

# IPE SURVEY SMALL & MID-CAP EQUITIES

Company	Aberdeen Standard Inv.	Acadian Asset Management	Allianz Global Investors	Anima	Aristotle Capital Boston	Arrowstreet Capital	Ashmore Group	AXA Investment Managers	Baillie Gifford	Baring's	BlackRock	BMO Global Asset Mngt.	BNP Paribas Asset Mngt.
<b>Amount invested in small &amp; mid cap equity (€m)</b>	12,373	11,149 <sup>(1)</sup>	12,200	750	2,959.2	2,557 <sup>(2)</sup>	1,796	7,874	4,900 <sup>(3)</sup>	2,761.9 <sup>(4)</sup>	634,969	5,320	9,866
As at	31/12/17	30/06/18	30/06/18	29/06/18	30/06/18	30/06/18	31/07/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	31/03/18
Total AUM worldwide [€m]	648,518	82,979	524,000	92,553	2,959.2	82,284	63,236	758,595	218,123	262,251 <sup>(5)</sup>	5,445,907	211,501 <sup>(11)</sup>	567,920
Market value up to which a stock is regarded as small cap [€bn]	5	8	2	≤2	3.4	2.39	6.56	—	—	—	—	—	3
Market value up to which a stock is regarded as mid cap [€bn]	10	22	—	2-10	8.5	—	—	—	—	—	—	—	10
<b>Amount (€m) of small/mid cap equities invested:</b>													
For Europe-based institutional clients	2,408	145	—	200	417.1	745	—	2,499	726	24.2	—	—	2,795
Pension fund clients	344	145	—	0	193.7	392	—	2,499	576	24.1	—	—	520
Insurance company clients	257	—	—	25	—	—	—	—	—	—	—	—	1,190
All other institutional clients	—	—	—	175	223.4	—	—	—	150	0.1	—	—	1,085
Through segregated account mandates	1,392	—	—	0	2,925	—	—	4,127	3,412	236.8	—	—	1,490
Through investment/mutual fund vehicles	10,981	—	—	750	34.2	—	—	3,747	1,488	2,525.1	—	—	8,376
<b>Amount (€m) of small/mid cap equities managed:</b>													
Passively or on an indexed basis	—	—	—	—	—	—	—	—	—	—	—	—	—
On an enhanced indexed basis	—	—	—	—	—	—	—	—	—	—	—	—	—
Quant-type strategies	—	—	—	—	—	—	—	—	—	—	—	—	—
Actively with 2-5% outperformance	4,656	—	—	—	2,959.2	—	—	—	4,900	2,761.9	—	—	9,866
Actively with 5% plus outperformance	—	—	—	—	—	—	—	—	—	—	—	—	—
Other	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Description of approach to managing small/mid cap equities:</b>													
Core	X	—	—	—	X	—	—	X	—	—	—	—	X
Value	—	—	—	X	—	—	—	X	—	—	—	—	—
Growth	—	—	—	X	—	—	—	—	X	—	—	—	X
Enhanced indexing	—	—	—	—	—	—	—	—	—	—	—	—	—
Quant	—	—	—	—	—	—	—	—	—	—	—	—	—
Top down	X	—	—	X	—	—	—	X	—	—	—	—	—
Bottom up	X	—	—	—	X	—	—	—	X	X	—	—	X
Thematic	—	—	—	—	—	—	—	—	—	—	—	—	—
Concentrated/focused	—	—	—	X	—	—	—	—	—	X	—	—	—
Sector	—	—	—	—	—	—	—	—	—	—	—	—	—
Absolute return	—	—	—	—	—	—	—	—	—	—	—	—	—
Other	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Definition your flagship small/mid cap product</b>	SC	—	—	SMID	—	—	—	—	—	—	—	—	—
<b>Amount (€m) of flagship small/mid cap portfolio invested in:</b>													
US	—	—	—	0	2,959.2	—	—	—	—	—	—	—	—
Europe	671.99	—	—	750	—	—	—	—	488 <sup>(6)</sup>	17.6	—	—	1,124
Japan	—	—	—	0	—	—	—	—	194	2,342.9	—	—	7,106
Emerging markets	—	—	—	0	—	—	—	—	57	—	—	—	1,586
Frontier markets	—	—	—	0	—	—	—	—	—	—	—	—	50
Frontier markets	—	—	—	0	—	—	—	—	0	—	—	—	—
<b>If managed on an active basis:</b>													
Targeted information ratio	0.5	—	—	—	—	—	—	—	—	—	—	—	0.6
Achieved information ratio	0.89	—	—	—	—	—	—	—	2.69 <sup>(6)</sup>	-0.18 <sup>(8)</sup>	—	—	0.43 <sup>(6)</sup>
Acceptable tracking error	4-8%	—	—	—	3-5%	—	—	—	NA	3-9%	—	—	3-6%
Number of holdings in flagship small/mid cap equities portfolio	49	—	—	—	80-120	—	—	—	66	101	—	—	70 <sup>(12)</sup>
<b>Of total small cap equities holdings (€m)</b>													
Average market cap	2,628	—	—	2,102.2	—	—	—	—	6,229	1,437	—	—	4,083 <sup>(13)</sup>
Median market cap	1,589	—	—	1,623.3	—	—	—	—	4,362	1,523	—	—	3,153 <sup>(12)</sup>
<b>Of total mid cap equities holdings (€m)</b>													
Average market cap	—	—	—	3,643.4	—	—	—	—	NA	3,346	—	—	8,882 <sup>(13)</sup>
Median market cap	—	—	—	2,505.3	—	—	—	—	NA	3,194	—	—	6,754 <sup>(13)</sup>
<b>% of total small/mid cap portfolio made up of:</b>													
Top 10 positions	31.7	—	—	25	20.3	—	—	—	39.3	16.95	—	—	25 <sup>(14)</sup>
Top 20 positions	55.3	—	—	42	36.4	—	—	—	57.7	31.81	—	—	42 <sup>(15)</sup>
% of small/mid cap equities research done in-house	70	—	—	80	—	—	—	85	100	80	—	—	100
Number of investment professionals on small/mid cap equities team	8	—	—	8	—	—	—	—	6	4 <sup>(16)</sup>	—	—	—
Number of small/mid cap portfolio managers in team	8	—	—	2	—	—	—	—	4	3	—	—	—

Company	Boston Partners	Brandes Inv. Partners	Brown Advisory	Candriam	ClariVest Asset Management	Columbia Threadneedle Inv.	Credit Suisse AM (Switzerland)	Daiwa SB Investments	Davy Asset Management	Degroof Petercam Asset Management	Dimensional Fund Advisors	Eagle Asset Management	Ethos Services
<b>Amount invested in small &amp; mid cap equity (€m)</b>	25,564.9	2,731	4,563	7,139.71	1,544.2	43,146	107.4	11,380	52	4,282	185,821	12,934	452
As at	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	31/07/18
Total AUM worldwide [€m]	82,817.3	23,904	56,230	112,659.56	6,996.5	413,489	347,148	45,620	5	32,917	498,763	22,428	1,330
Market value up to which a stock is regarded as small cap [€bn]	\$2.5	5	1	—	5.7	—	—	—	—	—	2.58	4,272	0.5
Market value up to which a stock is regarded as mid cap [€bn]	\$7.5	15	10	55.6	—	—	—	—	15	—	5.63	29,910	10
<b>Amount (€m) of small/mid cap equities invested:</b>													
For Europe-based institutional clients	1,759.84	0	636	6,295.87	517	1,829	—	236	52	4,282	—	—	452
Pension fund clients	127.6	0	—	1,128.81	—	—	—	—	—	1,195	—	—	322
Insurance company clients	—	0	2	988.28	—	—	—	—	35	—	—	—	—
All other institutional clients	—	0	424	—	517	—	—	—	17	—	—	—	130
Through segregated account mandates	—	703	2,072	2,156.4	1,544.2	4,160	—	703 <sup>(21)</sup>	35	—	24,355	4,889	—
Through investment/mutual fund vehicles	—	1,901 <sup>(14)</sup>	2,471	4,983.31	38,986	—	—	993 <sup>(21)</sup>	17	—	161,466	8,045	452
<b>Amount (€m) of small/mid cap equities managed:</b>													
Passively or on an indexed basis	—	—	—	1,013.61	—	—	—	—	—	—	—	—	—
On an enhanced indexed basis	—	—	—	—	—	—	—	—	—	—	—	—	—
Quant-type strategies	—	—	—	419.24	—	—	—	—	—	—	—	—	—
Actively with 2-5% outperformance	2,731	—	—	5,706.87	1,544.2	43,146	—	—	52	—	185,821	—	407
Actively with 5% plus outperformance	—	—	4,563	—	—	—	—	—	—	—	—	—	—
Other	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Description of approach to managing small/mid cap equities:</b>													
Core	—	X	—	—	X	—	—	X	—	—	X	—	—
Value	X	X	—	—	X	X	—	X	—	—	X	—	—
Growth	—	X	—	X	X	X	—	X	X	—	X	—	—
Enhanced indexing	—	—	—	—	—	—	—	—	—	—	—	—	—
Quant	—	—	—	—	—	—	—	—	—	—	—	—	—
Top down	—	—	—	—	—	—	—	—	—	—	—	—	—
Bottom up	—	X	X	X	X	X	X	X	X	—	—	X	X
Thematic	—	—	—	—	—	X	—	—	—	—	—	—	X <sup>(19)</sup>
Concentrated/focused	—	—	X	X	—	—	—	—	X	—	—	—	—
Sector	—	—	—	—	—	—	—	—	—	—	—	—	—
Absolute return	—	—	—	—	—	—	—	—	—	—	—	—	—
Other	—	(15)	(19)	(20)	—	—	—	—	(23)	—	—	—	—
<b>Definition your flagship small/mid cap product</b>	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Amount (€m) of flagship small/mid cap portfolio invested in:</b>													
US	57 <sup>(14)</sup>	2,718	—	836.9	—	—	—	—	25	—	22,928	100	427
Europe	97	—	198.58	—	—	—	—	—	17	—	—	—	—
Japan	55	—	—	—	—	—	—	—	3	—	—	—	—
Emerging markets	46	—	—	—	—	—	—	—	7	—	—	—	—
Frontier markets	0 <sup>(17)</sup>	—	—	—	—	—	—	—	—	—	—	—	—
<b>If managed on an active basis:</b>													
Targeted information ratio	(8)	—	—	NA	0.5-1.0	—	—	—	0.40-0.67	—	—	0.3-0.7	NA
Achieved information ratio	0.39 <sup>(18)</sup>	0.55	0.5	0.238	—	—	—	—	0.48	—	—	0.26	1.001 <sup>(25)</sup>
Acceptable tracking error	(9)	Max. 8%	3-5%	5%	—	—	—	—	4-8%	—	—	3-6%	Max. 3%
Number of holdings in flagship small/mid cap equities portfolio	65	70											

## IPE SURVEY SMALL &amp; MID-CAP EQUITIES

Company	First Eagle Investment Mngt.	Fisher Inv. Europe	Franklin Templeton Inv.	Generali Investments	Global Alpha Capital Mngt.	Goldman Sachs Asset Mngt. Int.	Hermes Investment Management	Invesco	Jacobs Levy Equity Mngt.	Janus Henderson Inv.	Kempen Capital Management	Lazard Asset Management	Lupus alpha Asset Mngt.	M&G Investments	Macquarie Asset Management	Man Group	Mandarin Gestion
<b>Amount invested in small &amp; mid cap equity (€m)</b>	79.77	8,082.72	22,793.75	1,446	1,082	26,759.5	2,695	37,334	3,956.24	51,057 <sup>(1)</sup>	2,699	5,610.17	4,100	31,542	2,097.02	3,636	1,080
As at	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	30/06/18	31/03/18	30/06/18	30/06/18	30/06/18	31/03/18	30/06/18	29/06/18	31/12/17	30/06/18	30/06/18	30/06/18
Total AUM worldwide (€m)	96,607.39	84,499.13	619,772.07	455,064	1,076.8	1,120,230.58	38,359	825,009	7,140.19	316,972	52,371	183,257.91	11,000	336,170	330,803.42	97,302	3,840
Market value up to which a stock is regarded as small cap (€bn)	79.77	5	42	1	6	NA	2	NA	3.43	5	4	1.71	5	10	2	NA	2.300
Market value up to which a stock is regarded as mid cap (€bn)	0	20	2-10	5	NA	10	NA	NA	12.87	26	5	8.56	5	2-10	2	NA	10.200
<b>Amount (€m) of small/mid cap equities invested:</b>																	
For Europe-based institutional clients	0	271.28	174.59	1,446	0	509.91	1,755	353	232.98	967	992	837.8	2,800	5.14	439	343	363
Pension fund clients	0	217.26	66.56	58	0	2.17	1,738	239	206.02	51	513	500	500	34	86	34	86
Insurance company clients	0	0	62.25	344	0	159.22	1	0	0	270	172	150	150	53	110	53	110
All other institutional clients	0	54.02	45.78	1,044	0	348.52	1	114	26.96	646	307	837.8	2,150	5.14	352	147	147
Through segregated account mandates	36.57	7,574.54	3,321.35	461	577.6	7,287.15	1,678	5,712	3,438.78	10,339	762	3,181.24	2,800	410.32	2,552	0	0
Through investment/mutual fund vehicles	43.2	488.18	19,472.4	985	504.4	19,472.35	997	31,622	517.46	40,718	1,937	2,428.93	1,300	1,686.7	1,084	1,080	1,080
<b>Amount (€m) of small/mid cap equities managed:</b>																	
Passively or on an indexed basis	0	0	0	0	0	9,427	0	0	0	0	0	0	0	0	0	0	0
On an enhanced indexed basis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Quant-type strategies	0	0	0	0	0	437	0	0	3,956.24	0	0	0	0	0	0	0	0
Actively with 2-5% outperformance	0	0	1,446	1,082	9,477	27,470	0	0	3,956.24	0	2,002	5,610.17	4,100	2,097.02	2,986	0	0
Actively with 5% plus outperformance	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	79.77 <sup>(24)</sup>	8,082.72	22,793.75			17,282.5	2,695	0	0	51,057	697 <sup>(26)</sup>					650 <sup>(22)</sup>	
<b>Description of approach to managing small/mid cap equities:</b>																	
Core	X	X	X	X		X	X	X	X	X	X	X	X	X	X	X	X
Value	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Growth	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Enhanced indexing	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Quant	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Top down	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Bottom up	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Thematic	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Concentrated/focused	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Sector	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Absolute return	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Other																	
Definition your flagship small/mid cap product	SC	SC	SMID	MC	SC	100	SMID	SC	SC	MC	SC	SMID	SMID	SC	SMID	SMID	SMID
<b>Amount (€m) of flagship small/mid cap portfolio invested in:</b>																	
US	79.77	4,912.22	11.84	0	0	518 <sup>(28)</sup>	0	0	208.28	12,404	179	602.9	0	1,116.19	0	0	0
Europe	0	0	491	312.1	502	0	0	0	0	373	60	700	194 <sup>(31)</sup>	0	0	0	1,080
Japan	0	0	138.3	0	256	0	0	0	0	0	35	0	0	0	0	0	0
Emerging markets	0	1,173.25	0	269	0	0	0	0	0	0	0	0	0	0	0	0	0
Frontier markets	0	96.96	0	6	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>If managed on an active basis:</b>																	
Targeted information ratio	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>	<sup>(3)</sup>
Achieved information ratio	2.46	0.52	-0.09	2	1.08	1.23 <sup>(4)</sup>	-0.01 <sup>(5)</sup>	NA	1.2	0.87	0.33 <sup>(6)</sup>	0.03 <sup>(6)</sup>	0.5	0.2 <sup>(31)</sup>	2.72	0.67	0.67
Acceptable tracking error	<sup>(3)</sup>	4-8%	NA	5%	3-6%	4-6%	4.26% <sup>(7)</sup>	NA	3-5%	<10%	<sup>(8)</sup>	4-8%	NA	6-9%	6-9%	6-9%	6-9%
Number of holdings in flagship small/mid cap equities portfolio	67	94	91	68	59	67	389	250+	84	70-100	84	70-90	80	45	35	61	61
<b>Of total small cap equities holdings (€m)</b>																	
Average market cap	1,401.07	2,492.32	874.92	387	3,489.6	1,101	3,072	2,254.5	3,506	2,383	4,050.66	710	2,158 <sup>(31)</sup>	1,067.36	1,700	1,720	1,720
Median market cap	1,182.53	2,314.99	752.07	359	2,923.3	1,366	1,525	887.4	3,679	2,085	2,860.66	700	1,623 <sup>(31)</sup>	1,118.76	1,720	1,720	1,720
<b>Of total mid cap equities holdings (€m)</b>																	
Average market cap	10,774.47	3,828.42	3,114	4,332	4,614.5	4,027	6,168.8	13,507	13,507	4,050.66	3,850	4,575.25	5,250	4,715.74	5,000	5,000	5,000
Median market cap	8,559.2	2,772.89	2,733	4,027	4,614.5	4,027	6,168.8	13,507	13,507	4,050.66	3,850	4,575.25	5,250	4,715.74	5,000	5,000	5,000
<b>% of total small/mid cap portfolio made up of:</b>																	
Top 10 positions	25.81	25.17	31.37	18	30.18	23.05	7	11	20.2	29	17.85	25	29.6 <sup>(31)</sup>	46.79	23.63	23.63	23.63
Top 20 positions	44.06	40.64	47.77	26	53.68	41.5	12	20	36.8	48	33.65	42	54.44 <sup>(31)</sup>	77.57	40.3	40.3	40.3
% of small/mid cap equities research done in-house	100	85	90	100	80	100	100	100	100	100	100	100	100	100	100	100	100
Number of investment professionals on small/mid cap equities team	22	71	182	10	8	9	70	32	32	13	4	9	6	4	3	3	3
Number of small/mid cap portfolio managers in team	2	5	83	7	5	6	20	2	14	13	4	7	2	1	3	3	3

## Key:

NA= Not available; SC= Small-cap; MC= Mid-cap; SMID= Small and Mid cap

## Footnotes:

- (1) Relates to assets in dedicated small and mid cap equity strategies only
- (2) Ashmore SICAV EM Global Small Cap Equity Fund
- (3) Relates to the firm's small cap strategies, but does not include any small/mid cap stocks held in other strategies
- (4) The flagship strategy also includes €24.4m invested in Israel, Australia and New Zealand. The total excludes cash
- (5) No target
- (6) 1-year
- (7) Growth at a Reasonable Price (GARP)
- (8) 5-year
- (9) The firm defines smaller companies as those which are constituents of the bottom 30% of total market capitalisation of Europe's listed companies
- (10) The strategy further leverages on the wider capabilities of Barings' Equity Platform, comprising 63 equity investment managers and analysts based in the UK and Asia
- (11) As at 31/03/18
- (12) Europe Small Caps flagship fund
- (13) Europe Midcaps flagship fund
- (14) Plus €127m in SMA programs
- (15) Long-term, Graham & Dodd
- (16) Global Small-Mid Cap Equity Strategy
- (17) Plus Canada and Pacific ex-Japan, €8m
- (18) Global Small Cap Equity Strategy
- (19) ESG
- (20) Behavioural
- (21) Credit Suisse Small and Mid-Cap Europe Equity
- (22) Relates to specific small/mid cap mandates
- (23) Quality with a Quantamental Approach
- (24) Active, no formal outperformance target
- (25) 3-year
- (26) Varies by product
- (27) Subsequent data not available as it varies by product
- (28) This and subsequent data relates to the Global Small Companies (all-markets) strategy
- (29) 10% absolute return
- (30) Majority
- (31) As at 30/06/18
- (32) Discretionary
- (33) QMA
- (34) Jennison
- (35) Varies by boutique
- (36) Multi-factor investing