The Cerulli **Report**

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

Included with Purchase

- Digital report in PDF format
- Unlimited online firm-wide access
- Exhibits in Excel
- Key findings
- Analyst support
- Interactive Report Dashboards

Interactive Report Dashboards

Interact and explore select report data with Cerulli's visualization tool.

- **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.

CERULLI ASSOCIATES

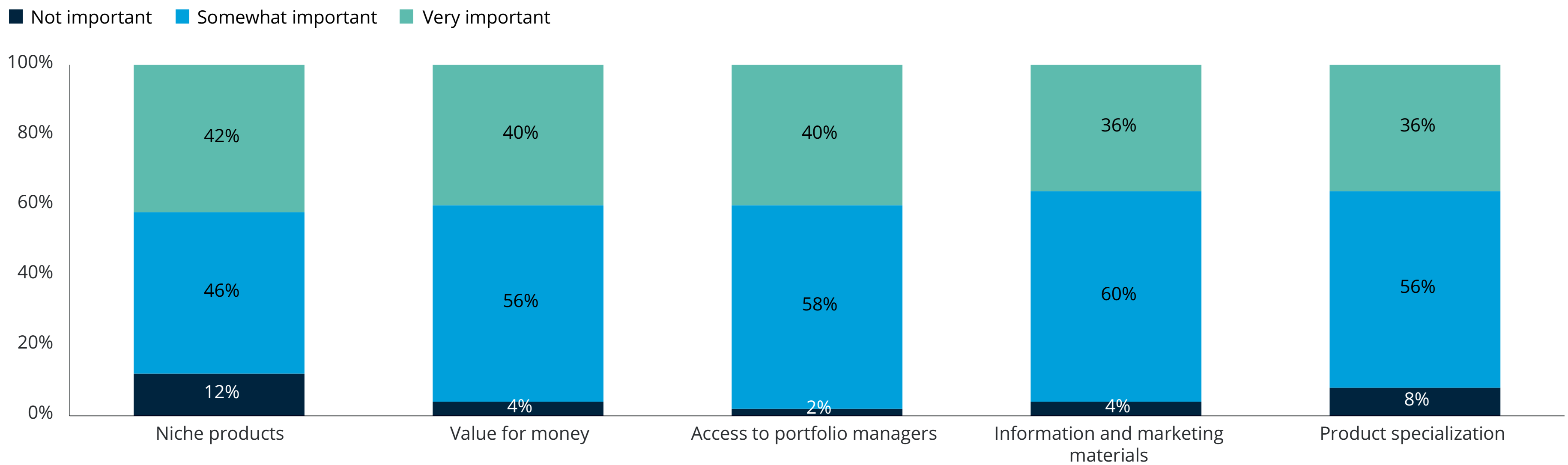
Research | Analytics | Consulting

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.*



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