MONEY management executive

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Fiduciary rule stalls potential fund evolution

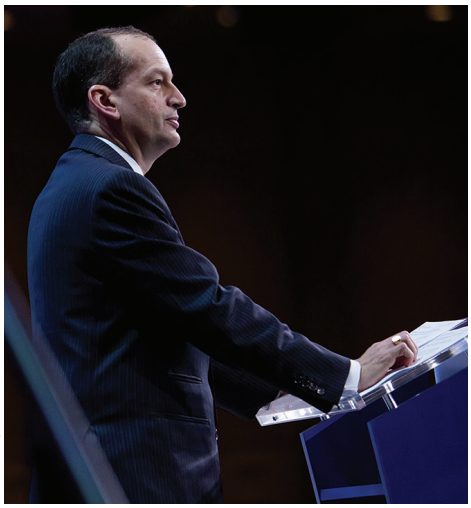
REGULATION

By James Thorne

THE SECOND PHASE OF THE DEPARTMENT of Labor's fiduciary rule has been pushed back to July 2019, but the changes it has inspired — particularly in the mutual fund industry — are moving ahead, albeit slowly.

"This is going to be an evolution over time, but we don't see it being a wholesale change to one share class," says Keith McRedmond, managing director of business development for Russell Investments' U.S. advisor business.

How the rule itself might evolve remains uncertain, as the DoL is still conducting a regulatory review ordered by President Trump. However, the department hinted at one possibility with direct implications for mutual funds.



Bloomberg News

DoL Secretary Alexander Acosta is at the center of debate over whether the fiduciary rule stands.

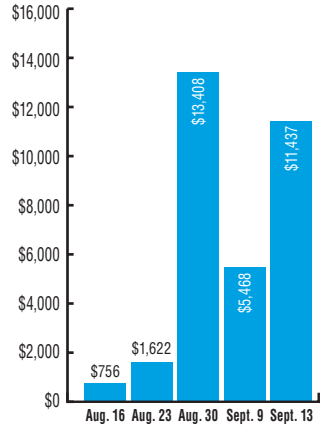
In a Federal Register filing, it announced that it "anticipates it will propose in the near future a new and more streamlined class exemption built in large part on recent innovations in the financial services industry."

This likely refers to so-called clean shares of mutual funds that would be free of the sales incentives and other features that can create conflicts of interest for brokers and advisors.

Such products are only the most recent step forward in an industry that has been evolving to compete in a marketplace that has been overtaken by low-cost, transparent

FIDUCIARY, *on page 8*

Estimated value of ETF shares issued exceeded redepmtions by $11.44B for the week ending Sept. 13 (millions)



Source: Investment Company Institute

Mellody Hobson's quest for diversity

STRATEGY

By Colin Simpson

MELLODY HOBSON, IN HER MID-TWENTIES and a newcomer to the world of investment, walked into a vast office in Texas with two senior male colleagues for a meeting. At one end of the room was their host's desk, with two extra chairs. At the other, fully 30 feet away, was a separate area with a sofa.

"Fellas, why don't you sit here at my desk?" she recalls the host saying. "And miss, you can take the couch. 'None of us is sitting down,' I said." And they all moved to the couch and held the meeting there, the 48-year-old president of Ariel Invest-

DIVERSITY, *on page 5*

NICSA conference to promote future focus

STRATEGY

By Suleman Din

MERGING MAN AND MACHINE IN ASSET management is a new topic of discussion for NICSA, which promises this year's general membership meeting in Boston will place an emphasis on exploring rapid innovation in the industry.

How increased automation and AI-powered applications are transforming the front, middle and back office is just one of several conference panels with a future focus, says Jim Fitzpatrick, president of the National Investment Company Service Association.

"We plan to bring forth an array of compelling

NICSA, *on page 6*

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INDUSTRY HIGHLIGHTS

Pax World acquired for $90M as sustainable investing grows

Merger fever has reached sustainable investing as well.

Pax World Management, based in Portsmouth, New Hampshire, is to be acquired by U.K.-based Impax Asset Management in a $90 million deal announced on September 18.

Together, the two companies said they will become a sustainable investment firm with more than $13 billion in assets under management.

"We believe that combining our two firms will create a leading sustainable investment manager with business on both sides of the Atlantic," said Pax CEO Joe Keefe in a statement.

Currently, the market for such investing is worth over $8 trillion in the U.S. alone, according to the US Forum for Sustainable and Responsible Investment.

The two firms are not strangers to one another, having partnered in 2007 to launch an environmental fund, which has more than $500 million in assets.

"After a decade of successfully partnering to design, launch and manage the Pax Global Environmental Markets Fund, the Impax and Pax teams will be joining forces," stated Impax founder and chief executive Ian Simm.

Morningstar kills off standalone ETF conference

There will be one less conference for managers to attend, after Morningstar decided to end its standalone event featuring ETFs.

The conference will now be integrated into the Morningstar Investment Conference, which will take place next June, said a company spokeswoman.

"Advisors today take a holistic view when they serve clients; they don't think about mutual funds and exchange-traded/passive funds separately," the spokeswoman said in a statement.

"To serve advisors in a way that makes the most sense for their business, we made the decision to incorporate passive investing into our main flagship event."

iCapital to buy Deutsche Bank's $2.5B fund portfolio

ICapital Network will acquire the U.S. Private Equity Access Fund Platform from Deutsche Bank. The portfolio includes 33 funds with $2.5 billion in invested assets and more than 7,000 domestic and international investors. Terms of the deal were not disclosed.

"We see this deal as an important step forward in our mission to connect alternative asset managers with high-net-worth individuals," stated iCapital CEO Lawrence Calcano.

ICapital said it would maintain the

Assets of Money Market Funds

($ billions)

	9/20/2017	9/13/2017	$ Change*	9/6/2017
Government	2,151.61	2,168.30	-16.69	2,155.27
Retail	589.24	588.18	1.06	588.04
Institutional	1,562.37	1,580.12	-17.75	1,567.23
Prime	444.56	442.51	2.05	438.06
Retail	261.38	260.49	0.89	259.48
Institutional	183.18	182.02	1.16	178.58
Tax-exempt	128.22	128.14	0.08	128.87
Retail	122.26	122.34	-0.08	122.81
Institutional	5.96	5.8	0.16	6.06
Total	**2,724.39**	**2,738.96**	**-14.57**	**2,722.19**
Retail	**972.88**	**971.02**	**1.87**	**970.33**
Institutional	**1,751.51**	**1,767.94**	**-16.44**	**1,751.87**

Source: Investment Company Institute

MONEY management executive

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funds' third-party service providers and offer positions to the 18 employees currently managing the fund portfolio and servicing the investors within Deutsche Asset Management.

RESEARCH

Advisors urged to focus on clients not portfolio construction

At their firm's bidding, more advisors are outsourcing their portfolio construction needs to concentrate on client relationships, Cerulli reports.

Outsourcing of portfolio construction favors unified managed accounts, which have grown 23.3% during the past year. Most advisors expect to increase UMA assets by 2018. At present, 55% of UMA assets are housed at wirehouses and 14.9% at direct firms, according to Cerulli.

"Many advisors pride themselves on their portfolio management skills," stated Tom O'Shea, associate director at Cerulli. "But [we find] that home-office-managed portfolios outperform open portfolios managed by advisors."

PRODUCTS

BlackRock's iShares adds 3 corporate bond ETFs

BlackRock's iShares unit added three new corporate bond ETFs to its lineup, including the iShares 5-10 Year Investment Grade Corporate Bond ETF (MLQD), Investopedia reports.

MLQD, which has an expense ratio of 0.06%, "seeks to track the investment results of an index composed of U.S. dollar-denominated, investment-grade corporate bonds with remaining maturities between five and 10 years," according to iShares.

The fund holds nearly 200 bonds, 86% of which are rated A or BBB, according to the firm.

New ETF from Global X

Global X Funds announced the launch of the Global X U.S. Preferred ETF (PFFD), which has an expense ratio of 0.23% and tracks the BofA Merrill Lunch Diversifies Core U.S. Preferred Securities Index.

"Investors continue to contend with low interest rates and narrow credit spreads, making sufficient income difficult to come by," said Jay Jacobs, director of research at Global X. "Preferreds, however, currently have attractive yields that sets them apart from other traditional income-generating asset classes like investment grade bonds and REITs."

ARRIVALS

Innealta Capital expands investment team

Innealta Capital, AFAM Capital's quant investment arm, added three recruits.

Francisco Simian, an economist completing a doctoral dissertation at the University of Chicago, will provide investment research and strategic support, especially on international equity markets.

Alfred Zhang, who earned an M.S. in financial mathematics from the same school, will support the execution and enhancement of investment methodology.

Alex Gross, a research analyst graduated from the University of Minnesota, will join the data analytics team.

"Our new recruits have a strong quantitative and academic background, combining economic reasoning with computational data analysis. They will be a perfect fit for a quantitatively-driven firm like ours," noted Innealta Portfolio Manager Joshua Kocher.

Pinnacle Capital Management names national sales director

Pinnacle Capital Management appointed Dean Dellas, who joined the firm in 2013, as national sales director, according to the firm.

Dellas will split his time between the firm's headquarters in Fayetteville, New York and Boston-area offices.

Dellas began his career at Merrill Lynch and joined PCM as an affiliated broker-dealer. Dellas is responsible for providing advisors with access to customized asset management solutions, the firm said.

"PCM has reached a stage in its development that demands a more disciplined and sophisticated approach to growing its business," said PCM CEO Joseph Masella. "With his years of experience interacting with both financial-services clients and financial-services professionals, Dean brings to PCM that needed level of sales and business-development expertise.

Franklin Templeton selects ETF portfolio manager


Louis Hsu

Franklin Templeton has appointed Louis Hsu from BlackRock as a vice president and senior portfolio manager, based in San Mateo, California, according to the firm.

In his new role, Hsu will assist Dina Ting, senior portfolio manager for global ETFs, in managing Franklin LibertyShares ETFs.

Hsu spent the past six years as vice president in BlackRock's Beta Strategies and Multi-Asset Strategies in San Francisco, Hong Kong and Taiwan. He managed indexed and smart beta portfolios and was involved in multiple fund launches.

Black Diamond appoints structured product business development head

Black Diamond Capital Management named Andy Phelps, the former global head of structured products at Natixis, as senior managing director and head of structured products business development.

"Andy has been a key partner on a number of prior Black Diamond CLOs and will strengthen relationships with our global investors in his new role with the firm," said Black Diamond Managing Principal Stephen Deckoff. MME

News Scan by Yueqi Yang

DIVERSITY
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ments recounted on a recent visit to Hong Kong.

The story sums up the attitudes that prevailed in the industry and Hobson's response reveals the grit that propelled her from intern to president at 31 of Ariel, the Chicago-based mutual fund company that manages assets worth about $12 billion. Hobson was named one of *Money Management Executive's* Top Women in Asset Management in 2015.

Her early experiences led her to become an advocate for increasing the number of women and minorities in boardrooms. Hobson, who sits on the boards of Estee Lauder Companies and Starbucks and served as chair of DreamWorks Animation, is discouraged at recent trends in the U.S., where white supremacists have gained publicity, pay inequality remains trenchant and a Google engineer circulated the view that women are biologically less suited to his field.

"On my worst day I always tell myself I'm not in a field picking cotton," she said. "Progress isn't always a straight line," Hobson added, referring to a quote from Barack Obama, who has close ties to Ariel founder and Hobson mentor John Rogers. "Some of the rhetoric that has surfaced in the U.S. is dangerous and bad, it's a setback for our society." Hobson says she finds such trends "incredibly troubling."

Bloomberg News

"Diverse perspectives lead to a better outcome," said Ariel Investments President Mellody Hobson.

COMMITMENT TO DIVERSITY

A report by Credit Suisse released at the end of last year found that companies with more females in decision-making positions generate stronger returns and better profits.

Despite the evidence, women remain grossly under-represented in the executive ranks. Females make up about 25% of U.S. and European boards on average, and that's even lower at C-suite levels, according to Bloomberg Intelligence. A study by LeanIn.org and McKinsey found females lag behind men on the career ladder from the very start.

"Diverse perspectives lead to a better outcome," Hobson said in an interview at Bloomberg's office on Sept. 1. "There's so much data, when you look at the math, in terms of the investor returns and the shareholder value that gets created from more diverse boards. You'd say, well, why wouldn't you do that?"

For its part, Ariel Investments shares Hobson's commitment to diversity: 51% of its staff are women, while 27% are African-American, 13% are Asian and more than 7% are Hispanic. Two-thirds of the leadership team is female. In contrast, a 2015 report on the Chicago financial services industry compiled by Mercer found that African-Americans made up only 12% of employees.

Ariel's approach gives it a competitive advantage when recruiting new talent, said Hobson, the first African-American woman to head the prestigious Economic Club of Chicago. The fact that the fund-management firm has a minority woman as its president encourages young women and members of minorities to apply for jobs.

"I can't tell you how many resumes we get from business schools across the country from black women and black men and Hispanic women, men, etcetera, who say I'm interested in working for your company because they can see someone at the top who looks like them," said Hobson, a strong advocate of financial literacy and a member of the board of an educational foundation set up by her husband, Star Wars creator George Lucas.

SPREADING THE MESSAGE

In 2015, Hobson was named as one of the world's 100 most influential people by Time magazine. Vanity Fair quoted Sheryl Sandberg, chief operating officer of Facebook, as crediting Hobson with inspiring her to write her bestselling book about women in the workplace, "Lean In."

Ariel takes its message to the companies it invests in. "We say we want to see diversity," said Hobson. "We say we want to make sure you reflect the society we all live in because we think that increases your chances of success."

Specialist indexes provide some support for this view. Both an index of U.S. companies with at least 25% female directors and a Japan gender-diversity index have outperformed equity benchmarks.

Ariel doesn't go in "with our fists in the air talking about race," but instead agitates and looks for improvement and progress, and would invest in a company with no record of diversity and press for change, Hobson said. "If you exclude a group of people from the boardroom or the leadership ranks of a company, the company is not as good as it could be." — *Bloomberg News* MME

NICSA
from page 1

and timely discussions, featuring more than 40 visionary speakers, centered on driving growth through innovation," he said.

Taking place on Oct. 5 and 6, the general assembly meeting will bring together some of the industry's leading executives to debate the future.

Keynote presentations will include Paul Schott Stevens, president and CEO of the Investment Company Institute, as well as Jeremy Gutsche, CEO of TrendHunter.com, considered an authority on disruptive innovation.

The conference will also feature a chief technology officer roundtable, titled, "Re-Imagining Asset Management," where high level executives from industry innovators Eaton Vance, Morgan Stanley, and Putnam Investments will explore how financial institutions can leverage technology programs to drive growth.

"In a rapidly changing business environment, peer collaboration via interactive forums helps our members take a deeper dive into the development of actionable solutions for their firms," Fitzpatrick said.

Source: Courtesy of NICSA

NICSA's general meeting this year will focus on innovation and industry transformation.

"We plan to bring forth an array of compelling and timely discussions centered on driving growth through innovation."

Jim Fitzpatrick, NICSA president

THEMES THAT DOMINATE

The event is meant to reflect many of the changes experienced by the asset management industry in the last year, event organizers say.

Fiduciary-driven regulation, evolving value propositions for both active and passive fund managers and increased use of technology and data across financial institutions are some of the themes that dominated industry debates.

That has encouraged more discussion and interest from members, says Kelly Sherrard, NICSA marketing manager.

"We've enjoyed record setting attendance numbers on our webinars, proving that our members are thirsty for valuable content, insight and education," she says.

NICSA now counts more than 250 members involved on numerous committees. The organization has also seen growth in its regional meetings, as they offer a smaller venue for members to take a deeper dive into select topics. To make industry knowledge more accessible, NICSA is leveraging the Internet and broadcasting sessions for members.

"Our Midwest Meeting focused on robotic process automation and for the first time ever there was a simulcast of the presentation at four different locations in the Midwest," Sherrard said.

It's incumbent on NICSA to foster such knowledge exchanges, says Dan Houlihan, executive vice president at Northern Trust and chairman of NICSA's board of directors.

"The industry's preparation for a technological revolution is critical to the development of investment products and client service," Houlihan states.

"That's where NICSA can really add value. The panel discussions and breakout sessions at the NICSA general meeting allow participants from all across the asset management industry to gather and engage with industry leaders about the themes that are driving their business planning for 2018 and beyond."

FUTURE READY

Several industry leaders will also be recognized for a NICSA NOVA award at the event. Mark Casady, retired chairman and CEO of LPL Financial, will be given an award for strategic leadership.

Reflecting on the meeting's theme of innovation, Casady says asset managers need to take two steps to be ready for the industry's future.

"First, lowering our costs to recognize the need for maximizing returns to investors of our products and services," he says. "Second, by lowering costs we will open new markets for our services both here in the U.S. but also globally." MME

FIDUCIARY
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products.

As currently written, the fiduciary rule requires that financial advisors must act in the best interest of their clients, and put their clients' interest above their own when making investment recommendations with regard to retirement accounts. Mutual fund share classes that pay broker commissions can create a conflict of interest.

By removing front-end loads, deferred sales charges and 12b-1 fees, clean shares and other new share classes aim to eliminate conflicts that might arise for recommending such products.

Any sales fees or other commissions charged by the broker would be handled separately, provided certain conditions are met. (Read more about these conditions on page 9.)

In a July request for information, the Labor Department noted that some firms had begun developing clean shares as a potential "long-term solution to the problem of mitigating conflicts of interest with respect to mutual funds."

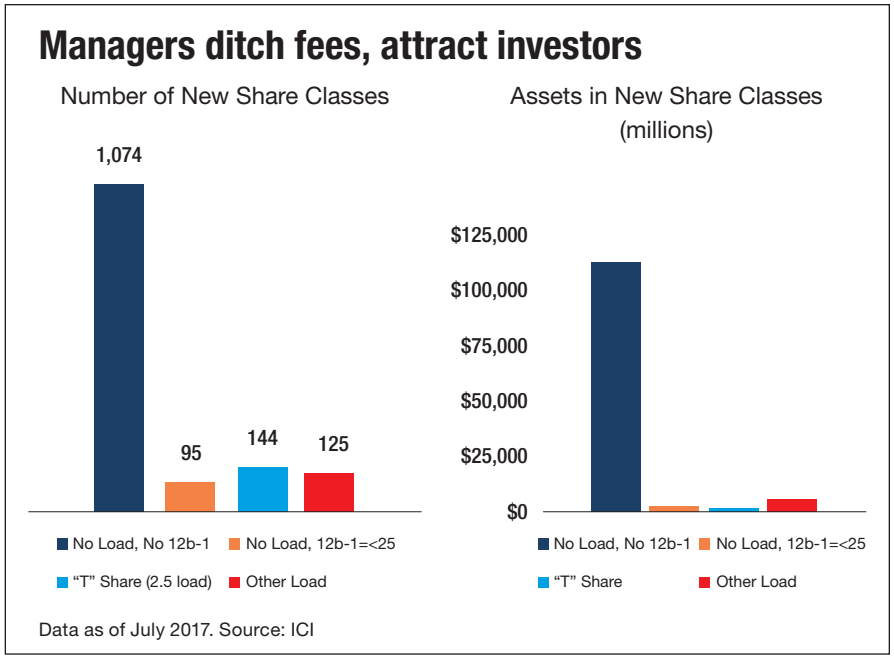
When the SEC issued a no-action letter on the issue of clean shares to the Capital Group last January, many received the news as a go-ahead for the new structure. Capital Group, which owns American funds, along with Janus Capital and MFS, has since introduced clean shares. And a far greater number of firms have created T-shares, which charge a standard 2.5% sales fee and 0.25% 12b-1 fee.

Other classes meant to tackle the broker compensation problem have proliferated as well.

Beyond complying with the fiduciary rule, asset managers are also responding to a change in investor demands.

"There had been a push on the part of clients and advisors to move to fee-based advice platforms," says Brian Reid, chief economist at the Investment Company Institute.

"Index funds and ETFs fit naturally into this model, and funds that traditionally sold through brokers created no-load share classes to be able to remain on these platforms," he added.



"We've seen a big movement in the marketplace to new share classes being launched. That process has been accelerated as firms look to provide solutions under DoL."

Keith McRedmond, managing director of business development, Russell Investments

Mutual fund sales are now dominated by low-fee shares, with 80% of all transactions going to classes with no loading or 12b-1 fees, according to data from ICI.

Fund performance may also become more competitive as a result, since these new funds are not dragged down by fees paid to the broker.

"We've seen a big movement in the marketplace to new share classes being launched," says Russell Investments' McRedmond.

"That process has been accelerated as firms look to provide solutions under DoL," he added.

UPSETTING THE STATUS QUO

Morningstar's Director of Policy Research Aron Szapiro in August wrote in a whitepaper that "clean share classes represent the best way to enhance transparency."

But while many agree that clean shares make sense, few are interested in upsetting the status quo before the fiduciary rule's enforcement mechanism — and any other potential changes — have been solidified.

As such, the industry won't leave the current mutual fund class structures behind any time soon.

Despite embracing innovative new products, asset managers were among those calling for a delay to the rule.

Even Vanguard and BlackRock — whose low-fee funds would likely be unaffected by the rule — were in favor of the delay, citing confusion and the cost of compliance in public comment letters filed to the DoL.

The department said that more time would be needed for the clean share market to develop. But some see a risk

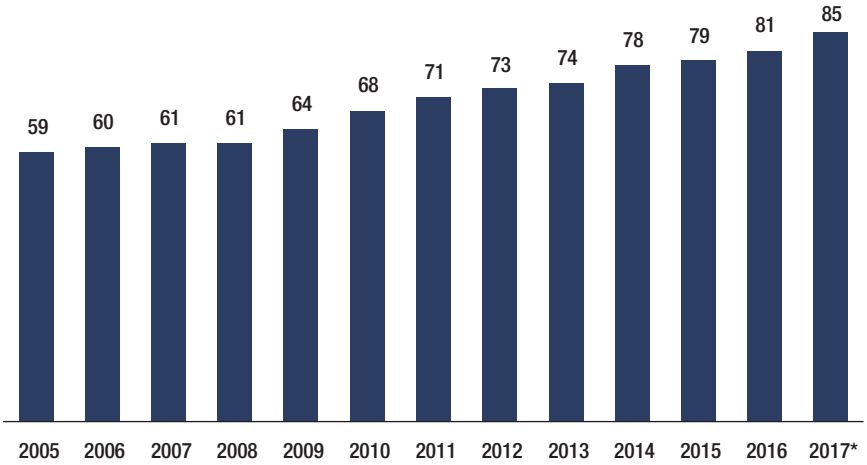
that regulatory delays will decrease the industry's appetite for rapid change.

Given the effort involved in developing new products, "asset managers have a motivation to keep things as they are," says Denise Valentine, senior analyst at Aite Group, a financial services research and consulting firm.

"It takes time to launch new funds. It takes time to introduce them to your operations. The stopgap could last for a while."

Low-fee funds take over

More than 80% of sales will go to funds without loads and 12b-1 fees this year.



* Projected

Source: ICI, Lipper and Morningstar

ADAPTING TO THE NEW STANDARD

The DoL's recent decision to delay has also helped to curtail any wholesale shift away from broker compensation within mutual fund fee structures.

As for the possibility of a clean share exemption, a DoL spokesman declined to comment on what that might look like, saying that "it would be premature to make any statements about the substance of any streamlined class exemption."

In the meantime, the alphabet soup of mutual fund share classes is likely to grow.

Rather than entirely abandon the marketplace of mutual funds that may pose conflicts of interest, advisors are relying on stopgap solutions to comply with the fiduciary standard.

The reason, says Aite's Valentine, is that advisory firms have committed to an operational framework built around certain products.

"You don't just throw all the existing funds out the window."

Denise Valentine, senior analyst, Aite Group

Adapting to the new standard can involve selling traditional mutual fund shares and rebating some or all of the sales load.

"Broker-dealer firms have said, 'We're going to work with the shares we have and rebate to bring prices in line with what we think are appropriate,'" says Valentine. "You don't just throw all the existing funds out the window."

For advisors coming to grips with new-found responsibility, documentation and justification of retirement advice has gained importance.

That's why, beyond creating new products, asset managers are competing to serve advisors through fiduciary education, creating specialized teams as well as pamphlets, webinars and other material for clients.

"We're developing educational material to succeed in an environment where they are meant to be fiduciaries," says McRedmond. MME

Brokers who want to charge commission on clean shares transactions must meet the following 5 conditions

- The broker must represent in its selling agreement with the fund's underwriter that it is acting solely on an agency basis for the sale of clean shares.
- The clean shares sold by the broker must not include any form of distribution-related payment to the broker.
- The fund's prospectus must disclose that an investor transacting in clean shares may be required to pay a commission to a broker, and if applicable, that shares of the fund are available in other share classes that have different fees and expenses.
- The nature and amount of the commissions and the times at which they would be collected would be determined by the broker consistent with the broker's obligations under applicable law, including but not limited to applicable FINRA and DoL rules.
- Purchases and redemptions of clean shares must be made at net asset value established by the fund (before imposition of a commission).

Source: SEC

13 of the 20 largest mutual funds and ETFs report outflows over 5 years

Flows among the 20 largest funds the past five years show investors' affinity toward passive strategies. Thirteen of the funds posted outflows, in a few cases more than $20 billion. The other seven had inflows, topping $50 billion in some cases.

Overall, the inflows slightly surpassed the outflows, to the tune of $201 billion versus $196 billion. But following the flows shows that index funds and ETFs won the lion's share of new investor money. Indeed, of the seven funds that gained investor cash, six were passive. And of the 13 that lost investor cash, eight were active. Of the five passive funds that incurred outflows, in three cases it amounted to less than 5% of the fund's total assets. MME

	Ticker	1-Yr. Flows (millions)	5-Yr. Flows (millions)	1-Yr. % Returns	5-Yr. % Returns	Net Expense Ratio	Total Assets (millions)
Fidelity Contrafund	FCNTX	($8,504)	($24,853)	23.98	14.18	0.68%	$117,322
American Funds Growth Fund of Amer A	AGTHX	($7,441)	($22,948)	21.30	14.51	0.66%	$168,049
Vanguard Total Stock Mkt Idx Inv	VTSMX	$1,173	($20,043)	18.55	13.34	0.15%	$603,645
Vanguard Wellington Inv	VWELX	($2,510)	($19,469)	13.25	9.78	0.25%	$101,502
American Funds Capital World Gr&Inc A	CWGIX	($6,151)	($17,221)	18.73	10.26	0.80%	$94,156
Vanguard 500 Index Investor	VFINX	($3,134)	($16,975)	18.70	13.50	0.14%	$341,249
American Funds Washington Mutual A	AWSHX	($4,970)	($15,103)	18.76	12.82	0.58%	$94,347
American Funds Europacific Growth A	AEPGX	($3,299)	($13,312)	20.91	8.68	0.85%	$154,287
Fidelity 500 Index Investor	FUSEX	($1,537)	($10,656)	18.76	13.56	0.09%	$123,351
American Funds Fundamental Invs A	ANCFX	($4,098)	($9,379)	20.98	13.83	0.62%	$90,370
American Funds Income Fund of Amer A	AMECX	($5,485)	($9,297)	11.84	8.88	0.57%	$108,536
American Funds Capital Income Bldr A	CAIBX	($6,410)	($9,256)	10.82	7.32	0.61%	$107,450
Vanguard Total Bond Market Index Inv	VBMFX	($823)	($7,198)	0.79	2.12	0.15%	$188,816
Vanguard Institutional Index I	VINIX	$155	$3,558	18.83	13.63	0.04%	$227,336
American Funds American Balanced A	ABALX	($109)	$4,321	13.22	10.06	0.60%	$116,840
Vanguard Developed Markets Index Admiral	VTMGX	$2,092	$6,757	20.42	7.96	0.07%	$95,042
Vanguard Total Bond Market II Idx Inv	VTBIX	$15,681	$32,363	0.83	2.14	0.09%	$135,100
SPDR S&P 500 ETF	SPY	$11,645	$43,970	18.73	13.53	0.10%	$243,661
Vanguard Total Intl Stock Index Inv	VGTSX	$7,003	$51,844	20.93	6.76	0.18%	$299,533
iShares Core S&P 500 ETF	IVV	$32,859	$58,425	18.82	13.60	0.04%	$126,933

Data as of Sept. 15. Source: Morningstar Direct

Mutual fund flows

($ millions)

		Equity									
		Domestic							World		
Date	Total long term	Total equity	Total domestic	Large-cap	Mid-cap	Small-cap	Municipal multi-cap	Other	Total world	Developed markets	Emerging markets
Estimated weekly net new cash flow											
9/13/2017	2,371	-2,512	-3,201	-649	-611	-130	-1,589	-222	688	354	334
9/6/2017	550	-2,738	-4,280	-1,749	-438	-596	-1,058	-439	1,542	1,637	-94
8/30/2017	191	-2,199	-3,606	-951	-512	-506	-1,016	-621	1,407	616	791
8/23/2017	1,423	-1,060	-2,730	-247	-445	-519	-1,098	-421	1,670	1,343	327
8/16/2017	-5,995	-8,505	-9,894	-4,836	-994	-530	-2,713	-822	1,389	1,475	-85
8/9/2017	3,745	-2,665	-5,137	-563	-637	-570	-2,350	-1,017	2,472	1,889	584
8/2/2017	-1,939	-4,904	-6,358	-1,413	-1,328	-773	-2,811	-34	1,455	1,822	-367
Monthly net new cash flow											
7/31/2017	3,762	-13,892	-25,404	-10,071	-4,283	-2,209	-7,615	-1,227	11,512	10,793	719
6/30/2017	7,430	-9,539	-18,556	-13,228	-3,209	-2,267	1,893	-1,746	9,017	7,437	1,580
5/31/2017	26,758	2,614	-9,299	2,766	-2,369	-2,182	-5,287	-2,227	11,913	8,341	3,572
4/30/2017	871	-11,933	-19,648	-5,056	-4,129	-2,006	-7,082	-1,375	7,715	5,848	1,867
3/31/2017	11,806	-14,849	-13,912	-1,715	-1,040	-1,086	-7,656	-2,415	-936	-819	-117
2/28/2017	26,712	3,661	-2,765	-1,235	491	699	-2,094	-626	6,425	5,520	905
1/31/2017	10,613	-8,298	-11,051	778	-886	983	-10,611	-1,314	2,753	1,693	1,060
12/31/2016	-56,061	-33,606	-26,962	-10,891	-975	-816	-12,196	-2,085	-6,643	-5,819	-824
11/30/2016	-52,595	-28,475	-26,087	-8,244	-1,853	-291	-11,078	-4,621	-2,388	-1,241	-1,147
10/31/2016	-32,973	-38,068	-31,450	-8,576	-5,330	-2,538	-12,213	-2,793	-6,619	-6,400	-219
9/30/2016	-9,013	-22,382	-15,275	-152	-1,653	-1,086	-10,118	-2,264	-7,108	-6,201	-907
8/31/2016	-9,939	-32,418	-24,807	-5,504	-3,373	-1,726	-12,747	-1,458	-7,611	-7,383	-228
7/31/2016	-15,322	-37,875	-31,402	-11,922	-5,177	-3,381	-9,035	-1,887	-6,473	-6,281	-192
6/30/2016	-14,516	-18,967	-14,678	1,099	-4,404	-1,576	-7,777	-2,020	-4,289	-4,292	3
5/31/2016	-5,863	-17,643	-17,550	-4,178	-3,538	-1,188	-7,131	-1,516	-93	-1,284	1,191
4/30/2016	-4,673	-23,921	-19,388	-5,800	-3,334	-2,405	-7,307	-542	-4,533	-3,633	-899
3/31/2016	14,663	-9,851	-9,701	-5,468	-1,321	93	-2,667	-338	-149	1,274	-1,423
2/29/2016	8,129	8,417	-2,374	2,072	-2,878	-367	-544	-657	10,791	10,189	602
1/31/2016	-20,767	-4,966	-15,479	5,587	-5,919	-2,888	-7,306	-4,952	10,514	10,753	-239
12/31/2015	-76,124	-36,806	-25,416	-5,347	-5,169	-4,121	-8,240	-2,539	-11,390	-7,233	-4,157
11/30/2015	-30,057	-20,575	-19,537	-6,164	-3,542	-3,591	-5,978	-262	-1,038	813	-1,850
10/31/2015	-7,669	-9,877	-11,881	-7,227	-725	-1,977	-2,958	1,006	2,003	3,132	-1,129
9/30/2015	-34,455	-9,401	-14,898	-5,318	-1,007	-1,976	-3,541	-3,055	5,497	7,749	-2,251
8/31/2015	-39,250	-9,347	-17,562	-3,927	-2,773	-1,425	-6,122	-3,315	8,215	11,440	-3,225
7/31/2015	-19,131	-9,547	-27,907	-14,811	-2,613	-986	-9,431	-66	18,361	18,857	-497
6/30/2015	5,290	-2,984	-16,597	-8,620	-1,026	-771	-5,858	-322	13,613	13,218	395
5/31/2015	3,012	-3,815	-16,725	-5,933	-416	-1,912	-8,096	-368	12,911	12,565	345
4/30/2015	5,589	-1,436	-19,649	-9,967	-2,082	-735	-6,992	128	18,212	15,497	2,715
3/31/2015	14,764	5,077	-8,599	-1,372	-501	-1,013	-6,753	1,041	13,676	10,264	3,412
2/28/2015	29,530	8,951	1,759	2,356	586	-997	-3,123	2,937	7,192	5,902	1,290
01/31/2015	25,706	13,060	6,647	9,751	-1,390	-1,794	-4,227	4,306	6,412	5,425	987

Note: Weekly cash flows are estimates based on reporting covering 98% of industry assets.

Source: Investment Company Institute