### IPE Survey: Managers of Italian Institutional Assets

#### Company Name

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Creation</th>
<th>Type</th>
<th>BNP Paribas</th>
<th>Banca</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banca Carige</td>
<td>2002</td>
<td>Ltd</td>
<td>8,951</td>
<td>5,053</td>
</tr>
<tr>
<td>Crédit Agricole</td>
<td>1997</td>
<td>Ltd</td>
<td>2,307</td>
<td>165.85</td>
</tr>
<tr>
<td>UniCredit Banca</td>
<td>2002</td>
<td>Ltd</td>
<td>3,542</td>
<td>2,221</td>
</tr>
<tr>
<td>Intesa Sanpaolo</td>
<td>2002</td>
<td>Ltd</td>
<td>5,053</td>
<td>3,775</td>
</tr>
<tr>
<td>Monte Carlo Banca</td>
<td>2002</td>
<td>Ltd</td>
<td>3,542</td>
<td>2,221</td>
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<td>Banca IMI</td>
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#### Key Figures

- **Total actively managed (€m)**: 561,710
- **Total managed through segregated accounts (€m)**: 143
- **Total segregated accounts (€m)**: 143
- **Total invested (€m)**: 561,710

**Notes:**
- *55%* includes real estate, global balanced, global absolute return, multi-asset, global equity, global fixed income, global credit, and other categories.
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## IPE Survey: Managers of Italian Institutional Assets

### Table: Managers of Italian Institutional Assets

<table>
<thead>
<tr>
<th>Company name</th>
<th>Sorgenatore Capital Partners</th>
<th>State Street Global Advisors</th>
<th>Spettacolo Asset Management</th>
<th>Sempione SGR</th>
<th>UBS Asset Management</th>
<th>Union Investment</th>
<th>Vanhelga Asset Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets under management (€m)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>An as of</td>
<td>31/12/16</td>
<td>31/12/16</td>
<td>31/12/16</td>
<td>31/12/16</td>
<td>31/12/16</td>
<td>31/12/16</td>
<td>31/12/16</td>
</tr>
<tr>
<td>Institutional clients: Italy</td>
<td>7,086</td>
<td>11,062</td>
<td>6,316</td>
<td>6,316</td>
<td>6,316</td>
<td>6,316</td>
<td>6,316</td>
</tr>
<tr>
<td>Pension fund clients</td>
<td>95</td>
<td>325</td>
<td>141</td>
<td>141</td>
<td>141</td>
<td>141</td>
<td>141</td>
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<tr>
<td>Insurance company clients</td>
<td>118</td>
<td>257</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
<td>171</td>
</tr>
<tr>
<td>All other institutional clients</td>
<td>7,444</td>
<td>325</td>
<td>116</td>
<td>116</td>
<td>116</td>
<td>116</td>
<td>116</td>
</tr>
<tr>
<td>Worldwide</td>
<td>1,928</td>
<td>46,855</td>
<td>110,346</td>
<td>289,563</td>
<td>289,563</td>
<td>110,346</td>
<td>309,213</td>
</tr>
<tr>
<td>For clients in Europe</td>
<td>7,200</td>
<td>46,590</td>
<td>82,688</td>
<td>314,619</td>
<td>314,619</td>
<td>112,263</td>
<td>274,494</td>
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<tr>
<td>Institutional clients: Europe</td>
<td>682</td>
<td>31,606</td>
<td>22,137</td>
<td>82,208</td>
<td>82,208</td>
<td>2,707</td>
<td>96,119</td>
</tr>
<tr>
<td>Institutional clients: non-Europe</td>
<td>0</td>
<td>309</td>
<td>94,076</td>
<td>13,700</td>
<td>13,700</td>
<td>99,356</td>
<td>105,116</td>
</tr>
<tr>
<td>For third party mandated assets</td>
<td>1,270</td>
<td>37,148</td>
<td>1,477</td>
<td>54,836</td>
<td>54,836</td>
<td>0</td>
<td>54,836</td>
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<tr>
<td>Amount managed through segregated accounts (€m):</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Actively managed</td>
<td>1,270</td>
<td>37,148</td>
<td>1,477</td>
<td>54,836</td>
<td>54,836</td>
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<td>54,836</td>
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<tr>
<td>Balanced mandates</td>
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<td>0</td>
<td>0</td>
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<tr>
<td>Specialized mandates</td>
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<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

### Additional Information

#### Institutional assets for clients based in Italy invested in (€m)

- **Cash:**
  - Rest of World
  - Italy

- **Real estate:**
  - Rest of World
  - US
  - Pan-Europe

- **Corporate debt:**
  - Rest of World
  - US

- **Public debt:**
  - Rest of World

- **Equities:**
  - Institutional assets for clients based in Italy invested in (€m)
    - Specialist mandates
    - Balanced mandates
    - Specialized mandates

- **Assets under management (€m):**
  - An as of
  - Institutional clients: Italy
  - Pension fund clients
  - Insurance company clients
  - All other institutional clients
  - Worldwide
  - For clients in Europe
  - Institutional clients: Europe
  - Institutional clients: non-Europe
  - For third party mandated assets

- **Amount managed through pooled funds:**
  - Rest of World
  - Italy

- **Other asset classes:**
  - Fixed income - Public debt:
    - Rest of World
  - US

- **Emerging markets:**
  - Rest of World

- **Real estate:**
  - Rest of World

- **Balance:**
  - Rest of World

- **Other asset classes:**
  - Fixed income - Public debt:
    - Rest of World
  - US

- **Emerging markets:**
  - Rest of World

- **Real estate:**
  - Rest of World

- **Specialized mandates:**
  - Institutional assets for clients based in Italy invested in (€m)

#### Value of new mandates won from institutional clients in Italy:

- **Other asset classes:**
  - Rest of World
  - Italy

- **Real estate:**
  - Rest of World
  - US
  - Pan-Europe

- **Corporate debt:**
  - Rest of World
  - US

- **Public debt:**
  - Rest of World

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  - Rest of World

- **Balance:**
  - Rest of World

- **Other asset classes:**
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  - Rest of World

- **Real estate:**
  - Rest of World

- **Specialized mandates:**
  - Institutional assets for clients based in Italy invested in (€m)

#### Additional Information

- **Fixed income - Public debt:**
  - Rest of World
  - US

- **Emerging markets:**
  - Rest of World

- **Real estate:**
  - Rest of World

- **Balance:**
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- **Other asset classes:**
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