

Development of Net Sales classified according to asset groups in mn €

|      | Money Market Funds | Near Money Market Funds | Bond Funds | Equity Funds | Balanced Funds | Funds of Hedgefunds | Alternative Funds | UCITS applying a strategy with significant derivatives exposure | Derivatefonds | Hedge Fonds | Private Equity Fonds | Total      |
|------|--------------------|-------------------------|------------|--------------|----------------|---------------------|-------------------|---|---------------|-------------|----------------------|------------|
| 2001 |                    | 161,30                  | 3.399,93   | 4.298,65     | 1.307,85       |                     |                   |   |               |             |                      | 9.167,73   |
| 2002 |                    | 1.129,45                | 3.865,41   | 2.452,73     | 1.908,13       |                     |                   |   |               |             |                      | 9.355,71   |
| 2003 |                    | 2.954,57                | 1.334,14   | -41,22       | 821,26         |                     |                   |   |               |             |                      | 5.068,75   |
| 2004 | 38,04              | 2.302,11                | 3.117,13   | 937,00       | 2.511,95       |                     | 846,00            |   |               |             |                      | 9.752,23   |
| 2005 | 32,81              | 2.931,24                | 9.390,83   | 917,62       | 3.296,30       |                     | 4.043,71          |   |               |             |                      | 20.612,51  |
| 2006 | 131,05             | -2.553,20               | 3.271,80   | 1.641,78     | 4.634,52       |                     | 1.457,94          |   |               |             |                      | 8.583,90   |
| 2007 | 168,72             | 249,78                  | -5.260,31  | -2.424,65    | 2.765,36       |                     | 1.600,30          |   |               |             |                      | -2.900,80  |
| 2008 | -756,07            | -335,45                 | -8.424,57  | -3.794,83    | -1.968,18      | -182,26             | 224,99            |   |               |             |                      | -15.236,38 |
| 2009 | -75,14             | -1.806,52               | 393,28     | 1.508,85     | 315,34         | -522,57             | 141,88            |   |               |             |                      | -44,87     |
| 2010 | -307,56            | -808,16                 | -964,77    | 1.192,15     | 3.246,50       | -132,69             | -122,14           |   |               |             |                      | 2.103,33   |
| 2011 | -361,20            | 79,54                   | -3.317,70  | -1.647,19    | 894,05         | -213,47             | -128,74           |   |               |             |                      | -4.694,72  |
| 2012 | -190,44            | -51,40                  | 158,55     | 499,87       | -427,06        | -162,02             | -217,82           | -0,75   |               |             |                      | -391,07    |
| 2013 | -161,80            | -4,53                   | -269,70    | 419,48       | -370,11        | -98,26              | -356,71           | -1,17   |               |             |                      | -842,79    |
| 2014 | -27,36             |                         | 1.294,30   | -661,51      | 3.594,17       | -39,53              | 28,30             | -1,14   | -12,45        |             |                      | 4.174,78   |
| 2015 | -62,68             |                         | 780,26     | -23,79       | 4.417,30       | 8,83                |                   |   | -43,39        |             |                      | 5.076,54   |
| 2016 | -8,83              |                         | -2.077,15  | 458,87       | 1.063,57       | 8,47                |                   |   | -89,34        |             |                      | -644,41    |
| 2017 | -17,84             |                         | -563,10    | 446,92       | 3.622,88       | -0,63               |                   |   | 35,11         |             |                      | 3.523,35   |