

European Distribution Dynamics 2022

Uncovering Growth Opportunities

OVERVIEW & METHODOLOGY

This annual report provides in-depth analysis of the European fund management industry, outlining the key trends in the region's main fund markets—the U.K., Germany, Italy, Switzerland, France, Spain, and Sweden—as well as a pan-European review of the latest developments across the region.

The publication looks at the current state and potential future of the investment funds market across Europe, in terms of product development and distribution, and assesses the implications for asset managers. This year's report features a deep dive into the wealth management market in the U.K., a detailed look into European investor interest in funds targeting China and manager activity in the space, and a continued focus on the fastest-growing areas of the market in Europe, including environmental, social, and governance (ESG) investing, and thematic funds.

USE THIS REPORT TO

- Review a comprehensive analysis of the wealth management market in the U.K., including market sizing, product demand and portfolio construction trends, third-party fund selection practices, thematic and ESG investing demand, and growth expectations
- Explore data regarding the current landscape for China-oriented funds in major European markets, including an assessment of factors attracting and deterring clients from investing in the region, and product demand expectations, with a focus by asset class
- Analyze product trends in the European funds industry, including passive funds, an overview of the evolving ESG segment, and a complete picture of the fast-growing thematic sector in Europe
- Delve into a special quantitative fund-of-funds section, which provides large-scale and granular quantitative analysis of European funds of funds

QUESTIONS ANSWERED

- How has the wealth management industry in the U.K. evolved in recent years, in terms of management style, portfolio construction, and product demand?
- What is the current and anticipated appetite among European investors for exposure to Chinese assets?
- What are the latest product developments across Europe in the ESG fund landscape in terms of investor appetite and manager strategy?
- What is the current demand for thematic funds in different European markets, and which major themes will thematic fund managers around Europe focus on in the next 12 to 24 months?
- How are the actively managed fund, index-tracking fund, and ETF segments expected to fare in various European markets over the next 12 to 24 months?

PRODUCT DETAILS

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- Digital report in PDF format
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- Key findings
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- **European Market Overview:** Analyze a detailed breakdown of assets under management (AUM) in each of the seven major European markets, with historical figures, segmentations by asset class, and a leaderboard of the 10 largest asset managers by AUM. Gain further insight with an analysis of mutual fund distribution trends, and a customizable forecast of mutual fund AUM with a side-by-side comparison of Cerulli's projections.
- **European Product Trends:** Navigate the product landscape in Europe with a review of passive, ESG, and thematic funds, segmented by European market. Data includes comprehensive market sizing, anticipated growth rates, and leaderboards for the largest ETF issuers and index fund providers, as well as the best-selling ESG and thematic funds.
- **China-Oriented Funds:** Gain an understanding for the state of China-oriented funds in Europe with AUM and net new flows in each market, market sizing relative to other selected regional funds, each market's sentiments on these funds, and a competitive overview, which includes a breakdown of each market's AUM by asset class, anticipated demand, the largest funds, and asset managers.



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Exhibit 1.09

UK Wealth Managers' Assessment of the Importance of Selected Factors When Analyzing Third-Party Funds and Solutions, 2022

Sources: Cerulli Associates

Analyst Note: Wealth managers operating in the UK were asked how they would score selected factors in terms of their importance when analyzing third-party funds and solutions.

■ Not important ■ Somewhat important ■ Very important

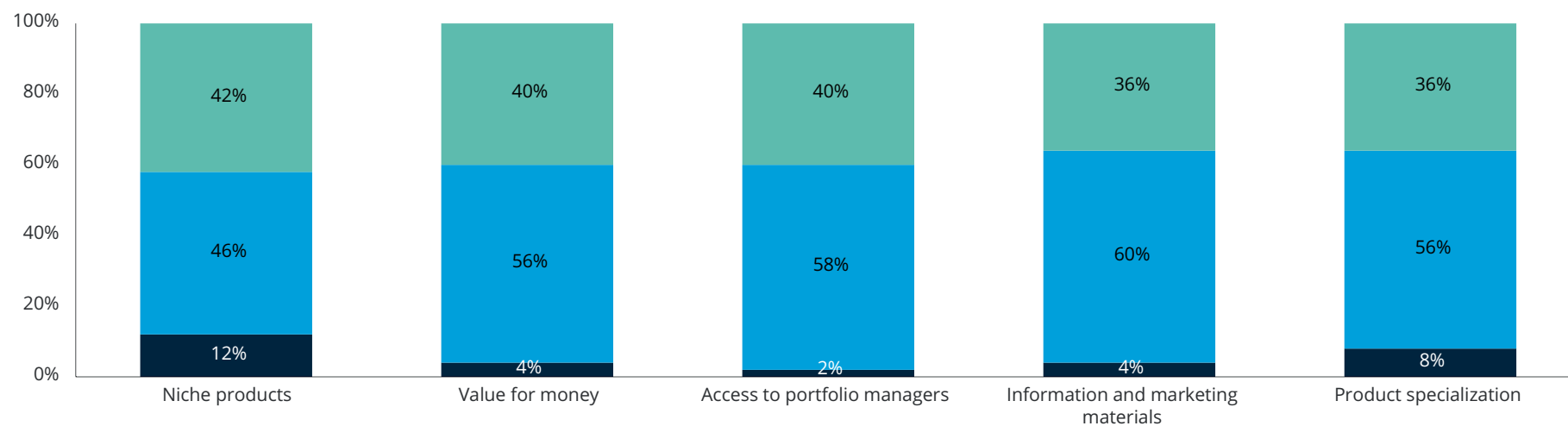


Table of Contents: Expanded

Methodology	19
Executive Summary	21
UK Wealth Managers' Portfolio Construction Practices, 2022	21
Asset Managers' Views on Selected Statements About China-Oriented Funds Distributed in Europe, 2022	22
Asset Managers' Views on the Likely Growth of Thematic Fund Assets Over the Next 12–24 Months, 2022	23
Report Authors	24
Exchange Rates	25
Chapter 1: The UK Wealth Management Industry	26
Exhibit 1.01. UK Wealth Management Industry's Investment Assets by Firm Type, 2018–2021	29
Exhibit 1.02. UK Wealth Management Industry's Investment Assets by Management Approach, 2018–2021	30
Exhibit 1.03. UK Wealth Management Industry's Investment Assets by Investment Holdings, 2018–2021	31
Exhibit 1.04. UK Wealth Managers' Portfolio Construction Practices, 2022	32
Exhibit 1.05. UK Wealth Managers: Estimated Proportion of Clients' Portfolios Invested in Passive Funds Today and in 12–24 Months, 2022	33
Exhibit 1.06. UK Wealth Managers' Assessment of the Importance of Selected Factors When Evaluating Exchange-Traded Funds, 2022	34
Exhibit 1.07. UK Wealth Managers: Estimated Proportion of Clients' Portfolios Incorporating ESG Factors Today and in 12–24 Months, 2022	35
Exhibit 1.08. UK Wealth Managers' Current Estimated Strategic Asset Allocation, 2022	36
Exhibit 1.09. UK Wealth Managers' Assessment of the Importance of Selected Factors When Analyzing Third-Party Funds and Solutions, 2022	37

Exhibits in bold are linked to their Interactive Report Dashboard, click for more information.

Exhibit 1.10. UK Wealth Managers' Views on the Level of Demand for Selected Passive Fund Types Today and Expected Change Over the Next 12–24 Months, 2022.	38
Exhibit 1.11. UK Wealth Managers' Views on the Change in Demand for ESG Funds Over the Past 12 Months and Expected Change Over the Next 12–24 Months, 2022.	39
Exhibit 1.12. UK Wealth Managers' Views on Expected Demand for Different Responsible Investment Approaches in the Next 12–24 Months, 2022.	40
Exhibit 1.13. UK Wealth Managers' Views on the Expected Change in the Level of Demand for ESG Funds in Selected Asset Classes Over the Next 12–24 Months, 2022.	41
Exhibit 1.14. UK Wealth Managers' Views on the Current Level of Demand for Thematic Funds by Selected Type of Fund and Expected Change Over the Next 12–24 Months, 2022.	42
Exhibit 1.15. UK Wealth Managers' Views on the Current Level of Demand for Selected Alternative Strategies and Expected Change Over the Next 12–24 Months, 2022.	43
Exhibit 1.16. Top 20 UK Wealth Managers by Assets Under Management, 2021.	44
Chapter 2: China-Oriented Funds	45
<i>Exhibit 2.01. Assets Under Management and Net New Flows of China-Oriented Funds in Europe by Geographical Exposure, 2017–2021.</i>	<i>48</i>
Exhibit 2.02. China-Oriented Fund Launches in Europe, 2020–2021	49
<i>Exhibit 2.03. Assets Under Management and Net New Flows of China-Oriented Funds by Market, 2019–2021</i>	<i>50</i>
Exhibit 2.04. China-Oriented Thematic Fund Landscape, 2021	52
<i>Exhibit 2.05. Market Size of China-Oriented Funds in Europe Relative to Other Selected Regional Funds, 2017–2021</i>	<i>53</i>
<i>Exhibit 2.06. Evolution of China in Global Markets, 2010–2021.</i>	<i>54</i>
Exhibit 2.07. Asset Managers' Views on Selected Statements About China-Oriented Fund Distributed in Europe, 2022	55
<i>Exhibit 2.08. Asset Managers' Views on Current and Future Demand From Clients for China-Oriented Funds by Asset Class, 2022</i>	<i>58</i>
<i>Exhibit 2.09. 10 Largest Traditional and Specialist China-Oriented Fund Managers in Europe, 2021.</i>	<i>60</i>
<i>Exhibit 2.10. 10 Largest and Best-Selling China-Oriented Funds in Europe, 2021</i>	<i>61</i>

Chapter 3: European Product Trends	62
Exhibit 3.01. European Mutual Fund and Exchange-Traded Fund Assets Under Management and Net New Flows by Investment Strategy, 2017–2021	65
<i>Exhibit 3.02. European Index Fund Assets and Net New Flows, 2016–2021</i>	<i>66</i>
<i>Exhibit 3.03. European Exchange-Traded Fund Assets by Domicile and Investment Strategy, 2013–2021</i>	<i>67</i>
Exhibit 3.04. Assets Under Management and Net New Flows of European ESG Funds by Investment Vehicle, 2017–2021	69
Exhibit 3.05. Assets Under Management and Net New Flows of European ESG Funds by Asset Class and Responsible Investment Approach, 2019–2021	70
Exhibit 3.06. European ESG Fund Product Demand, 2022	71
Exhibit 3.07. European Thematic Mutual Fund and Exchange-Traded Fund Assets Under Management and Net New Flows by Investment Strategy, 2017–2021	
<i>Exhibit 3.08. European Thematic Fund Market Landscape, 2021</i>	<i>73</i>
Exhibit 3.09. Asset Managers’ Views on the Likely Growth of Thematic Fund Assets Over the Next 12–24 Months by Investment Vehicle, 2022	74
Exhibit 3.10. European Thematic Fund Product Demand, 2022	75

Chapter 4: European Overview	77
Exhibit 4.01. European Investment Funds by Assets Under Management, 2017–2021	80
Exhibit 4.02. Cross-Border Mutual Fund and Exchange-Traded Fund Assets Under Management and Asset Class Breakdown, 2017–2021	81
Exhibit 4.03. European Mutual Fund and Exchange-Traded Fund Assets Under Management by Market, 2020–2021	82
Exhibit 4.04. Distribution of European Mutual Funds by Investor Channel, 2021	83
Exhibit 4.05. European Mutual Funds by Type of Distribution, 2021	84
Exhibit 4.06. Business-to-Business and Direct-to-Consumer Platforms Landscape in Europe, 2017–2021	85
Exhibit 4.07. Top 20 Asset Managers in Europe by Assets Under Management and Net New Flows, 2019–2021	87
Exhibit 4.08. Cross-Border Fund Industry Competitive Landscape Overview, 2020–2021	88
Exhibit 4.09. European Mutual Fund Assets Under Management Forecast, 2021–2026E	89
Exhibit 4.10. European Asset Management Fund Landscape by Asset Class, 2021	90
Exhibit 4.11. European Equity Funds Overview, 2021	91
Exhibit 4.12. European Bond Funds Overview, 2021	93
Exhibit 4.13. European Mixed-Asset Funds Overview, 2021	95
Exhibit 4.14. European Real Estate Funds and Commodity Funds Overview, 2021	97
Exhibit 4.15. European Subadvisory Overview, 2021	99

Chapter 5: United Kingdom	100
<i>Exhibit 5.01. UK Mutual Fund Assets Under Management by Domicile and Asset Class, 2017–2021</i>	103
<i>Exhibit 5.02. UK Mutual Fund Net Retail Sales by Fund Sector, 2020–2021</i>	104
Exhibit 5.03. UK Mutual Fund Net Retail Sales by Distribution Channel, 2018–2021	105
<i>Exhibit 5.04. Distribution of European Mutual Funds by Channel in the UK, 2020–2021</i>	106
Exhibit 5.05. Main Platforms in the UK by Assets Under Administration, 2021	107
<i>Exhibit 5.06. UK Product Demand Overview, 2022</i>	108
<i>Exhibit 5.07. UK ESG Fund Market Overview, 2022</i>	110
<i>Exhibit 5.08. UK Thematic Fund Market Overview, 2022</i>	113
<i>Exhibit 5.09. UK Fund Industry Competitive Landscape Overview, 2022</i>	116
Exhibit 5.10. UK Fund-of-Funds Market Overview, 2022	118
Exhibit 5.11. UK Subadvisory Fund Market Overview, 2022	119
Chapter 6: Germany	120
<i>Exhibit 6.01. German Asset Management Industry Landscape, 2011–2021</i>	123
Exhibit 6.02. German Fund Assets Under Management and Net New Flows by Asset Class, 2019–2021	124
<i>Exhibit 6.03. Mutual Fund and Exchange-Traded Fund Assets Under Management and Net New Flows in Germany by Best-Selling Fund Sectors, 2019–2021</i>	125
<i>Exhibit 6.04. Distribution of European Mutual Funds by Channel in Germany, 2021</i>	126
Exhibit 6.05. Main Platforms in Germany by Assets Under Administration, 2021	127
Exhibit 6.06. German <i>Maklerpools</i> by Assets Under Administration, 2016–2020	128
Exhibit 6.07. Financial Advisors in Germany by Region, 2021	129
<i>Exhibit 6.08. Germany Product Demand Overview, 2022</i>	130
<i>Exhibit 6.09. German ESG Fund Market Overview, 2022</i>	132
<i>Exhibit 6.10. German Thematic Fund Market Overview, 2022</i>	135
<i>Exhibit 6.11. German Fund Industry Competitive Landscape Overview, 2022</i>	138
Exhibit 6.12. German Fund-of-Funds Market Overview, 2022	140
Exhibit 6.13. German Subadvisory Fund Market Overview, 2022	141

Chapter 7: Italy	142
<i>Exhibit 7.01. Italian Mutual Fund and Exchange-Traded Fund Assets Under Management by Manager Location and Asset Class, 2017–2021</i>	145
Exhibit 7.02. Italian Assets Under Management and Net New Flows by Asset Class, 2019–2021	146
<i>Exhibit 7.03. Mutual Fund and ETF Assets Under Management and Net New Flows in Italy by Best-Selling Fund Sectors, 2019–2021</i>	147
Exhibit 7.04. Italian Open-End PIR-Compliant Assets Under Management and Asset Class Breakdown, 2018–2021	148
<i>Exhibit 7.05. Distribution of European Mutual Funds in Italy by Channel, 2021</i>	149
<i>Exhibit 7.06. Italy Product Demand Overview, 2022</i>	150
<i>Exhibit 7.07. Italian ESG Fund Market Overview, 2022</i>	152
<i>Exhibit 7.08. Italian Thematic Fund Market Overview, 2022</i>	155
<i>Exhibit 7.09. Italian Fund Industry Competitive Landscape Overview, 2022</i>	158
Exhibit 7.10. Italian Fund-of-Funds Market Overview, 2022	160
Exhibit 7.11. Italian Subadvisory Fund Market Overview, 2022.	161
Chapter 8: Switzerland	162
<i>Exhibit 8.01. Swiss Mutual Fund and Exchange-Traded Fund Assets Under Management, 2017–2021</i>	165
Exhibit 8.02. Swiss Fund Assets Under Management by Asset Class, 2017–2021	166
<i>Exhibit 8.03. Swiss Fund Net New Flows by Asset Class, 2017–2021</i>	167
<i>Exhibit 8.04. Mutual Fund and Exchange-Traded Fund Assets Under Management and Net New Flows in Switzerland by Best-Selling Fund Sectors, 2019–2021</i>	168
<i>Exhibit 8.05. Distribution Landscape of Mutual Funds in Switzerland, 2021</i>	169
<i>Exhibit 8.06. Switzerland Product Demand Overview, 2022</i>	170
<i>Exhibit 8.07. Swiss ESG Fund Market Overview, 2022</i>	172
<i>Exhibit 8.08. Swiss Thematic Fund Market Overview, 2022</i>	175
<i>Exhibit 8.09. Swiss Fund Industry Competitive Landscape Overview, 2022</i>	178
Exhibit 8.10. Swiss Fund-of-Funds Market Overview, 2022	180
Exhibit 8.11. Swiss Subadvisory Fund Market Overview, 2022	181

Chapter 9: France	182
<i>Exhibit 9.01. French Mutual Fund Assets Under Management by Asset Class, 2017–2021</i>	<i>185</i>
<i>Exhibit 9.02. Mutual Fund and Exchange-Traded Fund Assets Under Management and Net New Flows in France by Best-Selling Fund Sectors, 2019–2021</i>	<i>186</i>
<i>Exhibit 9.03. Distribution of European Mutual Funds by Channel in France, 2021</i>	<i>187</i>
Exhibit 9.04. France Product Demand Overview, 2022	188
<i>Exhibit 9.05. French ESG Fund Market Overview, 2022</i>	<i>190</i>
<i>Exhibit 9.06. French Thematic Fund Market Overview, 2022</i>	<i>193</i>
<i>Exhibit 9.07. French Fund Industry Competitive Landscape Overview, 2022</i>	<i>196</i>
Exhibit 9.08. French Fund-of-Funds Market Overview, 2022	198
Exhibit 9.09. French Subadvisory Fund Market Overview, 2022	199
Chapter 10: Spain	200
<i>Exhibit 10.01. Spanish Mutual Fund and Exchange-Traded Fund Assets Under Management by Manager Location and Asset Class, 2017–2021</i>	<i>202</i>
<i>Exhibit 10.02. Mutual Fund and Exchange-Traded Fund Assets Under Management and Net New Flows in Spain by Best-Selling Fund Sector, 2019–2021</i>	<i>203</i>
<i>Exhibit 10.03. Distribution Landscape of Mutual Funds in Spain, 2021</i>	<i>204</i>
<i>Exhibit 10.04. Spain Product Demand Overview, 2022</i>	<i>205</i>
<i>Exhibit 10.05. Spanish ESG Fund Market Overview, 2022</i>	<i>207</i>
<i>Exhibit 10.06. Spanish Thematic Fund Market Overview, 2022</i>	<i>210</i>
<i>Exhibit 10.07. Spanish Fund Industry Competitive Landscape Overview, 2022</i>	<i>213</i>
Exhibit 10.08. Spanish Fund-of-Funds Market Overview, 2022	215
Exhibit 10.09. Spanish Subadvisory Fund Market Overview, 2022	216

Chapter 11: Sweden	217
<i>Exhibit 11.01. Swedish Mutual Fund and Exchange-Traded Fund Assets Under Management by Asset Class, 2017–2021</i>	<i>220</i>
Exhibit 11.02. Swedish Mutual Fund and Exchange-Traded Fund Assets Under Management and Net New Flows by Asset Class and Investor Type, 2020–2021	221
<i>Exhibit 11.03. Mutual Fund and Exchange-Traded Fund Assets Under Management and Net New Flows in Sweden by Best-Selling Fund Sectors, 2019–2021</i>	<i>222</i>
<i>Exhibit 11.04. Distribution of European Mutual Funds by Channel in Sweden, 2021</i>	<i>223</i>
<i>Exhibit 11.05. Sweden Product Demand Overview, 2022</i>	<i>224</i>
<i>Exhibit 11.06. Swedish ESG Fund Market Overview, 2022</i>	<i>226</i>
<i>Exhibit 11.07. Swedish Thematic Fund Market Overview, 2022</i>	<i>229</i>
<i>Exhibit 11.08. Swedish Fund Industry Competitive Landscape Overview, 2022</i>	<i>232</i>
Exhibit 11.09. Swedish Fund-of-Funds Market Overview, 2022	234
Exhibit 11.10. Swedish Subadvisory Fund Market Overview, 2022	235
Special Quant.	236
Exhibit SQ.01. Top 10 Domiciles of European Funds of Funds by Assets Under Management, 2021	237
Exhibit SQ.02. Percentage of European Funds of Funds' Allocation of Underlying Assets by Country, 2021	237
Exhibit SQ.03. Top 10 European Fund-of-Funds Managers by Assets Under Management, 2021	238
Exhibit SQ.04. Top 10 European Fund-of-Funds Managers by Underlying Assets in Proprietary Products, 2021	238
Exhibit SQ.05. Top 10 European Fund-of-Funds Managers by Underlying Assets in Third-Party Products, 2021	239
Exhibit SQ.06. Top 10 Underlying Unaffiliated Managers by Fund Assets in Europe, 2021	240
Exhibit SQ.07. Top 10 Sectors by Third-Party Underlying Fund-of-Funds Assets in Europe, 2021	240
Exhibit SQ.08. Top 10 Underlying Affiliated/In-House Managers by Fund Assets in Europe, 2021	240
Exhibit SQ.09. Top 10 Sectors by Proprietary Underlying Fund-of-Funds Assets in Europe, 2021	240
Exhibit SQ.10. Top 20 Third-Party Underlying Funds of European Funds of Funds by Assets Under Management, 2021	241

Exhibit SQ.11. Breakdown of European Funds of Funds' Underlying Assets by Type and Domicile, 2021	242
Exhibit SQ.12. Top 10 UK Fund-of-Funds Managers by Underlying Assets in Proprietary Products, 2021	243
Exhibit SQ.13. Top 10 UK Fund-of-Funds Managers by Underlying Assets in Third-Party Products, 2021	243
Exhibit SQ.14. Top 10 Underlying Unaffiliated Managers by Fund Assets in the UK, 2021	244
Exhibit SQ.15. Top 10 Sectors by Third-Party Underlying Fund-of-Funds Assets in the UK, 2021	244
Exhibit SQ.16. Top 10 Underlying Affiliated/In-House Managers by Fund Assets in the UK, 2021	244
Exhibit SQ.17. Top 10 Sectors by Proprietary Underlying Fund-of-Funds Assets in the UK, 2021	244
Exhibit SQ.18. Top 20 Third-Party Underlying Funds of UK Funds of Funds by Assets Under Management, 2021	245
Exhibit SQ.19. Top 10 German Fund-of-Funds Managers by Underlying Assets in Proprietary Products, 2021	246
Exhibit SQ.20. Top 10 German Fund-of-Funds Managers by Underlying Assets in Third-Party Products, 2021	246
Exhibit SQ.21. Top 10 Underlying Unaffiliated Managers by Fund Assets in Germany, 2021	247
Exhibit SQ.22. Top 10 Sectors by Third-Party Underlying Fund-of-Funds Assets in Germany, 2021	247
Exhibit SQ.23. Top 10 Underlying Affiliated/In-House Managers by Fund Assets in Germany, 2021	247
Exhibit SQ.24. Top 10 Sectors by Proprietary Underlying Fund-of-Funds Assets in Germany, 2021	247
Exhibit SQ.25. Top 20 Third-Party Underlying Funds of German Funds of Funds by Assets Under Management, 2021	248
Exhibit SQ.26. Top Eight Italian Fund-of-Funds Managers by Underlying Assets in Proprietary Products, 2021	249
Exhibit SQ.27. Top 10 Italian Fund-of-Funds Managers by Underlying Assets in Third-Party Products, 2021	249
Exhibit SQ.28. Top 10 Underlying Unaffiliated Managers by Fund Assets in Italy, 2021	250
Exhibit SQ.29. Top 10 Sectors by Third-Party Underlying Fund-of-Funds Assets in Italy, 2021	250
Exhibit SQ.30. Top Eight Underlying Affiliated/In-House Managers by Fund Assets in Italy, 2021	250
Exhibit SQ.31. Top 10 Sectors by Proprietary Underlying Fund-of-Funds Assets in Italy, 2021	250
Exhibit SQ.32. Top 20 Third-Party Underlying Funds of Italian Funds of Funds by Assets Under Management, 2021	251
Exhibit SQ.33. Top 10 Swiss Fund-of-Funds Managers by Underlying Assets in Proprietary Products, 2021	252
Exhibit SQ.34. Top 10 Swiss Fund-of-Funds Managers by Underlying Assets in Third-Party Products, 2021	252
Exhibit SQ.35. Top 10 Underlying Unaffiliated Managers by Fund Assets in Switzerland, 2021	253
Exhibit SQ.36. Top 10 Sectors by Third-Party Underlying Fund-of-Funds Assets in Switzerland, 2021	253
Exhibit SQ.37. Top 10 Underlying Affiliated/In-House Managers by Fund Assets in Switzerland, 2021	253
Exhibit SQ.38. Top 10 Sectors by Proprietary Underlying Fund-of-Funds Assets in Switzerland, 2021	253

Table of Contents

Exhibit SQ.39. Top 20 Third-Party Underlying Funds of Swiss Funds of Funds by Assets Under Management, 2021	254
Exhibit SQ.40. Top 10 French Fund-of-Funds Managers by Underlying Assets in Proprietary Products, 2021	255
Exhibit SQ.41. Top 10 French Fund-of-Funds Managers by Underlying Assets in Third-Party Products, 2021	255
Exhibit SQ.42. Top 10 Underlying Unaffiliated Managers by Fund Assets in France, 2021	256
Exhibit SQ.43. Top 10 Sectors by Third-Party Underlying Fund-of-Funds Assets in France, 2021	256
Exhibit SQ.44. Top 10 Underlying Affiliated/In-House Managers by Fund Assets in France, 2021	256
Exhibit SQ.45. Top 10 Sectors by Proprietary Underlying Fund-of-Funds Assets in France, 2021	256
Exhibit SQ.46. Top 20 Third-Party Underlying Funds of French Funds of Funds by Assets Under Management, 2021	257
Exhibit SQ.47. Top 10 Spanish Fund-of-Funds Managers by Underlying Assets in Proprietary Products, 2021	258
Exhibit SQ.48. Top 10 Spanish Fund-of-Funds Managers by Underlying Assets in Third-Party Products, 2021	258
Exhibit SQ.49. Top 10 Underlying Unaffiliated Managers by Fund Assets in Spain, 2021	259
Exhibit SQ.50. Top 10 Sectors by Third-Party Underlying Fund-of-Funds Assets in Spain, 2021	259
Exhibit SQ.51. Top 10 Underlying Affiliated/In-House Managers by Fund Assets in Spain, 2021	259
Exhibit SQ.52. Top 10 Sectors by Proprietary Underlying Fund-of-Funds Assets in Spain, 2021	259
Exhibit SQ.53. Top 20 Third-Party Underlying Funds of Spanish Funds of Funds by Assets Under Management, 2021	260
Exhibit SQ.54. Top 10 Swedish Fund-of-Funds Managers by Underlying Assets in Proprietary Products, 2021	261
Exhibit SQ.55. Top 10 Swedish Fund-of-Funds Managers by Underlying Assets in Third-Party Products, 2021	261
Exhibit SQ.56. Top 10 Underlying Unaffiliated Managers by Fund Assets in Sweden, 2021	262
Exhibit SQ.57. Top 10 Sectors by Third-Party Underlying Fund-of-Funds Assets in Sweden, 2021	262
Exhibit SQ.58. Top 10 Underlying Affiliated/In-House Managers by Fund Assets in Sweden, 2021	262
Exhibit SQ.59. Top 10 Sectors by Proprietary Underlying Fund-of-Funds Assets in Sweden, 2021	262
Exhibit SQ.60. Top 20 Third-Party Underlying Funds of Swedish Funds of Funds by Assets Under Management, 2021	263
Company Index	264

Company Index

Abrdn.....	30, 38, 86, 107
ABN Amro	129
Aj Bell.....	29, 86, 105, 107
Alecta	218, 221, 223
Allfunds	86, 206
AllianceBernstein	36
Allianz	51, 77, 87, 88
Altamar Capital Partners.....	84, 203
Amundi.....	53, 77, 88, 182, 187, 196
AtomInvest.....	218
AXA.....	30, 73, 82, 86, 107, 144, 164, 183, 189, 195
Azimut	148
Baillie Gifford.....	51, 86
Bain Capital.....	169
Bankia.....	84, 214
Barclays Private Bank.....	149
BBVA.....	77, 83, 200, 208, 213
Berenberg Bank	138
BlackFin Capital Partners	86, 127
BlackRock.....	36, 49, 77, 87, 88, 121, 126, 206
BNP Paribas	154, 157, 158, 186, 189, 195, 209
Brewin Dolphin	116
Broadridge.....	34, 39, 41, 46, 48, 62, 63, 69, 71, 76, 77, 78, 80, 81, 88, 101, 112, 121, 123, 125, 134, 137, 138, 142, 143, 145, 147, 154, 157, 158, 162, 163, 164, 168, 174, 178, 179, 182, 183, 186, 192, 195, 196, 200, 203, 209, 212, 213, 217, 218, 220, 222, 228, 232
CaixaBank	77, 83, 84, 200, 206, 213, 214
CAM Alternatives.....	203
Capza.....	82, 189
China Investment Corporation.....	147

Company Index

Clearstream	86
Comdirect	127
Commerzbank.....	127
Compeer	26, 27, 29, 31, 106
Credit Mutuel Group	182, 196
Credit Suisse.....	51, 77, 87, 144, 159, 163, 167, 178
Danske Bank.....	225
Dealroom	212
Deka Investment.....	138
Deutsche Bank	83, 129, 149
Die Sparkassen Finanzgruppe.....	122, 138
DWS	86, 87, 88, 122, 127, 138
Equiniti Group	38
ETC Group	127
Eurizon	51
Federated Hermes.....	223
Fidelity	30, 52, 86, 107, 117, 197
Fineco	158
Finer.....	148
Fondo Italiano d'Investimento SGR.....	154
Fonds Finanz.....	128
Fondsdepot Bank.....	127
FondsKonzept.....	127, 128
FountainCap	50
Franklin Templeton.....	151, 206
FSSA	51
FWM Holdings	38
GAM	169, 179
Gerle Financial Communications	122, 139
Global X	73, 115
Goldman Sachs	233

Company Index

Greenwich Associates.....	45, 47, 56
Haitong International Asset Management.....	71
HANetf.....	186
Hargreaves Lansdown.....	29, 86, 105, 107
HSBC.....	59
iCapital Network.....	206
IKS.....	86, 127
ING.....	123
Institutional Shareholder Services.....	177
Interactive Investor.....	30, 38, 86, 107
Intesa Sanpaolo.....	51, 154, 158
Invesco.....	51, 53, 83, 169
Investindustrial.....	147
JPMorgan Asset Management.....	49, 57, 87
KraneShares.....	51, 80, 147
Legal & General Investment Management.....	30, 33, 71, 86, 107, 131
Liberty Street Advisors.....	169, 179
Liontrust Asset Management.....	116
Lloyds Banking Group.....	29, 105, 116
Lombard Odier.....	164
LSV Advisors.....	36
Lyxor.....	88, 187
M&G.....	38, 164, 228
Mamacrowd.....	148
Manulife.....	225
Mapfre.....	83, 201, 204
MDPI.....	129
Mediolanum.....	51, 158
Metropole Gestion.....	187
MFEX.....	86
Mimco Capital.....	125

Company Index

Moneyfarm	38
Moonfare	197, 218
Morgan Stanley	177
Morningstar	36, 42, 45, 46, 52, 62, 63, 65, 66, 68, 74, 163, 228, 236
Mutua Madrileña	201, 214
Natixis.....	182, 187, 196
Netfonds	128
NN Investment Partners	183
Nordea	51, 84, 218, 222, 228
Nuri.....	126
Oddo BHF.....	187
Orienta Capital	214
Parmenion	38
Peaksides Capital Advisors	131
PGIM	206
Pictet.....	87, 167, 169
Pimco.....	77, 87, 88
Preservation Capital Partners	38
PwC.....	38
Rathbones.....	116
responsAbility.....	164
Rockefeller Asset Management.....	231
Rothschild & Co.....	144, 159
Santander	77, 83, 200, 212, 213
Schroders.....	29, 105, 116
Singular Bank.....	204
Société Générale	187
Solactive	177
SPIVA.....	34
Stanhope Capital.....	38
State Street	116

Company Index

Statista.....	82, 122, 129, 145
Svenska Handelsbanken.....	218, 232
Swedbank	218, 228, 232
Swisscanto	163, 178, 179
Tabula.....	71
Tikehau Capital.....	124, 189, 192
Trill Impact.....	84
UBS	51, 83, 88, 163, 167, 169, 178, 179, 204, 214
UniCredit.....	147
Union Bancaire Privée	169
Universal Investment.....	131
Value Partners	49
VanEck.....	50
Vanguard.....	57, 88, 116, 143, 146
Volksbanken Raiffeisenbanken	77, 83, 122, 138
Vontobel.....	159
Wellington Management.....	143, 146
Zurich.....	83, 149