

HONG KONG INVESTMENT FUNDS ASSOCIATION

Retail Sales & Redemptions by Hong Kong Investors<sup>1</sup>  
July-2010

TYPE OF FUND	(US\$ MILLION)		
	GROSS SALES	GROSS REDEMPTIONS	NET SALES/ (NET REDEMPTIONS)
<b>A. Equity Funds</b>			
Asia Regional (excl. Japan)	99.81	100.68	-0.87
Asia Regional (incl. Japan)	5.65	13.58	-7.93
Greater China Region <sup>2</sup>	254.22	240.14	14.08
Japan	3.62	4.21	-0.59
Hong Kong	34.22	26.98	7.24
Asian Single Market <sup>3</sup> (non Japan/ non HK)	87.72	96.57	-8.85
International	15.43	35.77	-20.34
European Regional Market <sup>4</sup>	8.11	10.22	-2.11
European Single Market	10.42	12.67	-2.25
North America	7.52	4.73	2.79
Emerging Markets <sup>5</sup>	143.23	136.54	6.69
Sector Funds <sup>6</sup>	94.60	94.88	-0.28
REITs-related Funds <sup>7</sup>	1.81	6.84	-5.03
<i>Sub-total</i>	<i>766.36</i>	<i>783.81</i>	<i>-17.45</i>
<b>B. Balanced/Managed Funds</b>	26.56	44.24	-17.68
<b>C. Bond Funds</b>			
Global	560.68	232.82	327.86
US	55.13	30.12	25.01
Europe	20.39	10.62	9.77
Asia	220.39	75.82	144.57
Emerging Markets	141.09	99.17	41.92
<i>Sub-total</i>	<i>997.68</i>	<i>448.55</i>	<i>549.13</i>
<b>D. Money Market Funds/liquidity Funds</b>	38.01	73.35	-35.34
<b>E. Guaranteed Funds<sup>8</sup></b>	0.85	34.74	-33.89
<b>F. Equity Index Funds<sup>9</sup></b>	16.61	25.46	-8.85
<b>G. Fund of Funds (Traditional Long-only)<sup>10</sup></b>	2.26	7.25	-4.99
<b>H. Hedge Funds</b>	3.45	1.45	2.00
<b>I. Warrants, Futures and Options Funds<sup>11</sup></b>	1.16	13.36	-12.20
<b>J. Other Funds<sup>12</sup></b>	14.14	27.53	-13.39
<b><i>Grand total</i></b>	<b><i>1,867.08</i></b>	<b><i>1,459.74</i></b>	<b><i>407.34</i></b>

Notes:

- This report covers transactions that are conducted through one of the following channels:
  - Retail banks (ultimate investors are HK residents, even if registrations are made under a nominee company with an overseas address.)
  - IFAs, insurance companies - cover both lump sum investment and unit-linked products based on end clients.
  - Direct clients with a HK registered address.
 Non-Retail (institutional) funds are EXCLUDED from the report as the report aims to capture retail transactions only. For instance, sales derived from APIFs for ORSO/MPF schemes' investment are excluded.
- Greater China Region - this includes funds that are investing in China and funds that are investing in any 2 of the following markets: (a) China, (b) HK & (c) Taiwan.
- Asian Single Market - non Japan, non China and non Hong Kong - includes Australia, Korea, India, Indonesia, Malaysia, Philippines, Singapore, Taiwan and Thailand.
- European Regional Market - excluding Eastern Europe which is classified under the Emerging Markets category.
- Emerging Markets - including BRIC, Latin America, Eastern Europe and Global Emerging Markets. A fund invests in BRIC (i.e. any two or more of the four countries - Brazil, Russia, India and China), it is categorized under "Emerging Markets". However, funds that only invest in Asia Emerging markets would be grouped under the Asian categories. For example, if a fund invests in China and India, it is categorized under "Asia Regional excl. Japan"; if a fund invests in India, it is categorized under "Asian single Market".
- Sector Funds - includes global sector and country sector Funds (e.g. Global Technology Fund and Japan Technology Fund).
- REITs-related funds - including funds which are authorised under the "SFC Code on Unit Trusts and Mutual Funds", but NOT for those which are authorised under the "SFC Code on REITs". The "reits-related funds" category has been added to the report since July 2005.
- Redemptions of guaranteed funds include both redemptions on maturity and early redemptions.
- Equity Index Funds - includes index funds such as "china index fund", "hang seng index fund", or "europe index fund", etc.
- Fund of Funds - the key criterion to categorise a fund under "fund of funds" is the fund's structure. For example, if a global bond fund or a global balanced fund is structured as a fund of funds, it will be categorised under "fund of funds" and not under "global bond funds" or "balanced/managed funds".
- The "Warrants, Futures and Options Funds" category has been added to the report since January 2008. Before that, warrants, futures and options funds were grouped under "Other Funds".
- Others - including leveraged funds.