

IPE SURVEY HIGH YIELD BOND MANAGERS

Company	Aberdeen Standard Investments	Aegon Asset Management	Alcentra	AllianceBernstein	Allianz Global Investors
As at	30/06/18	30/06/18	30/09/18	30/09/18	22/11/18
Total assets invested in high yield bond strategies (€m)	6,189.6	14,561	2,298.4	5,902	1,000
Total assets invested in high yield bonds overall	6,189.6	14,561	2,298.4	26,694	2,000
Total group assets under management worldwide	630,010	325,219	32,268.3	473,882	36,000
Total assets in fixed income worldwide	156,882	240,776	32,268.3	221,270	36,000
Assets invested in high yield bond strategies					
Vehicle type (€m)					
Segregated account mandates	2,494.14		914.1	2,164	750
Pooled funds	3,695.46		1,384.3	3,738	250
Client type (€m)					
Institutional clients worldwide	6,189.6	14,561		4,235	500
Europe-based institutional clients	6,189.6	6,626		1,777	500
Europe-based pension fund clients	256.98			919	200
Europe-based insurance company clients	282.03			853	100
All other Europe-based institutional clients	5,650.59			5	200
Location of issuance (€m)					
Europe	1,854.92		147		350
US	728.32		1,744.2		550
Other issues	3,606.36		407.2		100
Currency of issue (€m)					
Euro-denominated bonds	1,033.92		104		200
Dollar-denominated bonds	3,479.6		2,194.4		750
Sterling-denominated bonds	1,670.98				50
Other-denominated bonds	5.1				
Amount held within rating (€m)					
BBB-B	5,320.98				900
CCC-C	419				100
Unrated	449.62				0
Active/passive/unconstrained (€m)					
Passive	65.65				0
ETFs	0				0
Benchmarked active	5,781.8				800
Benchmarked against an enhanced/alternatively-weighted index	0				
Managed against a customised benchmark or risk/return target	110.15				200
Unconstrained	232				
Flagship high yield bond strategy					
Information ratio	0.42				1
Acceptable tracking error	<3%				3%
Targeted contribution to excess return (%)					
Credit analysis	70	60	70		50
Duration management	10				
Sector rotation	20	30	30		50
Credit default swaps					
Currency					
Other		10			
Proportion of high yield bond research done in-house	95	90	90		100
Number of credit analysts working on high yield bond portfolios	147	28	30		15

Company	Amundi	Aristotle Credit Partners	Assenagon Asset Management	Aviva Investors	AXA Investment Managers
As at	30/09/18	30/09/18	31/10/18		30/09/18
Total assets invested in high yield bond strategies (€m)	12,847	334	846.28		17,153
Total assets invested in high yield bonds overall	17,300		846.28		
Total group assets under management worldwide	1,475,245	386.1	20,100.77		740,761
Total assets in fixed income worldwide	656,687	386.1	1,816.6		462,725
Assets invested in high yield bond strategies					
Vehicle type (€m)					
Segregated account mandates		334	283.95		2,993
Pooled funds		0	562.33		14,160
Client type (€m)					
Institutional clients worldwide		326.4	846.28		8,417
Europe-based institutional clients	668	0	846.28		7,212
Europe-based pension fund clients	102	0			389
Europe-based insurance company clients		0			853
All other Europe-based institutional clients		0			5,970
Location of issuance (€m)					
Europe		0	725.6		
US	6,433	334	111.9		
Other issues		0	8.78		
Currency of issue (€m)					
Euro-denominated bonds		0	601.56		
Dollar-denominated bonds		334	122.96		
Sterling-denominated bonds		0	98.1		
Other-denominated bonds		0	23.66		
Amount held within rating (€m)					
BBB-B		293.9	846.28		
CCC-C		0	0		
Unrated		0	0		
Active/passive/unconstrained (€m)					
Passive		0	34.39		
ETFs		0	34.39		
Benchmarked active		334			
Benchmarked against an enhanced/alternatively-weighted index		0			
Managed against a customised benchmark or risk/return target		0	811.89		
Unconstrained		0			
Flagship high yield bond strategy					
Information ratio		0.06			
Acceptable tracking error		1.50%			
Targeted contribution to excess return (%)					
Credit analysis		50	100		
Duration management		5	0		
Sector rotation		15	0		
Credit default swaps		0	0		
Currency		0	0		
Other		30 ⁽¹⁾			
Proportion of high yield bond research done in-house		100	100		90
Number of credit analysts working on high yield bond portfolios		8	7		18

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Company	Baillie Gifford	Banque Profil de Gestion Genève	Barings	BlackRock	BlueBay Asset Management	BNY Mellon AM North America	Candriam
As at	30/09/18	14/11/18	30/09/18	30/09/18	31/10/18	30/09/18	31/10/18
Total assets invested in high yield bond strategies (€m)	667.56	76	9,955	115,294	5,314	1,200 ⁽¹⁾	3,198.43
Total assets invested in high yield bonds overall	2,224.35	76	15,675	111,699	5,521	2,093	7,190.7
Total group assets under management worldwide	220,428.62	9,000	267,749	5,510,310	52,371	490,118	117,470.58
Total assets in fixed income worldwide	7,935.41		197,907	1,610,830	52,371	162,197	37,716.07
Assets invested in high yield bond strategies							
Vehicle type (€m)							
Segregated account mandates	117.05	46	5,192	26,802	4,079	78	486.65
Pooled funds		30	4,763	88,492	1,235	1,122	2,711.78
Client type (€m)							
Institutional clients worldwide	195.65	76	5,590	17,535	5,314	1,168	1,511.07
Europe-based institutional clients	192.95	76	2,598	3,408	1,604	32	1,409.56
Europe-based pension fund clients	189.22	46	531	925	526	0	370.51
Europe-based insurance company clients	0		616	1,037	0.335	0	555.82
All other Europe-based institutional clients	3.73		1,451	1,446	1,077	32	483.23
Location of issuance (€m)							
Europe	459.6 ⁽²⁾	9	2,240 ⁽⁵⁾	13,691		85	2,003.28
US	45.78	41	7,568	87,946		1,068	904.49
Other issues	141.93	26	69	13,657		47	290.67
Currency of issue (€m)							
Euro-denominated bonds	372.24 ⁽²⁾	12	1,243 ⁽⁵⁾	7,938			2,670.8
Dollar-denominated bonds	128	61	6,842	106,615		1,200	336.08
Sterling-denominated bonds	142.47		858	732			23.6
Other-denominated bonds	4.61	3	935	9			167.95
Amount held within rating (€m)							
BBB-B	636.27 ⁽²⁾	72		69,100		1,126	2,529.64
CCC-C	11.04	4		10,253		74	82.63
Unrated	0			4,757			153.65
Active/passive/unconstrained (€m)							
Passive	0			48,611		1,200	
ETFs	0			41,761			
Benchmarked active	667.56	76	8,385	50,490	5,213		3,198.43
Benchmarked against an enhanced/alternatively-weighted index	0			15,993			
Managed against a customised benchmark or risk/return target	0		1,570	11,158			
Unconstrained	0			952	101		
Flagship high yield bond strategy							
Information ratio	0.44 ⁽³⁾		1.73		>0.5	NA	-0.17
Acceptable tracking error	1-5%	0.8%	1.69%		0-6%	NA	5%
Targeted contribution to excess return (%)							
Credit analysis	100		90		85		
Duration management	0				5		
Sector rotation	0				10		
Credit default swaps	0						
Currency	0						
Other		⁽⁴⁾	10 ⁽⁶⁾				
Proportion of high yield bond research done in-house	100	100	100		100	100	100
Number of credit analysts working on high yield bond portfolios	5	5	41		13	5	5

Company	First Eagle Inv. Management	Fisch Asset Management	Helaba Invest Kapital.	Hermes Investment Management	Insight	Invesco	Janus Henderson Investors
As at	30/09/18	30/09/18	23/11/18	30/06/18	30/09/18	30/09/18	30/09/18
Total assets invested in high yield bond strategies (€m)	520.88	766	310	1,008	683.3	2,674.63	2,525
Total assets invested in high yield bonds overall	520.88	1,069	310	2,668	3,834.1		9,886
Total group assets under management worldwide	95,281.75	9,492	61,000	39,886	677,798	844,634.74	325,477
Total assets in fixed income worldwide	520.88	8,540	27,000	3,338	142,927	202,170.4	65,085
Assets invested in high yield bond strategies							
Vehicle type (€m)							
Segregated account mandates	201.75	199	149	726	114.2	2,135.15	429
Pooled funds	319.13	567	161	282	569.1	539.48	2,096
Client type (€m)							
Institutional clients worldwide	236.02	573	310	894	683.3		520
Europe-based institutional clients	0	573	310	678	683.3	193.36	232
Europe-based pension fund clients	0	147		541			205
Europe-based insurance company clients	0	202		0			0
All other Europe-based institutional clients	0	224		137			27
Location of issuance (€m)							
Europe	33.55	219	217	320	261.1	161.29	568
US	350.99	437	62	535	275.3		1,815
Other issues	136.34 ⁽¹²⁾	110	31	153	146.9		142
Currency of issue (€m)							
Euro-denominated bonds	11.34	212	288	215	66.2	55.84	337
Dollar-denominated bonds	350.99	520	16	697	616		2,086
Sterling-denominated bonds	22.21	30	3	96	0.9		103
Other-denominated bonds	136.34 ⁽¹²⁾	4	3		0.2		19
Amount held within rating (€m)							
BBB-B	357.16	706	301	996	614.4	170.97	2,049 ⁽²⁰⁾
CCC-C	15.29	51	9	9	54.8		363
Unrated	148.43 ⁽¹²⁾	9		3	14.1		65
Active/passive/unconstrained (€m)							
Passive	0	0					
ETFs	0	0					
Benchmarked active	0	766	310				2,525
Benchmarked against an enhanced/alternatively-weighted index	0	0					
Managed against a customised benchmark or risk/return target	0	0		1,008			
Unconstrained	520.88	0				2,674.63	
Flagship high yield bond strategy							
Information ratio	0.52	0.9		⁽¹⁴⁾	2.57	0.97	-0.05 ⁽³⁾
Acceptable tracking error	NA	1-2%	2%	Max. 10%	2.5%		2-3%
Targeted contribution to excess return (%)							
Credit analysis		60	70	60	80	90	70
Duration management		0		15	0	10	0
Sector rotation		20	20	15	20	10	10
Credit default swaps		0	10	0	0		10
Currency		0		10	0	10	0
Other		20 ⁽¹³⁾					10 ⁽²¹⁾
Proportion of high yield bond research done in-house	100	100	80	100	100	90	100
Number of credit analysts working on high yield bond portfolios	6	13	4	10	48	10	19

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Company	Loomis, Sayles & Company	Lord Abett & Co.	M&G Investments	Macquarie Investment Management	MEAG	Morgan Stanley Investment Mngt.	Muzinich & Co.
As at	30/09/18	28/09/18	30/06/18	30/09/18	30/09/18	30/09/18	31/10/18
Total assets invested in high yield bond strategies (€m)	12,982.51	10,263	5,646.45 ⁽¹⁸⁾	1,021.81	4,385	4,060	10,044.93
Total assets invested in high yield bonds overall	19,915.27	19,626	13,436.16 ⁽¹⁸⁾	6,586.69	4,385	6,350	14,258.65
Total group assets under management worldwide	230,156.73	145,827	323,125	223,918.17	252,133	405,281	28,445.76
Total assets in fixed income worldwide	175,386.77	98,209		132,891.55	183,596	68,654	28,108.74
Assets invested in high yield bond strategies							
Vehicle type (€m)							
Segregated account mandates	9,344.83	3,371		124.81		1,932	4,282.65
Pooled funds		6,892		897		2,128	
Client type (€m)							
Institutional clients worldwide	11,497.75	3,371		197.06	4,385	3,994	10,044.93
Europe-based institutional clients	808.56	300	50.8	2.28	3,229	3,429	7,773.51
Europe-based pension fund clients	102.23	173	0			432	
Europe-based insurance company clients	0	127	50.8			0	
All other Europe-based institutional clients	706.33	0	0	2.28		2,997	
Location of issuance (€m)							
Europe	988.28	824			3,229	1,313	
US	11,619.6	8,396		1,021.81	545	2,120	
Other issues	374.63	1,043			611	627	
Currency of issue (€m)							
Euro-denominated bonds	485.43	223			3,089	1,708	
Dollar-denominated bonds	12,470.62	9,996		1,021.81	1,173	2,008	
Sterling-denominated bonds	0	34			104	14	
Other-denominated bonds	26.46	10			19	330	
Amount held within rating (€m)							
BBB-B		8,217		918.86	4,374	3,602	
CCC-C		1,322		154.78	11	284	
Unrated		303		0.000037	0	85	
Active/passive/unconstrained (€m)							
Passive	0						
ETFs	0						
Benchmarked active	12,982.51	10,263		1,021.81		4,060	
Benchmarked against an enhanced/alternatively-weighted index	0						
Managed against a customised benchmark or risk/return target	0						
Unconstrained	0						
Flagship high yield bond strategy							
Information ratio		1.44 ⁽¹⁴⁾		-0.87 ⁽⁵⁾	-0.37	-0.02	
Acceptable tracking error		0.85-2.8%		2%	NA	1.44%	
Targeted contribution to excess return (%)							
Credit analysis		70			70	80	
Duration management		0			10		
Sector rotation		20		15	10	20	
Credit default swaps		0			10		
Currency		0			0		
Other		10 ⁽¹⁷⁾		85 ⁽¹⁹⁾			
Proportion of high yield bond research done in-house	85-90	90		90	100	80	100
Number of credit analysts working on high yield bond portfolios	57	24		15	15	24	25

Company	PineBridge Investments	Principal Global Investors	Putnam Investments	Quoniam Asset Management	Robeco	Schroder Inv. Management	State Street Global Advisors
As at	30/09/18	30/09/18	30/09/18	31/10/18	30/09/18	30/09/18	30/09/18
Total assets invested in high yield bond strategies (€m)	3,485	25,079	5,499	162	9,475	2,870	23,273
Total assets invested in high yield bonds overall				162	10,581		
Total group assets under management worldwide	78,691	385,516	152,577	29,496	170,784	493,048	2,419,433
Total assets in fixed income worldwide	48,184	165,829	53,331	9,919	38,852	86,440	
Assets invested in high yield bond strategies							
Vehicle type (€m)							
Segregated account mandates	2,683	14,143	2,573	39	767		
Pooled funds	802	10,936	2,926	123	8,708		
Client type (€m)							
Institutional clients worldwide	1,747	23,371	1,966	162	5,843		
Europe-based institutional clients	32	4,328	1,167	162	3,192		
Europe-based pension fund clients	18	2,386	159		1,520		
Europe-based insurance company clients	11	188	0		195		
All other Europe-based institutional clients	3	1,754	1,008	162	1,477		
Location of issuance (€m)							
Europe	71		437	41	3,119		
US	2,567		4,669	76	5,185		
Other issues	847		393	45	1,171		
Currency of issue (€m)							
Euro-denominated bonds			137	40	3,801		
Dollar-denominated bonds			5,359	122	5,205		
Sterling-denominated bonds			-1		434		
Other-denominated bonds			4		35		
Amount held within rating (€m)							
BBB-B			4,673	162	8,356		
CCC-C			560		199		
Unrated			208		32		
Active/passive/unconstrained (€m)							
Passive	0	223			0		
ETFs	0	205			0		
Benchmarked active	3,485	24,856	5,074		9,475		
Benchmarked against an enhanced/alternatively-weighted index	0			162	0		
Managed against a customised benchmark or risk/return target	0		425		0		
Unconstrained	0				0		
Flagship high yield bond strategy							
Information ratio	1.46 ⁽³⁾	0.95 ⁽⁴⁾	-0.15	NA	0.81 ⁽³⁾	0.14	
Acceptable tracking error	0.81% ⁽³⁾	100-300bps	1.5%-3.0%	NA	Max. 5%	1.73%	
Targeted contribution to excess return (%)							
Credit analysis	80	70	50	50	70		
Duration management	0	10	5	10	0		
Sector rotation	20	20	20	20	0		
Credit default swaps	0		5		0		
Currency	0		0		0		
Other			20 ⁽²²⁾	20 ⁽²³⁾	30 ⁽²⁴⁾		
Proportion of high yield bond research done in-house	90	100	90	100	100	100	
Number of credit analysts working on high yield bond portfolios	19	12	13	9	22	35	

Neuberger Berman	NN Investment Partners	Ostrum Asset Management	Pareto Asset Management	PGIM	Pictet Asset Management
30/09/18	30/09/18	30/09/18	31/10/18	30/09/18	30/09/18
20,817	4,676	1,023	430	27,121.87	3,199
20,817	4,952	2,976		40,377	3,259
271,569	238,180	265,006	4,430	1,011,270	165,874
116,562	173,716	231,703	1,850	792,867	33,150
6,524	1,667	396	55	9,038.2	94
14,293	3,009	627	375	18,083.67	3,105
15,608	3,122		430	13,194.4	195
3,032	3,087	942	430	2,058.71	182
	834	4	130	525.07	95
	874	725		995.52	
	1,379	213		538.12	87
2,272	1,968	674	410	5,270.47	
17,489	1,936	218	20	20,077.34	
1,056	772	131	0	1,774.06	
1,063	2,495	912	78	5,262.04	2,933
19,595	1,807	111	130	17,892.18	266
159	131	0	0	56.69	
	243		222	3,910.96	
20,431	3,687	905	110	21,933.65	
386	353	5	20	3,165.28	
	636	113	300	126.8	
		0	0		
		0	0	21.61	
16,585		459	0	27,100.26	
		0	0		
4,232	4,676	564	0		
		0	430		
50bps	0.5-1			1.02	
200-350bps	2%	4%		200bps	
60-70	80	55		66	
	5	0		0	
30-40	15	10		34	
		0		0	
		0		0	
		35			
100	100	100	100	100	
31	16	24	3	46	17

Key:

NA= Not available

Footnotes:

- (1) Industry allocation, 20%; quality, 10%
- (2) Breakdown is based on bond holdings only, excluding cash and derivatives
- (3) 3-year
- (4) Optimised sampling strategy
- (5) Breakdown does not include exposure from currency forwards
- (6) Geographical allocation
- (7) High Yield Beta strategy
- (8) Country allocation, 5%; risk control, 10%
- (9) Relates to segregated accounts only
- (10) Relates to institutional clients worldwide
- (11) Asset allocation
- (12) Includes cash and cash equivalents
- (13) Country allocation, 10%; credit exposure, 10%
- (14) No target
- (15) Trading/execution
- (16) 5-year
- (17) Credit quality selection
- (18) Includes public bonds only
- (19) Security selection, 70%; trading, 15%
- (20) Plus €48m in assets rated above BBB
- (21) Macro overlay
- (22) Quality positioning, beta positioning, country/region selection and other macro oriented strategies
- (23) Security selection
- (24) Top down
- (25) The firm offers a multi-management strategy. The research and selection of the external high yield fund managers is done in-house, while the high yield bond research itself is done by the external managers
- (26) Analysts are located in New York, Boston, Hong Kong and Singapore
- (27) 1-year

Stone Harbor Inv. Partners	Swisscanto Invest (Zürcher Kantonalbank)	Sycamore Asset Management	TKP Investments	T. Rowe Price	UBS Asset Management	Union Bancaire Privée	Union Investment	Vontobel Asset Management	Western Asset Management
31/10/18	31/10/18	28/09/18	31/10/18	30/09/18	30/09/18	30/09/18	30/09/18	30/06/18	30/09/18
1,162	768	476	473	24,967	6,561	4,865	757	372	14,954
1,877	2,054.2	826	473	28,067		4,865	20,696	8,815	17,847
23,752	138,525	8,100	26,902	933,108	715,271	112,787	338,362	79,793	362,557
23,752	48,060	826	15,291	197,931	140,572	38,364	150,606	20,563	362,557
1,081	50	0	0	7,227		7	0	0	5,140
81	718	476	473	17,740		4,857	757	372	9,814
1,162	646	476	473	16,463		3,498	472	372	14,954
27	646	476	473	917		3,201	472	346	377
27			458	508		255	22	255	1,415 ⁽¹⁰⁾
			0	4		182	0		2,355 ⁽¹⁰⁾
			15	405		2,764	450		11,184 ⁽¹⁰⁾
133		476	150			1,617	654	194	79
1,000			292			3,248	87	178	14,049
29			31				16		826
67		476	80			1,601	651		79
1,091			385			3,248	48		14,875
1			8			16	19		0
3						0	39		0
1,099		318	391			3,915	694	331	11,814
58		0	64			821	29	41	2,990
5	0	66	18			129	34		150
	0		0			0			0
	0		0			0			0
1,162	0		473	24,967	5,136	0	757	372	10,468
	0		0			0			0
	768		0		1,425	0			1,352
	0	476	0			4,865			3,134
-0.28	0.44			0.24 ⁽¹⁴⁾		⁽¹⁴⁾	0.83 ⁽²⁷⁾		0.97
200-300bps	1.5%	NA		1-3%		⁽¹⁴⁾	Max. 4%		200bps
60	60	100	60	80		80	70		50
	0		0			20	5		5
40	40		40	20		0	10		25
	0		0			0	10		0
	0		0			0	0		0
							5 ⁽²⁴⁾		20
100	85	100	0 ⁽²⁵⁾	100			100	90	100
13	29	2	⁽²⁶⁾	15		12	21	20	10