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Luxembourg Management Companies snapshots

- Number
  - of UCITS licenses 204
  - of licensed AIFMs 228
  - of Super ManCos* 124
  - of ManCos (UCITS and/or licensed AIFMs) 308
  - of MiFID extended licensed ManCos 45
  - of new entrants in 2017 12
  - of employees in Luxembourg ManCos 5,104
- with 4,344 employees in Super ManCos* and UCITS ManCos
- with 760 employees in licensed AIFMs

- AuM
  - of Luxembourg ManCos (in billion Euros) 3,401
  - of Super ManCos* (in billion Euros) 2,610
  - of UCITS ManCos (in billion Euros) 697
  - of licensed AIFMs (in billion Euros) 94

Data as of 31 December 2017

* Management Companies with both UCITS and AIFM licenses

Sources: PwC analysis, CSSF Official List (2017), CSSF Newsletters (2017-2018), CSSF, Fundsquare 2017
The PwC ManCo Index measures ManCos’ activities in Luxembourg by considering the growth in the number of UCITS ManCos and AIFMs, the evolution of their AuM and the number of employees in UCITS ManCos. In December 2017, the index marked 195 points, an increase of 6.3% over a year and the highest level ever reached. This peak is mainly explained by a 12.7% increase in AuM (+5.4% during the last quarter of 2017) while employment in UCITS ManCos grew significantly at +7.6% to reach 4,344 employees in December 2017, from 4,039 a year before.

The strong AuM growth is driven by UCITS ManCos and AIFMs, respectively growing by 13.8% and 30.5% year-on-year to reach EUR 697bn and EUR 94bn. SuperMancos’ (ManCos carrying both UCITS and AIFM licenses) AuM progressed at a slightly slower pace at 11.7%, over the same period, thus reaching EUR 2,610bn. The number of ManCos licensed as UCITS ManCos (chapter 15) as well as the ones licensed as AIFMs slightly increased over the last quarter (by 1% and 0.4% respectively). This faster rise in UCITS compared to AIFMs in the last quarter contradicts the trend observed over the year 2017: during which the number of UCITS ManCos grew by 1.5% while the number of AIFMs strongly increased by 3.6%. In addition, the number of SuperManCos (124) remained stable in 2017.

In the overall Luxembourg fund industry, we observe a faster AuM growth in AIF than in UCITS funds over the past year. According to EFAMA, AIF’s AuM grew by 15.1% year-on-year to reach EUR 673bn while UCITS’ assets increased by 11.9% over the same period. Assets held by both AIF and UCITS funds in Luxembourg reached EUR 4.1tn in December 2017. Net sales have also more than tripled over a year, reaching EUR 308bn from EUR 99bn in 2016.

According to ALFI, Responsible Investment funds are likely to grow at a fast pace in 2018. 45% of the Responsible Investment AuM in Europe are held in Luxembourg, a significant rise from the previous year (35%). The number and AuM of Luxembourgish ManCos should also increase in 2018 as Brexit will prompt UK-based companies to relocate or to expand their activities and serve their clients in the EU. Luxembourg, thanks to its central location and long-lasting political stability, is likely to attract many of them. Some asset managers such as Blackstone, Jupiter Fund Management, SCM Direct or M&G Management have already announced that Luxembourg would be the base for their European operations post-Brexit.

Methodological note: As from January 2017, there was a methodological improvement to calculate the number of ManCos. Now, the indicator also considers AIFM licenses, which is gaining relevance in the country.

Sources: PwC Market Research Centre, Ignites Europe, EFAMA, ALFI, Le Quotidien, CSSF, Fundsquare, PwC analysis
Key figures on Luxembourg UCITS ManCos, Luxembourg licensed AIFMs, Luxembourg Third Party ManCos and Foreign ManCos managing Luxembourg Funds

**Origin of Top 50 UCITS ManCos**

- Switzerland: 26% AuM
- USA: 16% AuM
- United Kingdom: 14% AuM
- Italy: 6% AuM
- Germany: 6% AuM
- France: 4% AuM
- Other: 14% AuM
- Luxembourg: 8% AuM
- Germany: 8% AuM
- Italy: 10% AuM
- Luxembourg: 10% AuM
- France: 14% AuM
- Switzerland: 20% # of ManCos
- USA: 16% # of ManCos
- United Kingdom: 14% # of ManCos
- Italy: 10% # of ManCos
- Luxembourg: 10% # of ManCos
- Germany: 8% # of ManCos
- France: 8% # of ManCos

**Origin of Top 50 licensed AIFMs**

- Germany: 24% AuM
- Switzerland: 18% AuM
- USA: 18% AuM
- Luxembourg: 8% AuM
- Belgium: 6% AuM
- France: 5% AuM
- Other: 12% AuM
- Japan: 6% AuM
- Germany: 14% # of ManCos
- Switzerland: 8% # of ManCos
- USA: 6% # of ManCos
- Luxembourg: 6% # of ManCos
- Belgium: 6% # of ManCos
- France: 5% # of ManCos
- Other: 12% # of ManCos

**New entrants by nationality in 2017***

- United Kingdom: 12
- USA: 9
- Luxembourg: 3
- Germany: 2
- Switzerland: 1

**Sources:** PwC analysis, Fundsquare (December 2017), CSSF Official List (2017), Company Latest Financial Statements

***Estimation based on PwC analysis***
### Top 20 ManCos - as of 31 December 2017 (in million Euros)

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Evolution</th>
<th>ManCo</th>
<th>Nationality of the Group</th>
<th>Management of the Group</th>
<th>% of UCITS License</th>
<th>% of UCITS in AUM Dec 2017</th>
<th>Variations to Dec 2016</th>
<th># of Funds Dec 2017</th>
<th>Variations to Dec 2016</th>
<th># of Funds Dec 2017</th>
<th>Variations to Dec 2016</th>
<th>% of UCITS License</th>
<th>% of UCITS in AUM Dec 2017</th>
<th>% of UCITS License</th>
<th>% of UCITS in AUM Dec 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>JPMorgan Asset Management (Europe) S.à r.l.</td>
<td>296,028</td>
<td>9%</td>
<td>7</td>
<td>-164</td>
<td>-8</td>
<td>✓</td>
<td>✓</td>
<td>99%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>Deutsche Asset Management S.A.</td>
<td>189,843</td>
<td>21%</td>
<td>95</td>
<td>-5</td>
<td>416</td>
<td>-21</td>
<td>✓</td>
<td>✓</td>
<td>91%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>BlackRock (Luxembourg) S.A.</td>
<td>156,120</td>
<td>16%</td>
<td>3</td>
<td>-119</td>
<td>10</td>
<td>✓</td>
<td>✓</td>
<td>100%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>Amundi Luxembourg S.A.***</td>
<td>141,023</td>
<td>9%</td>
<td>26</td>
<td>2</td>
<td>399</td>
<td>100</td>
<td>✓</td>
<td>✓</td>
<td>99%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td>UBS Fund Management (Luxembourg) S.A.</td>
<td>125,312</td>
<td>33%</td>
<td>36</td>
<td>7</td>
<td>280</td>
<td>40</td>
<td>✓</td>
<td>✓</td>
<td>95%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td>Schroder Investment Management (Luxembourg) S.A.</td>
<td>119,156</td>
<td>13%</td>
<td>9</td>
<td>-183</td>
<td>3</td>
<td>✓</td>
<td>✓</td>
<td>96%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td>FIL Investment Management (Luxembourg) S.A.</td>
<td>105,570</td>
<td>7%</td>
<td>7</td>
<td>-1</td>
<td>165</td>
<td>2</td>
<td>✓</td>
<td>✓</td>
<td>99%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td></td>
<td>Franklin Templeton International Services S.à r.l.</td>
<td>99,297</td>
<td>0%</td>
<td>8</td>
<td>2</td>
<td>102</td>
<td>-6</td>
<td>✓</td>
<td>✓</td>
<td>93%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td></td>
<td>Pictet Asset Management (Europe) S.A.</td>
<td>94,609</td>
<td>10%</td>
<td>9</td>
<td>-107</td>
<td>-2</td>
<td>✓</td>
<td>✓</td>
<td>85%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td>Eurizon Capital S.A.</td>
<td>86,516</td>
<td>16%</td>
<td>14</td>
<td>-4</td>
<td>203</td>
<td>-31</td>
<td>✓</td>
<td>✓</td>
<td>100%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td></td>
<td>BNP Paribas Asset Management Luxembourg S.A.</td>
<td>84,976</td>
<td>-4%</td>
<td>22</td>
<td>-2</td>
<td>241</td>
<td>-33</td>
<td>✓</td>
<td>✓</td>
<td>97%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td></td>
<td>Nordea Investment Funds S.A.</td>
<td>82,932</td>
<td>5%</td>
<td>8</td>
<td>-2</td>
<td>122</td>
<td>7</td>
<td>✓</td>
<td>✓</td>
<td>90%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td></td>
<td>AllianceBernstein (Luxembourg) S.à r.l.</td>
<td>66,369</td>
<td>16%</td>
<td>20</td>
<td>-3</td>
<td>100</td>
<td>-5</td>
<td>✓</td>
<td>✓</td>
<td>94%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td></td>
<td>Invesco Management S.A.</td>
<td>62,028</td>
<td>28%</td>
<td>3</td>
<td>-</td>
<td>81</td>
<td>6</td>
<td>✓</td>
<td>✓</td>
<td>84%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td></td>
<td>GAM (Luxembourg) S.A.</td>
<td>56,463</td>
<td>45%</td>
<td>17</td>
<td>3</td>
<td>170</td>
<td>12</td>
<td>✓</td>
<td>✓</td>
<td>96%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td></td>
<td>Union Investment Luxembourg S.A.</td>
<td>54,601</td>
<td>6%</td>
<td>178</td>
<td>8</td>
<td>194</td>
<td>8</td>
<td>✓</td>
<td>✓</td>
<td>94%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td></td>
<td>Robeco Luxembourg S.A.</td>
<td>52,788</td>
<td>13%</td>
<td>5</td>
<td>-</td>
<td>81</td>
<td>7</td>
<td>✓</td>
<td>✓</td>
<td>100%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td></td>
<td>Aberdeen Global Services S.A.</td>
<td>52,137</td>
<td>-3%</td>
<td>18</td>
<td>1</td>
<td>102</td>
<td>13</td>
<td>✓</td>
<td>✓</td>
<td>97%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td></td>
<td>NN Investment Partners Luxembourg S.A.</td>
<td>50,514</td>
<td>11%</td>
<td>13</td>
<td>-</td>
<td>133</td>
<td>-20</td>
<td>✓</td>
<td>✓</td>
<td>80%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td></td>
<td>Deka International S.A.</td>
<td>49,445</td>
<td>3%</td>
<td>104</td>
<td>-1</td>
<td>171</td>
<td>-3</td>
<td>✓</td>
<td>✓</td>
<td>64%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Sources: Company information, CSSF Official List (2017), Fundsquare (2016 - 2017), Company Latest Financial Statements, PwC analysis

**Note:** This table presents the Top 20 ManCos domiciled in Luxembourg. ManCos are ranked by Assets under Management.

- AuM managed by Foreign ManCos and Self-Managed SICAVs; and
- Foreign AuM managed by Luxembourg ManCos

are not considered in this ranking.

### Top 5 Foreign ManCos managing Luxembourg Funds - as of 31 December 2017 (in million Euros)

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Evolution</th>
<th>ManCo</th>
<th>Nationality of the Group</th>
<th>Management of the Group</th>
<th>% of UCITS License</th>
<th>% of UCITS in AUM Dec 2017</th>
<th>Variations to Dec 2016</th>
<th># of Funds Dec 2017</th>
<th>Variations to Dec 2016</th>
<th># of Funds Dec 2017</th>
<th>Variations to Dec 2016</th>
<th>% of UCITS License</th>
<th>% of UCITS in AUM Dec 2017</th>
<th>% of UCITS License</th>
<th>% of UCITS in AUM Dec 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>Allianz Global Investors GmbH</td>
<td>116,776</td>
<td>21%</td>
<td>59</td>
<td>-6</td>
<td>203</td>
<td>8</td>
<td>✓</td>
<td>✓</td>
<td>99%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>Morgan Stanley Investment Management (ACD) Limited</td>
<td>87,140</td>
<td>19%</td>
<td>4</td>
<td>-</td>
<td>71</td>
<td>1</td>
<td>✓</td>
<td>✓</td>
<td>99%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>Goldman Sachs Asset Management Global Services Limited</td>
<td>54,954</td>
<td>23%</td>
<td>3</td>
<td>-</td>
<td>78</td>
<td>-5</td>
<td>✓</td>
<td>✓</td>
<td>95%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>Fideuram Asset Management (Ireland) Limited</td>
<td>41,938</td>
<td>0%</td>
<td>4</td>
<td>1</td>
<td>129</td>
<td>6</td>
<td>✓</td>
<td>✓</td>
<td>100%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td>SEB Investment Management AB</td>
<td>34,791</td>
<td>35%</td>
<td>25</td>
<td>-</td>
<td>69</td>
<td>-1</td>
<td>✓</td>
<td>✓</td>
<td>73%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Sources: Company information, CSSF Official List (2017), Fundsquare (2016 - 2017), PwC analysis

**Note:** This table presents the Top 5 Foreign ManCos ranked by Assets under Management. Only Luxembourg funds managed by these ManCos are considered.
### Top 10 licensed AIFMs - as of 31 December 2017 (in million Euros)

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Ranking Evolution</th>
<th>ManCo</th>
<th>Nationality of the Group</th>
<th><em>Sum of AuM</em> Dec 2017</th>
<th>Variation to Dec 2016</th>
<th># of funds Dec 2017</th>
<th>Variation to Dec 2016</th>
<th># of sub-funds Dec 2017</th>
<th>Variation to Dec 2016</th>
<th>UCITS License</th>
<th>AIFM License</th>
<th>AuM UCITS 2017</th>
<th>Use of ManCo Passporting</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>=</td>
<td>Universal-Investment-Luxembourg S.A.</td>
<td>German</td>
<td>29,587</td>
<td>37%</td>
<td>55</td>
<td>12</td>
<td>84</td>
<td>17</td>
<td>✓</td>
<td>✓</td>
<td>4,639</td>
<td>□&lt;/span&gt;Authorisation to perform discretionary portfolio management □* Part I, SIF, SICAR and RAIF Funds □** Authorisation to perform discretionary portfolio management</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>Cadelux S.A.</td>
<td>Belgian</td>
<td>19,649</td>
<td>14%</td>
<td>3</td>
<td>-16</td>
<td>1</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>20,206</td>
<td>□** ManCos being not exclusively Third Party, AuM disclosed represent their Third Party AuM</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>Deka International S.A.</td>
<td>German</td>
<td>17,929</td>
<td>-8%</td>
<td>22</td>
<td>-2</td>
<td>66</td>
<td>-2</td>
<td>✓</td>
<td>✓</td>
<td>31,516</td>
<td>□** ManCos being not exclusively Third Party, AuM disclosed represent their Third Party AuM</td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>Deutsche Asset Management S.A.</td>
<td>German</td>
<td>16,553</td>
<td>57%</td>
<td>20</td>
<td>-22</td>
<td>-</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>173,290</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td>Pictet Asset Management (Europe) S.A.</td>
<td>Swiss</td>
<td>14,109</td>
<td>17%</td>
<td>6</td>
<td>-24</td>
<td>-3</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>80,500</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td>KBC Asset Management S.A.</td>
<td>Belgian</td>
<td>13,204</td>
<td>-1%</td>
<td>10</td>
<td>-1</td>
<td>270</td>
<td>10</td>
<td>✓</td>
<td>✓</td>
<td>10,497</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td>Flossbach von Storch Invest S.A.</td>
<td>German</td>
<td>12,795</td>
<td>13%</td>
<td>6</td>
<td>-1</td>
<td>6</td>
<td>-1</td>
<td>✓</td>
<td>✓</td>
<td>10,657</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td></td>
<td>FundPartner Solutions (Europe) S.A.</td>
<td>Belgian</td>
<td>12,336</td>
<td>7%</td>
<td>27</td>
<td>4</td>
<td>178</td>
<td>25</td>
<td>✓**</td>
<td>✓</td>
<td>12,324</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td></td>
<td>Credit Suisse Fund Management S.A.</td>
<td>Swiss</td>
<td>12,117</td>
<td>21%</td>
<td>7</td>
<td>1</td>
<td>25</td>
<td>1</td>
<td>✓</td>
<td>✓</td>
<td>30,510</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td>Invesco Management S.A.</td>
<td>American</td>
<td>10,090</td>
<td>40%</td>
<td>2</td>
<td>-6</td>
<td>1</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>51,938</td>
<td></td>
</tr>
</tbody>
</table>

Sources: Company information, CSSF Official List (2017), Fundsquare (2016 - 2017), Company Latest Financial Statements, PwC analysis

Note: These tables present the Top 10 licensed AIFMs and the Top 10 Third Party ManCos domiciled in Luxembourg. ManCos are ranked by Assets under Management.

- AuM managed by Foreign ManCos and Self-Managed SICAVs; and
- Foreign AuM managed by Luxembourg ManCos are not considered in these rankings.
Evolution of employment in UCITS ManCos

Sources: CSSF Annual Activity Reports (2010-2016), CSSF (2017-2018), PwC analysis

Evolution of employment

- December 2010: 2,339
- December 2011: 2,516
- December 2012: 2,743
- December 2013: 3,253
- December 2014: 3,398
- December 2015: 3,768
- December 2016: 4,039
- December 2017: 4,344

Evolution of employment (2010-2017):
- +8%
- +9%
- +19%
- +4%
- +11%
- +7%
- +11%
- +8%

Expected evolution of the number of employees for 2018

- +15%
- +10% - 15%
- +5% - 10%
- +0% - 5%
- Stable
- Decrease

- 11% believe that the number of their employees will grow by more than 15% in 2018

Top countries in terms of # of ManCos

- UK: 164 UCITS ManCos, 646 Licensed AIFMs
- IE: 88 UCITS ManCos, 94 Licensed AIFMs
- FR: 285 UCITS ManCos, 404 Licensed AIFMs
- ES: 104 UCITS ManCos, 238 Licensed AIFMs
- LU: 204 UCITS ManCos, 228 Licensed AIFMs
- DE: 41 UCITS ManCos, 126 Licensed AIFMs

Note: Super ManCos are double counted

Sources: ESMA Registers and Data (2017), CSSF Official List (2017)
Evolution of Luxembourg ManCos

Evolution of # of UCITS ManCos and licensed AIFMs

Sources: CSSF Monthly Newsletters (2010 - 2018), ESMA Registers and Data (2017), PwC analysis

Evolution of AuM by type of ManCos (in billion Euros)

Sources: CSSF Official List (2017), Fundsquare (2014 - 2017), PwC analysis

Expected evolution of the AuM for 2018

Source: PwC ManCo survey (2018)
Evolution of Foreign ManCos
(managing Luxembourg UCITS)

**In number**

<table>
<thead>
<tr>
<th>Country</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>France</td>
<td>37</td>
<td>42</td>
<td>48</td>
</tr>
<tr>
<td>Germany</td>
<td>2</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Ireland</td>
<td>2</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>Italy</td>
<td>6</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>8</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>Others</td>
<td>4</td>
<td>11</td>
<td>11</td>
</tr>
</tbody>
</table>

Sources: CSSF Annual Activity Reports (2013 - 2016), CSSF

**In AuM (in billion Euros)**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>United Kingdom</td>
<td>157</td>
<td>165</td>
<td>193</td>
</tr>
<tr>
<td>Germany</td>
<td>87</td>
<td>100</td>
<td>119</td>
</tr>
<tr>
<td>France</td>
<td>38</td>
<td>52</td>
<td>78</td>
</tr>
<tr>
<td>Ireland</td>
<td>41</td>
<td>43</td>
<td>43</td>
</tr>
<tr>
<td>Italy</td>
<td>23</td>
<td>20</td>
<td>32</td>
</tr>
<tr>
<td>Others</td>
<td>7</td>
<td>32</td>
<td>32</td>
</tr>
</tbody>
</table>

Sources: CSSF Annual Activity Reports (2015 - 2016), CSSF
### Key statistics per ManCo

as of 31 December 2017 (TOP 50 ManCos)

<table>
<thead>
<tr>
<th></th>
<th>Average</th>
<th>Min</th>
<th>Median</th>
<th>Max</th>
</tr>
</thead>
<tbody>
<tr>
<td>AuM per ManCo</td>
<td>56,998</td>
<td>15,120</td>
<td>34,619</td>
<td>296,028</td>
</tr>
<tr>
<td># Sub-Funds per Manco</td>
<td>145</td>
<td>20</td>
<td>121</td>
<td>416</td>
</tr>
<tr>
<td># Funds per Manco</td>
<td>26</td>
<td>1</td>
<td>11</td>
<td>178</td>
</tr>
<tr>
<td># Staff per Manco</td>
<td>55</td>
<td>31</td>
<td>331</td>
<td></td>
</tr>
</tbody>
</table>

Sources: PwC analysis, Company Latest Financial Statements, Fundsquare (2017), Company information
Number of service providers per ManCo

- **Third Party ManCos**
  - Average Number of Custodian Banks: 4.12
  - Average Number of Transfer Agents: 4.08
  - Average Number of Administrative Agents: 3.96
  - Max: 18

- **Top 50 ManCos (excluding Third Party ManCos)**
  - Average Number of Custodian Banks: 1.76
  - Average Number of Transfer Agents: 2.04
  - Average Number of Administrative Agents: 1.88
  - Max: 4

Sources: Fundsquare (2017), Company information

Licensed AIFMs: Asset Classes authorised to be managed

- Hedge fund: 56% (Yes), 44% (No)
- Funds of Funds: 82% (Yes), 18% (No)
- Real estate: 50% (Yes), 50% (No)
- Private equity: 38% (Yes), 62% (No)
- Other strategies: 35% (Yes), 65% (No)
- Commodity funds: 26% (Yes), 74% (No)
- Other strategies: 18% (Yes), 82% (No)
- Infrastructure funds: 38% (Yes), 62% (No)
- Other strategies: 12% (Yes), 88% (No)
- Fixed income funds: 12% (Yes), 88% (No)

Source: Information from the Top ranked Management Companies

Corporate Governance

- **Number of Board members**
  - in Average: 5
  - Maximum: 9

- **Number of Conducting Officers being independent**
  - in Average: 1
  - Maximum: 3

Source: Information from the Top ranked Management Companies
Brexit: impact on ManCos business

Does the Brexit have a significant impact on ManCos business?

77% No
23% Yes

Main reasons:
- Need for a licensing extension
- Need to set up a MiFID entity
- Repatriation of Funds from UK to Luxembourg
- The future of the activities currently delegated to the UK

Source: PwC ManCo Survey (2018)

If yes, within which time frame?

33% Within the next 6 months
67% After the next 6 months
Key data on investment funds in Luxembourg

Evolution of AuM by legal status (in billion Euros)

<table>
<thead>
<tr>
<th>Legal status</th>
<th>Dec-17</th>
<th>%</th>
<th>Dec-10</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Part I (law 2010) “UCITS”</td>
<td>3,486,445</td>
<td>85%</td>
<td>1,762,666</td>
<td>80%</td>
</tr>
<tr>
<td>Part II (law 2010)</td>
<td>154,189</td>
<td>4%</td>
<td>222,178</td>
<td>10%</td>
</tr>
<tr>
<td>SIF</td>
<td>472,415</td>
<td>11%</td>
<td>214,150</td>
<td>10%</td>
</tr>
<tr>
<td>Total</td>
<td>4,113,049</td>
<td>100%</td>
<td>2,198,994</td>
<td>100%</td>
</tr>
</tbody>
</table>

Evolution of number of funds by legal status

<table>
<thead>
<tr>
<th>Legal status</th>
<th>Dec-17</th>
<th>%</th>
<th>Dec-10</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Part I (law 2010) “UCITS”</td>
<td>1,859</td>
<td>49%</td>
<td>1,846</td>
<td>50%</td>
</tr>
<tr>
<td>Part II (law 2010)</td>
<td>323</td>
<td>9%</td>
<td>629</td>
<td>17%</td>
</tr>
<tr>
<td>SIF</td>
<td>1,576</td>
<td>42%</td>
<td>1,192</td>
<td>33%</td>
</tr>
<tr>
<td>Total</td>
<td>3,758</td>
<td>100%</td>
<td>3,667</td>
<td>100%</td>
</tr>
</tbody>
</table>

Your current concerns and enthusiasms

What are the main topics of concern which will require specific attention in the coming months?
1. Availability of resources
2. Limitations on delegation model
3. Regulatory intrusion/delay
4. Regulatory focus on increasing substance (and consequences on hiring)
5. Technology developments

What are the most enthusiastic topics for the coming months?
1. Opportunities in Alternative Products and PERE business
2. Luxembourg as a competitive centre for Investment Funds (& opportunity to attract business in the context of the Brexit)
3. Luxembourg Competitive Business Model
4. Technology developments
5. Regulatory framework to attract new business

Source: PwC ManCo Survey (2018)

Assisting Management Companies

Our dedicated Management Company team is experienced in delivering effective solutions on Regulatory, Tax, Operational, People, Risk Management, Reporting and many other topics affecting the business of a Management Company and its investment vehicles. Together with a very strong international network, our people support the growth of a significant proportion of Management Companies.

Our solutions, tailored to Management Companies, include the following services:
- External Audit
- Internal Audit
- Regulatory Compliance
- Fund Distribution
- Information Technology
- People and Organisation
- Risk Management
- Tax Compliance / Asset Management Tax services
- Set up of a Management Company
- Corporate Tax / Personal Tax / VAT / Transfer Pricing / Accounting
- Fund Taxation
- 3W - Watch Services
- Distributor Due Diligence / AML / CTF Compliance
- Third Party Assurance
- Performance Fees
- Company Secretary
- Reporting Services

For more information on how PwC Luxembourg is helping ManCos thrive in the markets of tomorrow, please contact us today or visit: www.pwc.lu/management-companies.
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