

INVESTMENT FUNDS AND ASSET MANAGEMENT MARKET IN POLAND, 2014–2016



SAMPLE

by Inteliace Research September 2014

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AS OF 2014 H1, ASSETS UNDER MANAGEMENT IN POLAND IN 4 MAJOR SEGMENTS **EXCEEDED PLN 522 BILLION (EUR 126 BILLION)** Scope retail **†** institutional **KEY SEGMENTS OF THE ASSET MANAGEMENT SECTOR IN POLAND, 2014 H1 Investment Funds** Pension (Pillar II) Pension (Pillar III) Insurance 2014 H1 2014 H1 2014 H1 2014 H1 • Net assets of open-end Technical reserves of • Pillar III corporate and Net assets and closed investment insurance companies (both individual savings: • In early 2014, total assets funds, managed almost life and non-life) and assets went abruptly down as - PPE - corporate pension exclusively locally. of unit-linked insurance - IKE, IKZE - individual Description roughly half of them (all t-• Non-public funds growing bonds & t-bills) has been funds. pensions accounts. /Scope rapidly. Both institutional and Both institutional and transferred to state-owned, • Mostly retail business. social security institution retail (unit-linked) assets. retail assets. ZUS, followir overhaul by government **Funds** Multiple funds of 58 • 55 fund managers in Multiple funds and and total of which 38 offering • 13 manage isurance companies. various vehicles. managers 702 funds & sub-funds (including banks, (2013).insurers, asset managers)

Total Assets = 522 billion PLN (126 billion EUR)

• 152 billion PLN

(37 billion EUR)

• 152 billion PLN

(37 billion EUR)



~15 billion PLN

(4 billion EUR)

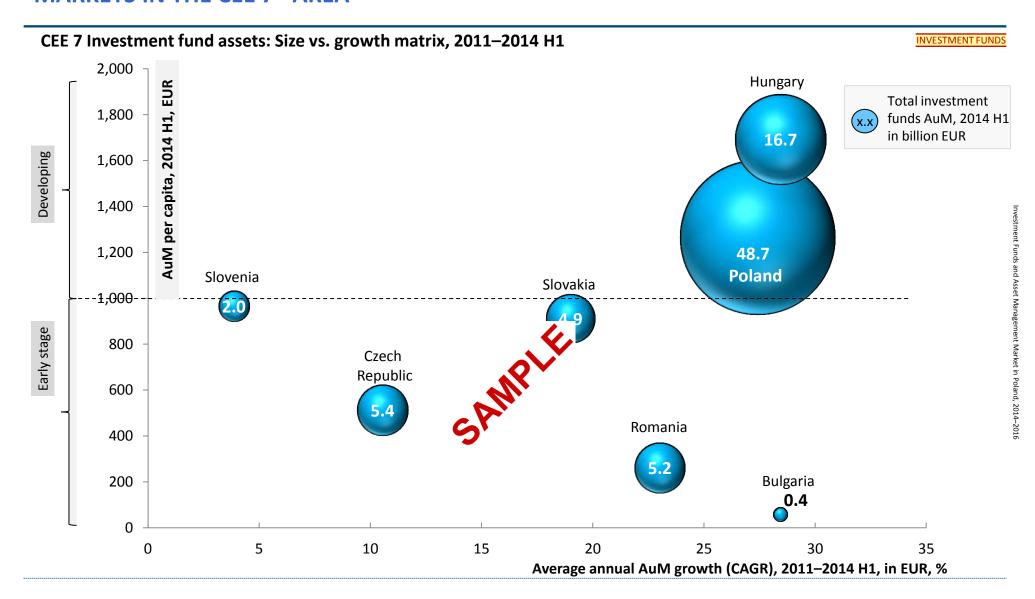
• 203 billion PLN

(49 billion EUR)

Assets

under management

POLAND HAS THE LARGEST AND ONE OF THE MOST DYNAMIC INVESTMENT FUND MARKETS IN THE CEE 7* AREA



^{*} including: Poland, Czech Rep., Hungary, Slovakia, Slovenia, Romania, Bulgaria Source: EFAMA, IZFiA, Inteliace Research



NOTES ON METHODOLOGY

FX rates:

- As a general rule, all "end of year" balances such as assets, deposits, loans, and similar volumes have been converted from the local currency into Euro using **end of year** (period) exchange rate
- All results achieved during a period of time like: profits, revenues, new sales etc. have been converted from the local currency into Euro using average exchange rate
- Exchange rates used in the report:

EUR / PLN	2006	2007	2008	2009	2010	2011	2012	2013	2014 H1
Average	3.90	3.78	3.52	4.33	3.99	4.12	4.19	4.20	4.14
End of period	3.83	3.58	4.17	4.11	3.96	4.42	4.09	4.15	4.16

Estimates and Forecasts:

- In some cases, recent or verified data was not available. Therefore, necessary short-term estimations have been done to fill the gaps. Estimates are always indicated with the letter "E"
- When preparing forecasts "F" we have built models using latest observed trends, available forecasts of main economic indicators, seasonal changes observed in the past, and other specific factors considered important.

Source: NBP

Multiple sources:

• In some cases, multiple sources of similar data exist. In this situation we always try to select the most appropriate one /in our view/. The source is indicated in the footer area of each slide. Nevertheless, in specific cases before interpreting the data, we recommend that you get a good understanding of the methodology of data collection by contacting the authors.

Changes vs. previous reports:

- Total investment fund assets: Figures published by GUS have been used in this report instead of figures published by IZFiA. GUS figures are slightly higher since they also include assets of few, non-public and non-compliant investment funds. Accordingly all market shares have been recalculated using the full industry totals as published by GUS.
- Insurance Investments: In order to include all investments of insurance companies, figures presented in this report under "insurance investments" category show both technical reserves of insurers as well as other investments of insurers (e.g. own account/equity related).



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Our company specializes in value-added research services and tailored business intelligence solutions.

Through our customized research services we help our clients to better understand their customers, competitors and overall market dynamics.

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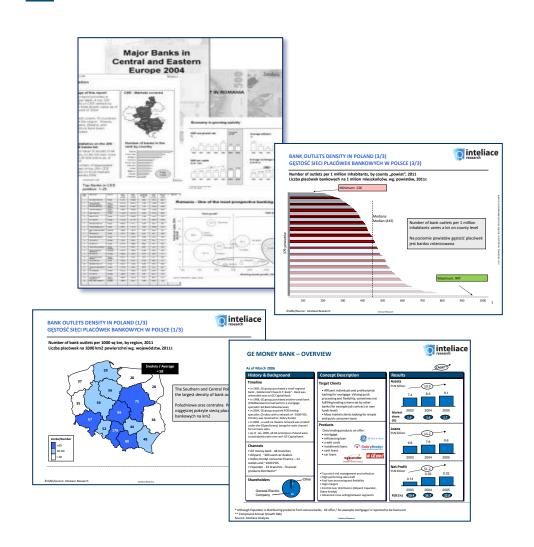
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