|-----------|-----------|-----------|-----------|
| World            | 51,388,777 | 23,096,561 | 10,638,512 | 6,357,315 | 6,775,651 | 37,816 | 1,064,483 | 3,418,438 | 6,262,310 | 4,634,913 |
| Americas         | 26,343,155 | 14,410,852 | 5,761,802  | 2,183,522 | 3,724,064 | 127    | 25,587    | 237,202   | 4,611,217 | 372,840   |
| Europe           | 17,729,795 | 5,536,300  | 4,188,924  | 3,445,915 | 1,503,330 | 37,423 | 730,058   | 2,287,842 | 962,775   | 3,412,526 |
| Asia and Pacific | 7,164,402  | 3,115,276  | 681,298    | 659,044   | 1,523,984 | 266    | 306,311   | 878,223   | 688,318   | 849,547   |
| Africa           | 151,425    | 34,133     | 6,488      | 68,834    | 24,273    |        | 2,527     | 15,171    |           |           |

**TOTAL NET SALES** (Millions of Euros, quarterly)

|                  |         |         |         |        |         |      |        |        |         |        |
|------------------|---------|---------|---------|--------|---------|------|--------|--------|---------|--------|
| World            | 622,499 | 160,345 | 273,107 | 96,525 | 75,390  | -945 | 11,512 | 6,574  | 214,276 | 62,674 |
| Americas         | 147,969 | 15,725  | 190,880 | 15,387 | -68,174 | -98  |        | -5,750 | 158,458 | 2,863  |
| Europe           | 280,015 | 129,972 | 47,506  | 33,043 | 43,625  | -832 | 8,501  | 18,203 | 48,770  | 47,131 |
| Asia and Pacific | 192,140 | 13,929  | 34,639  | 48,168 | 99,120  | -15  | 2,983  | -6,678 | 7,048   | 12,680 |
| Africa           | 2,375   | 719     | 82      | -73    | 819     |      | 28     | 799    |         |        |

**TOTAL NUMBER OF FUNDS** (end of quarter)

|                  |         |        |        |        |       |     |       |        |       |        |
|------------------|---------|--------|--------|--------|-------|-----|-------|--------|-------|--------|
| World            | 126,457 | 43,066 | 21,951 | 31,262 | 2,438 | 683 | 4,811 | 22,246 | 6,271 | 23,588 |
| Americas         | 31,044  | 10,918 | 6,319  | 9,584  | 997   | 14  | 577   | 2,635  | 3,086 | 4,469  |
| Europe           | 57,753  | 15,656 | 10,587 | 15,412 | 655   | 647 | 1,982 | 12,814 | 1,848 | 11,603 |
| Asia and Pacific | 35,974  | 16,055 | 4,970  | 5,278  | 736   | 22  | 2,170 | 6,743  | 1,337 | 7,516  |
| Africa           | 1,686   | 437    | 75     | 988    | 50    |     | 82    | 54     |       |        |

**DATA INCLUDING FUNDS OF FUNDS**

| REGION | TOTAL | Equity | Bond | Multi-Asset | Money Market | Guaranteed/Protected | Real Estate | Other Funds | Memo |                     |
|--------|-------|--------|------|-------------|--------------|----------------------|-------------|-------------|------|---------------------|
|        |       |        |      |             |              |                      |             |             | ETFs | Institutional Funds |

**TOTAL NET ASSETS** (Millions of Euros, end of quarter)

|                  |            |            |            |           |           |        |           |           |           |           |
|------------------|------------|------------|------------|-----------|-----------|--------|-----------|-----------|-----------|-----------|
| World            | 55,217,949 | 23,512,740 | 10,977,131 | 9,362,420 | 6,775,651 | 37,816 | 1,064,483 | 3,486,700 | 6,262,310 | 4,634,913 |
| Americas         | 29,634,825 | 14,772,544 | 6,070,848  | 4,798,924 | 3,724,064 | 127    | 25,587    | 242,731   | 4,611,217 | 372,840   |
| Europe           | 18,202,132 | 5,584,138  | 4,216,978  | 3,816,260 | 1,503,330 | 37,423 | 730,058   | 2,313,944 | 962,775   | 3,412,526 |
| Asia and Pacific | 7,205,499  | 3,115,529  | 682,589    | 661,670   | 1,523,984 | 266    | 306,311   | 914,143   | 688,318   | 849,547   |
| Africa           | 175,493    | 40,529     | 6,716      | 85,566    | 24,273    |        | 2,527     | 15,882    |           |           |

**TOTAL NET SALES** (Millions of Euros, quarterly)

|                  |         |         |         |         |         |      |        |        |         |        |
|------------------|---------|---------|---------|---------|---------|------|--------|--------|---------|--------|
| World            | 657,481 | 166,948 | 274,099 | 121,362 | 75,390  | -945 | 11,512 | 8,918  | 214,276 | 62,674 |
| Americas         | 174,740 | 21,264  | 192,083 | 35,543  | -68,174 | -98  |        | -5,876 | 158,458 | 2,863  |
| Europe           | 286,296 | 130,759 | 47,343  | 37,851  | 43,625  | -832 | 8,501  | 19,050 | 48,770  | 47,131 |
| Asia and Pacific | 193,757 | 13,935  | 34,552  | 48,063  | 99,120  | -15  | 2,983  | -5,081 | 7,048   | 12,680 |
| Africa           | 2,688   | 990     | 121     | -95     | 819     |      | 28     | 825    |         |        |

**TOTAL NUMBER OF FUNDS** (end of quarter)

| REGION | TOTAL | Equity | Bond | Multi-Asset | Money Market | Guaranteed/Protected | Real Estate | Other Funds | Memo |                     |
|--------|-------|--------|------|-------------|--------------|----------------------|-------------|-------------|------|---------------------|
|        |       |        |      |             |              |                      |             |             | ETFs | Institutional Funds |

Note: All funds are open-ended in that they have shares that are redeemable, substantively regulated and domiciled in the reporting jurisdiction. New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. Croatia, Cyprus, France, India, Ireland, Japan, Luxembourg, Netherlands, Norway, Romania, Slovakia, Spain, and Turkey cannot exclude funds of funds. ETFs and Institutional Funds are included in the Totals and underlying categories. An entry shown as zero indicates an amount that is between \$-0.499 million and \$0.499 million.

Table 2

## TOTAL NET ASSETS

## EXCLUDING FUNDS OF FUNDS BY TYPE OF FUND, 2020:Q4

Millions of Euros, end of quarter

|                         | TOTAL             | Equity            | Bond              | Multi-Asset      | Money Market     | Guaranteed/Protected | Real Estate      | Other Funds      | Memo             |                     |
|-------------------------|-------------------|-------------------|-------------------|------------------|------------------|----------------------|------------------|------------------|------------------|---------------------|
|                         |                   |                   |                   |                  |                  |                      |                  |                  | ETFs             | Institutional Funds |
| <b>World</b>            | <b>51,388,777</b> | <b>23,096,561</b> | <b>10,638,512</b> | <b>6,357,315</b> | <b>6,775,651</b> | <b>37,816</b>        | <b>1,064,483</b> | <b>3,418,438</b> | <b>6,262,310</b> | <b>4,634,913</b>    |
| <b>Americas</b>         | <b>26,343,155</b> | <b>14,410,852</b> | <b>5,761,802</b>  | <b>2,183,522</b> | <b>3,724,064</b> | <b>127</b>           | <b>25,587</b>    | <b>237,202</b>   | <b>4,611,217</b> | <b>372,840</b>      |
| Argentina               | 18,227            | 334               | 6,071             | 3,142            | 8,679            |                      |                  |                  |                  |                     |
| Brazil                  | 940,816           | 106,596           | 403,207           | 241,601          | 75,357           | 127                  | 25,587           | 88,342           | 5,443            | 372,840             |
| Canada                  | 1,307,076         | 481,448           | 208,564           | 564,638          | 26,670           |                      |                  | 25,756           | 164,784          |                     |
| Chile                   | 58,830            | 3,046             | 15,099            | 12,919           | 27,145           |                      |                  | 622              | 137              |                     |
| Costa Rica              | 2,589             | 9                 | 119               |                  | 2,462            |                      |                  |                  |                  |                     |
| Mexico                  | 101,342           | 14,746            | 21,276            | 12,887           | 52,433           |                      |                  |                  |                  |                     |
| United States           | 23,914,275        | 13,804,673        | 5,107,466         | 1,348,335        | 3,531,318        |                      |                  | 122,482          | 4,440,853        |                     |
| <b>Europe</b>           | <b>17,729,795</b> | <b>5,536,300</b>  | <b>4,188,924</b>  | <b>3,445,915</b> | <b>1,503,330</b> | <b>37,423</b>        | <b>730,058</b>   | <b>2,287,842</b> | <b>962,775</b>   | <b>3,412,526</b>    |
| Austria                 | 170,295           | 26,429            | 65,825            | 64,463           |                  | 298                  | 9,634            | 3,646            |                  | 98,933              |
| Belgium                 | 96,968            | 46,689            | 10,380            | 22,775           | 5,842            | 4,089                |                  | 7,193            | 1,329            |                     |
| Bulgaria                | 836               | 178               | 85                | 560              |                  |                      |                  | 13               | 17               |                     |
| Croatia                 | 2,412             | 220               | 1,874             | 126              |                  |                      |                  | 191              |                  |                     |
| Cyprus                  | 3,400             | 1,316             | 122               | 188              |                  |                      | 525              | 1,249            |                  |                     |
| Czech Republic          | 15,234            | 3,164             | 4,111             | 6,239            |                  | 27                   | 1,692            |                  |                  |                     |
| Denmark                 | 144,389           | 64,681            | 63,354            | 15,009           |                  |                      |                  | 1,345            |                  |                     |
| Finland                 | 103,470           | 46,585            | 40,017            | 8,923            | 219              | 67                   |                  | 7,659            | 336              |                     |
| France                  | 2,066,996         | 341,552           | 289,935           | 342,075          | 392,338          | 17,048               | 194,500          | 489,548          | 32,780           |                     |
| Germany                 | 2,366,897         | 343,394           | 550,551           | 972,140          | 8,213            | 195                  | 228,306          | 264,098          | 51,023           | 1,938,156           |
| Greece                  | 5,746             | 1,177             | 2,334             | 1,851            | 364              |                      |                  | 20               | 17               |                     |
| Hungary                 | 12,399            | 1,186             | 4,087             | 808              | 147              | 60                   | 4,179            | 1,932            | 5                | 1,814               |
| Ireland                 | 3,324,194         | 1,039,612         | 853,743           | 316,805          | 615,983          |                      | 19,004           | 479,047          | 628,005          | 761,090             |
| Italy                   | 211,748           | 23,050            | 47,570            | 88,966           | 1,877            | 21                   |                  | 50,264           |                  | 1,806               |
| Liechtenstein           | 54,776            | 11,841            | 9,782             | 18,152           | 2,750            |                      | 296              | 11,954           |                  |                     |
| Luxembourg              | 4,973,780         | 1,619,138         | 1,412,963         | 963,995          | 414,483          |                      | 93,495           | 469,706          | 237,486          | 610,504             |
| Malta                   | 2,724             | 376               | 1,248             | 312              |                  |                      | 47               | 740              |                  | 133                 |
| Netherlands             | 904,572           | 410,647           | 185,692           | 44,780           |                  |                      | 112,212          | 151,241          | 848              |                     |
| Norway                  | 142,623           | 74,092            | 49,021            | 7,825            | 10,572           |                      |                  | 1,114            |                  |                     |
| Poland                  | 35,028            | 5,218             | 22,822            | 6,577            |                  | 27                   |                  | 385              |                  |                     |
| Portugal                | 14,707            | 1,905             | 3,057             | 2,498            | 425              |                      | 4,475            | 2,347            |                  |                     |
| Romania                 | 4,026             | 171               | 2,775             | 295              |                  |                      |                  | 786              | 2                | 90                  |
| Slovakia                | 7,833             | 727               | 1,527             | 3,889            |                  |                      | 1,690            |                  |                  |                     |
| Slovenia                | 3,136             | 1,981             | 263               | 819              | 71               |                      |                  | 1                |                  |                     |
| Spain                   | 301,578           | 86,565            | 84,469            | 100,812          | 4,567            | 15,479               |                  | 9,686            | 241              |                     |
| Sweden                  | 422,332           | 304,511           | 62,313            | 54,186           |                  |                      |                  | 1,322            | 4,055            |                     |
| Switzerland             | 610,653           | 223,098           | 182,822           | 146,489          | 18,749           |                      | 39,494           |                  | 6,199            |                     |
| Turkey                  | 14,423            | 1,109             | 2,573             | 1,550            | 2,918            | 112                  |                  | 6,161            | 432              |                     |
| United Kingdom          | 1,712,620         | 855,688           | 233,609           | 252,808          | 23,812           |                      | 20,509           | 326,194          |                  |                     |
| <b>Asia and Pacific</b> | <b>7,164,402</b>  | <b>3,115,276</b>  | <b>681,298</b>    | <b>659,044</b>   | <b>1,523,984</b> | <b>266</b>           | <b>306,311</b>   | <b>878,223</b>   | <b>688,318</b>   | <b>849,547</b>      |
| Australia               | 2,007,525         | 875,340           | 75,583            | 224,327          |                  |                      | 202,054          | 630,221          |                  |                     |
| China                   | 2,163,744         | 257,293           | 340,677           | 544,361          | 1,005,321        |                      |                  | 16,093           | 136,148          |                     |
| Chinese Taipei          | 126,887           | 19,978            | 19,516            | 5,507            | 29,803           | 226                  | 496              | 51,360           | 50,405           |                     |
| India                   | 327,716           | 101,133           | 104,506           | 35,419           | 52,312           |                      |                  | 34,346           | 30,159           |                     |
| Japan                   | 1,950,019         | 1,779,881         | 43,317            |                  | 107,833          |                      | 18,988           |                  | 432,576          | 849,547             |
| Korea, Rep. of          | 501,244           | 68,015            | 89,662            | 19,317           | 94,708           |                      | 84,773           | 144,769          | 38,997           |                     |
| New Zealand             | 76,449            | 10,659            | 6,637             | 53,762           | 4,138            |                      |                  | 1,254            |                  |                     |
| Pakistan                | 4,709             | 1,048             | 7                 | 217              | 3,217            |                      | 40               | 180              | 1                |                     |
| Philippines             | 6,109             | 1,929             | 1,393             | 461              | 2,325            |                      |                  |                  | 32               |                     |
| <b>Africa</b>           | <b>151,425</b>    | <b>34,133</b>     | <b>6,488</b>      | <b>68,834</b>    | <b>24,273</b>    |                      | <b>2,527</b>     | <b>15,171</b>    |                  |                     |
| South Africa            | 151,425           | 34,133            | 6,488             | 68,834           | 24,273           |                      | 2,527            | 15,171           |                  |                     |

Note: Components may not sum to total because of rounding or missing components. ETFs and Institutional Funds are included in the Totals and underlying categories. Croatia, Cyprus, France, India, Ireland, Japan, Luxembourg, Netherlands, Norway, Romania, Slovakia, Spain, and Turkey cannot exclude funds of funds. New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. An entry shown as zero indicates an amount that is less than 0.500 million.

Table 3

**TOTAL NET SALES****EXCLUDING FUNDS OF FUNDS BY TYPE OF FUND, 2020:Q4**

Millions of Euros, quarterly

|                         | TOTAL          | Equity         | Bond           | Multi-Asset   | Money Market   | Guaranteed/Protected | Real Estate   | Other Funds   | Memo           |                     |
|-------------------------|----------------|----------------|----------------|---------------|----------------|----------------------|---------------|---------------|----------------|---------------------|
|                         |                |                |                |               |                |                      |               |               | ETFs           | Institutional Funds |
| <b>World</b>            | <b>622,499</b> | <b>160,345</b> | <b>273,107</b> | <b>96,525</b> | <b>75,390</b>  | <b>-945</b>          | <b>11,512</b> | <b>6,574</b>  | <b>214,276</b> | <b>62,674</b>       |
| <b>Americas</b>         | <b>147,969</b> | <b>15,725</b>  | <b>190,880</b> | <b>15,387</b> | <b>-68,174</b> | <b>-98</b>           |               | <b>-5,750</b> | <b>158,458</b> | <b>2,863</b>        |
| Argentina               | 597            | -18            | 164            | 200           | 251            |                      |               |               |                |                     |
| Brazil                  | -6,072         | 942            | -5,046         | 5,180         | -4,403         | -98                  |               | -2,646        |                | 2,863               |
| Canada                  | 36,056         | 16,596         | 7,064          | 11,935        | -1,176         |                      |               | 1,636         | 5,391          |                     |
| Chile                   | 361            | 206            | 886            | 1,188         | -1,824         |                      |               | -95           | 27             |                     |
| Costa Rica              |                |                |                |               |                |                      |               |               |                |                     |
| Mexico                  | -2,799         | 1,147          | -2,337         | 179           | -1,788         |                      |               |               |                |                     |
| United States           | 119,826        | -3,148         | 190,149        | -3,295        | -59,234        |                      |               | -4,645        | 153,040        |                     |
| <b>Europe</b>           | <b>280,015</b> | <b>129,972</b> | <b>47,506</b>  | <b>33,043</b> | <b>43,625</b>  | <b>-832</b>          | <b>8,501</b>  | <b>18,203</b> | <b>48,770</b>  | <b>47,131</b>       |
| Austria                 | 2,786          | 514            | -114           | 2,277         |                | -55                  | 142           | 22            |                | 1,422               |
| Belgium                 |                |                |                |               |                |                      |               |               |                |                     |
| Bulgaria                | 27             | 3              | -2             | 25            |                |                      |               |               |                | -1                  |
| Croatia                 | 93             | 2              | 72             | 4             |                |                      |               | 16            |                |                     |
| Cyprus                  | 76             | -18            | 8              | -4            |                |                      | 45            | 45            |                |                     |
| Czech Republic          | 164            | -13            | -46            | 162           |                | 4                    | 57            |               |                |                     |
| Denmark                 | 2,444          | 130            | 83             | 2,265         | -33            |                      |               |               |                |                     |
| Finland                 | 1,594          | 817            | 254            | 169           | -20            | 9                    |               | 365           | 6              |                     |
| France                  | 22,300         | 2,400          | -3,100         | -4,200        | 27,700         | -500                 |               |               |                | -198                |
| Germany                 | 41,271         | 9,531          | 5,083          | 15,930        | -106           | 8                    | 5,351         | 5,474         | 1,801          | 39,411              |
| Greece                  | 108            | 33             | 21             | 9             | 24             |                      |               | 20            |                |                     |
| Hungary                 | 262            | 52             | 72             | -6            | -7             | -17                  | 212           | -44           |                | 128                 |
| Ireland                 | 115,132        | 47,530         | 21,081         | 4,940         | 37,083         |                      | 234           | 4,264         | 38,211         | 4,328               |
| Italy                   | 840            | 399            | 1,736          | 2,426         | -446           | -1                   |               | -3,274        |                | 59                  |
| Liechtenstein           | 738            | 195            | -148           | -47           | -250           |                      | 85            | 904           |                |                     |
| Luxembourg              | 58,592         | 59,135         | 16,545         | -4,515        | -19,151        |                      | 1,881         | 4,697         | 9,480          | 1,786               |
| Malta                   | -4             | 15             | -11            | -7            | 2              |                      |               | -3            |                | -7                  |
| Netherlands             | 5,495          | 413            | -6,177         | 3,881         |                |                      | 1,629         | 5,749         | -54            |                     |
| Norway                  | 2,819          | 1,780          | 506            | 221           | 298            |                      |               | 15            |                |                     |
| Poland                  | 1,843          | -24            | 1,514          | 292           |                |                      |               | 61            |                |                     |
| Portugal                | 737            | 47             | 159            | 177           | 79             |                      |               | 275           |                |                     |
| Romania                 | 178            | 12             | 81             | 39            |                |                      |               | 45            |                |                     |
| Slovakia                | 112            | -94            | -12            | 158           |                |                      | 60            |               |                | 4                   |
| Slovenia                | 55             | 44             | 5              | 6             |                |                      |               |               |                |                     |
| Spain                   | 1,978          | 590            | 1,344          | 178           | 357            | -265                 |               | -226          |                |                     |
| Sweden                  | 6,381          | 5,121          | 1,087          | 207           |                |                      |               | -33           | -441           |                     |
| Switzerland             | 6,637          | -1,182         | 5,760          | 2,834         | -1,166         |                      | 391           |               | -25            |                     |
| Turkey                  | -1,375         | 104            | -476           | -19           | -348           | -15                  |               | -620          | -9             |                     |
| United Kingdom          | 8,732          | 2,436          | 2,181          | 5,641         | -391           |                      | -1,586        | 451           |                |                     |
| <b>Asia and Pacific</b> | <b>192,140</b> | <b>13,929</b>  | <b>34,639</b>  | <b>48,168</b> | <b>99,120</b>  | <b>-15</b>           | <b>2,983</b>  | <b>-6,678</b> | <b>7,048</b>   | <b>12,680</b>       |
| Australia               |                |                |                |               |                |                      |               |               |                |                     |
| China                   | 156,025        | 2,806          | 13,413         | 48,766        | 91,345         |                      |               | -305          | 4,396          |                     |
| Chinese Taipei          | -901           | -674           | 428            | 214           | 1,576          | -7                   | 10            | -2,447        | -2,407         |                     |
| India                   | 15,442         | -2,930         | 16,648         | -1,462        | 2,592          |                      |               | 595           | 623            |                     |
| Japan                   | 28,381         | 14,576         | 3,464          |               | 9,911          |                      | 430           |               | 5,659          | 12,680              |
| Korea, Rep. of          | -8,824         | -231           | 751            | -669          | -6,688         |                      | 2,543         | -4,528        | -1,223         |                     |
| New Zealand             | 1,347          | 350            | -73            | 1,317         | -253           |                      |               | 7             |                |                     |
| Pakistan                | 341            |                | -1             | 5             | 345            | -8                   |               |               |                |                     |
| Philippines             | 329            | 32             | 9              | -3,000        | 292            |                      |               |               |                |                     |
| <b>Africa</b>           | <b>2,375</b>   | <b>719</b>     | <b>82</b>      | <b>-73</b>    | <b>819</b>     |                      | <b>28</b>     | <b>799</b>    |                |                     |
| South Africa            | 2,375          | 719            | 82             | -73           | 819            |                      | 28            | 799           |                |                     |

Note: Components may not sum to total because of rounding or missing components. ETFs and Institutional Funds are included in the Totals and underlying categories. Croatia, Cyprus, France, India, Ireland, Japan, Luxembourg, Netherlands, Norway, Romania, Slovakia, Spain, and Turkey cannot exclude funds of funds. New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. An entry shown as zero indicates an amount that is between \$-0.499 million and \$0.499 million.

Table 4

**NUMBER OF FUNDS****EXCLUDING FUNDS OF FUNDS BY TYPE OF FUND, 2020:Q4**

End of quarter

|                         | TOTAL          | Equity        | Bond          | Multi-Asset   | Money Market | Guaranteed/Protected | Real Estate  | Other Funds   | Memo         |                     |
|-------------------------|----------------|---------------|---------------|---------------|--------------|----------------------|--------------|---------------|--------------|---------------------|
|                         |                |               |               |               |              |                      |              |               | ETFs         | Institutional Funds |
| <b>World</b>            | <b>126,457</b> | <b>43,066</b> | <b>21,951</b> | <b>31,262</b> | <b>2,438</b> | <b>683</b>           | <b>4,811</b> | <b>22,246</b> | <b>6,271</b> | <b>23,588</b>       |
| <b>Americas</b>         | <b>31,044</b>  | <b>10,918</b> | <b>6,319</b>  | <b>9,584</b>  | <b>997</b>   | <b>14</b>            | <b>577</b>   | <b>2,635</b>  | <b>3,086</b> | <b>4,469</b>        |
| Argentina               | 550            | 53            | 288           | 168           | 41           |                      |              |               |              |                     |
| Brazil                  | 12,905         | 1,813         | 1,922         | 6,264         | 123          | 14                   | 577          | 2,192         | 26           | 4,469               |
| Canada                  | 4,312          | 2,150         | 740           | 1,035         | 102          |                      |              | 285           | 853          |                     |
| Chile                   | 2,827          | 584           | 638           | 1,268         | 261          |                      |              | 76            | 3            |                     |
| Costa Rica              | 60             | 2             | 17            |               | 41           |                      |              |               |              |                     |
| Mexico                  | 550            | 191           | 184           | 86            | 89           |                      |              |               |              |                     |
| United States           | 9,840          | 6,125         | 2,530         | 763           | 340          |                      |              | 82            | 2,204        |                     |
| <b>Europe</b>           | <b>57,753</b>  | <b>15,656</b> | <b>10,587</b> | <b>15,412</b> | <b>655</b>   | <b>647</b>           | <b>1,982</b> | <b>12,814</b> | <b>1,848</b> | <b>11,603</b>       |
| Austria                 | 1,600          | 267           | 450           | 805           |              | 20                   | 13           | 45            |              | 989                 |
| Belgium                 | 526            | 200           | 49            | 74            | 10           | 179                  |              | 14            | 8            |                     |
| Bulgaria                | 118            | 43            | 8             | 62            |              |                      |              | 5             | 11           |                     |
| Croatia                 | 96             | 24            | 41            | 8             |              |                      |              | 23            |              |                     |
| Cyprus                  | 126            | 16            | 9             | 31            |              |                      | 25           | 45            |              |                     |
| Czech Republic          | 177            | 42            | 43            | 77            |              | 4                    | 11           |               |              |                     |
| Denmark                 | 664            | 281           | 236           | 143           |              |                      |              | 4             |              |                     |
| Finland                 | 402            | 197           | 101           | 67            | 1            | 1                    |              | 35            | 1            |                     |
| France                  | 10,802         | 1,703         | 1,060         | 3,039         | 112          | 230                  | 535          | 4,123         | 99           |                     |
| Germany                 | 6,705          | 1,115         | 1,062         | 3,321         | 17           | 1                    | 556          | 633           | 118          | 4,185               |
| Greece                  | 193            | 68            | 73            | 42            | 9            |                      |              | 1             | 1            |                     |
| Hungary                 | 287            | 77            | 66            | 38            | 4            | 4                    | 9            | 89            | 1            | 76                  |
| Ireland                 | 7,948          | 2,718         | 1,487         | 1,268         | 114          |                      | 299          | 2,062         | 1,022        | 2,887               |
| Italy                   | 906            | 102           | 208           | 324           | 3            | 1                    |              | 268           |              | 15                  |
| Liechtenstein           | 1,900          | 405           | 312           | 233           | 34           |                      | 13           | 903           |              |                     |
| Luxembourg              | 14,590         | 4,055         | 3,212         | 3,628         | 229          |                      | 332          | 3,134         | 521          | 3,437               |
| Malta                   | 122            | 30            | 22            | 18            |              |                      | 3            | 49            |              | 11                  |
| Netherlands             | 967            | 368           | 220           | 129           |              |                      | 101          | 149           | 14           |                     |
| Norway                  | 836            | 477           | 187           | 84            | 49           |                      |              | 39            |              |                     |
| Poland                  | 561            | 149           | 163           | 222           |              | 3                    |              | 24            |              |                     |
| Portugal                | 132            | 35            | 27            | 36            | 3            |                      | 18           | 13            |              |                     |
| Romania                 | 81             | 18            | 20            | 28            |              |                      |              | 15            | 1            |                     |
| Slovakia                | 90             | 13            | 23            | 45            |              |                      | 9            |               |              | 3                   |
| Slovenia                | 80             | 56            | 8             | 13            | 2            |                      |              | 1             |              |                     |
| Spain                   | 2,657          | 1,061         | 689           | 591           | 9            | 189                  |              | 118           | 2            |                     |
| Sweden                  | 526            | 326           | 110           | 79            |              |                      |              | 11            | 14           |                     |
| Switzerland             | 916            | 429           | 255           | 184           | 17           |                      | 31           |               | 17           |                     |
| Turkey                  | 566            | 60            | 70            | 72            | 27           | 15                   |              | 322           | 18           |                     |
| United Kingdom          | 3,179          | 1,321         | 376           | 751           | 15           |                      | 27           | 689           |              |                     |
| <b>Asia and Pacific</b> | <b>35,974</b>  | <b>16,055</b> | <b>4,970</b>  | <b>5,278</b>  | <b>736</b>   | <b>22</b>            | <b>2,170</b> | <b>6,743</b>  | <b>1,337</b> | <b>7,516</b>        |
| Australia               |                |               |               |               |              |                      |              |               |              |                     |
| China                   | 6,770          | 1,362         | 1,713         | 3,195         | 332          |                      |              | 168           | 376          |                     |
| Chinese Taipei          | 896            | 324           | 205           | 77            | 51           | 9                    | 13           | 217           | 198          |                     |
| India                   | 974            | 340           | 269           | 139           | 58           |                      |              | 168           | 100          |                     |
| Japan                   | 13,429         | 12,009        | 1,368         |               | 12           |                      | 40           |               | 192          | 7,516               |
| Korea, Rep. of          | 13,014         | 1,766         | 1,327         | 1,536         | 139          |                      | 2,117        | 6,129         | 466          |                     |
| New Zealand             | 608            | 176           | 68            | 282           | 41           |                      |              | 41            |              |                     |
| Pakistan                | 218            | 55            | 1             | 32            | 97           | 13                   |              | 20            | 4            |                     |
| Philippines             | 65             | 23            | 19            | 17            | 6            |                      |              |               | 1            |                     |
| <b>Africa</b>           | <b>1,686</b>   | <b>437</b>    | <b>75</b>     | <b>988</b>    | <b>50</b>    |                      | <b>82</b>    | <b>54</b>     |              |                     |
| South Africa            | 1,686          | 437           | 75            | 988           | 50           |                      | 82           | 54            |              |                     |

Note: Components may not sum to total because of missing components. ETFs and Institutional Funds are included in the Totals and underlying categories.

Croatia, Cyprus, France, India, Ireland, Japan, Luxembourg, Netherlands, Norway, Romania, Slovakia, Spain, and Turkey cannot exclude funds of funds. New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds.

Table 5

## TOTAL NET ASSETS EXCLUDING FUNDS OF FUNDS

Millions of Euros

|                         | 2019              |                   |                   |                   | 2020              |                   |                   |                   |
|-------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|                         | Q1                | Q2                | Q3                | Q4                | Q1                | Q2                | Q3                | Q4                |
| <b>World</b>            | <b>44,488,353</b> | <b>45,197,845</b> | <b>47,382,962</b> | <b>48,849,107</b> | <b>43,756,298</b> | <b>48,112,233</b> | <b>48,620,958</b> | <b>51,388,777</b> |
| <b>Americas</b>         | <b>22,908,661</b> | <b>23,409,986</b> | <b>24,754,193</b> | <b>25,494,329</b> | <b>22,682,177</b> | <b>25,255,539</b> | <b>25,218,417</b> | <b>26,343,155</b> |
| Argentina               | 15,519            | 15,929            | 10,293            | 12,280            | 14,003            | 16,851            | 19,013            | 18,227            |
| Brazil                  | 1,095,990         | 1,140,205         | 1,156,314         | 1,187,126         | 914,766           | 887,072           | 875,001           | 940,816           |
| Canada                  | 1,138,065         | 1,169,979         | 1,228,765         | 1,257,777         | 1,062,382         | 1,195,680         | 1,218,951         | 1,307,076         |
| Chile                   | 47,705            | 50,047            | 52,326            | 52,599            | 41,887            | 46,847            | 47,948            | 58,830            |
| Costa Rica              | 2,169             | 2,263             | 2,462             | 2,323             | 2,329             | 2,965             | 2,892             | 2,589             |
| Mexico                  | 103,094           | 105,028           | 109,201           | 109,729           | 92,115            | 96,795            | 97,480            | 101,342           |
| Trinidad & Tobago       | 6,543             | 6,667             | 6,890             | 6,851             |                   |                   |                   |                   |
| United States           | 20,499,576        | 20,919,868        | 22,187,942        | 22,865,644        | 20,554,695        | 23,009,329        | 22,957,132        | 23,914,275        |
| <b>Europe</b>           | <b>15,364,066</b> | <b>15,608,661</b> | <b>16,212,802</b> | <b>16,745,209</b> | <b>14,782,903</b> | <b>16,161,749</b> | <b>16,607,396</b> | <b>17,729,795</b> |
| Austria                 | 150,481           | 153,505           | 156,913           | 162,076           | 145,253           | 155,960           | 162,312           | 170,295           |
| Belgium                 | 89,711            | 91,445            | 92,503            | 95,572            | 81,745            | 87,155            | 90,008            | 96,968            |
| Bulgaria                | 741               | 765               | 786               | 812               | 753               | 791               | 794               | 836               |
| Croatia                 | 2,597             | 2,709             | 2,983             | 3,035             | 2,052             | 2,186             | 2,285             | 2,412             |
| Cyprus                  | 2,583             | 2,711             | 2,729             | 3,185             | 2,766             | 3,069             | 2,995             | 3,400             |
| Czech Republic          | 11,804            | 12,487            | 12,534            | 13,462            | 12,257            | 12,502            | 12,879            | 15,234            |
| Denmark                 | 126,197           | 127,335           | 130,636           | 134,639           | 117,971           | 129,118           | 133,426           | 144,389           |
| Finland                 | 91,144            | 92,425            | 95,422            | 98,087            | 83,074            | 91,442            | 95,577            | 103,470           |
| France                  | 1,887,628         | 1,901,376         | 1,936,413         | 1,960,290         | 1,800,973         | 1,893,798         | 1,973,680         | 2,066,996         |
| Germany                 | 2,037,799         | 2,100,252         | 2,171,852         | 2,215,333         | 2,060,964         | 2,200,796         | 2,256,682         | 2,366,897         |
| Greece                  | 4,424             | 4,980             | 5,317             | 5,633             | 4,558             | 5,027             | 5,146             | 5,746             |
| Hungary                 | 13,657            | 13,152            | 12,488            | 12,989            | 10,998            | 11,469            | 11,597            | 12,399            |
| Ireland                 | 2,643,894         | 2,710,748         | 2,928,269         | 3,048,404         | 2,721,905         | 3,024,502         | 3,077,397         | 3,324,194         |
| Italy                   | 213,350           | 212,166           | 212,822           | 213,204           | 191,178           | 201,861           | 203,890           | 211,748           |
| Liechtenstein           | 49,107            | 49,292            | 51,046            | 53,525            | 50,092            | 51,608            | 51,597            | 54,776            |
| Luxembourg              | 4,350,449         | 4,411,388         | 4,569,999         | 4,718,914         | 4,149,916         | 4,585,196         | 4,696,186         | 4,973,780         |
| Malta                   | 2,965             | 3,030             | 3,104             | 3,256             | 2,876             | 2,986             | 3,009             | 2,724             |
| Netherlands             | 796,378           | 811,475           | 849,235           | 854,753           | 730,481           | 799,560           | 820,411           | 904,572           |
| Norway                  | 125,726           | 127,512           | 128,582           | 134,606           | 101,527           | 119,938           | 125,503           | 142,623           |
| Poland                  | 34,735            | 35,421            | 34,750            | 35,789            | 27,836            | 30,395            | 32,106            | 35,028            |
| Portugal                | 12,277            | 12,284            | 12,639            | 13,209            | 12,391            | 12,826            | 13,357            | 14,707            |
| Romania                 | 4,064             | 4,264             | 4,535             | 4,685             | 3,772             | 3,775             | 3,808             | 4,026             |
| Slovakia                | 6,913             | 7,128             | 7,210             | 7,414             | 6,872             | 7,282             | 7,491             | 7,833             |
| Slovenia                | 2,631             | 2,691             | 2,767             | 2,919             | 2,474             | 2,789             | 2,885             | 3,136             |
| Spain                   | 293,904           | 295,938           | 297,198           | 303,439           | 270,284           | 285,220           | 288,379           | 301,578           |
| Sweden                  | 320,886           | 330,010           | 336,232           | 367,314           | 292,911           | 349,811           | 374,826           | 422,332           |
| Switzerland             | 513,151           | 532,140           | 558,232           | 581,563           | 528,631           | 573,218           | 585,104           | 610,653           |
| Turkey                  | 10,016            | 10,834            | 13,385            | 15,394            | 15,153            | 19,160            | 15,065            | 14,423            |
| United Kingdom          | 1,564,854         | 1,549,198         | 1,582,221         | 1,681,708         | 1,351,240         | 1,498,309         | 1,559,001         | 1,712,620         |
| <b>Asia and Pacific</b> | <b>6,065,617</b>  | <b>6,028,909</b>  | <b>6,267,444</b>  | <b>6,451,615</b>  | <b>6,175,590</b>  | <b>6,564,487</b>  | <b>6,663,188</b>  | <b>7,164,402</b>  |
| Australia               | 1,830,138         | 1,853,385         | 1,903,385         | 1,951,722         | 1,656,019         | 1,875,002         | 1,868,994         | 2,007,525         |
| China                   | 1,719,814         | 1,584,998         | 1,614,038         | 1,682,948         | 1,922,785         | 1,898,532         | 1,945,753         | 2,163,744         |
| Chinese Taipei          | 82,526            | 90,910            | 104,820           | 114,383           | 109,305           | 121,652           | 124,609           | 126,887           |
| India                   | 281,747           | 284,487           | 293,630           | 307,639           | 247,364           | 281,590           | 292,151           | 327,716           |
| Japan                   | 1,651,238         | 1,701,377         | 1,819,818         | 1,837,428         | 1,717,258         | 1,832,427         | 1,871,725         | 1,950,019         |
| Korea, Rep. of          | 436,128           | 448,470           | 461,217           | 479,095           | 457,741           | 478,227           | 481,353           | 501,244           |
| New Zealand             | 56,314            | 58,206            | 62,537            | 69,830            | 56,974            | 67,893            | 68,757            | 76,449            |
| Pakistan                | 3,252             | 2,698             | 3,052             | 3,577             | 3,492             | 3,941             | 4,377             | 4,709             |
| Philippines             | 4,460             | 4,378             | 4,947             | 4,993             | 4,652             | 5,223             | 5,469             | 6,109             |
| <b>Africa</b>           | <b>150,009</b>    | <b>150,289</b>    | <b>148,523</b>    | <b>157,954</b>    | <b>115,628</b>    | <b>130,458</b>    | <b>131,957</b>    | <b>151,425</b>    |
| South Africa            | 150,009           | 150,289           | 148,523           | 157,954           | 115,628           | 130,458           | 131,957           | 151,425           |

Note: New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. Croatia, Cyprus, France, India, Ireland, Japan, Luxembourg, Netherlands, Norway, Romania, Slovakia, Spain, and Turkey cannot exclude funds of funds. ETFs and Institutional funds are included in the totals. An entry shown as zero is less than .500 million.

**Table 6**  
**TOTAL NET SALES EXCLUDING FUNDS OF FUNDS**

Millions of Euros

|                         | 2019           |                |                |                | 2020            |                |                |                |
|-------------------------|----------------|----------------|----------------|----------------|-----------------|----------------|----------------|----------------|
|                         | Q1             | Q2             | Q3             | Q4             | Q1              | Q2             | Q3             | Q4             |
| <b>World</b>            | <b>281,741</b> | <b>301,968</b> | <b>607,303</b> | <b>754,275</b> | <b>626,934</b>  | <b>826,185</b> | <b>249,185</b> | <b>622,499</b> |
| <b>Americas</b>         | <b>179,502</b> | <b>221,156</b> | <b>323,743</b> | <b>389,140</b> | <b>454,423</b>  | <b>431,698</b> | <b>-41,940</b> | <b>147,969</b> |
| Argentina               | 1,521          | 661            | -2,863         | -1,885         | 1,606           | 4,654          | 6,245          | 597            |
| Brazil                  | 13,132         | 17,500         | 17,416         | -2,451         | 3,849           | -4,738         | 30,380         | -6,072         |
| Canada                  | 10,592         | 8,614          | 9,785          | 30,363         | 11,997          | 13,885         | 14,163         | 36,056         |
| Chile                   | -1,953         | 2,984          | 2,743          | 4,481          | -5,141          | 4,443          | 1,218          | 361            |
| Costa Rica              |                |                |                |                |                 |                |                |                |
| Mexico                  | 944            | 2,790          | 813            | -1,896         | 1,902           | 1,595          | 540            | -2,799         |
| Trinidad & Tobago       | 59             | 58             | -4             | 95             |                 |                |                |                |
| United States           | 155,207        | 188,549        | 295,853        | 360,433        | 440,210         | 411,859        | -94,486        | 119,826        |
| <b>Europe</b>           | <b>49,288</b>  | <b>78,602</b>  | <b>188,107</b> | <b>170,833</b> | <b>-124,335</b> | <b>292,517</b> | <b>195,204</b> | <b>280,015</b> |
| Austria                 | -129           | 755            | 469            | 2,782          | -2,290          | 2,744          | 2,302          | 2,786          |
| Belgium                 |                |                |                |                |                 |                |                |                |
| Bulgaria                | 22             | 18             | 16             | 22             | -14             | 5              | 6              | 27             |
| Croatia                 | -29            | 66             | 202            | 32             | -824            | 9              | 65             | 93             |
| Cyprus                  | 3              | 15             | 58             | 162            | 29              | 65             | -39            | 76             |
| Czech Republic          | 568            | 302            | 245            | 346            | 223             | 16             | 112            | 164            |
| Denmark                 | 1,826          | 1,207          | -959           | 494            | 3,249           | 1,803          | 947            | 2,444          |
| Finland                 | -793           | 692            | 353            | -622           | -1,660          | 406            | 1,015          | 1,594          |
| France                  | 10,200         | -14,700        | -6,500         | -25,100        | -5,900          | 5,600          | 49,400         | 22,300         |
| Germany                 | 23,472         | 15,164         | 23,450         | 37,223         | 29,359          | 12,855         | 18,681         | 41,271         |
| Greece                  | -9             | 139            | 154            | 240            | -211            | 112            | 75             | 108            |
| Hungary                 | -95            | -548           | -427           | 151            | -363            | 21             | 354            | 262            |
| Ireland                 | 32,264         | 60,119         | 111,997        | 79,955         | -40,655         | 124,854        | 35,948         | 115,132        |
| Italy                   | -1,474         | -3,471         | -2,217         | -1,562         | -2,453          | 388            | -1,046         | 840            |
| Liechtenstein           | 2,276          | -392           | 247            | 1,420          | 1,689           | -1,024         | -67            | 738            |
| Luxembourg              | 6,885          | 12,390         | 50,727         | 63,746         | -76,795         | 115,791        | 52,033         | 58,592         |
| Malta                   | 13             | -1             | 21             | 84             | -28             | -31            | -9             | -4             |
| Netherlands             | -25,940        | 1,135          | 10,473         | -20,989        | -9,889          | 6,645          | 22,924         | 5,495          |
| Norway                  | 2,045          | 1,380          | 661            | 727            | -4,116          | 3,401          | 2,733          | 2,819          |
| Poland                  | -96            | -125           | 344            | 637            | -4,093          | 417            | 1,995          | 1,843          |
| Portugal                | 53             | -80            | 256            | 476            | -21             | 23             | 399            | 737            |
| Romania                 | -105           | 110            | 208            | 197            | -817            | -37            | -16            | 178            |
| Slovakia                | 107            | 129            | -7             | 86             | -32             | 108            | 87             | 112            |
| Slovenia                | 4              | 24             | 13             | 37             | 29              | 24             | 47             | 55             |
| Spain                   | -545           | 272            | 251            | 1,652          | -2,262          | 512            | 935            | 1,978          |
| Sweden                  | 865            | 3,177          | 1,028          | 5,676          | -4,142          | 2,465          | 2,160          | 6,381          |
| Switzerland             | 14,544         | 1,012          | 4,900          | 13,885         | 3,790           | 4,124          | 3,549          | 6,637          |
| Turkey                  | 2,625          | 525            | 1,223          | 2,556          | 676             | 3,104          | -2,281         | -1,375         |
| United Kingdom          | -19,269        | -712           | -9,079         | 6,520          | -6,814          | 8,117          | 2,895          | 8,732          |
| <b>Asia and Pacific</b> | <b>49,635</b>  | <b>645</b>     | <b>92,505</b>  | <b>194,486</b> | <b>295,494</b>  | <b>97,516</b>  | <b>93,015</b>  | <b>192,140</b> |
| Australia               |                |                |                |                |                 |                |                |                |
| China                   | 12,193         | -55,429        | 35,791         | 134,488        | 274,814         | 23,957         | 43,643         | 156,025        |
| Chinese Taipei          | 5,544          | 7,662          | 7,546          | 8,393          | -698            | 5,055          | 3,889          | -901           |
| India                   | 2,196          | 5,409          | 5,931          | 16,266         | -11,591         | 17,162         | 3,841          | 15,442         |
| Japan                   | 10,914         | 18,980         | 32,440         | 26,678         | 23,684          | 40,209         | 38,386         | 28,381         |
| Korea, Rep. of          | 18,452         | 23,424         | 8,639          | 7,502          | 8,345           | 9,187          | 1,245          | -8,824         |
| New Zealand             | 471            | 699            | 1,463          | 807            | 391             | 1,272          | 1,443          | 1,347          |
| Pakistan                | -46            | 16             | 243            | 291            | 318             | 462            | 288            | 341            |
| Philippines             | -89            | -116           | 452            | 61             | 231             | 212            | 280            | 329            |
| <b>Africa</b>           | <b>3,316</b>   | <b>1,565</b>   | <b>2,948</b>   | <b>-184</b>    | <b>1,352</b>    | <b>4,454</b>   | <b>2,906</b>   | <b>2,375</b>   |
| South Africa            | 3,316          | 1,565          | 2,948          | -184           | 1,352           | 4,454          | 2,906          | 2,375          |

Note: New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. Croatia, Cyprus, France, India, Ireland, Japan, Luxembourg, Netherlands, Norway, Romania, Slovakia, Spain, and Turkey cannot exclude funds of funds. ETFs and Institutional funds are included in the totals. An entry shown as zero indicates an amount that is between \$-0.499 million and \$0.499 million.

**Table 7**  
**NUMBER OF FUNDS EXCLUDING FUNDS OF FUNDS**

|                         | 2019           |                |                |                | 2020           |                |                |                |
|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                         | Q1             | Q2             | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             |
| <b>World</b>            | <b>119,623</b> | <b>120,975</b> | <b>121,544</b> | <b>122,558</b> | <b>123,036</b> | <b>123,712</b> | <b>125,463</b> | <b>126,457</b> |
| <b>Americas</b>         | <b>27,918</b>  | <b>28,089</b>  | <b>28,417</b>  | <b>28,733</b>  | <b>29,147</b>  | <b>29,392</b>  | <b>30,374</b>  | <b>31,044</b>  |
| Argentina               | 551            | 566            | 580            | 577            | 580            | 531            | 556            | 550            |
| Brazil                  | 10,415         | 10,549         | 10,778         | 11,099         | 11,551         | 11,879         | 12,252         | 12,905         |
| Canada                  | 3,407          | 3,456          | 3,504          | 3,524          | 3,601          | 3,658          | 4,311          | 4,312          |
| Chile                   | 2,760          | 2,777          | 2,803          | 2,820          | 2,814          | 2,819          | 2,809          | 2,827          |
| Costa Rica              | 71             | 65             | 65             | 66             | 63             | 60             | 60             | 60             |
| Mexico                  | 582            | 558            | 554            | 553            | 555            | 544            | 543            | 550            |
| Trinidad & Tobago       | 54             | 54             | 54             | 54             |                |                |                |                |
| United States           | 10,078         | 10,064         | 10,079         | 10,040         | 9,983          | 9,901          | 9,843          | 9,840          |
| <b>Europe</b>           | <b>56,169</b>  | <b>56,383</b>  | <b>56,414</b>  | <b>56,955</b>  | <b>57,145</b>  | <b>57,115</b>  | <b>57,386</b>  | <b>57,753</b>  |
| Austria                 | 1,602          | 1,591          | 1,559          | 1,554          | 1,565          | 1,574          | 1,605          | 1,600          |
| Belgium                 | 701            | 637            | 602            | 587            | 557            | 536            | 526            | 526            |
| Bulgaria                | 123            | 123            | 122            | 121            | 121            | 118            | 118            | 118            |
| Croatia                 | 97             | 98             | 100            | 99             | 100            | 100            | 102            | 96             |
| Cyprus                  | 68             | 74             | 78             | 84             | 94             | 102            | 117            | 126            |
| Czech Republic          | 164            | 167            | 167            | 170            | 164            | 163            | 163            | 177            |
| Denmark                 | 604            | 612            | 616            | 621            | 656            | 652            | 662            | 664            |
| Finland                 | 401            | 404            | 402            | 389            | 388            | 394            | 399            | 402            |
| France                  | 10,651         | 10,779         | 10,652         | 10,715         | 10,637         | 10,682         | 10,702         | 10,802         |
| Germany                 | 6,185          | 6,246          | 6,329          | 6,392          | 6,445          | 6,518          | 6,601          | 6,705          |
| Greece                  | 177            | 179            | 180            | 180            | 186            | 190            | 191            | 193            |
| Hungary                 | 299            | 290            | 289            | 286            | 293            | 289            | 289            | 287            |
| Ireland                 | 7,450          | 7,528          | 7,573          | 7,646          | 7,662          | 7,742          | 7,792          | 7,948          |
| Italy                   | 888            | 887            | 905            | 912            | 926            | 890            | 908            | 906            |
| Liechtenstein           | 1,595          | 1,547          | 1,601          | 1,713          | 1,860          | 1,865          | 1,907          | 1,900          |
| Luxembourg              | 14,917         | 14,851         | 14,823         | 14,808         | 14,770         | 14,712         | 14,639         | 14,590         |
| Malta                   | 133            | 130            | 129            | 128            | 123            | 121            | 121            | 122            |
| Netherlands             | 942            | 939            | 919            | 962            | 956            | 944            | 962            | 967            |
| Norway                  | 873            | 919            | 934            | 1,047          | 1,047          | 836            | 836            | 836            |
| Poland                  | 434            | 439            | 449            | 511            | 542            | 548            | 549            | 561            |
| Portugal                | 136            | 127            | 128            | 134            | 134            | 134            | 136            | 132            |
| Romania                 | 78             | 78             | 79             | 81             | 81             | 83             | 84             | 81             |
| Slovakia                | 90             | 90             | 91             | 94             | 95             | 94             | 95             | 90             |
| Slovenia                | 98             | 98             | 98             | 98             | 98             | 101            | 80             | 80             |
| Spain                   | 2,618          | 2,651          | 2,642          | 2,651          | 2,654          | 2,661          | 2,638          | 2,657          |
| Sweden                  | 537            | 523            | 521            | 522            | 475            | 526            | 529            | 526            |
| Switzerland             | 902            | 907            | 900            | 915            | 910            | 901            | 905            | 916            |
| Turkey                  | 392            | 393            | 389            | 401            | 461            | 515            | 548            | 566            |
| United Kingdom          | 3,014          | 3,076          | 3,137          | 3,134          | 3,145          | 3,124          | 3,182          | 3,179          |
| <b>Asia and Pacific</b> | <b>33,937</b>  | <b>34,896</b>  | <b>35,121</b>  | <b>35,260</b>  | <b>35,119</b>  | <b>35,576</b>  | <b>36,053</b>  | <b>35,974</b>  |
| Australia               |                |                |                |                |                |                |                |                |
| China                   | 5,126          | 5,259          | 5,448          | 5,683          | 5,902          | 6,222          | 6,538          | 6,770          |
| Chinese Taipei          | 810            | 844            | 867            | 893            | 904            | 889            | 902            | 896            |
| India                   | 865            | 878            | 903            | 927            | 939            | 942            | 952            | 974            |
| Japan                   | 12,487         | 12,589         | 12,660         | 12,863         | 12,990         | 13,041         | 13,213         | 13,429         |
| Korea, Rep. of          | 13,802         | 14,452         | 14,345         | 13,967         | 13,514         | 13,548         | 13,546         | 13,014         |
| New Zealand             | 585            | 612            | 631            | 656            | 600            | 660            | 621            | 608            |
| Pakistan                | 196            | 198            | 203            | 204            | 207            | 210            | 216            | 218            |
| Philippines             | 66             | 64             | 64             | 67             | 63             | 64             | 65             | 65             |
| <b>Africa</b>           | <b>1,599</b>   | <b>1,607</b>   | <b>1,592</b>   | <b>1,610</b>   | <b>1,625</b>   | <b>1,629</b>   | <b>1,650</b>   | <b>1,686</b>   |
| South Africa            | 1,599          | 1,607          | 1,592          | 1,610          | 1,625          | 1,629          | 1,650          | 1,686          |

Note: New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. Croatia, Cyprus, France, India, Ireland, Japan, Luxembourg, Netherlands, Norway, Romania, Slovakia, Spain, and Turkey cannot exclude funds of funds. ETFs and Institutional funds are included in the totals.

Table 8

**TOTAL NET ASSETS****INCLUDING FUNDS OF FUNDS BY TYPE OF FUND, 2020:Q4**

Millions of Euros, end of quarter

|                         | TOTAL             | Equity            | Bond              | Multi-Asset      | Money Market     | Guaranteed/Protected | Real Estate      | Other Funds      | Memo             |                     |
|-------------------------|-------------------|-------------------|-------------------|------------------|------------------|----------------------|------------------|------------------|------------------|---------------------|
|                         |                   |                   |                   |                  |                  |                      |                  |                  | ETFs             | Institutional Funds |
| <b>World</b>            | <b>55,217,949</b> | <b>23,512,740</b> | <b>10,977,131</b> | <b>9,362,420</b> | <b>6,775,651</b> | <b>37,816</b>        | <b>1,064,483</b> | <b>3,486,700</b> | <b>6,262,310</b> | <b>4,634,913</b>    |
| <b>Americas</b>         | <b>29,634,825</b> | <b>14,772,544</b> | <b>6,070,848</b>  | <b>4,798,924</b> | <b>3,724,064</b> | <b>127</b>           | <b>25,587</b>    | <b>242,731</b>   | <b>4,611,217</b> | <b>372,840</b>      |
| Argentina               | 18,391            | 334               | 6,227             | 3,151            | 8,679            |                      |                  |                  |                  |                     |
| Brazil                  | 1,461,056         | 152,965           | 695,079           | 419,741          | 75,357           | 127                  | 25,587           | 92,200           | 5,443            | 372,840             |
| Canada                  | 1,725,632         | 499,264           | 225,582           | 946,689          | 26,670           |                      |                  | 27,427           | 164,784          |                     |
| Chile                   | 58,830            | 3,046             | 15,099            | 12,919           | 27,145           |                      |                  | 622              | 137              |                     |
| Costa Rica              | 2,589             | 9                 | 119               |                  | 2,462            |                      |                  |                  |                  |                     |
| Mexico                  | 105,281           | 15,440            | 21,276            | 16,131           | 52,433           |                      |                  |                  |                  |                     |
| United States           | 26,263,046        | 14,101,486        | 5,107,466         | 3,400,293        | 3,531,318        |                      |                  | 122,482          | 4,440,853        |                     |
| <b>Europe</b>           | <b>18,202,132</b> | <b>5,584,138</b>  | <b>4,216,978</b>  | <b>3,816,260</b> | <b>1,503,330</b> | <b>37,423</b>        | <b>730,058</b>   | <b>2,313,944</b> | <b>962,775</b>   | <b>3,412,526</b>    |
| Austria                 | 201,590           | 33,729            | 67,511            | 86,651           |                  | 298                  | 9,634            | 3,767            |                  | 98,933              |
| Belgium                 | 170,279           | 49,326            | 12,911            | 90,917           | 5,842            | 4,089                |                  | 7,193            | 1,329            |                     |
| Bulgaria                | 839               | 181               | 85                | 560              |                  |                      |                  | 13               | 17               |                     |
| Croatia                 | 2,412             | 220               | 1,874             | 126              |                  |                      |                  | 191              |                  |                     |
| Cyprus                  | 3,400             | 1,316             | 122               | 188              |                  |                      | 525              | 1,249            |                  |                     |
| Czech Republic          | 15,234            | 3,164             | 4,111             | 6,239            |                  | 27                   | 1,692            |                  |                  |                     |
| Denmark                 | 157,820           | 64,942            | 64,347            | 27,163           |                  |                      |                  | 1,368            |                  |                     |
| Finland                 | 132,390           | 50,265            | 46,480            | 27,700           | 219              | 67                   |                  | 7,659            | 336              |                     |
| France                  | 2,066,996         | 341,552           | 289,935           | 342,075          | 392,338          | 17,048               | 194,500          | 489,548          | 32,780           |                     |
| Germany                 | 2,498,147         | 349,193           | 551,521           | 1,086,197        | 8,213            | 195                  | 228,306          | 274,523          | 51,023           | 1,938,156           |
| Greece                  | 6,237             | 1,343             | 2,414             | 2,097            | 364              |                      |                  | 20               | 17               |                     |
| Hungary                 | 16,766            | 1,667             | 4,131             | 3,655            | 147              | 60                   | 4,179            | 2,928            | 5                | 1,814               |
| Ireland                 | 3,324,194         | 1,039,612         | 853,743           | 316,805          | 615,983          |                      | 19,004           | 479,047          | 628,005          | 761,090             |
| Italy                   | 242,991           | 23,349            | 48,250            | 118,049          | 1,877            | 21                   |                  | 51,445           |                  | 1,806               |
| Liechtenstein           | 55,021            | 11,841            | 9,832             | 18,152           | 2,750            |                      | 296              | 12,151           |                  |                     |
| Luxembourg              | 4,973,780         | 1,619,138         | 1,412,963         | 963,995          | 414,483          |                      | 93,495           | 469,706          | 237,486          | 610,504             |
| Malta                   | 2,735             | 376               | 1,248             | 312              |                  |                      | 47               | 751              |                  | 133                 |
| Netherlands             | 904,572           | 410,647           | 185,692           | 44,780           |                  |                      | 112,212          | 151,241          | 848              |                     |
| Norway                  | 142,623           | 74,092            | 49,021            | 7,825            | 10,572           |                      |                  | 1,114            |                  |                     |
| Poland                  | 37,292            | 5,752             | 23,783            | 7,155            |                  | 27                   |                  | 574              |                  |                     |
| Portugal                | 19,120            | 1,905             | 3,057             | 6,670            | 425              |                      | 4,475            | 2,587            |                  |                     |
| Romania                 | 4,026             | 171               | 2,775             | 295              |                  |                      |                  | 786              | 2                |                     |
| Slovakia                | 7,833             | 727               | 1,527             | 3,889            |                  |                      | 1,690            |                  |                  | 90                  |
| Slovenia                | 3,228             | 2,070             | 263               | 822              | 71               |                      |                  | 1                |                  |                     |
| Spain                   | 301,578           | 86,565            | 84,469            | 100,812          | 4,567            | 15,479               |                  | 9,686            | 241              |                     |
| Sweden                  | 479,915           | 316,730           | 62,419            | 98,205           |                  |                      |                  | 2,561            | 4,055            |                     |
| Switzerland             | 632,385           | 225,977           | 194,105           | 153,419          | 18,749           |                      | 39,494           | 642              | 6,199            |                     |
| Turkey                  | 14,423            | 1,109             | 2,573             | 1,550            | 2,918            | 112                  |                  | 6,161            | 432              |                     |
| United Kingdom          | 1,784,306         | 867,179           | 235,816           | 299,957          | 23,812           |                      | 20,509           | 337,032          |                  |                     |
| <b>Asia and Pacific</b> | <b>7,205,499</b>  | <b>3,115,529</b>  | <b>682,589</b>    | <b>661,670</b>   | <b>1,523,984</b> | <b>266</b>           | <b>306,311</b>   | <b>914,143</b>   | <b>688,318</b>   | <b>849,547</b>      |
| Australia               | 2,007,525         | 875,340           | 75,583            |                  | 224,327          |                      | 202,054          | 630,221          |                  |                     |
| China                   | 2,163,744         | 257,293           | 340,677           | 544,361          | 1,005,321        |                      |                  | 16,093           | 136,148          |                     |
| Chinese Taipei          | 131,206           | 20,231            | 20,807            | 8,133            | 29,803           | 226                  | 496              | 51,512           | 50,405           |                     |
| India                   | 328,727           | 101,133           | 104,506           | 35,419           | 52,312           |                      |                  | 34,346           | 30,159           |                     |
| Japan                   | 1,950,019         | 1,779,881         | 43,317            |                  | 107,833          |                      | 18,988           |                  | 432,576          | 849,547             |
| Korea, Rep. of          | 536,905           | 68,015            | 89,662            | 19,317           | 94,708           |                      | 84,773           | 180,431          | 38,997           |                     |
| New Zealand             | 76,449            | 10,659            | 6,637             | 53,762           | 4,138            |                      |                  | 1,254            |                  |                     |
| Pakistan                | 4,815             | 1,048             | 7                 | 217              | 3,217            | 40                   |                  | 286              | 1                |                     |
| Philippines             | 6,109             | 1,929             | 1,393             | 461              | 2,325            |                      |                  |                  | 32               |                     |
| <b>Africa</b>           | <b>175,493</b>    | <b>40,529</b>     | <b>6,716</b>      | <b>85,566</b>    | <b>24,273</b>    |                      | <b>2,527</b>     | <b>15,882</b>    |                  |                     |
| South Africa            | 175,493           | 40,529            | 6,716             | 85,566           | 24,273           |                      | 2,527            | 15,882           |                  |                     |

Note: Components may not sum to total because of rounding or missing components. ETFs and Institutional Funds are included in the Totals and underlying categories. New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. An entry shown as zero indicates an amount that is less than 0.500 million.

Table 9

## TOTAL NET SALES

## INCLUDING FUNDS OF FUNDS BY TYPE OF FUND, 2020:Q4

Millions of Euros, quarterly

|                  | TOTAL   | Equity  | Bond    | Multi-Asset | Money Market | Guaranteed/Protected | Real Estate | Other Funds | Memo    |                     |
|------------------|---------|---------|---------|-------------|--------------|----------------------|-------------|-------------|---------|---------------------|
|                  |         |         |         |             |              |                      |             |             | ETFs    | Institutional Funds |
| World            | 657,481 | 166,948 | 274,099 | 121,362     | 75,390       | -945                 | 11,512      | 8,918       | 214,276 | 62,674              |
| Americas         | 174,740 | 21,264  | 192,083 | 35,543      | -68,174      | -98                  |             | -5,876      | 158,458 | 2,863               |
| Argentina        | 524     | -18     | 97      | 193         | 251          |                      |             |             |         |                     |
| Brazil           | -6,072  | 942     | -5,046  | 5,180       | -4,403       | -98                  |             | -2,646      |         | 2,863               |
| Canada           | 48,220  | 17,091  | 8,334   | 22,461      | -1,176       |                      |             | 1,510       | 5,391   |                     |
| Chile            | 361     | 206     | 886     | 1,188       | -1,824       |                      |             | -95         | 27      |                     |
| Costa Rica       |         |         |         |             |              |                      |             |             |         |                     |
| Mexico           | -2,764  | 1,141   | -2,337  | 220         | -1,788       |                      |             |             |         |                     |
| United States    | 134,471 | 1,902   | 190,149 | 6,301       | -59,234      |                      |             | -4,645      | 153,040 |                     |
| Europe           | 286,296 | 130,759 | 47,343  | 37,851      | 43,625       | -832                 | 8,501       | 19,050      | 48,770  | 47,131              |
| Austria          | 3,032   | 767     | -132    | 2,295       |              | -55                  | 142         | 16          |         | 1,422               |
| Belgium          |         |         |         |             |              |                      |             |             |         |                     |
| Bulgaria         | 27      | 3       | -2      | 25          |              |                      |             |             | -1      |                     |
| Croatia          | 93      | 2       | 72      | 4           |              |                      |             | 16          |         |                     |
| Cyprus           | 76      | -18     | 8       | -4          |              |                      | 45          | 45          |         |                     |
| Czech Republic   | 164     | -13     | -46     | 162         |              | 4                    | 57          |             |         |                     |
| Denmark          | 1,896   | 128     | 109     | 1,692       | -33          |                      |             |             |         |                     |
| Finland          | 1,947   | 867     | 236     | 490         | -20          | 9                    |             | 365         | 6       |                     |
| France           | 22,300  | 2,400   | -3,100  | -4,200      | 27,700       | -500                 |             |             | -198    |                     |
| Germany          | 45,544  | 9,744   | 5,064   | 18,549      | -106         | 8                    | 5,351       | 6,934       | 1,801   | 39,411              |
| Greece           | 156     | 31      | 28      | 52          | 24           |                      |             | 20          |         |                     |
| Hungary          | 455     | 127     | 72      | 102         | -7           | -17                  | 212         | -34         |         | 128                 |
| Ireland          | 115,132 | 47,530  | 21,081  | 4,940       | 37,083       |                      | 234         | 4,264       | 38,211  | 4,328               |
| Italy            | -477    | 419     | 1,762   | 998         | -446         | -1                   |             | -3,209      |         | 59                  |
| Liechtenstein    | 733     | 195     | -148    | -47         | -250         |                      | 85          | 899         |         |                     |
| Luxembourg       | 58,592  | 59,135  | 16,545  | -4,515      | -19,151      |                      | 1,881       | 4,697       | 9,480   | 1,786               |
| Malta            | -4      | 15      | -11     | -7          | 2            |                      |             | -3          |         | -7                  |
| Netherlands      | 5,495   | 413     | -6,177  | 3,881       |              |                      | 1,629       | 5,749       | -54     |                     |
| Norway           | 2,819   | 1,780   | 506     | 221         | 298          |                      |             | 15          |         |                     |
| Poland           | 1,945   | -10     | 1,564   | 336         |              |                      |             | 55          |         |                     |
| Portugal         | 969     | 47      | 159     | 420         | 79           |                      |             | 264         |         |                     |
| Romania          | 178     | 12      | 81      | 39          |              |                      |             | 45          |         |                     |
| Slovakia         | 112     | -94     | -12     | 158         |              |                      | 60          |             |         | 4                   |
| Slovenia         | 54      | 43      | 5       | 6           |              |                      |             |             |         |                     |
| Spain            | 1,978   | 590     | 1,344   | 178         | 357          | -265                 |             | -226        |         |                     |
| Sweden           | 6,888   | 5,399   | 1,090   | 427         |              |                      |             | -27         | -441    |                     |
| Switzerland      | 7,503   | -1,133  | 5,415   | 3,920       | -1,166       |                      | 391         | 75          | -25     |                     |
| Turkey           | -1,375  | 104     | -476    | -19         | -348         | -15                  |             | -620        | -9      |                     |
| United Kingdom   | 10,064  | 2,276   | 2,306   | 7,748       | -391         |                      | -1,586      | -290        |         |                     |
| Asia and Pacific | 193,757 | 13,935  | 34,552  | 48,063      | 99,120       | -15                  | 2,983       | -5,081      | 7,048   | 12,680              |
| Australia        |         |         |         |             |              |                      |             |             |         |                     |
| China            | 156,025 | 2,806   | 13,413  | 48,766      | 91,345       |                      |             | -305        | 4,396   |                     |
| Chinese Taipei   | -1,066  | -668    | 341     | 109         | 1,576        | -7                   | 10          | -2,428      | -2,407  |                     |
| India            | 15,645  | -2,930  | 16,648  | -1,462      | 2,592        |                      |             | 595         | 623     |                     |
| Japan            | 28,381  | 14,576  | 3,464   |             | 9,911        |                      | 430         |             | 5,659   | 12,680              |
| Korea, Rep. of   | -7,244  | -231    | 751     | -669        | -6,688       |                      | 2,543       | -2,948      | -1,223  |                     |
| New Zealand      | 1,347   | 350     | -73     | 1,317       | -253         |                      |             | 7           |         |                     |
| Pakistan         | 340     |         | -1      | 5           | 345          | -8                   |             | -2          |         |                     |
| Philippines      | 329     | 32      | 9       | -3          | 292          |                      |             |             |         |                     |
| Africa           | 2,688   | 990     | 121     | -95         | 819          |                      | 28          | 825         |         |                     |
| South Africa     | 2,688   | 990     | 121     | -95         | 819          |                      | 28          | 825         |         |                     |

Note: Components may not sum to total because of rounding or missing components. ETFs and Institutional Funds are included in the Totals and underlying categories. New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. An entry shown as zero indicates an amount that is between \$-0.499 million and \$0.499 million.

Table 10

**NUMBER OF FUNDS****INCLUDING FUNDS OF FUNDS BY TYPE OF FUND, 2020:Q4**

End of quarter

|                         | TOTAL          | Equity        | Bond          | Multi-Asset   | Money Market | Guaranteed/Protected | Real Estate  | Other Funds   | Memo         |                     |
|-------------------------|----------------|---------------|---------------|---------------|--------------|----------------------|--------------|---------------|--------------|---------------------|
|                         |                |               |               |               |              |                      |              |               | ETFs         | Institutional Funds |
| <b>World</b>            | <b>142,250</b> | <b>45,232</b> | <b>23,600</b> | <b>41,325</b> | <b>2,438</b> | <b>683</b>           | <b>4,811</b> | <b>24,130</b> | <b>6,271</b> | <b>23,588</b>       |
| <b>Americas</b>         | <b>42,787</b>  | <b>12,655</b> | <b>7,812</b>  | <b>17,820</b> | <b>997</b>   | <b>14</b>            | <b>577</b>   | <b>2,912</b>  | <b>3,086</b> | <b>4,469</b>        |
| Argentina               | 581            | 54            | 312           | 174           | 41           |                      |              |               |              |                     |
| Brazil                  | 22,433         | 3,269         | 3,352         | 12,641        | 123          | 14                   | 577          | 2,457         | 26           | 4,469               |
| Canada                  | 5,050          | 2,263         | 779           | 1,609         | 102          |                      |              | 297           | 853          |                     |
| Chile                   | 2,827          | 584           | 638           | 1,268         | 261          |                      |              | 76            | 3            |                     |
| Costa Rica              | 60             | 2             | 17            |               | 41           |                      |              |               |              |                     |
| Mexico                  | 605            | 196           | 184           | 136           | 89           |                      |              |               |              |                     |
| United States           | 11,231         | 6,287         | 2,530         | 1,992         | 340          |                      |              | 82            | 2,204        |                     |
| <b>Europe</b>           | <b>59,834</b>  | <b>16,035</b> | <b>10,713</b> | <b>16,812</b> | <b>655</b>   | <b>647</b>           | <b>1,982</b> | <b>12,990</b> | <b>1,848</b> | <b>11,603</b>       |
| Austria                 | 1,958          | 325           | 475           | 1,077         |              | 20                   | 13           | 48            |              | 989                 |
| Belgium                 | 771            | 222           | 68            | 278           | 10           | 179                  |              | 14            | 8            |                     |
| Bulgaria                | 119            | 44            | 8             | 62            |              |                      |              | 5             | 11           |                     |
| Croatia                 | 96             | 24            | 41            | 8             |              |                      |              | 23            |              |                     |
| Cyprus                  | 126            | 16            | 9             | 31            |              |                      | 25           | 45            |              |                     |
| Czech Republic          | 177            | 42            | 43            | 77            |              | 4                    | 11           |               |              |                     |
| Denmark                 | 749            | 355           | 242           | 146           |              |                      |              | 6             |              |                     |
| Finland                 | 494            | 227           | 119           | 111           | 1            | 1                    |              | 35            | 1            |                     |
| France                  | 10,802         | 1,703         | 1,060         | 3,039         | 112          | 230                  | 535          | 4,123         | 99           |                     |
| Germany                 | 7,006          | 1,163         | 1,069         | 3,517         | 17           | 1                    | 556          | 683           | 118          | 4,185               |
| Greece                  | 221            | 84            | 77            | 50            | 9            |                      |              | 1             | 1            |                     |
| Hungary                 | 433            | 104           | 71            | 105           | 4            | 4                    | 9            | 136           | 1            | 76                  |
| Ireland                 | 7,948          | 2,718         | 1,487         | 1,268         | 114          |                      | 299          | 2,062         | 1,022        | 2,887               |
| Italy                   | 1,179          | 111           | 214           | 570           | 3            | 1                    |              | 280           |              | 15                  |
| Liechtenstein           | 1,920          | 405           | 316           | 233           | 34           |                      | 13           | 919           |              |                     |
| Luxembourg              | 14,590         | 4,055         | 3,212         | 3,628         | 229          |                      | 332          | 3,134         | 521          | 3,437               |
| Malta                   | 125            | 30            | 22            | 18            |              |                      | 3            | 52            |              | 11                  |
| Netherlands             | 967            | 368           | 220           | 129           |              |                      | 101          | 149           | 14           |                     |
| Norway                  | 836            | 477           | 187           | 84            | 49           |                      |              | 39            |              |                     |
| Poland                  | 679            | 196           | 182           | 262           |              | 3                    |              | 36            |              |                     |
| Portugal                | 172            | 35            | 27            | 72            | 3            |                      | 18           | 17            |              |                     |
| Romania                 | 81             | 18            | 20            | 28            |              |                      |              | 15            | 1            |                     |
| Slovakia                | 90             | 13            | 23            | 45            |              |                      | 9            |               |              | 3                   |
| Slovenia                | 82             | 57            | 8             | 14            | 2            |                      |              | 1             |              |                     |
| Spain                   | 2,657          | 1,061         | 689           | 591           | 9            | 189                  |              | 118           | 2            |                     |
| Sweden                  | 639            | 352           | 111           | 161           |              |                      |              | 15            | 14           |                     |
| Switzerland             | 972            | 435           | 261           | 227           | 17           |                      | 31           | 1             | 17           |                     |
| Turkey                  | 566            | 60            | 70            | 72            | 27           | 15                   |              | 322           | 18           |                     |
| United Kingdom          | 3,379          | 1,335         | 382           | 909           | 15           |                      | 27           | 711           |              |                     |
| <b>Asia and Pacific</b> | <b>37,497</b>  | <b>16,067</b> | <b>4,995</b>  | <b>5,318</b>  | <b>736</b>   | <b>22</b>            | <b>2,170</b> | <b>8,158</b>  | <b>1,337</b> | <b>7,516</b>        |
| Australia               |                |               |               |               |              |                      |              |               |              |                     |
| China                   | 6,770          | 1,362         | 1,713         | 3,195         | 332          |                      |              | 168           | 376          |                     |
| Chinese Taipei          | 980            | 336           | 230           | 117           | 51           | 9                    | 13           | 224           | 198          |                     |
| India                   | 1,005          | 340           | 269           | 139           | 58           |                      |              | 168           | 100          |                     |
| Japan                   | 13,429         | 12,009        | 1,368         |               | 12           |                      | 40           |               | 192          | 7,516               |
| Korea, Rep. of          | 14,342         | 1,766         | 1,327         | 1,536         | 139          |                      | 2,117        | 7,457         | 466          |                     |
| New Zealand             | 608            | 176           | 68            | 282           | 41           |                      |              | 41            |              |                     |
| Pakistan                | 298            | 55            | 1             | 32            | 97           | 13                   |              | 100           | 4            |                     |
| Philippines             | 65             | 23            | 19            | 17            | 6            |                      |              |               | 1            |                     |
| <b>Africa</b>           | <b>2,132</b>   | <b>475</b>    | <b>80</b>     | <b>1,375</b>  | <b>50</b>    |                      | <b>82</b>    | <b>70</b>     |              |                     |
| South Africa            | 2,132          | 475           | 80            | 1,375         | 50           |                      | 82           | 70            |              |                     |

Note: Components may not sum to total because of missing components. ETFs and Institutional Funds are included in the Totals and underlying categories. New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds.

Table 11

## TOTAL NET ASSETS INCLUDING FUNDS OF FUNDS

Millions of Euros

|                         | 2019              |                   |                   |                   | 2020              |                   |                   |                   |
|-------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|                         | Q1                | Q2                | Q3                | Q4                | Q1                | Q2                | Q3                | Q4                |
| <b>World</b>            | <b>48,002,187</b> | <b>48,799,731</b> | <b>51,140,823</b> | <b>52,718,318</b> | <b>47,042,272</b> | <b>51,671,429</b> | <b>52,192,100</b> | <b>55,217,949</b> |
| <b>Americas</b>         | <b>25,959,054</b> | <b>26,534,114</b> | <b>28,022,532</b> | <b>28,850,269</b> | <b>25,514,318</b> | <b>28,329,044</b> | <b>28,289,485</b> | <b>29,634,825</b> |
| Argentina               | 15,519            | 15,929            | 10,293            | 12,280            | 14,003            | 17,255            | 19,290            | 18,391            |
| Brazil                  | 1,716,956         | 1,784,415         | 1,818,211         | 1,869,219         | 1,435,589         | 1,386,228         | 1,363,922         | 1,461,056         |
| Canada                  | 1,506,030         | 1,549,012         | 1,626,596         | 1,662,645         | 1,410,176         | 1,582,708         | 1,611,521         | 1,725,632         |
| Chile                   | 47,705            | 50,047            | 52,326            | 52,599            | 41,887            | 46,847            | 47,948            | 58,830            |
| Costa Rica              | 2,170             | 2,263             | 2,462             | 2,323             | 2,329             | 2,965             | 2,892             | 2,589             |
| Mexico                  | 108,823           | 110,708           | 114,806           | 114,544           | 95,914            | 100,443           | 101,181           | 105,281           |
| Trinidad & Tobago       | 6,543             | 6,667             | 6,890             | 6,851             |                   |                   |                   |                   |
| United States           | 22,555,308        | 23,015,073        | 24,390,948        | 25,129,808        | 22,514,420        | 25,192,598        | 25,142,731        | 26,263,046        |
| <b>Europe</b>           | <b>15,773,726</b> | <b>16,032,328</b> | <b>16,645,618</b> | <b>17,199,091</b> | <b>15,187,279</b> | <b>16,591,367</b> | <b>17,049,855</b> | <b>18,202,132</b> |
| Austria                 | 181,001           | 184,367           | 188,334           | 194,083           | 173,345           | 186,274           | 191,707           | 201,590           |
| Belgium                 | 156,655           | 156,873           | 158,424           | 161,132           | 142,712           | 148,702           | 158,057           | 170,279           |
| Bulgaria                | 744               | 768               | 789               | 816               | 756               | 794               | 797               | 839               |
| Croatia                 | 2,597             | 2,709             | 2,983             | 3,035             | 2,052             | 2,186             | 2,285             | 2,412             |
| Cyprus                  | 2,583             | 2,711             | 2,729             | 3,185             | 2,766             | 3,069             | 2,995             | 3,400             |
| Czech Republic          | 12,910            | 13,632            | 13,703            | 14,626            | 13,165            | 13,569            | 13,978            | 15,234            |
| Denmark                 | 133,716           | 137,928           | 139,584           | 144,199           | 127,845           | 142,308           | 146,710           | 157,820           |
| Finland                 | 115,312           | 117,215           | 120,861           | 124,709           | 106,461           | 117,213           | 122,305           | 132,390           |
| France                  | 1,887,628         | 1,901,376         | 1,936,413         | 1,960,290         | 1,800,973         | 1,893,798         | 1,973,680         | 2,066,996         |
| Germany                 | 2,154,553         | 2,220,359         | 2,295,292         | 2,346,730         | 2,178,452         | 2,320,996         | 2,379,603         | 2,498,147         |
| Greece                  | 4,867             | 5,412             | 5,756             | 6,086             | 4,912             | 5,417             | 5,567             | 6,237             |
| Hungary                 | 17,704            | 17,082            | 16,415            | 17,163            | 14,621            | 15,343            | 15,576            | 16,766            |
| Ireland                 | 2,643,894         | 2,710,748         | 2,928,269         | 3,048,404         | 2,721,905         | 3,024,502         | 3,077,397         | 3,324,194         |
| Italy                   | 246,294           | 244,187           | 245,026           | 246,397           | 222,189           | 234,534           | 234,811           | 242,991           |
| Liechtenstein           | 49,488            | 49,672            | 51,433            | 53,915            | 50,332            | 51,836            | 51,832            | 55,021            |
| Luxembourg              | 4,350,449         | 4,411,388         | 4,569,999         | 4,718,914         | 4,149,916         | 4,585,196         | 4,696,186         | 4,973,780         |
| Malta                   | 2,979             | 3,043             | 3,118             | 3,272             | 2,886             | 2,997             | 3,020             | 2,735             |
| Netherlands             | 796,378           | 811,475           | 849,235           | 854,753           | 730,481           | 799,560           | 820,411           | 904,572           |
| Norway                  | 125,726           | 127,512           | 128,582           | 134,606           | 101,527           | 119,938           | 125,503           | 142,623           |
| Poland                  | 35,831            | 36,535            | 35,852            | 37,888            | 29,422            | 32,299            | 34,172            | 37,292            |
| Portugal                | 15,760            | 15,983            | 16,424            | 17,177            | 15,976            | 16,660            | 17,383            | 19,120            |
| Romania                 | 4,064             | 4,264             | 4,535             | 4,685             | 3,772             | 3,775             | 3,808             | 4,026             |
| Slovakia                | 6,913             | 7,128             | 7,210             | 7,414             | 6,872             | 7,282             | 7,491             | 7,833             |
| Slovenia                | 2,708             | 2,767             | 2,851             | 3,010             | 2,546             | 2,872             | 2,971             | 3,228             |
| Spain                   | 293,904           | 295,938           | 297,198           | 303,439           | 270,284           | 285,220           | 288,379           | 301,578           |
| Sweden                  | 368,318           | 379,166           | 386,192           | 421,209           | 336,710           | 400,480           | 428,492           | 479,915           |
| Switzerland             | 529,707           | 549,313           | 577,465           | 601,358           | 548,082           | 593,255           | 605,439           | 632,385           |
| Turkey                  | 10,016            | 10,834            | 13,385            | 15,394            | 15,153            | 19,160            | 15,065            | 14,423            |
| United Kingdom          | 1,621,027         | 1,611,943         | 1,647,561         | 1,751,202         | 1,411,166         | 1,562,132         | 1,624,235         | 1,784,306         |
| <b>Asia and Pacific</b> | <b>6,093,283</b>  | <b>6,057,522</b>  | <b>6,298,953</b>  | <b>6,484,724</b>  | <b>6,206,165</b>  | <b>6,599,493</b>  | <b>6,699,974</b>  | <b>7,205,499</b>  |
| Australia               | 1,830,138         | 1,853,385         | 1,903,385         | 1,951,722         | 1,656,019         | 1,875,002         | 1,868,994         | 2,007,525         |
| China                   | 1,719,814         | 1,584,998         | 1,614,038         | 1,682,948         | 1,922,785         | 1,898,532         | 1,945,753         | 2,163,744         |
| Chinese Taipei          | 86,676            | 94,952            | 109,319           | 118,858           | 112,911           | 125,738           | 128,844           | 131,206           |
| India                   | 282,553           | 284,745           | 293,923           | 307,968           | 247,694           | 282,052           | 292,903           | 328,727           |
| Japan                   | 1,651,238         | 1,701,377         | 1,819,818         | 1,837,428         | 1,717,258         | 1,832,427         | 1,871,725         | 1,950,019         |
| Korea, Rep. of          | 458,488           | 472,549           | 487,783           | 507,263           | 484,229           | 508,554           | 513,034           | 536,905           |
| New Zealand             | 56,314            | 58,206            | 62,537            | 69,830            | 56,974            | 67,893            | 68,757            | 76,449            |
| Pakistan                | 3,602             | 2,932             | 3,203             | 3,714             | 3,643             | 4,072             | 4,495             | 4,815             |
| Philippines             | 4,460             | 4,378             | 4,947             | 4,993             | 4,652             | 5,223             | 5,469             | 6,109             |
| <b>Africa</b>           | <b>176,124</b>    | <b>175,767</b>    | <b>173,720</b>    | <b>184,234</b>    | <b>134,510</b>    | <b>151,525</b>    | <b>152,786</b>    | <b>175,493</b>    |
| South Africa            | 176,124           | 175,767           | 173,720           | 184,234           | 134,510           | 151,525           | 152,786           | 175,493           |

Note: New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. ETFs and Institutional funds are included in the totals. An entry shown as zero is less than .500 million.

Table 12

**TOTAL NET SALES INCLUDING FUNDS OF FUNDS**

Millions of Euros

|                         | 2019           |                |                |                | 2020            |                |                |                |
|-------------------------|----------------|----------------|----------------|----------------|-----------------|----------------|----------------|----------------|
|                         | Q1             | Q2             | Q3             | Q4             | Q1              | Q2             | Q3             | Q4             |
| <b>World</b>            | <b>301,542</b> | <b>315,226</b> | <b>621,708</b> | <b>806,172</b> | <b>617,277</b>  | <b>828,432</b> | <b>243,631</b> | <b>657,481</b> |
| <b>Americas</b>         | <b>196,327</b> | <b>229,987</b> | <b>333,310</b> | <b>428,842</b> | <b>440,208</b>  | <b>435,403</b> | <b>-50,553</b> | <b>174,740</b> |
| Argentina               | 1,521          | 661            | -2,863         | -1,885         | 1,606           | 4,712          | 6,300          | 524            |
| Brazil                  | 13,132         | 17,500         | 17,416         | -2,451         | 3,849           | -4,738         | 30,380         | -6,072         |
| Canada                  | 13,790         | 10,854         | 12,896         | 39,007         | 14,403          | 15,501         | 18,008         | 48,220         |
| Chile                   | -1,953         | 2,984          | 2,743          | 4,481          | -5,141          | 4,443          | 1,218          | 361            |
| Costa Rica              |                |                |                |                |                 |                |                |                |
| Mexico                  | 842            | 2,776          | 600            | -2,500         | 1,553           | 1,272          | 601            | -2,764         |
| Trinidad & Tobago       | 59             | 58             | -4             | 95             |                 |                |                |                |
| United States           | 168,936        | 195,154        | 302,522        | 392,095        | 423,938         | 414,213        | -107,060       | 134,471        |
| <b>Europe</b>           | <b>51,587</b>  | <b>81,444</b>  | <b>191,057</b> | <b>183,206</b> | <b>-121,713</b> | <b>288,933</b> | <b>197,035</b> | <b>286,296</b> |
| Austria                 | -150           | 647            | 400            | 3,397          | -2,200          | 2,911          | 2,380          | 3,032          |
| Belgium                 |                |                |                |                |                 |                |                |                |
| Bulgaria                | 22             | 18             | 16             | 22             | -14             | 5              | 6              | 27             |
| Croatia                 | -29            | 66             | 202            | 32             | -824            | 9              | 65             | 93             |
| Cyprus                  | 3              | 15             | 58             | 162            | 29              | 65             | -39            | 76             |
| Czech Republic          | 583            | 309            | 257            | 352            | 225             | 30             | 115            | 164            |
| Denmark                 | 1,936          | 2,032          | -748           | 943            | 5,176           | 2,095          | 1,140          | 1,896          |
| Finland                 | -853           | 730            | 443            | -28            | -1,064          | 614            | 1,335          | 1,947          |
| France                  | 10,200         | -14,700        | -6,500         | -25,100        | -5,900          | 5,600          | 49,400         | 22,300         |
| Germany                 | 25,472         | 16,471         | 24,494         | 44,739         | 30,026          | 9,072          | 19,340         | 45,544         |
| Greece                  | -13            | 123            | 151            | 244            | -254            | 116            | 97             | 156            |
| Hungary                 | -133           | -659           | -398           | 303            | -415            | 109            | 483            | 455            |
| Ireland                 | 32,264         | 60,119         | 111,997        | 79,955         | -40,655         | 124,854        | 35,948         | 115,132        |
| Italy                   | -2,742         | -4,645         | -2,522         | -1,363         | -2,341          | -406           | -2,019         | -477           |
| Liechtenstein           | 2,267          | -399           | 241            | 1,413          | 1,669           | -1,029         | -65            | 733            |
| Luxembourg              | 6,885          | 12,390         | 50,727         | 63,746         | -76,795         | 115,791        | 52,033         | 58,592         |
| Malta                   | 13             | -2             | 22             | 86             | -28             | -30            | -9             | -4             |
| Netherlands             | -25,940        | 1,135          | 10,473         | -20,989        | -9,889          | 6,645          | 22,924         | 5,495          |
| Norway                  | 2,045          | 1,380          | 661            | 727            | -4,116          | 3,401          | 2,733          | 2,819          |
| Poland                  | -79            | -142           | 353            | 664            | -4,246          | 573            | 2,154          | 1,945          |
| Portugal                | 56             | -15            | 288            | 628            | -57             | 41             | 519            | 969            |
| Romania                 | -105           | 110            | 208            | 197            | -817            | -37            | -16            | 178            |
| Slovakia                | 107            | 129            | -7             | 86             | -32             | 108            | 87             | 112            |
| Slovenia                | 5              | 25             | 14             | 39             | 27              | 21             | 46             | 54             |
| Spain                   | -545           | 272            | 251            | 1,652          | -2,262          | 512            | 935            | 1,978          |
| Sweden                  | 1,447          | 4,340          | 1,670          | 6,582          | -5,608          | 2,889          | 2,653          | 6,888          |
| Switzerland             | 14,899         | 1,159          | 5,699          | 14,794         | 4,279           | 3,803          | 3,718          | 7,503          |
| Turkey                  | 2,625          | 525            | 1,223          | 2,556          | 676             | 3,104          | -2,281         | -1,375         |
| United Kingdom          | -18,653        | 11             | -8,616         | 7,367          | -6,303          | 8,067          | 3,353          | 10,064         |
| <b>Asia and Pacific</b> | <b>50,213</b>  | <b>2,725</b>   | <b>94,609</b>  | <b>194,863</b> | <b>297,445</b>  | <b>99,846</b>  | <b>94,165</b>  | <b>193,757</b> |
| Australia               |                |                |                |                |                 |                |                |                |
| China                   | 12,193         | -55,429        | 35,791         | 134,488        | 274,814         | 23,957         | 43,643         | 156,025        |
| Chinese Taipei          | 5,378          | 7,553          | 7,847          | 8,333          | -989            | 5,205          | 4,050          | -1,066         |
| India                   | 2,221          | 5,419          | 5,956          | 16,288         | -11,538         | 17,208         | 4,099          | 15,645         |
| Japan                   | 10,914         | 18,980         | 32,440         | 26,678         | 23,684          | 40,209         | 38,386         | 28,381         |
| Korea, Rep. of          | 19,194         | 25,660         | 10,457         | 7,942          | 10,546          | 11,316         | 1,987          | -7,244         |
| New Zealand             | 471            | 699            | 1,463          | 807            | 391             | 1,272          | 1,443          | 1,347          |
| Pakistan                | -69            | -41            | 203            | 266            | 306             | 467            | 277            | 340            |
| Philippines             | -89            | -116           | 452            | 61             | 231             | 212            | 280            | 329            |
| <b>Africa</b>           | <b>3,415</b>   | <b>1,070</b>   | <b>2,732</b>   | <b>-739</b>    | <b>1,337</b>    | <b>4,250</b>   | <b>2,984</b>   | <b>2,688</b>   |
| South Africa            | 3,415          | 1,070          | 2,732          | -739           | 1,337           | 4,250          | 2,984          | 2,688          |

Note: New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. ETFs and Institutional funds are included in the totals. An entry shown as zero indicates an amount that is between -\$0.499 million and \$0.499 million.

**Table 13**  
**NUMBER OF FUNDS INCLUDING FUNDS OF FUNDS**

|                         | 2019           |                |                |                | 2020           |                |                |                |
|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                         | Q1             | Q2             | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             |
| <b>World</b>            | <b>132,759</b> | <b>134,392</b> | <b>135,345</b> | <b>136,756</b> | <b>137,718</b> | <b>138,716</b> | <b>140,767</b> | <b>142,250</b> |
| <b>Americas</b>         | <b>37,174</b>  | <b>37,629</b>  | <b>38,280</b>  | <b>38,932</b>  | <b>39,811</b>  | <b>40,372</b>  | <b>41,632</b>  | <b>42,787</b>  |
| Argentina               | 551            | 566            | 580            | 577            | 580            | 586            | 593            | 581            |
| Brazil                  | 17,412         | 17,843         | 18,388         | 19,052         | 19,955         | 20,571         | 21,265         | 22,433         |
| Canada                  | 4,100          | 4,170          | 4,220          | 4,242          | 4,328          | 4,400          | 5,059          | 5,050          |
| Chile                   | 2,760          | 2,777          | 2,803          | 2,820          | 2,814          | 2,819          | 2,809          | 2,827          |
| Costa Rica              | 74             | 65             | 65             | 66             | 63             | 60             | 60             | 60             |
| Mexico                  | 641            | 617            | 614            | 610            | 611            | 600            | 599            | 605            |
| Trinidad & Tobago       | 54             | 54             | 54             | 54             |                |                |                |                |
| United States           | 11,582         | 11,537         | 11,556         | 11,511         | 11,460         | 11,336         | 11,247         | 11,231         |
| <b>Europe</b>           | <b>58,215</b>  | <b>58,480</b>  | <b>58,519</b>  | <b>59,065</b>  | <b>59,243</b>  | <b>59,207</b>  | <b>59,489</b>  | <b>59,834</b>  |
| Austria                 | 2,010          | 2,000          | 1,964          | 1,941          | 1,950          | 1,958          | 1,964          | 1,958          |
| Belgium                 | 931            | 870            | 838            | 811            | 783            | 757            | 771            | 771            |
| Bulgaria                | 124            | 124            | 123            | 122            | 122            | 119            | 119            | 119            |
| Croatia                 | 97             | 98             | 100            | 99             | 100            | 100            | 102            | 96             |
| Cyprus                  | 68             | 74             | 78             | 84             | 94             | 102            | 117            | 126            |
| Czech Republic          | 178            | 181            | 181            | 182            | 174            | 173            | 173            | 177            |
| Denmark                 | 670            | 686            | 690            | 695            | 730            | 737            | 747            | 749            |
| Finland                 | 491            | 495            | 493            | 480            | 480            | 486            | 491            | 494            |
| France                  | 10,651         | 10,779         | 10,652         | 10,715         | 10,637         | 10,682         | 10,702         | 10,802         |
| Germany                 | 6,504          | 6,566          | 6,642          | 6,698          | 6,752          | 6,816          | 6,903          | 7,006          |
| Greece                  | 209            | 210            | 211            | 210            | 216            | 220            | 219            | 221            |
| Hungary                 | 443            | 432            | 432            | 432            | 441            | 438            | 438            | 433            |
| Ireland                 | 7,450          | 7,528          | 7,573          | 7,646          | 7,662          | 7,742          | 7,792          | 7,948          |
| Italy                   | 1,149          | 1,149          | 1,175          | 1,197          | 1,215          | 1,176          | 1,191          | 1,179          |
| Liechtenstein           | 1,637          | 1,587          | 1,641          | 1,753          | 1,884          | 1,885          | 1,927          | 1,920          |
| Luxembourg              | 14,917         | 14,851         | 14,823         | 14,808         | 14,770         | 14,712         | 14,639         | 14,590         |
| Malta                   | 136            | 133            | 132            | 131            | 126            | 124            | 124            | 125            |
| Netherlands             | 942            | 939            | 919            | 962            | 956            | 944            | 962            | 967            |
| Norway                  | 873            | 919            | 934            | 1,047          | 1,047          | 836            | 836            | 836            |
| Poland                  | 535            | 546            | 556            | 645            | 670            | 676            | 674            | 679            |
| Portugal                | 170            | 170            | 170            | 174            | 174            | 174            | 176            | 172            |
| Romania                 | 78             | 78             | 79             | 81             | 81             | 83             | 84             | 81             |
| Slovakia                | 90             | 90             | 91             | 94             | 95             | 94             | 95             | 90             |
| Slovenia                | 100            | 100            | 100            | 100            | 100            | 103            | 82             | 82             |
| Spain                   | 2,618          | 2,651          | 2,642          | 2,651          | 2,654          | 2,661          | 2,638          | 2,657          |
| Sweden                  | 641            | 634            | 632            | 635            | 593            | 640            | 642            | 639            |
| Switzerland             | 945            | 951            | 949            | 964            | 959            | 951            | 956            | 972            |
| Turkey                  | 392            | 393            | 389            | 401            | 461            | 515            | 548            | 566            |
| United Kingdom          | 3,166          | 3,246          | 3,310          | 3,307          | 3,317          | 3,303          | 3,377          | 3,379          |
| <b>Asia and Pacific</b> | <b>35,320</b>  | <b>36,223</b>  | <b>36,505</b>  | <b>36,704</b>  | <b>36,597</b>  | <b>37,069</b>  | <b>37,558</b>  | <b>37,497</b>  |
| Australia               |                |                |                |                |                |                |                |                |
| China                   | 5,126          | 5,259          | 5,448          | 5,683          | 5,902          | 6,222          | 6,538          | 6,770          |
| Chinese Taipei          | 894            | 927            | 955            | 978            | 988            | 972            | 985            | 980            |
| India                   | 934            | 907            | 932            | 956            | 967            | 970            | 981            | 1,005          |
| Japan                   | 12,487         | 12,589         | 12,660         | 12,863         | 12,990         | 13,041         | 13,213         | 13,429         |
| Korea, Rep. of          | 14,946         | 15,578         | 15,521         | 15,206         | 14,791         | 14,844         | 14,855         | 14,342         |
| New Zealand             | 585            | 612            | 631            | 656            | 600            | 660            | 621            | 608            |
| Pakistan                | 282            | 287            | 294            | 295            | 296            | 296            | 300            | 298            |
| Philippines             | 66             | 64             | 64             | 67             | 63             | 64             | 65             | 65             |
| <b>Africa</b>           | <b>2,050</b>   | <b>2,060</b>   | <b>2,041</b>   | <b>2,055</b>   | <b>2,067</b>   | <b>2,068</b>   | <b>2,088</b>   | <b>2,132</b>   |
| South Africa            | 2,050          | 2,060          | 2,041          | 2,055          | 2,067          | 2,068          | 2,088          | 2,132          |

Note: New Zealand and Trinidad and Tobago include home-and-foreign domiciled funds. ETFs and institutional funds are included in the totals.



# EFAMA

European Fund and Asset Management Association

## About EFAMA

EFAMA, the voice of the European investment management industry, represents 28 Member Associations, 60 Corporate Members and 24 Associate Members. At end Q4 2020, total net assets of European investment funds reached EUR 18.8 trillion. These assets were managed by more than 34,350 UCITS (Undertakings for Collective Investments in Transferable Securities) and almost 29,650 AIFs (Alternative Investment Funds). Including discretionary mandates, third-party regulated asset managers managed EUR 24.9 trillion in Europe at end Q2 2020.

More information at [www.efama.org](http://www.efama.org)

## About the International Quarterly Statistics

The EFAMA Worldwide Investment Fund Assets and Flows quarterly release focuses on net assets and net sales of worldwide investment funds, whilst also presenting a commentary on the trends in the industry during the quarter. The report contains data on the largest domiciles of investment funds around the globe and the position of Europe in the worldwide context. Tables 1 -13 were compiled by EFAMA and the ICI on behalf of the IIFA.