B1. Taiwan Onshore Fund Monthly Update Product Highlight

Report Highlight

- >40 pages Covering Analysis & Past-6 Month Monthly Data + YTD / YoY / 2-Year / 3-Year Comparison of Taiwan Onshore Funds Market with over 40+ consolidated tables and charts
- Additional 3-Page Snap-Shot in each issue
- Onshore Funds Market Overview Past 6-month AUM and fund flow data of onshore public funds / Onshore Private Funds / Onshore Futures Funds, including Fund Number / AUM / Fund Flow / Share Class / MoM & YTD / YoY Comparison
- Fund Product Review AUM / Fund Number / Market Weighting / Net Sales / Top-10 Funds by Fund Type
- Back-End Shares / Currency Shares / Reinvestment vs Distribution Shares
- IPO Fund Market Analysis Launch Results / AUM & Retention Ratio by Fund Type / by Custodian / by SITE
- **Competitors Analysis** AUM Ranking / Product and Client No. / MoM and YoY AUM / Net Flows

Subscription Information

- 12 Issues per annum, issued by the 16th working day of every month
- Price includes database in Excel format and presentation soft copy in PDF format

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I. Onshore Fund Market Review

- Market Size: Taiwan's onshore fund market size reached US\$126.394mn AUM MoM or -US\$9,170mn (-6.8%) QoQ.
- Fund Number: The market consisted of 1.074 funds overseen by 39 State onshore public fund and 1 private fund launches versus 1 fund liqui .on.
- Onshore Private Funds: There were 18 SITEs managed a tot as of 03/2020, a -US\$75mn decrease MoM with one new relivate
- Onshore Futures Trust Funds: There were 18 future Fubon (1 fund) and JKO (3 funds) with US\$1,389mr +US\$872mn net inflows in 1Q/20. The sharp fall in the **Futures ETF** to face liquidation. As the Fund has mo Fund: 1) on 03/19/2020 to extend the light idation thres bld value to the past 30 days average 2) to gi

II. Onshore Public Fund Market Str

- Market Size: The onshore public fund market has SITEs. The AUM de sed at US\$8.837n (or -6.7
- Share Class Distrib 03/2020 In 1Q/2020. IPO fu TWD acco ts to
 - Breakdown by Asset (ersus 2

renigence

s: Passing unds accounted for 42.4% market share, decreased from US\$56.9bn to US\$55.5bn in 3% in money market funds, 16.0% in fixed-income funds, 13.7% in active equity funds and 3.6% in fund

Breakeown by h fixed-income (10.

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The: International Bond ETFs took 34.1% market share, followed by domestic MMFs (20.6%), international international equity (7.5%), domestic equity (5.4%), domestic equity ETF (4.5%) and high yield bond (3.7%).

st funds

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US\$670n

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in 03/2020 a reat of 5 new crea 20. t. fund num ncreased by 13. ted A reaching US\$1,293mn s with a in 03/2020. aunched b nely Yuanta SITE (14 funds),

ease

2020, a US\$9,582mn

decrease with 5\$188mn net outflows in 03/2020 or. anta S&P GSCI Crude Oil 2x Leveraged ER SC had revised twice the rules to save the In the past 3 days to fall below 20% of the face and to prevent liquidation before 09/30/2020.

AUM US\$123,711mn as of 03/2020 under 988 funds overseen by 39

DM or –US\$9.305mn (or -7.0%) QoQ.

number of one public fund share class reached 2,875 in 988 funds, an increase of 22 in number has increased by 107 contributing mostly by the launches of 19 new

ency share total free AUM, versus that of 8.0% in USD, 3.6% in CNY and 1.2% in the rest of the

private ent fu tal of 3 plavers

I. Onshore Fund Market Review Industry Update

•	fund and 1 private fund la Onshore Fund Market			uidation. In *	IQ/20.4	tal fund	er incre	eased I 13.		
Fund			Past 6 M h.ns					Past	t 3 Years Data	a
Туре	Comparison	10/19	11/19	(9	⊽ata ↓	02/20	03/7	1Y	2Y	3Y
	No. of Players	39	39	39		39	39	39	39	3
	Fund No.	969	973	3		984	988	894	813	74
Public	AUM (US\$mn)	126,638	129,696		134,7	32 5 19	123,711	97,339	84,315	70,83
Funds	AUM Change (US\$mn)	7,602	3,058		1,780	_48)	(8,837)	26,372	39,396	52,8
	AUM % Change	P	2.4%	2.	1.3%	-1.7%	-6.7%	27.1%	46.7%	74.6
	Net Sales (US\$mn)		563	93	818	(1,943)	44	25,382	38,655	42,9
	No. of Players			18	18	18	18	18	19	
Private	Fund No.	63		65	67	67	68	59	52	Ę
unds	AUM (US\$mn)	1,330	1,35	1,313	1,340	1,368	1,293	1,308	1,116	1,1:
	AUM Change (U	36	7	(25)	27	28	(75)	(14)	178	1
	No. of Players	3	3	3	3	3	3	3	5	
utures	Fund No.	18	18	18	18	18	18	19	19	-
rust	AUM (US\$mn)	684	1	1,235	1,446	2,059	1,389	980	463	47
	Change (US\$r)		(99م	(50)	211	613	(670)	409	926	9
	Ao. Change		-23.7%	-3.9%	17.1%	42.4%	-32.5%	41.7%	199.9%	193.0
	Net Sales (US\$mn)		(357)	(123)	282	779	(188)	1,273	1,777	1,59
	Fund No.		1,055	1,061	1,067	1,069	1,074	972	884	8
Та		129,651	132,318	135,564	137,582	135,976	126,394	99,627	85,894	72,44
	S\$mn)	7,969	2,667	3,246	2,019	(1,607)	(9,582)	26,767	40,500	53,94
	70 UIIA.	6.5%	2.1%	2.5%	1.5%	-1.2%	-7.0%	26.9%	47.2%	74.5

Market Size: Taiwan's onshore fund market size reached US\$126,394mn AUM as of 021,20, a US\$9,582mn

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decreas

II. Onshore Public Fund Product Review **Public Fund - AUM Overview by Fund Type**

Breakdown by Fund Type: International Bond ETFs took 34.1% market share, follower fixed-income (10.7%), international equity (7.5%), domestic equity (5.4%), domestic

AUM Change by Fund Type: : International Bond ETFs suffered the most from US\$ fixed-income (-US\$2,133mn), international equity (-US\$1,990mn) and high nd (Com (+US\$1.026mn) mainly from the new launch of Yuanta Taiwan High-

🗸 domestic MMFs (2 internati ETF (4.5%) and high nd AUM loss, followed b mational equity gains 74mn) while mes S\$1.546mn AUM. und raisin

~~).

2.02-1: Public Fund AUM Breakdown by Fund

AUM No. of ta onths Mc **AUM Changes in Past 3 Years** Type of Fund Funds Weight 10/19 **′19** J2/20 03/20 MoM **1**Y 2Y 3Y 01/2(0?)(03/20)45,279 42,219 Int'l Bond ETF 105 145 (3,061) 23,378 38,739 41.559 42 26,842 25,436 **Domestic Money Market** 20. 64 2٤ 26,201 (765) 1,238 (2,941)(1,224)10.7% 13.460 .095 International Fixed-income 144 15,177 15.338 13,205 (2,133)4,343 10.957 8,789 International Equity 737 12,790 11,307 9,317 (1,990)7.5% 12, 12,414 (3, 143)(4.601)(1,443)196 **Domestic Equity** 2 6,140 5.4% 6,442 6.054 5.896 6.677 781 1,071 578 649 Domestic Equ ETF 4,081 4,550 5,576 1,026 3,764 4,233 4,131 2,134 3.314 High Y 6.071 a Bonu 6,054 6,224 6,188 6,130 4,556 (1,574) (776)(1.688)(1.195)Int'l uity ETF 1,846 2,697 40 _% 2,325 2,373 2.788 2.776 (79) 31 381 753 38 (524) Inte 2.0% 3.091 3.072 2.989 2.936 2.412 3.074 (559)(729)(274)1.9% 2.238 1.696 2.167 2.055 1.720 2.388 667 307 (242)(190)Domes (Source: SITCA)

JS\$mn

II. Onshore Public Fund Product Review Fund Flow by Fund Type 1

MoM Fund Flow: The market saw a net inflow of US\$44mn in 03/2020, including US\$1.57mn net inflows from ETFs and US\$1,556mn from domestic equity funds, while international bond ETFs (Jacobian 573mn) saw net outflow has seen net outflows since 01/2020.
 Xo X Fund Flow: There were US\$25,000 me not inflow in XoX has is mostly for the sinternational bond ETFs (Jacobian 10,000 me not inflow).

YoY Fund Flow: There were US\$25,382mn net inflows in YoY basis, mostly international international fixed-income funds (US\$3,358mn) where international equipment of \$2,5 and equity ETFs (-US\$1,410mn) saw net outflows.

ern bond ETFs (l \$20,0 sm \$2,5 nd internat l leverage

0, omn) and leveraged / inverse-

ETF

tic equit

e ba

2.03-1: Fund Flows by Major Sector

Sector			Past 6	s Mont	nthly omn)			Past 3	Past 3 Years Data (US\$mn)		
Sector	Fund Flow	10/19	11/19		01/.	02/20	03/20	1Y	2Y	3Y	
	Gross Sales	3,886	3,758		9	2,664	3,838	46,758	68,926	71,891	
Int'l Bond ETF	Outflow	(1,562)	(702)		(1,308)	(53ر	(5,416)	(25,795)	(33,415)	(33,531)	
	Net Sales		3,056	2,1	(323)	(989)	(1,577)	20,963	35,512	38,360	
-	Gross Sales	5,	77	5,23.	1 7	4,149	6,355	59,158	117,026	186,075	
Domestic Money Market	Outflow	(3,20		6,315)	,386)	(4,730)	(7,186)	(58,528)	(119,253)	(187,729)	
	Net Sales	2,247	(2~	,078)	591	(581)	(831)	630	(2,227)	(1,655)	
International Fixed-Income	Gross Sal	801	336	359	740	480	482	6,318	9,089	11,504	
	Outflow	(210)	(187)	(245)	(181)	(378)	(523)	(2,960)	(4,187)	(5,998)	
	Net Sales	591		114	559	102	(42)	3,358	4,902	5,506	
Inda martin	Gross Sales	9	,48	484	652	868	564	6,919	13,316	25,161	
Internation Equity	Putflow		(752)	(872)	(1,032)	(1,747)	(1,024)	(9,435)	(16,386)	(27,373)	
Equit	Net Sales		(304)	(387)	(380)	(879)	(459)	(2,517)	(3,070)	(2,213)	
	Cross Sales	302	292	298	280	342	1,886	4,558	7,343	10,316	
Dom		(351)	(308)	(368)	(326)	(376)	(330)	(3,386)	(6,138)	(10,467)	
		(49)	(16)	(70)	(46)	(34)	1,556	1,172	1,205	(151)	
(Source: SITCA)											
Keystone	Jenligence				03/2020	Taiwan O	nshore Fun	d Market N	Nonthly Up	date 12	

II. Onshore Public Fund Product Review Top 20 Funds

- Market Share: The top-20 funds accounted for US\$37.1bn or 29.9% of total market share, consisting of 10 international bond ETFs, 5 domestic MMFs, 2 domestic equity ETFs, 1 domestic Leveraged / Inverse ETF, 1 domestic equity fund and 1 international equity fund.
- Among the top-20 funds excluding MMF and ETFs, Yuanta Taiwan High-yield Leading Company Fund ranked the largest fund with US\$1,546mn AUM, followed by PineBridge Preferred Securities Income Fund US\$1,284mn and Al Global High Yield Fund US\$830mn.

2.05a: Top-20 AUM Funds Analysis

-	-		
TOP 20 Funds	Number	03/. AUM (US n)	
International Bond ETF	10	18, 5	14.6,0
Domestic Money Market Fund	5	9,63	7.8%
Domestic Equal STF		4,4	3.6%
Domente Leveras / Inverse El		2,077	1.7%
Don ic Equity	1	1,546	1.2%
Inter	1	1,284	1.0%
	20	37,050	29.9%
(Source: SITCA)			
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II. Onshore Public Fund Product Review Top-10 Funds by Fund Type 1

Sales

S\$mn)

317

319

157

88

03

20)

2.07a: Top-10 International Bond ETFs (03/20)

Ranking	International ETF	AUM (US\$mn)	Net (US
1	Yuanta US 20+ Year AAA-A Corporate Bond ETF	2,599	
2	CTBC Bloomberg Barclays USD Corporate 10+ Year High Grade Capped Bond ETF	2,490	
3	Cathay Bloomberg Barclays US Corporate A- 10Y+ ETF	2,377	
4	Capital BofA Merrill Lynch 10+ Yr. US Banking Index ETF	1,955	
5	Fubon 9-35 Years US Corporate Bond A ETF	1,827	
6	Cathay FTSE Chinese Policy Bank Bond 5+ Years ETF	1,476	
7	Fuh Hwa China 5+ Yr Policy Bank Bond ETF	1,446	
8	Cathay EM USD Investment Grade ex China Coupon 5.5% 5Yr+ 10% Country Capped ETF	1,360	
9	CTBC Bloomberg Barclays Banking Senior 10Y+ Bond ETF	1,268	
10	Capital ICE International 15Y+ US EM External Sovereign ETE	1,217	

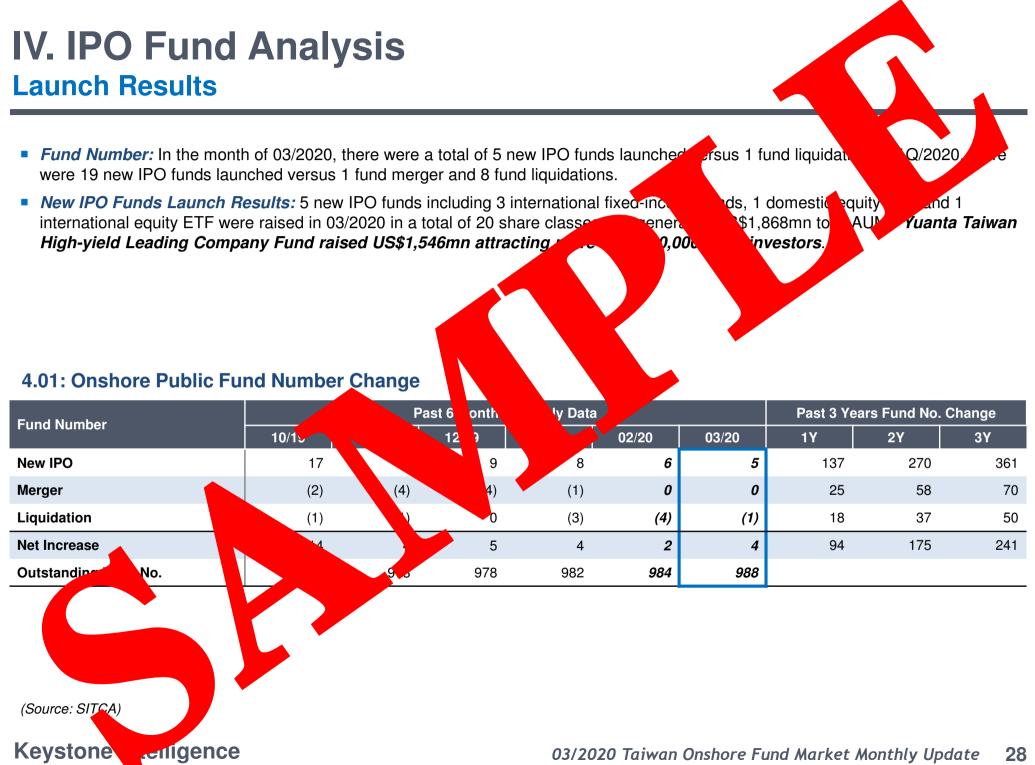
2.07b: Top-10 Domestic Money Mak

Ranking	Money Market Fund	U. nn)	5
1	Jih Sun MMF	320	
2	Mega Diamond MMF	2, 3	(72)
3	Taishin 1699 MMF	2,02	(101)
4	Cap MMF	1,91	(114)
5	iwan MMF	194	11
6	FSITC 1. an MMF	1,184	(25)
	Franklin SinoAm MMF	1,168	(21)
	CTRO	1,085	(76)
9		1,048	(5)
10		1,013	(53)
(Source: S	SITCA)		
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a: Top-10 International Equity Funds (03/20)

Ranking	International Equity Fund	AUM (US\$mn)	Net Sales (US\$mn)
1	PineBridge Preferred Securities Income Fund	1,284	(64)
2	Nomura Global Equity Fund	301	(36)
3	Fuh Hwa China New Economy A Shares Equity Fund	276	(6)
4	Prudential Global Bio-Health Fund	259	6
5	JPMorgan China A Share Equity Fund	259	(27)
6	Mega China A Share Equity Fund	254	2
7	Franklin SinoAm China A Shares Equity Fund	191	(9)
8	Eastspring India Fund	187	(2)
9	Allianz Global Eco Trends Fund	177	(2)
10	Cathay China Domestic Demand Growth Fund	173	(2)



IV. IPO Fund Analysis Five IPO Funds Launched in 03/2020 Raising US\$1,868mn

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4.02: New IPO Fund Launch Results (03/2020) **IPO** Lock-Inception Currency Dividend nd Type Fund Name AUM Cu ndian AUM in Payout dvisor Date Class (US\$mr) `\$mn) (Day) TWD No KGI 2026 Maturity Emerging Market Bond 85 Sh 03/12/20 USD No 27 Amundi 1 Ì۵. Fix Fund CNY No 6 TWD Yuanta Taiwan High-yield Leading Domes **1**0 1,546 03/23/20 Chang Hwa N/A 180 **Company Fund** Equity TWD International Cathay Cyber Security ETF TWD 79 03/23/20 Chang Hwa N/A 0 Equity ETF TWD TWD Y١ 0 JV No HSBC Three to Four Year Maturi International 03/24/20 75 Hua Nan N/A 90 **Emerging Asia Bond Fund** Fixed-income Yes 6 40 No USD 21 es WD NO 3 Yes 1 No 39 USD Yes 9 ear l Fixed Term International 03/26 83 Manulife 1 Mega Emerging Market Bond Fixed-income CNY No 13 CNY 3 Yes ZAR No 11 ZAR Yes 4 (Source: SITCA)

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IV. IPO Fund Analysis IPO Fund by Fund Type

- AUM Breakdown: In terms of asset breakdown, among the US\$3,395mn raised in year 2020, US\$1,599mn (or 47.1%) were in international fixedincome funds, followed by US\$1,546mn (45.5%) in domestic equity fund, US\$129mn (3.8%) in international index funds. US\$79mn (2.3%) international equity ETF and US\$42mn (1.2%) in international multi-asset fund.
- Fund No. Ranking: Among these 19 new funds launched in Year 2020, there were 13 international fixedincome funds, 3 international index funds, 1 domestic equity fund, 1 international equity ETF and 1 international multi-asse

n) (Year 2020) Under Type Preparation AUM AUM Cha e IPO IPO AUM 10. Fund No. (US\$m International Fixed-income 3 13 7 **Domestic Equity** 2 1 1 0 ł6 46 (17) International Index 3 79 **ETF** International Equ 0 1 International 33 42 1 9 6 1 **High Yield Bo** 2 International F is. ed 3 nc ternational Ba 2 nal Guara ed 2 al Boi ETF 1 1 Ts 1 ational Others Int 1 ETF Total 19 3.499 (104) 8 27 3.395

4.07: IPO Results by Fund Type (US)

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V. Competitor Analysis Fund Market Share Breakdown by SITE - 1

5.01-1: Profile of SITEs Ranked by Market Share (03/2020)

				Number	Nu	mber of Inve		Regular Sa	vings	MoM Net
Ranking	SITE	AUM (US\$mn)	Market Share	of Funds	Individuals	In	π	RSP Participant Number	P on oution (US\$mn)	Sales (US\$mn)
1	Yuanta	19,467	15.7%	86	858	5,8	864,7	37	14	2,85
2	Cathay	12,528	10.1%	65	1,8-	2,29	192,146	,242	15	3
3	Capital	11,367	9.2%	63	93,889	3 5	97,372	47,862	13	(15
4	Fuh Hwa	8,950	7.2%		128,269	146	131,415	46,377	15	(20
5	Fubon	7,958	6.4%	6	0,857		193,047	2,279	0	(35
6	СТВС	7,954	6.4%	26	'01		18,233	265	0	;
7	KGI	5,380	1%	31			6,445	1,752	0	(6
8	PineBridge	4,014		24		5 52	20,687	3,547	1	(13
9	Allianz	3,249		26	42,	2,307	45,270	24,810	12	(20
10	First	3,013	17%		34,3	1,175	35,570	10,413	4	(13
11	Invesco 👝	2,920	2		11,	340	11,563	690	0	(2
12	Taishin	2,894	2.3%	26	13,815	998	14,813	3,497	1	(19
13	Mega	752	2.2%	21	18,120	675	18,795	4,841	1	(8
14	Eastspring		2.2%		31,714	1,789	33,503	10,733	3	(16
15	J ^u n		2.1%	19	25,384	786	26,170	9,363	2	(1
16	Non.			53	74,805	3,023	77,828	25,877	14	(25
1	JPMorgan	2,476	0%	30	143,534	1,943	145,477	60,571	17	(21
	Franklin Gino Am	2,426	2.0%	27	24,262	2,322	26,584	11,426	2	(10
1		250	1.7%	28	14,190	639	14,829	3,339	1	(33
20		2,068	1.7%	29	81,982	1,410	83,392	36,797	9	(5

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5.05-1:	Active Onshore	Manager F	Ranking	(exclud	ina MM	Fs / ETF	s / Inde	unds) by SIT	E		
		Market			-	thly AUM (L			AUM Cha		ه (ا	JS\$mn)
Ranking	SITE	Share	10/19	11/19	12/19	01/20	22/20		МоМ	Y	2Y	3Y
1	PineBridge	9.0%	3,891	3,930	3,994		5		(765)	370	588	1,37
2	Fuh Hwa	8.9%	4,471	4,455	4,566	559		3,	(629)	(73)	391	1,16
3	Invesco	6.8%	3,121	3,121	3,	17	J 7	2,8১		911	2,071	2,64
4	Allianz	6.6%	3,169	3,255	3,407		3,432	2,830	(602)	167	161	69
5	Cathay	5.9%	3,197	3,2	2,339		2,957	2,51	(442)	(295)	(569)	(14
6	Yuanta	5.9%	1,228	1,2	32	1,	1,101	2,491	1,391	1,312	989	93
7	JPMorgan	5.3%	3,262	3,19		3,12	10	2,265	(573)	(1,103)	(1,518)	(78
8	Nomura	4.9%	04	2,81		2,830	J68	2,098	(570)	(446)	(239)	36
9	Eastspring	4.8		2,564	2,	2,412	2,487	2,028	(460)	(99)	75	16
10	Capital	4.4%	New .	28	2,41,	53	2,219	1,862	(357)	(98)	(244)	(7
11	AllianceBernstein	4.3%	. 81		2,352	2,331	2,309	1,820	(489)	(205)	(554)	55
12	Schroders	4.2%	1,8	1,0	2,138	2,162	2,126	1,790	(336)	144	895	1,39
13	Prudential	3.3%	1,712	1,698	1,733	1,683	1,598	1,395	(203)	(327)	(334)	(36
14	Franklin SinoAm	20/0	1,536	1 5 5	1,619	1,600	1,500	1,242	(258)	31	(192)	(39
15	Ur President		1,260	1,249	1,251	1,210	1,132	988	(145)	(157)	(153)	4
16				949	945	928	911	847	(64)	370	577	65
1	Manulite	1.8%	,004	992	1,005	994	982	785	(197)	(137)	(180)	(7
	First	1.7%	988	1,068	1,047	1,010	894	737	(157)	(305)	(353)	(11
1		1.5%	582	570	572	566	731	627	(104)	19	231	34
20		1.3%	696	686	715	681	608	564	(44)	(211)	(350)	(48