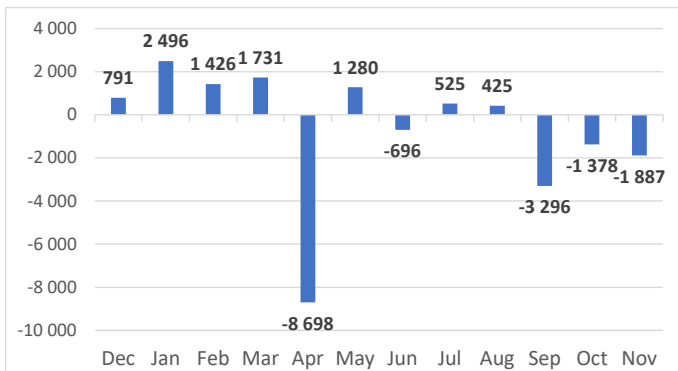


Net Sales Total

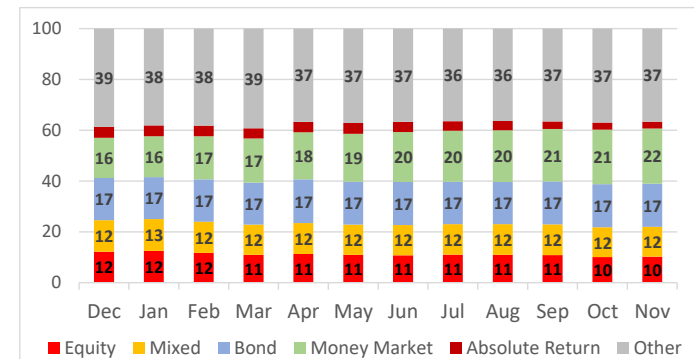


AUM & Net Sales by Investment Profile

Profile	AUM		Net sales		
	Nov-18	Oct-18	Nov-18	Oct-18	YTD
Equity	27 338	27 275	-386	-652	-3 185
Mixed	31 535	31 789	-519	-839	-1 850
Bond	45 365	46 065	-699	-373	-1 593
Money Market	58 247	58 033	227	988	13 301
Absolute Return	7 299	7 600	-173	-498	-3 895
Other	98 024	100 203	-338	-4	-10 849
Total	267 809	270 965	-1 887	-1 378	-8 071

AUM Structure [%] of Other category	Private Eq.	Securitized	Real Estate	Commodity
	92	5	2	1

AUM Structure [%]



Net Sales by Investment Profile

