

HOW CAN UCITS ADD VALUE FOR ASIAN ASSET MANAGERS?

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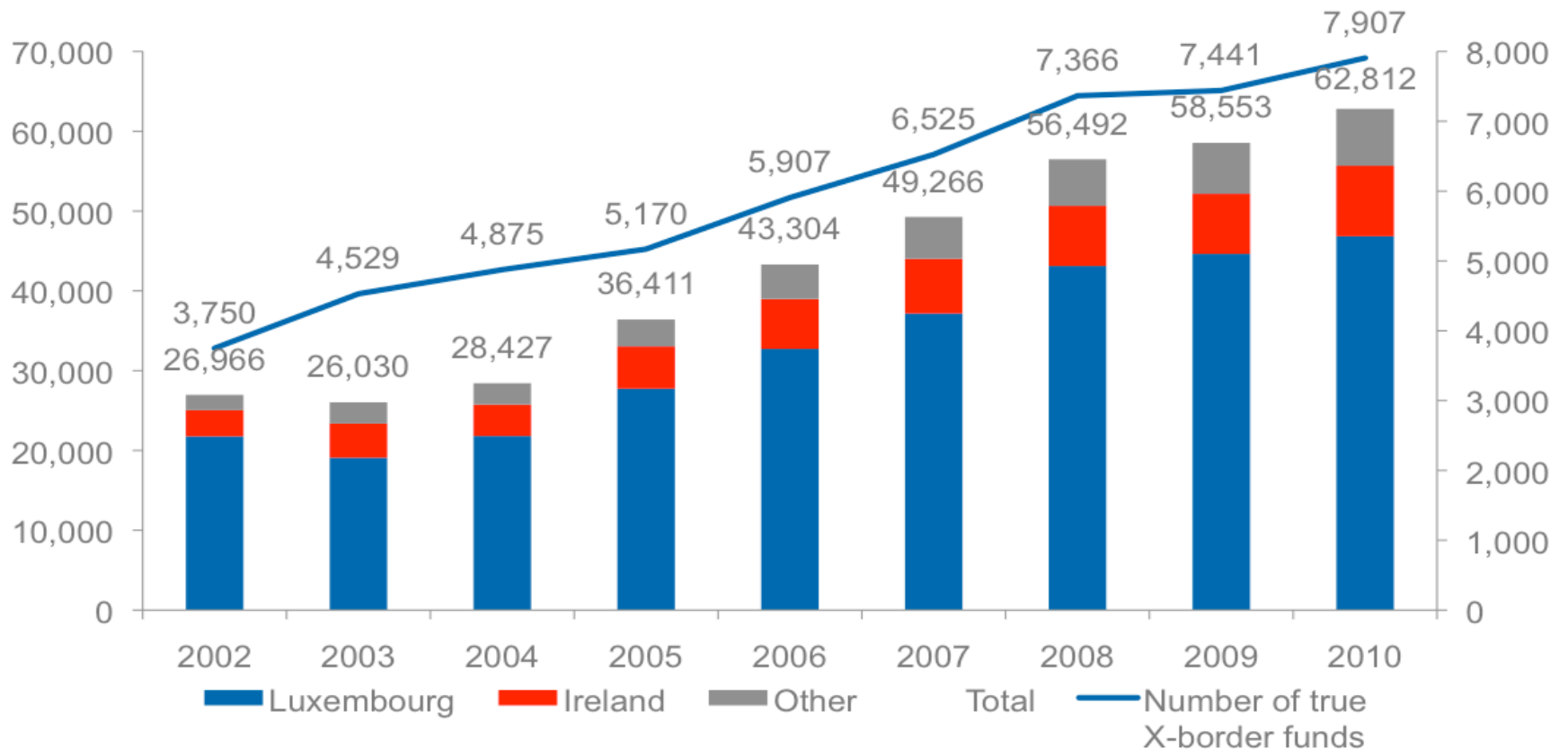
AGENDA

- **UCITS distribution**
- **UCITS IV**
- **Recent trends**
- **UCITS V**

UCITS DISTRIBUTION



EVOLUTION OF CROSS-BORDER DISTRIBUTION



Source: Lipper Hindsight and PwC analysis

REGIONAL BREAKDOWN OF DISTRIBUTION

EVOLUTION SINCE DECEMBER 2009

Region of distribution	Total registrations Dec. 2009	Total registrations Dec. 2010	# new registrations over the period
Europe	49,956	54,441	4,485
Asia Pacific	5,307	5,434	12
Americas	2,154	1,922	-232
Middle East	894	797	-97
Africa	233	218	-15
TOTAL	58,544	62,812	4,268

Source: Lipper Hindsight and PwC analysis

FOCUS ON HOT SPOTS COUNTRIES FOR DISTRIBUTION

Country of sale	New registrations between Dec 2009 & Dec 2010
EUROPE	4,485
Switzerland	532
Spain	464
Germany	387
Sweden	373
Austria	365
UK	350
Italy	324
ASIA	127
Macau	327
AMERICAS	-232
Bermuda	19
AFRICA	-15
Mauritius	1

Source: Lipper Hindsight and PwC analysis

TOP 15 NON-EU COUNTRIES FOR DISTRIBUTION

Country	Total registrations as at Dec 2010
Switzerland	4,595
Singapore	2,064
Norway	1,642
Chile	1,262
Hong Kong	1,224
Macau	906
Taiwan	850
Liechtenstein	744
Aahrain	739
Jersey	558
Peru	524
Guernsey	318
Korea	253
Iceland	209
Gibraltar	200

Source: Lipper Hindsight and PwC analysis

UCITS IV

- **Notification**
- **KIID**
- **Master/feeder structures**
- **Merger provisions**



UCITS IV IMPORTANT DATES

◆ 1 July 2011

- Application of the provisions of the law of 17 December 2010 to existing UCITS and UCITS management companies (except for the simplified prospectus “grand-fathering”)
- Risk management must be undertaken in accordance with CSSF regulations, CESR document 10-788 and CSSF Circular 11/512

◆ 31 December 2011

- Prospectus must be updated with information required for risk management/leverage
- Submission to the CSSF of a new risk management procedure drafted in accordance with CSSF Circular 11/512
- Annual reports have to contain information on risk management/leverage figures from that date

◆ 1 July 2012

- Grand-fathering period ends and KIID becomes mandatory for all UCITS

UCITS IV

- **What is new?**
- **What is the impact on you?**



RECENT TRENDS

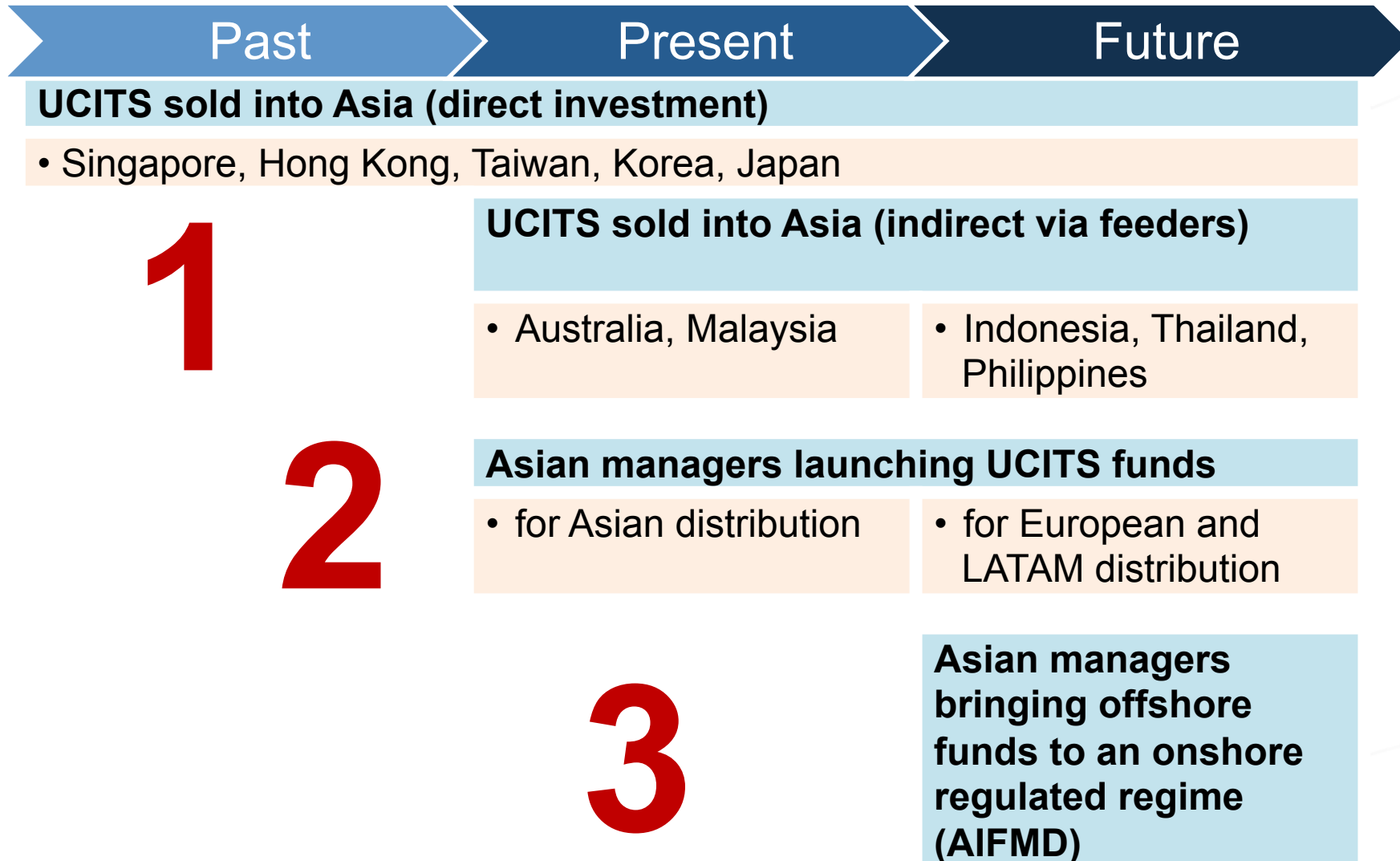
- **Product trends**
- **Distribution trends**



ASIAN FUND PROMOTERS IN LUXEMBOURG

- APN Funds Management
- ARC China
- China Asset Management
- China Southern
- DBS Asset Management
- DIAM Group
- First State Investments
- Fullerton Fund Management
- Hyperion
- PhoenixInvest Group
- JK Capital Management
- Lion Global Investors Limited
- Manulife Funds Direct
- Macquarie Group
- Mirae Asset Global Investment
- Mizuho
- Mitsubishi UFJ Global
- Nikko Cordial
- Nippon Life Insurance Company
- Nomura
- Pacific Star
- Prudential Asset Management
- Sail Advisors
- SBI Asset Management
- Shinko Securities Co.
- Sumitomo Trust & Banking
- Target Funds (Asia)
- Tokyo Marine Asset Management

ASIAN FUND PROMOTERS – THE EVOLUTION FROM OFFSHORE TO ONSHORE



UCITS FUNDS – EXAMPLE OF STRATEGIES BY ASIAN FUND PROMOTERS

Equities	Bonds
<ul style="list-style-type: none"> • Asia-Pacific / Far East • Asia ex-Japan • Asian Small Cap • Asia Value Dividend • Asia Pacific Consumer • China Agriculture • European • Emerging Eastern Europe • Global (eg. Contrarian, Healthcare, Resources) • Greater China • Japan Growth / Value • Other country (Australia, India, Korea, China/ HK etc) 	<ul style="list-style-type: none"> • Asia Credit • Asia Total Return • Asian Convertible • Asia High Yield • Asian Currency • Asia High Yield • Emerging Markets • Global • US

UCITS IV MANAGEMENT COMPANIES

- **What is new?**
- **What is the impact on you?**

WHAT IS NEXT?

- **UCITS V**



QUESTIONS?

