

IPE SURVEY SMALL & MID-CAP EQUITIES

Company	Aberdeen Standard Inv.	Acadian Asset Management	Allianz Global Investors	Anima	Aviva Investors	AXA Investment Managers	Baillie Gifford	Barings	BlackRock	BNP Paribas Asset Mgmt.
Amount invested in small & mid cap equity (€m)	10,560	11,762 ⁽¹⁾	11,987	774	77.99	6,716	5,566 ⁽⁴⁾	2,465.4	536,289	6,621
As at	31/12/18	30/06/19	30/06/19	28/06/19	08/08/19	30/06/19	30/06/19	30/06/19	30/06/19	30/06/19
Total AUM worldwide (€m)	505,066	85,250	543,258	180,625	386,763	756,617	231,390	286,300	6,019,400	574,708
Market value up to which a stock is regarded as small cap (€bn)	5		5		4.5					3
Market value up to which a stock is regarded as mid cap (€bn)	10		10		8.9					10
Amount (€m) of small/mid cap equities invested:										
For Europe-based institutional clients	1,923	145	5,441	197	0	2,352	814	5.6		2,022
Pension fund clients	266	145	1,666			2,352	599	5.58		346
Insurance company clients	197		3,555	24	0		0			963
All other institutional clients	1,360		221	173	0	25	215	0.05		713
Through segregated account mandates	1,754		6,923	0	77.99		3,659	295.8		933
Through investment/mutual fund vehicles	8,805		5,064	774			1,907	2,169.5		5,688
Amount (€m) of small/mid cap equities managed:										
Passively or on an indexed basis										0
On an enhanced indexed basis										0
Quant-type strategies			408							0
Actively with 2-5% outperformance	5,357		11,579				5,566	2,465.4		6,621
Actively with 5% plus outperformance										0
Other	5,203									0
Description of approach to managing small/mid cap equities:										
Core		X	X			X				X
Value		X	X	X	X	X				
Growth	X		X	X			X			X
Enhanced indexing										
Quant	X	X								
Top down		X		X						
Bottom up	X	X				X		X		X
Thematic			X							
Concentrated/focused	X			X				X		
Sector										
Absolute return										
Other										
Definition your flagship small/mid cap product	SC	SC	SC	SMID	SMID		SMID ⁽⁵⁾	SC ⁽⁶⁾		SC
Amount (€m) of flagship small/mid cap portfolio invested in:										
US	1,429				77.99		655	2.6		643
Europe	501.69		399	774			223.4	1,798.8		5,941
Japan	1,253						63.2			
Emerging markets	795.02						52.5			37
Frontier markets	1,670						0 ⁽¹⁴⁾			
If managed on an active basis:										
Targeted information ratio	0.5							0.7		0.6
Achieved information ratio	0.3						1.03 ⁽¹⁸⁾	0.59		1
Acceptable tracking error	4-8%						NA	3-9%		3-6%
Number of holdings in flagship small/mid cap equities portfolio	45		80-110				70	97		68
Of total small cap equities holdings (€m)										
Average market cap	2,737		3,200				6,447	1,383.13		3,971
Median market cap	1,447		3,000				4,880	1,357.83		3,186
Of total mid cap equities holdings (€m)										
Average market cap			7,000				NA	3,594.24		9,630
Median market cap			7,500				NA	3,523.48		8,421
% of total small/mid cap portfolio made up of:										
Top 10 positions	39.28		23	29	28		38.5	17.85		23.61
Top 20 positions	65.47		39	44	49		58	32.62		46.13
% of small/mid cap equities research done in-house	70	95	80		100		100	80		100
Number of investment professionals on small/mid cap equities team		113	24		5		7	4		5
Number of small/mid cap portfolio managers in team	8				4		4	3		

Company	Boston Partners Global Investors	Brandes Inv. Partners	Brown Advisory	Carillon Tower Advisers ⁽¹⁴⁾	Columbia Threadneedle Inv.	Davy Asset Management	Dimensional Fund Advisors	Ethos Services	Fisher Inv. Europe	Franklin Templeton	Generali Investments
Amount invested in small & mid cap equity (€m)	23,839	2,185.92	5,608	19,154	38,793	50	202,440	839.6	8,333.79	21,114.05	1,970
As at	30/06/19	30/06/19	31/07/19	30/06/19	30/06/19	31/07/19	30/06/19	31/07/19	30/06/19	30/06/19	30/06/19
Total AUM worldwide (€m)	77,273	22,320.61	68,202	53,325.4	411,000	6,253	515,326	1,451.6	99,342.71	629,131.16	486,067
Market value up to which a stock is regarded as small cap (€bn)	3	1.8	5	6	2	6	2.58	1	5	2	1
Market value up to which a stock is regarded as mid cap (€bn)	30		15	36	9	15	5.63	10	20	2-10	5
Amount (€m) of small/mid cap equities invested:											
For Europe-based institutional clients	1,109	0	702	0	1,765	50		839.6	498.38	151.67	1,970
Pension fund clients	120	0	1	0	504			600	227.94	0	79
Insurance company clients		0	3	0	728			0	0.21	0	1,024
All other institutional clients	989	0	698	0	533	50		239.6	270.24	151.67	867
Through segregated account mandates	22,336	619.88	2,420	7,328.2	3,777	33	25,259	148.6	7,560.69	4,405.1	466
Through investment/mutual fund vehicles	1,503	1,491.17 ⁽¹¹⁾	2,988	11,825.8	35,016	17	177,201	691	773.1	16,708.95	1,504
Amount (€m) of small/mid cap equities managed:											
Passively or on an indexed basis								79.5	0		
On an enhanced indexed basis									0		
Quant-type strategies									0		
Actively with 2-5% outperformance	23,839	2,185.92	5,608	19,154	38,793			760.1	0	21,114.05	1,970
Actively with 5% plus outperformance									0		
Other									8,333.79		
Description of approach to managing small/mid cap equities:											
Core			X	X	X		X		X	X	
Value	X	X	X	X	X		X		X	X	X
Growth			X	X	X		X		X	X	X
Enhanced indexing											
Quant			X								
Top down									X		
Bottom up	X	X	X	X	X	X		X	X	X	X
Thematic					X			X ⁽¹⁵⁾			
Concentrated/focused											
Sector		X									X
Absolute return											
Other		⁽¹²⁾	⁽¹³⁾		⁽¹⁶⁾		⁽¹⁷⁾		⁽²²⁾		⁽²¹⁾
Definition your flagship small/mid cap product	SMID ⁽¹⁰⁾		SC	MC	SMID ⁽¹⁷⁾	SMID	SC	SMID	SC ⁽²²⁾	SC	MC
Amount (€m) of flagship small/mid cap portfolio invested in:											
US	1,451	59.29	3,831	5,000.2	123	24		555.4	4,267.92	26.6	
Europe	94.63				94	13.15					515
Japan	66.72				22	2.05					
Emerging markets	47.12				3	0				1,495.21	
Frontier markets	0 ⁽¹⁸⁾				0	0				100.22	
If managed on an active basis:											
Targeted information ratio	NA	⁽¹⁹⁾				1			1	NA	2
Achieved information ratio	NA	-0.14 ⁽¹⁴⁾		0.72	1.8			0.78 ⁽²³⁾	75.83	0.79 ⁽²³⁾	
Acceptable tracking error	NA			3-6%	4-8%	3-5%		Max. 6%	4-8%	⁽⁷⁾	5%
Number of holdings in flagship small/mid cap equities portfolio	157	72	78	96	76	54		36	92	114	58
Of total small cap equities holdings (€m)											
Average market cap	2,846	1,902	4,090	19,653.8	1,127			NA	2,323.26	6.48	370
Median market cap	2,294	942	2,759	14,624.39	1,114			NA	2,164.65	5.49	300
Of total mid cap equities holdings (€m)											
Average market cap	17,098	3,518	16,423	19,653.8	4,678	7,096		NA	8,202.79	11.74	2,700
Median market cap	12,561	2,278	11,844	14,624.39	4,305	6,378		NA	7,215.65	10.08	2,700
% of total small/mid cap portfolio made up of:											
Top 10 positions	8	28.68	27.9	19.38	20.54	26		NA	26.69	NA	20
Top 20 positions	14	39.83	44.8	33.47	39.03	46		NA	42.21	NA	31
% of small/mid cap equities research done in-house	100	70	100	90	100	100	90		85	90	50
Number of investment professionals on small/mid cap equities team	42	46	26	17	57	2			73	172	7
Number of small/mid cap portfolio managers in team	5	7	5	14	23	2			5	25	7

IN SUMMARY

Survey overview

Total number of managers in survey	€m
Total assets invested in small and mid cap equity assets	1,254,357
Total European institutional assets*	42,243
Total European pension fund assets*	23,684
Total European insurance company assets*	10,247
Total other European institutional assets*	16,649
Total segregated account mandates*	164,550
Total investment/mutual fund vehicles*	495,288

*Where disclosed

Top managers: total small and mid-cap equity assets

Company	€m	As at
1 BlackRock	536,289	30/06/19
2 Dimensional Fund Advisors	202,460	30/06/19
3 Invesco	54,759	30/06/19
4 Janus Henderson Investors	54,280	30/06/19
5 Principal Global Investors	47,985	30/06/19
6 Columbia Threadneedle Investments	38,793	30/06/19
7 MFS Investment Management	29,023	30/06/19
8 Wells Fargo Asset Management	24,382	30/06/19
9 Boston Partners Global Investors	23,839	30/06/19
10 M&G Investments	22,351	30/06/19
11 Franklin Templeton	21,114	30/06/19
12 RBC Global Asset Management	20,821	30/06/19
13 Carillon Tower Advisers	19,154	30/06/19
14 PGIM	17,755	30/06/19
15 Allianz Global Investors	11,987	30/06/19
16 Acadian Asset Management	11,762	30/06/19
17 Aberdeen Standard Investments	10,560	31/12/18
18 William Blair	9,420	30/06/19
19 Quoniam Asset Management	8,577	30/06/19
20 Fisher Investments Europe	8,334	30

