

IPE SURVEY MANAGERS OF AUSTRIAN ASSETS

| Company name | Aberdeen Standard Inv. | AllianceBerstein | Allianz Global Investors | Ashmore Group | BlackRock | BlueBay Asset Management | Candriam | CBRE Global Investors | Comgest | Degroof Petercam Asset Mngt. | Deutsche Asset Management | Dimensional Fund Advisors | Erste Asset Management | Fidelity International | Fisch Asset Management | Fisher Inv. Europe | Goldman Sachs Asset Mngt. Int. | Heitman | Invesco |
|--|------------------------|------------------|--------------------------|---------------|-----------|--------------------------|----------|-----------------------|----------|------------------------------|---------------------------|---------------------------|------------------------|------------------------|------------------------|--------------------|--------------------------------|----------|----------|
| Assets under management (€m) | | | | | | | | | | | | | | | | | | | |
| As at | 30/09/17 | 31/12/17 | 30/09/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 30/09/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 |
| Institutional clients: Austria | 101 | 171 | 1,762 | 400 | 647 | 528 | 300 | 60 | 170 | 50 | 2,092 | 93.88 | 30,953 | 519 | 222 | 139.31 | 821 | 6 | 2,123 |
| Pension fund clients | | 153 | 41 | | 408 | 528 | 86 | 55 | | 68 | 452 | 93.88 | 10,254 | 3 | 103 | 6.69 | 0 | | 1,322 |
| Insurance company clients | | 0 | 1,555 | | 0 | 0 | 0 | 5 | | | 294 | 0 | 8,676 | 0 | 14 | 0 | 237 | | 218 |
| All other institutional clients | 101 | 18 | 166 | 400 | 239 | 0 | 214 | 0 | 102 | 50 | 1,346 | 0 | 12,023 | 516 | 105 | 132.62 | 584 | 6 | 583 |
| Worldwide | 646,555 | 461,768 | 493,565 | 57,900 | 5,315,409 | 49,742 | 112,555 | 83,200 | 28,276 | 26,388 | 701,736 | 480,592.91 | 63,338 | 269,260 | 9,101 | 79,707.89 | 1,073,817 | 32,512 | 780,714 |
| For clients in Europe | 532,292 | 54,195 | 386,402 | 19,600 | 1,401,792 | 29,678 | 106,069 | 44,000 | 20,924 | 26,388 | 487,782 | 33,685.18 | 63,338 | 149,577 | 9,100 | 11,356.17 | 205,601 | 3,469 | 179,572 |
| Institutional clients: Europe | 407,077 | 32,910 | 263,805 | 16,400 | 946,393 | 19,161 | 72,527 | 43,700 | 18,832 | 26,388 | 244,863 | 33,685.18 | 40,403 | 28,700 | 7,351 | 10,047.9 | 189,434 | 3,428 | 31,280 |
| Institutional clients: non-Europe | 73,739 | 191,338 | 68,896 | 34,800 | 2,336,094 | 18,799 | 6,484 | 39,100 | 7,352 | 0 | 148,572 | 446,907.73 | 0 | 52,617 | 1 | 26,524.46 | 464,393 | 28,998 | 260,921 |
| For third party mandated assets | 101 | 171 | 208 | 400 | 647 | 0 | 86 | 0 | 170 | 50 | 2,092 | 0 | 1,891 | 0 | 222 | 0 | 0 | 6 | 2,123 |
| Amount managed through segregated accounts | 0 | 153 | 41 | | 452 | 0 | 86 | 0 | 65 | 0 | 2,092 | 0 | 23,333 | 262 | 156 | 0 | 0 | 0 | 1,600 |
| Amount managed through pooled funds | 101 | 18 | 1,721 | | 195 | 528 | 214 | 60 | 105 | 50 | 0 | 93.88 | 7,620 | 257 | 66 | 139.31 | 821 | 6 | 523 |
| Of total in segregated accounts (€m) | | | | | | | | | | | | | | | | | | | |
| Actively managed | 0 | 153 | 41 | | 452 | 0 | 86 | 0 | 65 | 0 | 1,856 | 0 | 23,333 | 262 | 156 | 0 | 0 | 0 | 1,192 |
| Passively managed | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | 0 | 0 | 236 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 408 |
| Balanced mandates | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | 0 | 0 | 599 | 0 | 9,288 | 0 | 0 | 0 | 0 | 0 | 362 |
| Specialist mandates | 0 | 153 | 41 | | 0 | 0 | 86 | 0 | 65 | 0 | 1,493 | 0 | 14,045 | 0 | 156 | 0 | 0 | 0 | 1,238 |
| Institutional assets for clients based in Austria invested in (€m) | | | | | | | | | | | | | | | | | | | |
| Equities | | | | | | | | | | | | | | | | | | | |
| Pan-Europe | | 0 | | | 221.92 | 0 | 4 | 0 | 100 | 0 | 75 | | | | 0 | 0 | 3 | | 189 |
| US | | 0 | | | 0 | 0 | 7 | 0 | | 0 | 0 | | | | 0 | 0 | 17 | | 105 |
| Japan | | 0 | | | 0 | 0 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 7 | | 65 |
| Emerging markets | | 0 | | | 17.86 | 0 | 0 | 0 | 70 | 0 | 0 | | | | 0 | 138.72 | 315 | | 41 |
| Other | | 153 | | | 133.57 | | 47 | | | | 353 (4) | | | | | | 30 | | 617 (4) |
| Fixed Income - Public debt | | | | | | | | | | | | | | | | | | | |
| Pan-Europe | | 0 | | | 20.3 | 0 | 0 | 0 | | 0 | 137 | | | | 0 | 0 | 0 | | 96 |
| US | | 0 | | | 0 | 0 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 0 | | 0 |
| Rest of World | | 0 | | 390 | 243.19 | 64 | 5 | 0 | | 10 | 0 | | | | 0 | 0 | 0 | | 139 |
| Corporate debt | | | | | | | | | | | | | | | | | | | |
| Pan-Europe | | 0 | | | | 14 | 9 | 0 | | 40 | 608 | | | | 54 | 0 | 0 | | 8 |
| US | | 0 | | | 0 | 0 | 1 | 0 | | 0 | 0 | | | | 37 | 0 | 26 | | 25 |
| Rest of World | | 0 | | 10 | | 426 | 122 | 0 | | 0 | 320 (4) | | | | 28 | 0 | 403 | | 202 |
| Real estate | | | | | | | | | | | | | | | | | | | |
| Austria | | 0 | | | | 0 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 0 | | 0 |
| Rest of World | | 18 | | | | 0 | 0 | 60 | | 0 | 0 | | | | 0 | 0 | 0 | 6 | 0 |
| Cash | | | | | | | | | | | | | | | | | | | |
| Austria | | 0 | | | 1.45 | 0 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 0 | | 0 |
| Rest of World | | 0 | | | | 0 | 44 | 0 | | 0 | 0 | | | | 0 | 0.59 | 16 | | 28 |
| Other asset classes | | | | | | | | | | | | | | | | | | | |
| | | | | | 9.01 (1) | 24 | 59 (2) | | | | 599 (3) | | | | 103 | | 4 | | 608 (5) |
| Value of new mandates won from institutional clients in Austria - 12 month period to 30th September 2017 (€m) | | | | | | | | | | | | | | | | | | | |
| New clients | 0 | 0 | | | 9 | 0 | | | ND | 50 | 81 | | | | 57 | 0 | 205 | 0 | 0 |
| Existing clients | 80 | 5 | | | 72 | 0 | | | ND | 0 | 0 | | | | 6 | 0 | 0 | 0 | 32 |

| Company name | Kepler-Fonds | Lazard Asset Management | LGT Capital Partners | Lupus alpha Asset Mngt. | M&G Investments | Macquarie Asset Management | Mandarine Gestion | MEAG | Metzler Asset Management | Nuveen/TH Real Estate | Pathway Capital Management | Raiffeisen Capital Management | State Street Global Advisors | Stone Harbor Inv. Partners | Sycamore Asset Management | Unigestion | Union Bancaire Privée | Union Investment |
|--|--------------|-------------------------|----------------------|-------------------------|-----------------|----------------------------|-------------------|-----------|--------------------------|-----------------------|----------------------------|-------------------------------|------------------------------|----------------------------|---------------------------|------------|-----------------------|------------------|
| Assets under management (€m) | | | | | | | | | | | | | | | | | | |
| As at | 31/01/17 | 30/09/17 | 31/12/17 | 29/12/17 | 30/06/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/01/18 | 31/12/17 | 31/12/17 | 31/12/17 | 31/12/17 | 31/01/18 | 31/12/18 | 31/12/17 | 31/12/17 | 30/11/17 |
| Institutional clients: Austria | 10,249 | 50.73 | 774 | 100 | 79 | 3,381 | 124 | 4,293 | 136 | 99 | 11 | 19,287 | 1,636 | 41 | 96 | 65 | 809 | 3,900 |
| Pension fund clients | | 50.73 | 144 | | 79 | 1,348 | 118 | NA | | 86 | | | 75 | 41 | | 9 | 129 | 1,000 |
| Insurance company clients | | 0 | 36 | | | 291 | 6 | NA | | 11 | | | 0 | | | 12 | 117 | 1,200 |
| All other institutional clients | | 0 | 593 | 100 | | 1,742 | 0 | NA | 136 | 2 | 11 | | 1,561 | | 96 | 44 | 563 | 1,700 |
| Worldwide | 14,859 | 179,240 | 51,725 | 10,800 | 320,574 | 306,831 | 3,249 | 252,480 | 48,412 | 803,351 | 40,202 | 32,974 | 2,316,533 | 28,091 | 7,743 | 22,034 | 107,075 | 323,454 |
| For clients in Europe | 29,555 | 45,257 | 10,800 | | NA | 44,551 | 3,248 | 220,613 | 41,965 | 23,321 | 1,921.2 | 32,534 | 297,860 | 12,258 | 7,743 | 16,569 | 55,801 | 315,071 |
| Institutional clients: Europe | 29,411 | 32,969 | 9,400 | 10,291 | | 43,544 | 1,070 | 215,845 | 36,956 | 23,320 | 1,921.2 | 18,834 | 297,860 | 12,258 | 5,807 | 15,226 | 17,375 | 178,656 |
| Institutional clients: non-Europe | 98,022 | 4,202 | 0 | NA | | 179,441 | 0 | 31,867 | 6,155 | 735,211 | 38,280.8 | | 1,281,819 | 15,832 | 5,076 | 9,118 | 8,383 | |
| For third party mandated assets | | 689 | 100 | | 79 | 3,199 | 124 | 0 | 136 | 99 | 0 | | 0 | 0 | 65 | 809 | | |
| Amount managed through segregated accounts | 37.08 | 689 | 0 | | 0 | 2,532 | 0 | 3,951 | 136 | 0 | 0 | | 1,285 | 0 | 0 | 0 | 0 | 2,600 |
| Amount managed through pooled funds | 13.65 | 84 | 100 | | 79 | 849 | 124 | 342 | 0 | 99 | 11 | | 351 | 41 | 96 | 65 | 809 | 1,300 |
| Of total in segregated accounts (€m) | | | | | | | | | | | | | | | | | | |
| Actively managed | | 37.08 | 689 | 0 | 0 | 2,532 | 0 | 3,951 | 136 | 0 | 0 | | 334 | 0 | 0 | 0 | 0 | 2,600 |
| Passively managed | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | 951 | 0 | 0 | 0 | 0 | 0 |
| Balanced mandates | | 35.78 | 451 | 0 | 0 | 2,092 | 0 | NA | 111 | 0 | 0 | | 1,285 | 0 | 0 | 0 | 0 | 200 |
| Specialist mandates | | 1.3 | 238 | 0 | 0 | 440 | 0 | NA | 25 | 0 | 0 | | 0 | 0 | 0 | 0 | 0 | 2,400 |
| Institutional assets for clients based in Austria invested in (€m) | | | | | | | | | | | | | | | | | | |
| Equities | | | | | | | | | | | | | | | | | | |
| Pan-Europe | | 0 | 116 (4) | 100 | | | 124 | 91 (5) | 70 | | | | | | 96 | | | 72 |
| US | | 1.83 | 0 | | | 210 | 0 | | 5 | | | | | | | 10 | | 3 |
| Japan | | 0 | 0 | | | 0 | 0 | | 0 | | | | | | | 1 | | 0 |
| Emerging markets | | 0 | 0 | | | 0 | 0 | | 0 | | | | | | | | | 0 |
| Fixed Income - Public debt | | | | | | | | | | | | | | | | | | |
| Pan-Europe | | 0 | 87 (7) | 0 | | 0 | 0 | 4,201 (8) | 51 | | | | | | 3 | | | 0 |
| US | | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | | | | | | | | | 0 |
| Rest of World | | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | | | | | | 1 | | | 3 |
| Corporate debt | | | | | | | | | | | | | | | | | | |
| Pan-Europe | | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | | | | | | 7 | | | 269 |
| US | | 0 | 0 | 0 | | 85 | 0 | 0 | 0 | | | | | | | | | 15 |
| Rest of World | | 12.43 | 0 | 0 | | 0 | 0 | 0 | 0 | | | | | | | | | 382 |
| Real estate | | | | | | | | | | | | | | | | | | |
| Austria | | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | 79 | | | | | | | | 0 |
| Rest of World | | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | 20 | | | | | | | | 0 |
| Cash | | | | | | | | | | | | | | | | | | |
| Austria | | 0 | 0 | 0 | | 0 | 0 | 1 (9) | 0 | | | | | | | | | 0 |
| Rest of World | | 0 | 0 | 0 | | 0 | 0 | 0 | 10 | | | | | | 1 | | | 1 |
| Other asset classes | | | | | | | | | | | | | | | | | | |
| | | 36.47 (10) | 571 (11) | | | 3,086 | | | | | 11 (10) | | | | | 11 (11) | 64 (12) | |
| Value of new mandates won from institutional clients in Austria - 12 month period to 30th September 2017 (€m) | | | | | | | | | | | | | | | | | | |
| New clients | 0 | 0 | 0 | 1 | 40 | 295 | | NA | 0 | | 0 | | | | | 0 | 0 | 200 |
| Existing clients | 14.19 | 0 | 5 | 0 | 0 | | | NA | 0 | | 0 | | | | | 0 | 0 | 250 |

Key:
NA= Not available; ND= Not disclosed

Footnotes:
(1) Alternative
(2) Alternative and asset allocation
(3) Balanced
(4) Global

(5) Bank loans, €189m; balanced, €392m; alternatives, €27m
(6) Total equity
(7) Total fixed income
(8) Private equity, €105m; hedge funds, €12m;

insurance-linked strategies, €2m; multi-asset class, €452m
(9) Total for asset class
(10) Private equity
(11) Alternatives, €9m; private equity, €2m