IPE Survey Managers of Irish Institutional Assets

In summary

Survey overview

Total number of managers in survey
Total assets managed for Irish institutional cli
Total managed for Irish pension fund clients (
Total managed for Irish insurance company cl
Total managed for all other Irish institutional
Total managed through segregated accounts (
Total managed through pooled funds (€m)*
Total actively managed (€m)*
Total passively managed (€m)*
Total in balanced mandates (€m)*
Total in specialist mandates (€m)*
*Where disclosed

Top 10 – Irish institutional assets

	Company
1	Irish Life Investment Managers
2	BlackRock
3	State Street Global Advisors
4	Goldman Sachs Asset Management Int.
5	Aberdeen Asset Management
6	Insight Investment Management (Global)

- 7 Legal & General Investment Management8 AXA Investment Managers

- 9 Setanta Asset Management 10 Deutsche Asset & Wealth Management

	30
ents (€m)	185,697
£m)*	89,139
ents (€m)*	42,800
clients (€m)*	53,078
m)*	95,182
	83,868
	65,207
	33,342
	12,822
	51,208

ts	
€m	As at
47,068	30/09/15
26,390	30/09/15
23,443	30/09/15
22,691	02/12/15
10,733	30/09/15
8,157	30/09/15
7,726	30/09/15
7,414	30/09/15
6,286	30/09/15
5.623	30/09/15

Top 10 – Irish pension assets

	Company	€m	As at
1	Irish Life Investment Managers	35,434	30/09/15
2	Goldman Sachs Asset Management Int.	16,180	02/12/15
3	State Street Global Advisors	10,287	30/09/15
4	Legal & General Investment Management	7,715	30/09/15
5	BlackRock	7,133	30/09/15
6	Insight Investment Management (Global)	3,398	30/09/15
7	Standard Life Investments	2,286	30/09/15
8	Morgan Stanley Investment Management	1,233	30/09/15
9	Northern Trust Asset Management	973	30/09/15
10	Wellington Management International	970	30/09/15

Top 10 – Irish inst. assets in segregated accounts

	Company	€m	As at
1	BlackRock	19,330	30/09/15
2	Goldman Sachs Asset Management Int.	19,156	02/12/15
3	Irish Life Investment Managers	13,870	30/09/15
4	State Street Global Advisors	13,435	30/09/15
5	AXA Investment Managers	5,885	30/09/15
6	Insight Investment Management (Global)	4,790	30/09/15
7	Deutsche Asset & Wealth Management	4,531	30/09/15
8	Legal & General Investment Management	3,741	30/09/15
9	Standard Life Investments	1,836	30/09/15
10	Morgan Stanley Investment Management	1,490	30/09/15

| Pensions In Ireland

IPE Survey Managers of Irish Institutional Assets

Company	Aberdeen AM	AXA Investment Managers	Baillie Gifford & Co.	Barrow, Hanley, Mewhinney & Strauss	BlackRock	BlueBay AM	Conning	Davy AM	Deutsche Asset & Wealth Mngt.	Fisher Investments	Gold AM Ir
Assets under management (€m)									0		
As at	30/09/15	30/09/15	30/09/15	30/09/15	30/09/15	30/09/15	30/09/15	30/11/15	30/09/15	30/09/15	02
Institutional clients: Ireland	10,733	7,414	1,584 (5)	2,202.8	26,390 (7)	1,144	892.9	1,573	5,623 (13)	181.51	
Pension fund clients	182	808	108	0	7,133	207	0		0	1.94	
Insurance company clients	77	2,962	0	0	4,143	167	892.9		1,724	0	
All other institutional clients	10,474	3,644	1,476	2,202.8	15,114	770	892.9		3,899	179.57	
Worldwide	384,935	668,908	150,110	83,356.9	4,036,481	51,991	82,800.02	3,878	756,810	25,774.32	9
For clients in Europe	297,608	583,432	61,808	4,254.9	1,110,393	34,378	8,475.14	3,878	502,744	6,128.69	1
Institutional clients: Europe	297,608	494,368	49,316	4,254.9	795,598	21,316	8,475.14	1,079	268,922	5,637.15	1
Institutional clients: non-Europe	87,326	84,481	88,302	79,102	1,816,311	9,679	74,324.88	0	165,277	20,137.17	3
For third party mandated assets	10,733	4,452	0	2,202.8	26,390	0	892.9		5,623	0	
Amount managed through segregated accounts	1,242	5,885	534	454.1	19,330	760	892.9	1,079	4,531	179.57	
Amount managed through pooled funds	9,491	1,529	1,050	1,748.7	7,060	384	0	494	1,092	1.94	
Of total in segregated accounts (€m)											
Actively managed	1,242	5,885	534	454.1	8,407	760	892.9	1,079	4,531	179.57	
Passively managed	0	0	0	0	10,923	0	0	0	0	0	
Balanced mandates	77	1,425	0	0		0	0	0	0	0	
Specialist mandates	1,165	4,460	534	454.1		760	0	1,079	4,531	179.57	
Institutional assets for clients based in Ireland invested in (€m)											
Equities											
Pan-Europe	0	97	144	0	1,502	0	0		0	0	
US	0		0	824.9	166	0	0		0	0	
Japan	0		105	0	2	0	0		0	0	
Emerging markets	184		202	23.6	340	0	0		0	181.51	
Other			911 ⁽³⁾	1,354.3 (6)	5,324 (8)						
Fixed Income -											
Public debt											
Pan-Europe	432	920	0	0	0	0	282.06		428	0	
US	0	1	0	0	0	0	93.91		0	0	
Rest of World	768	71	0	0	0	27	37.59		58	0	
Corporate debt											
Pan-Europe	0	1,172	0	0	8,691	186	28.11		2,089	0	
US	0	35	0	0	3,775	0	429.34		2,648	0	
Rest of World	0	117	222	0	4,766	927	14.42		0	0	
Real estate											
Ireland	0	0	0	0	0	0	0		0	0	
Rest of World	0	47	0	0	0	0	0		0	0	
Cash											
Ireland	0	0	0	0	0	0	0		0	0	
Rest of World	7,812	0	0.2 (4)	0	881	0	7.47		0	0	
Other asset classes	1,537 (1)	4,954 (2)		-	943 (9)	4 (11)			400 (12)	-	
Value of new mandates won from institutional clients in Ireland		· · ·									
12 month period to 30th September 2015 (€m)											
New clients	204	487	246	0	2,896 (10)	384	0		0	0	
Existing clients	3,344		0	23.6	-7.298 (10)	136	0		874	0	

Company	Legal & General IM	MFS IM	Morgan Stanley IM	Northern Trust AM	Principal GI	Schroders	Setanta AM	Skagen	Standard Life Investments	State Street GA	St Har
Assets under management (€m)											
As at	30/09/15	30/09/15	30/09/15	30/09/15	30/09/15	30/09/15	30/09/15	31/10/15	30/09/15	30/09/15	31/
Institutional clients: Ireland	7,726	259	1,716	973	280.8	776	6,286	17.5	4,818	23,443	
Pension fund clients	7,715	259	1,233	973	123.22	667	0	17.5	2,286	10,287	
Insurance company clients	11		39	0	34.96	0	6,059	0	1,710	10,796	:
All other institutional clients	0		444	0	122.62	109	227	0	822	2,360	
Worldwide	972,924 (16)	360,981	361,550	794,446	305,511.3	400,000	7,347	11,100	340,029	1,973,186	38
For clients in Europe	907,301 (16)	24,789	70,259	48,836	11,752.19	248,112	6,316	10,700	295,796	418,110	15
Institutional clients: Europe	880,275 (16)	24,789	64,803	48,836	11,505.35	128,283	6,316	4,750	204,478	187,371	15
Institutional clients: non-Europe	65,622 (16)	143,535	229,969	569,999	244,920.4	98,768	1,031	400	13,943	155,076	23
For third party mandated assets	7,716	259	1,716	0	280.8	776	227	0	2,243	23,310	
Amount managed through segregated accounts	3,741	61	1,490	0	124.49	166	29	0	1,836	13,435	
Amount managed through pooled funds	3,985	198	226	973	156.31	610	6,257	17.5	2,982	10,008	(
Of total in segregated accounts (€m)											
Actively managed	1,429	61	1,490	0	124.49	166	29	0	1,836	6,221	
Passively managed	2,312	0	0	0	0	0	0	0	0	7,214	
Balanced mandates	0	0	0	0	0	57	0	0	0	NA	
Specialist mandates	3,741	61	1,490	0	124.49	109	29	0	1,836	NA	
Institutional assets for clients based in Ireland invested in (€m)											
Equities											
Pan-Europe	482		0	200	25.5		1,307	0	398		
US	377		0	159	65.72		1,867	0	51		
Japan	59		0	3	7.32		60	0	7		
Emerging markets	58		2	114	1.45		135	6.1	4		
Other	2,552	259 (17)	323 (17)	66 ⁽¹⁹⁾	18	402	249	11.4 (23)	75		
Fixed Income -											
Public debt											
Pan-Europe	2,521	0	215	107	0		0	0	18		1
US	0	0	0	0	0		0	0	0		
Rest of World	150	0	49	0	0	52	0	0	16		
Corporate debt											
Pan-Europe	491	0	992	0	0		2,075	0	1,312		
US	490	0	0	0	128.34		0	0	0		1
Rest of World	172	0	0	0	23.17		0	0	0		
Real estate											
Ireland	0	0	0	0	0		136	0	0		
Rest of World	27	0	23	0	0		0	0	56		
Cash											
Ireland	0	0	0	0	0		434	0	4		
Rest of World	280	0	75	324	0		0	0	178		
Other asset classes	67		37 (18)		11.3 (20)	322 (21)	23 (22)		2,699 (24)		
Value of new mandates won from institutional clients in Ireland											
12 month period to 30 September 2015 (€m)											
New clients			140 (10)	57	27.06	0	20	0	116		
Existing clients		10		6	0	57	170	17.5	177		8

Pensions In Ireland

Goldman Sachs AM International	Heitman	Insight IM (Global)	Irish Life IM	Kleinwort Benson Inv.	
02/12/15	30/09/15	30/09/15	30/09/15	31/10/15	
22,691	170	8,157	47,068	1,277	
16,180	0	3,398	35,434	751	
2,931	0	322	10,535	286	
3,580	170	4,437	1,099	240	
921,436	31,173	542,408	49,946	7,653	
174,506	2,689	478,099	49,846	3,350	
160,532	2,640	472,877	49,846	3,350	
393,839	28,424	64,309	100	4,303	
0	170	0	40,673	1,277	
19,156	170	4,790	13,870 (15)	418	
3,535	0	3,367	26,803 (15)	859	
19,156	170	8,157	1,216	179	
0	0	0	12,654	239	
0	170	0	11,066	27	
19,156	0	8,157	2,804	391	
0			5,988		
0			14,181		
0			2,189		
0			1,720		
2	170		553		
2	170		000		
1,947	0		17,375		
0	0		40		
0	0		154		
768	0		1,347		
7,560	0		0		
3,064	0		0		
0,001	0		Ū		
0			1,271		
0			70		
	2		100		
0	0		100		
3,148	0		1,800		
6,202			280 (14)		
1,964	0		5,000		
1,964	0		2,500		

A	Stone Harbor IP	Unigestion	Vanguard AM	Vontobel AM	Wellington Management Int
15	01 /10 /15	01/10/15	00 /00 /15	00/06/15	80/00/15
15	31/10/15	31/10/15	30/09/15	30/06/15	30/09/15
5	94	560	251.1	205	1,190
7	69	296	4	36	970
5	25	0	23.3	0	62
	0	264	223.8	169	158
36	38,644	16,001	2,851,774.8	87,701	804,826
0	15,551	15,107	80,197.1	55,558	66,138
1	15,551	14,243	47,737.4	55,040	65,346
6	23,094	891	1,242,182.8	32,128	739,054
)	0	560	0	205	158
5	0	0	0	147	861
3	94	560	0	58	329
	0	0	0	147	861
	0	0	0	0	0
	0	0	0	0	NA
	0	0	0	147	NA
	0	0	0	11/	11/1
	0	35	60.3	0	
	0	0	57.9	0	
	0	0	5.1	0	
	0	0	0.7	205	
	0	457 (17)	5.2	100	
	22	0	49.8	0	
	0	0	45.1	0	
	55	0	0.8	0	430
	2	0	15.6	0	
	10	0	3.4	0	
	4	0	6.2	0	180
	0	0	0	0	
	0	0	0	0	
	0	0	0	0	
	1	0	0	0	
		68 ⁽²⁵⁾	1 (26)		580 (27)
	0	130	0	NA	
	83	19	0	NA	185

Key: NA= Not available
INA- Not available
Footnotes: (1) Alternatives/solutions (2) Multi-asset client solutions, €1,886m; structured finance, €3,068m
(3) UK, €22m; global, €889m (4) Baillie Gifford Worldwide Cash Plus fund (5) Includes assets invested in Dublin based OEICs (6) Global Value Equity
(7) Data relates to all Irish domiciled clients and funds, which will therefore include non- Irish domiciled client money
 (8) Global, €4,785m; Asia Pacific, €539m (9) Alternative, €659m; multi-assets, €284m (10) Relates to 30/09/15
 (11) Includes Direct Lending Fund, I, LP (12) Fund investments through Irish plat- forms on behalf of Irish investors (13) Only includes the assets of the asset man- agement division of Deutsche AWM globally (14) Infrastructure
(15) Relates to third party mandated assets(16) Includes derivative positions(17) Global
(18) Private equity (19) Other is represented by the NT Pacific ex Japan Equity Index Fund and country alloca- tion (Australia, Canada and Hong Kong) of the CCF World Equity Index Fund (20) Real estate debt and hedge funds (21) Commodities and multi-asset
 (22) Commodities (23) Equities - global, €10.1m; 50/50 global/ Nordic, €1m; global real estate, €0.3m (24) Multi-asset, €2,620m; multi-asset fixed income, €79m
 (25) Hedge funds and private equity (26) Balance/diversified (27) Fixed income - aggregate, €314m; fixed
income - absolute return, €104m; multi-asset - rest of world, €162m