

EFC WEALTH MANAGEMENT REPLY | QUANTITATIVE OBSERVATORY

THE EVOLUTION OF THE MARKET – Updated on 2022

March 2023

WHAT IS THE QUANTITATIVE OBSERVATORY WEALTH MANAGEMENT REPLY?

QUANTITATIVE OBSERVATORY

The Reply Quantitative Observatory **analyzes** and **monitors** the **Asset Gathering** sector over time, highlighting the main market trends in terms of Assets under management, Net Inflows, number of **Financial Advisors** and number of **Clients**.

The main objective of the observatory is to **maintain a "fact-based" view** of the overall trend of the sector and the main elements of innovation.

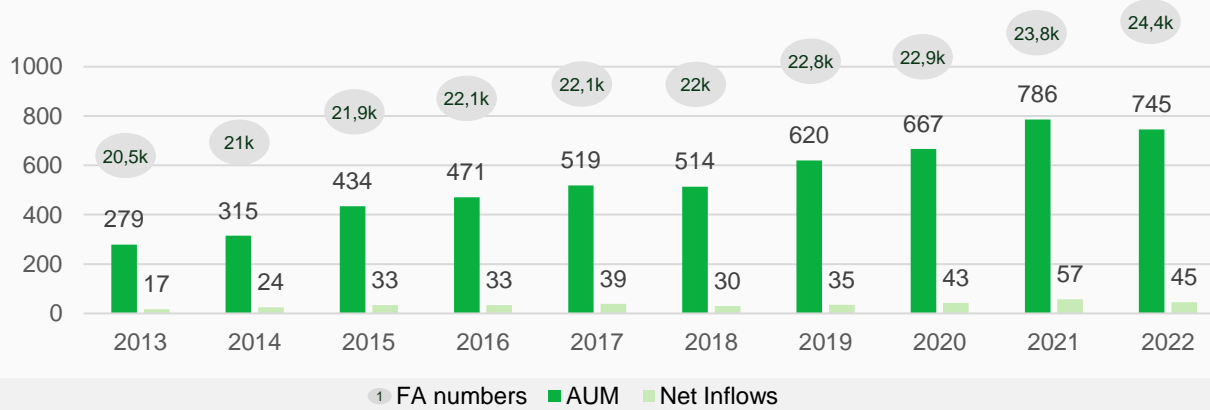
This extract shows the main indicators that represent the **market trend** in the **2022**.

MONITORED PLAYERS



TRENDS IN AUM, NET INFLOWS AND NUMBER OF FINANCIAL ADVISORS

AUM (Billion €)



STOCK MARKET PERFORMANCE

Performance (%)



NOTE

The chart shows the value over the past ten years of **total AUM**, **Net Inflows** and the **numbers of Financial Advisors (FA)** of Assoreti members, compared to the market trends.

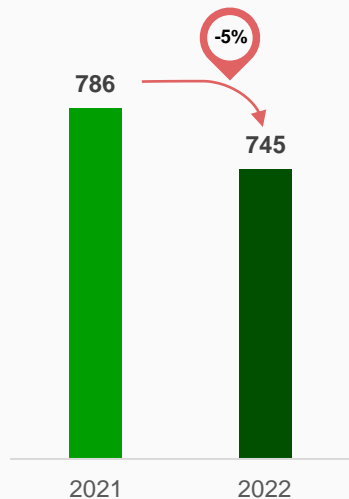
Between 2013 and 2022, while there was an **increase** in the **number of financial advisors** (about 4k units), **total AUM had a substantial increase** (+10,3% in terms of compound annual growth rate, CAGR).

The **Q4 2022 shows a drop on the AUM** (-5% compared to the end of 2021), similar to the trend observed in the stock market.

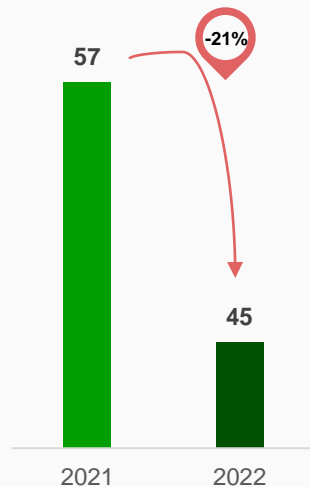
AUM displayed in Billion of €
Market data are built as the average performance of such indexes S&P500, MSCI World e Euro Stoxx 50.

The **Q4 of 2022** shows the **decrease in AUM** compared to data recorded at the end of Q4 of 2021 (-5%); this decrease is mainly due to the **negative markets performances**. **Net inflow**, although it **represents the second best annual figure ever** (+45 billion), is also **shifting backward** compared to data recorded in **the same period of 2021** (-21%). Regarding the networks' structure, **the growth trend in the number of financial advisors is confirmed** (+2%); therefore, it occurs a **slight decrease in the value of AUM per financial advisor** (-7%).

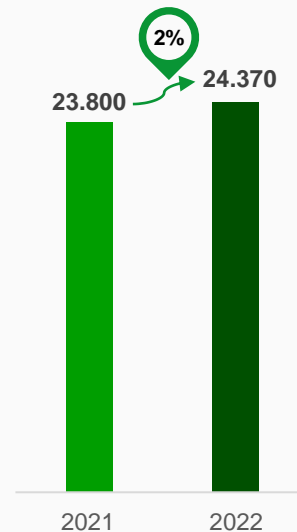
Asset Under Management
(in billions of €)



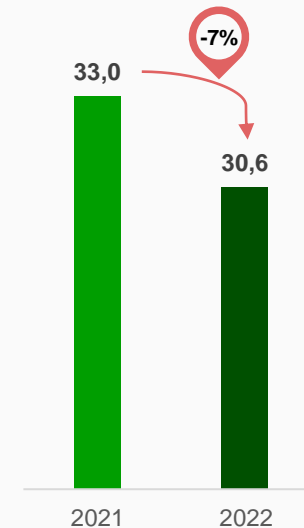
Net Inflows
(in billions of €)



Number of Financial Advisors








AuM Managed/Financial Advisor
(in billions of €)



TOP 6 PLAYERS ON MARKET FOR AUM

The top six financial advisor's networks show negative changes in AUM compared to the end of 2021. Net inflows also show negative figures compared to the one for the same period last year. Moderate growth in the number of financial advisors. Declining the average assets per financial advisor.

	AUM* (in billions of €)	Net Inflows* (in billions of €)	Number of Advisors*	AuM Managed/Financial Advisor* (in billions of €)
Player 1	148  -7%	8,5  -21%	5.442  0.8%	27,3  -8%
Player 2	93  -4%	7,3  -7%	4.355  +3%	21,3  -7%
Player 3	93  -1%	8,8  -11%	2.918  +5%	31,9  -6%
Player 4	82  -3%	5,7  -26%	2.204  +2%	37,3  -5%
Player 5	60  -6%	5,2  -5%	2.177  +2%	27,5  -8%
Player 6**	46  -8%	1,1  -59%	1.860  +1%	24,9  -9%

* Percentages of AUM, Net Inflows, Number financial advisors and AUM per financial advisor underline the increase / decrease relative to the 31th December 2021

5 ** Player 6's AUM as of Q4 2022 is obtained by considering the sum of AUM as of Q3 2022 and the net inflows of October and November. Net inflows and cash flows data are updated as of 30 November 2022.

Disclaimer

Analysis carried out by e*finance consulting Wealth Management Reply on the basis of information extracted by Assoreti, updated on 31th December 2022.

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