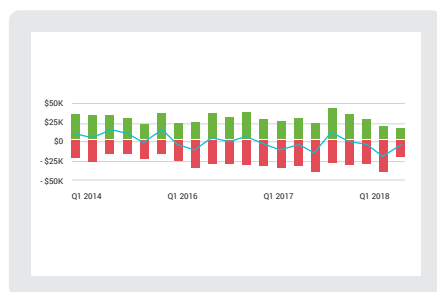


Capitalize on institutional momentum with

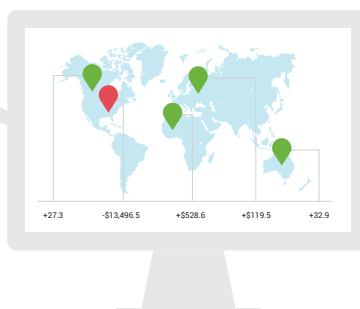
ASSET FLOWS

Trillions of dollars move in and out of strategies and geographies every year. Understanding where assets are moving – and the investor types that are reallocating – is essential for quantifying product demand and assessing the competitive strength of your line-up. Even if you're not manufacturing new products, eVestment Asset Flows provides essential data for setting distribution strategy and product management priorities.

Net flows over time



Geographic concentration of flows



Investors buying and selling

Public Fund	-\$16,359.5	-7.2%
Corporate	-\$47,835.4	-32.3%
Sub-Advised	-\$23,078.3	-12.8%
Foundation & Endowment	-\$11,454.8	-20.7%
Defined Contribution	-\$3,720.2	-18.7%
Insurance	-\$1,208.3	-16.5%
Union/Multi-Employer	-\$3,333.4	-19.6%
Health Care	-\$300.1	-4.1%
High Net Worth	-\$3,192.0	-60.6%
Sovereign Wealth Funds	-\$12,601.2	-487.2%
Supranationals	-\$1,034.5	-302.9%

USE ASSET FLOWS TO

Forecast product demand.

Quantify existing momentum and factor that data into revenue modeling and projections – for existing products or new products you may build.

Put sales and marketing resources in the right places.

Align dollars and people to the regions and investor channels primed for growth.

Track your market share.

Monitor your market share, and that of competitors, to understand whether your distribution strategy is paying off.

Evaluate M&A targets.

If you're looking at inorganic ways to build out your product line-up, Asset Flows can help you identify PM teams with healthy flows momentum.

Asset Flows subscribers receive quarterly intelligence, detailing the global distribution and movement of institutional assets across equity, fixed income and balanced/ multi-asset strategies.

Find out where demand for your products is coming from:

solutions@evestment.com

The power of ASSET FLOWS

Technical Brief

eVestment Asset Flows tracks the movement of institutional assets by geography, investor type, and asset class. This flows data is derived from manager reported assets each quarter and backs out performance. Asset Flows displays net inflows and net outflows, providing intelligence on the momentum of asset movements.

Capabilities

A Global Picture of Asset Movement

Gain a high-level view of flows in traditional universes, with the ability to sort by AUM, net flows or MRQ change.

Universe	% Updated	Q4 2019 Products	Q4Q Assets	Int. AUM	Net Flows				% Change (MRQ)
					Q1 2019	Q2 2019	Q3 2019	Q4 2019	
US Passive S&P 500 Equity	67%	99%	\$1,391,460.6	\$1,321.3	\$1,498.7	\$4,078.0	\$7,336.9	\$7,336.9	-0.4%
US Cash Management	91%	93%	\$1,837,650.0	\$17,404.2	\$38,871.5	\$113,439.8	\$92,626.8	\$92,626.8	3.7%
US Passive All Cap Equity	71%	100%	\$1,476,226.2	\$10,108.5	\$8,361.4	\$5,761.9	\$1,676.0	\$1,676.0	-1.7%
US Core Fixed Income	96%	100%	\$1,167,435.7	\$8,042.4	\$10,343.1	\$6,058.7	\$7,684.2	\$7,684.2	0.7%
US Long Duration Fixed Income	90%	100%	\$1,098,535.7	\$10,543.0	\$5,943.1	\$30,418.0	\$7,419.5	\$7,419.5	0.7%
US Large Cap Growth Equity	83%	100%	\$1,036,530.5	\$10,230.3	\$9,985.3	\$14,866.8	\$11,562.6	\$11,562.6	-1.3%
US Large Cap Value Equity	79%	100%	\$907,667.9	\$13,952.5	\$11,825.4	\$12,862.9	\$18,279.3	\$18,279.3	-3.2%
US Passive Core Fixed Income	62%	100%	\$762,030.6	\$16,789.3	\$13,019.7	\$6,498.4	\$5,043.5	\$5,043.5	1.1%
ACWI ex-US Passive Equity	76%	100%	\$756,760.0	\$2,202.4	\$14,368.3	\$2,375.5	\$5,347.9	\$5,347.9	-0.9%
US Core Plus Fixed Income	96%	100%	\$756,889.0	\$1,811.5	\$14,018.3	\$12,791.1	\$10,260.4	\$10,260.4	1.4%
US Corporate Fixed Income	83%	99%	\$686,413.1	\$10,468.6	\$8,074.2	\$1,205.5	\$4,838.0	\$4,838.0	0.7%
Global Large Cap Core Equity	82%	98%	\$651,886.5	\$6,034.1	\$1,443.2	\$8,859.9	\$16,179.8	\$16,179.8	-2.8%
US Large Cap Core Equity	76%	98%	\$637,037.3	\$8,126.4	\$4,512.2	\$432.4	\$1,967.0	\$1,967.0	-0.5%
US Short Duration Fixed Income	87%	99%	\$606,112.1	\$9,091.6	\$796.1	\$1,288.3	\$746.2	\$746.2	-0.1%
US High Yield Fixed Income	88%	99%	\$554,608.8	\$1,718.0	\$1,151.9	\$4,111.8	\$1,161.0	\$1,161.0	0.0%
EMF Passive Equity	68%	100%	\$510,606.5	\$5,832.9	\$2,727.1	\$1,282.2	\$9,791.4	\$9,791.4	-2.1%
Global All Cap Core Equity	78%	99%	\$509,548.3	\$9,714.4	\$8,013.0	\$17,440.4	\$1,267.2	\$1,267.2	-0.3%
US Passive Large Cap - Other Indices	57%	100%	\$435,014.1	\$54.0	\$2,878.8	\$4,314.3	\$1,050.1	\$1,050.1	-0.3%
Global Passive Equity	42%	92%	\$429,651.5	\$15,786.0	\$6,546.7	\$2,581.0	\$6,397.6	\$6,397.6	1.8%

Flow Trends by Universe

View flows by universe or asset class over time to understand trend lines and identify shifts in momentum.

Name	Asset Class	Ind. AUM	Q2 2019	Q3 2019	Q4 2019	Q1 2020
US S&P 500 Equity	Equity	\$55,462.1	\$8,970.0	\$8,490.0	\$1,944.0	\$8,961.0
US Passive S&P 500 Equity	Equity	\$72,562.2	\$8,970.0	\$8,490.0	\$1,944.0	\$8,961.0
US Passive Russell 2000 Equity	Equity	\$504,789.1	\$4,521.0	\$750.0	\$1,024.0	\$1,051.0
US Passive Russell 2000 Growth Equity	Equity	\$12,284.4	\$247.21	\$258.0	\$255.0	\$255.0
US Large Cap Growth Equity	Equity	\$18,861.1	\$27.11	\$24.0	\$675.0	\$675.0
US Large Cap Core Equity	Equity	\$7,703.4	\$408.8	\$1.0	\$141.1	\$141.1
US Passive Mid Cap Equity	Equity	\$4,873.4	\$844.81	\$844.81	\$141.1	\$141.1
US Large Cap Value Equity	Equity	\$1,314.2	\$61.1	\$60.0	\$61.1	\$61.1
US Passive All Cap Equity	Equity	\$1,762.1	\$2,796.0	\$2,796.0	\$66.0	\$66.0
US Passive Small Cap Equity	Equity	\$2,084.4	\$67.31	\$67.3	\$6,667.1	\$6,667.1
US Passive Large Cap - Other Indices	Equity	\$1,414.4	\$23.36	\$134.1	\$134.1	\$134.1
US Small Cap Core Equity	Equity	\$1,261.4	\$294.8	\$6.0	\$184.0	\$184.0
US International Russell 2000 Equity	Equity	\$95.0	\$9.11	\$9.0	\$950.1	\$9.0
US Passive EFT	Equity	\$87.0	\$20.12	\$6.0	\$1.1	\$1.1
US Extended Equity	Equity	\$70.0	\$9.4	\$9.0	\$9.0	\$9.0
US All Cap Core Equity	Equity	\$17.0	\$17.0	\$16.0	\$17.0	\$17.0
US Enhanced S&P 500 Equity	Equity	\$40.0	\$1.0	\$10.0	\$2.0	\$1.0
US EFT	Equity	\$7.0	\$7.0	\$7.0	\$11.0	\$11.0
US Small Cap Growth Equity	Equity	\$1.4	\$1.4	\$1.0	\$1.0	\$1.0
US Passive Russell 2000 Value Equity	Equity	\$10.0	\$10.0	\$10.0	\$10.0	\$10.0
US Sector Equity	Equity	\$1.0	\$1.0	\$1.0	\$1.0	\$1.0
US All Cap Fixed Income	Fixed Income	\$317,552.1	\$6,000.0	\$6,000.0	\$6,000.0	\$6,000.0
US Passive Core Fixed Income	Fixed Income	\$148,983.1	\$6,000.0	\$6,000.0	\$6,000.0	\$6,000.0
US Long Duration Fixed Income	Fixed Income	\$40,414.4	\$1,466.0	\$1,466.0	\$1,466.0	\$1,466.0
US Core Plus Fixed Income	Fixed Income	\$15,861.1	\$1,466.0	\$1,466.0	\$1,466.0	\$1,466.0
US Passive Long Duration Fixed Income	Fixed Income	\$15,861.1	\$1,466.0	\$1,466.0	\$1,466.0	\$1,466.0
US Core Fixed Income	Fixed Income	\$15,374.4	\$1,466.0	\$1,466.0	\$1,466.0	\$1,466.0
US High Yield Fixed Income	Fixed Income	\$15,708.0	\$1,466.0	\$1,466.0	\$1,466.0	\$1,466.0
US Securitized Fixed Income - Mortgage	Fixed Income	\$15,314.4	\$1.0	\$10.0	\$10.0	\$10.0

Flow Trends by Investor Domicile

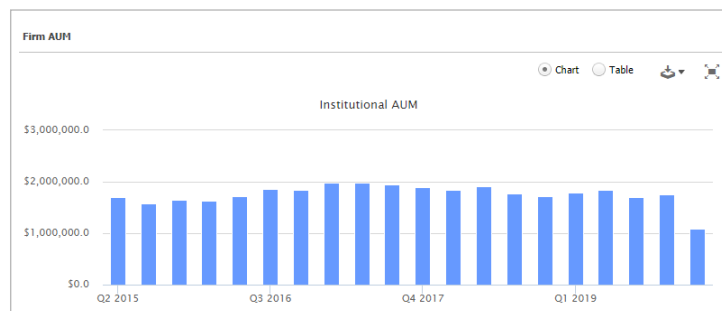
Within a universe, understand asset movement by geography – which domiciles are buying and which are redeeming.

Domicile	Total AUM	Q2 2019	Q3 2019	Q4 2019	Q1 2020	% Change (MRQ)
United States	\$21,227,500.7	\$-141,420.7	\$-47,687.2	\$-67,054.7	\$-80,924.3	-0.3%
Europe	\$3,283,816.5	\$-40,564.2	\$5,209.8	\$49,209.8	\$-74,088.4	-1.2%
Canada	\$888,388.9	\$409.9	\$-23,081.4	\$-8,819.1	\$486.7	0.0%
Japan	\$472,503.5	\$-11,375.0	\$-10,055.0	\$-9,594.9	\$11,027.4	1.4%
Africa/Middle East	\$412,137.1	\$288.6	\$-101.3	\$-11,624.3	\$3,081.6	0.5%
Australia	\$331,724.8	\$-13,865.0	\$-5,772.1	\$-460.0	\$-21,395.0	-3.6%
Other Asia ex-Japan	\$315,552.1	\$-4,314.5	\$-1,563.2	\$283.9	\$-6,060.7	-1.2%
Hong Kong	\$144,661.0	\$1,798.6	\$-2,071.1	\$-11,802.5	\$8,672.0	3.4%
Latin America	\$65,068.1	\$-775.1	\$5,327.4	\$-180.7	\$3,456.4	3.5%
Singapore	\$43,378.4	\$-236.9	\$-1,132.2	\$-799.7	\$-661.7	-0.9%

The power of ASSET FLOWS

Flows by Manager

Track which managers are the largest gainers or losers of assets over a given period by analyzing the sum of all flows for their lineup by institutional or total AUM, net flows or MRQ change.

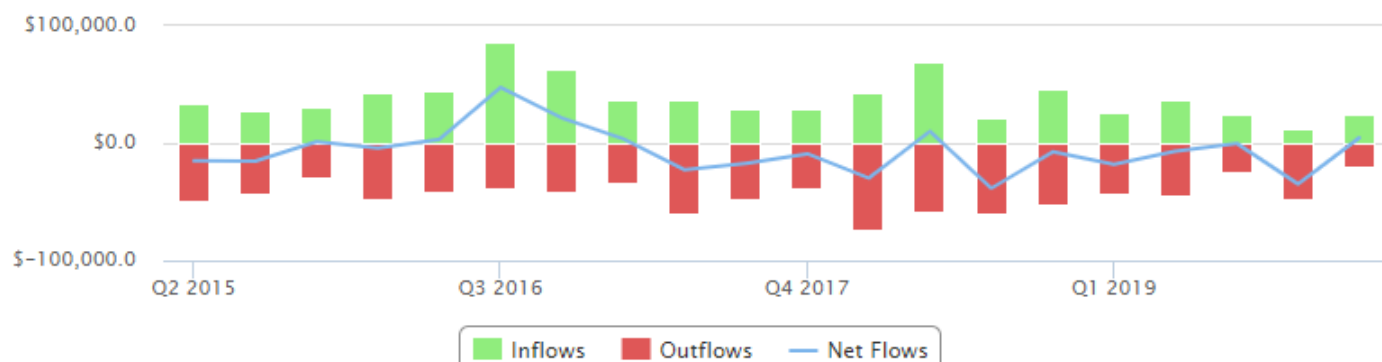


Firm Volatility

Gross Flows Retention Rate Growth Rate

Chart Table

Gross Flows - Institutional AUM



Firm Net Flows

Chart Table

Net Flows - Institutional AUM



Top Products

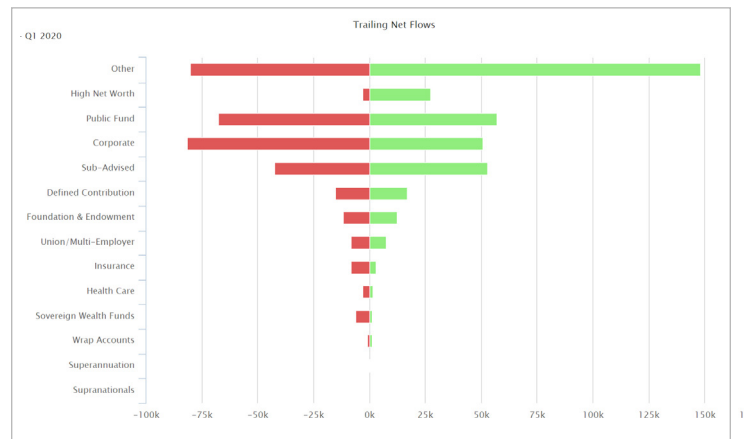
Trailing Inflows Trailing Outflows AUM - MRQ

Product	Inst. AUM (Q1 2020)	Flows ①	% Change ①
US Debt Index Fund	\$104,314.8	\$28,366.2	46.4%
Total Return	\$23,927.6	\$8,726.0	72.2%
Long Duration Corporate Credit Screened	\$11,780.7	\$6,632.8	218.3%
Emerging Markets Alpha Tilts	\$10,552.2	\$5,582.4	120.6%
High Yield	\$15,603.9	\$5,000.7	58.2%
Fundamental Local Currency Emerging Markets Debt	\$5,972.9	\$3,761.5	136.7%
Bank Loans	\$10,519.2	\$3,086.2	49.1%
CMBS	\$3,126.0	\$2,167.3	329.4%
Market Advantage (Risk Parity)	\$10,552.0	\$1,892.8	26.4%
Russell 2500 Index Fund	\$6,872.8	\$1,710.4	36.8%

The power of ASSET FLOWS

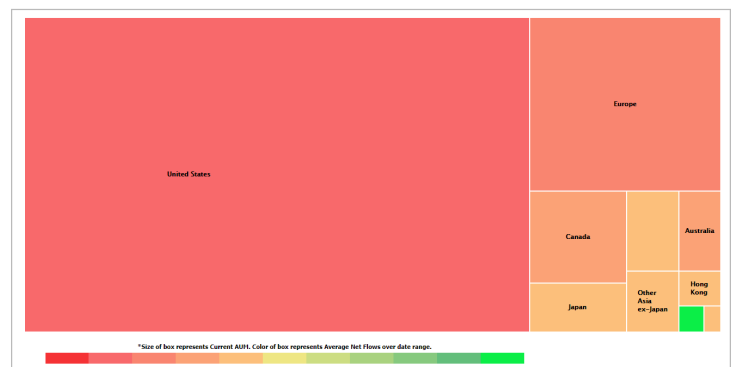
Flows by Investor Type

Within a given universe or product, view flows by investor type and drill into different time periods, flow volatility, retention rates and more.



Identify Market Sizes

Quickly size markets for traditional products by geography, then drill down to see flows from that investor domicile by universe.



Track Capture Rates

Use Asset Flows to track a product's market share, as well as its ability to capture flows in a specific universe.

All US Equity							
Product	Inception Date	AUM Q1 2019 ①	AUM Q1 2020	Market Share	Trailing Net Flows	Trailing Net Flows %	Capture
Investment Management Trust Fund (Investment Management Trust Fund)	4/27/1992	\$222,989.6	\$736,842.3	10.3%	---	---	---
Investment Management Trust Fund (Investment Management Trust Fund)	8/31/1976	\$239,304.5	\$443,641.5	6.2%	---	---	---
Investment Management Trust Fund (Investment Management Trust Fund)	12/31/1977	\$401,015.9	\$372,895.6	5.2%	-\$1,404.1	-0.4%	-0.2%
Investment Management Trust Fund (Investment Management Trust Fund)	7/31/1990	\$219,561.9	\$190,756.2	2.7%	---	---	---
Investment Management Trust Fund (Investment Management Trust Fund)	2/17/1988	\$185,588.4	\$187,816.1	2.6%	\$17,776.4	9.6%	5.3%
Investment Management Trust Fund (Investment Management Trust Fund)	1/1/1978	\$208,218.6	\$182,651.7	2.6%	-\$13,601.3	-6.5%	-2.3%
Investment Management Trust Fund (Investment Management Trust Fund)	5/31/1977	\$124,148.8	\$114,879.5	1.6%	-\$538.6	-0.4%	-0.1%
Investment Management Trust Fund (Investment Management Trust Fund)	7/13/1996	\$113,868.0	\$104,758.7	1.5%	-\$361.1	-0.3%	-0.1%
Investment Management Trust Fund (Investment Management Trust Fund)	11/2/1992	\$67,625.4	\$88,938.7	1.2%	---	---	---
Investment Management Trust Fund (Investment Management Trust Fund)	5/21/1998	\$82,879.6	\$84,605.2	1.2%	---	---	---
Investment Management Trust Fund (Investment Management Trust Fund)	9/30/1983	\$95,347.1	\$83,406.2	1.2%	-\$6,295.1	-6.6%	-1.1%
Investment Management Trust Fund (Investment Management Trust Fund)	11/2/1992	\$66,918.0	\$69,666.2	1.0%	---	---	---
Investment Management Trust Fund (Investment Management Trust Fund)	10/3/1960	\$73,149.9	\$69,342.6	1.0%	---	---	---
Investment Management Trust Fund (Investment Management Trust Fund)	1/1/1965	\$77,597.8	\$58,495.0	0.8%	-\$5,554.5	-7.2%	-0.9%
Investment Management Trust Fund (Investment Management Trust Fund)	1/31/2002	\$65,696.3	\$54,320.0	0.8%	-\$2,486.5	-3.8%	-0.4%