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# Welcome to the Irish Funds New York Seminar

14 March 2019

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## Industry Update and Key Developments

**Brian Forrester,**  
Chairperson, Irish Funds  
Partner, Deloitte

**New York Seminar**  
14 March 2019

# The Irish Funds Industry: a snapshot

SOURCE: Central Bank of Ireland, Monterey Insight Ireland Survey 2018 and Irish Funds (Net assets and number of funds valid as of December 2018)

**986** Fund Promoters  
(532 promoters of Irish Domiciled Funds)



## Irish Investment Funds Industry

**\$4.8**

TRILLION TOTAL AUA

**\$2.7**

TRILLION DOMICILED AUA



ADMINISTRATORS  
DEPOSITARIES

DISTRIBUTION TO OVER

**90** COUNTRIES



ASSET  
MANAGERS

**13,914** TOTAL FUNDS

7,290 IRISH DOMICILED

6,624 NONDOMICILED

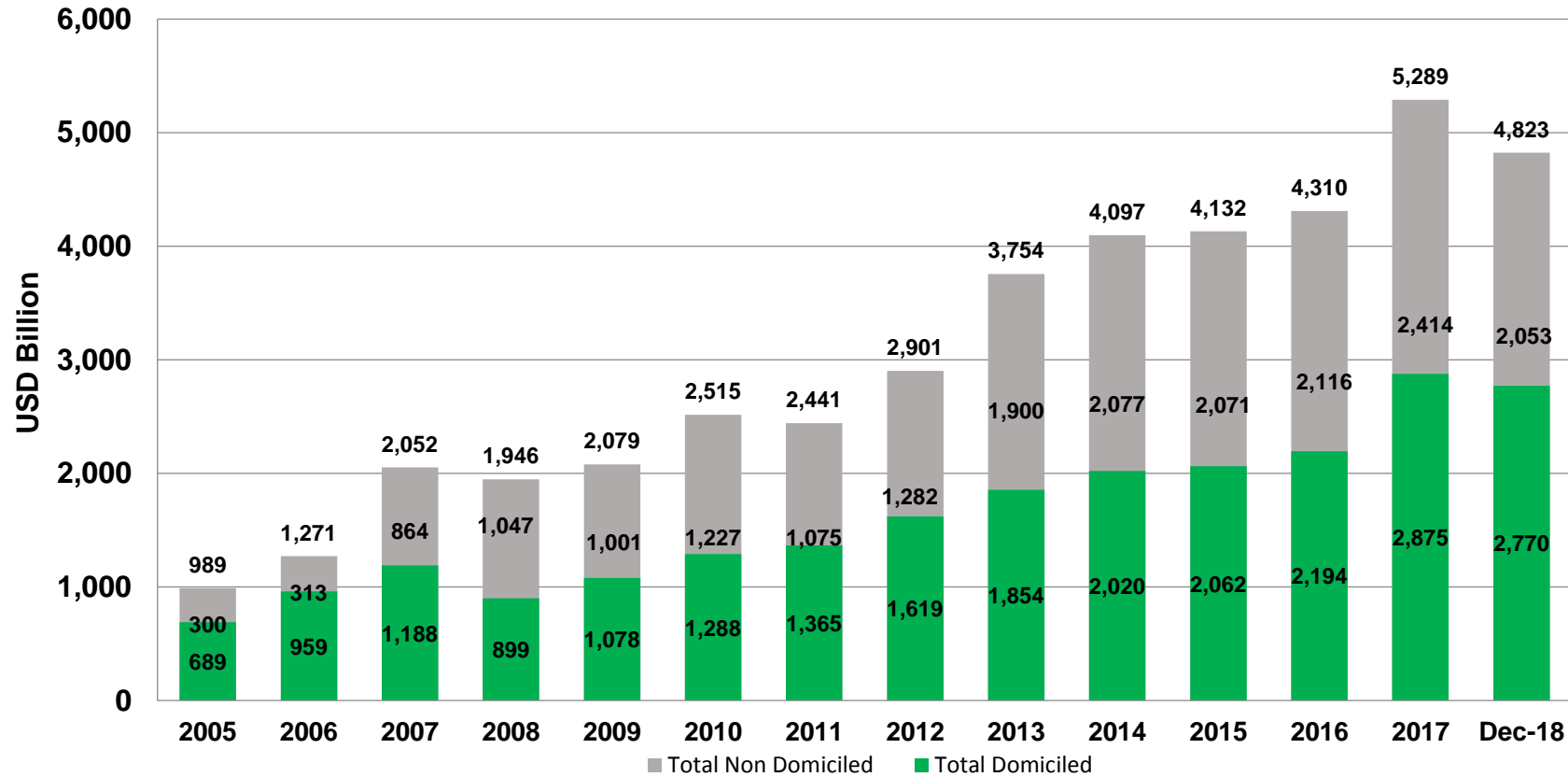


LAWYERS  
ACCOUNTANTS  
LISTING BROKERS



# Total Assets Under Administration – Split between Irish & Non Irish Funds

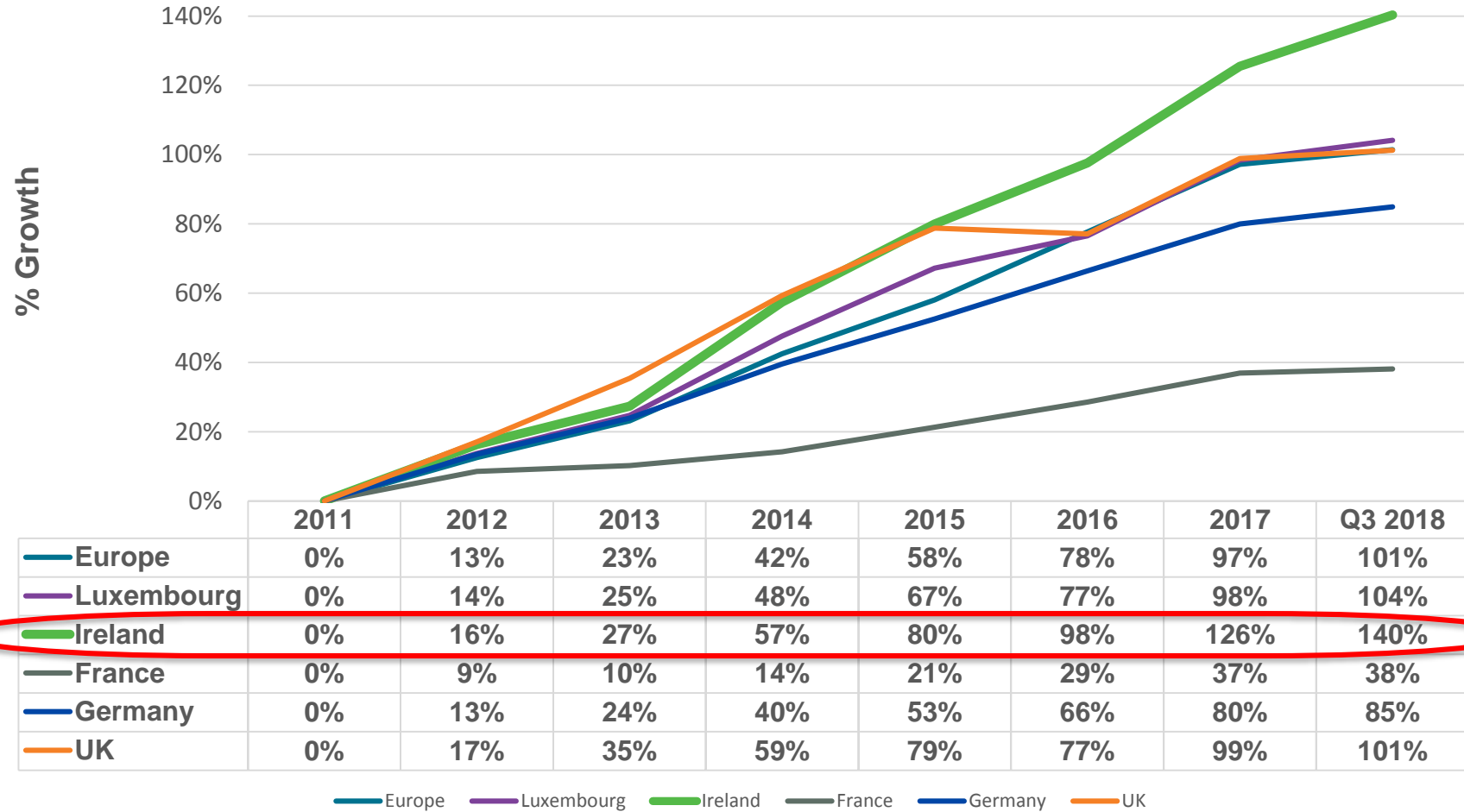
## Total Domiciled and Non-Domiciled Assets Under Administration



Source: All data sourced from Central Bank of Ireland

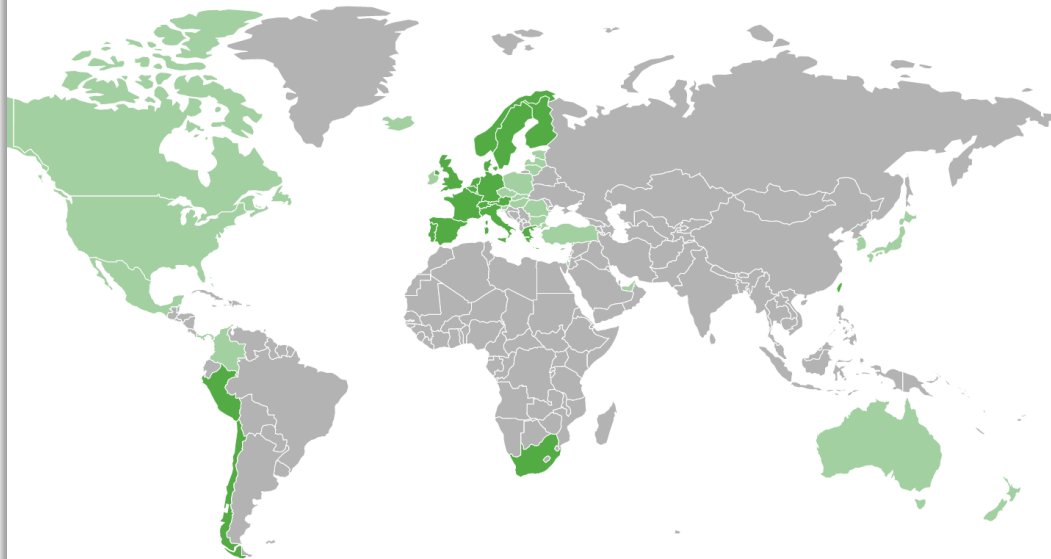


# Fastest Growing of Largest European Fund Domiciles



# With Global Distribution

### Countries Where Irish Funds are Registered for Sale



1	<b>United Kingdom</b>	N. FUNDS 2013 1673	N. FUNDS 2016 2447	▲
2	<b>Germany</b>	N. FUNDS 2013 1577	N. FUNDS 2016 2141	▲
3	<b>France</b>	N. FUNDS 2013 1225	N. FUNDS 2016 1992	▲
4	<b>Netherlands</b>	N. FUNDS 2013 1179	N. FUNDS 2016 1710	▲

Source: Lipper IM

- Data from the Central Bank of Ireland shows Irish domiciled funds have investors from 90+ countries around the world

# Brexit - three interdependent themes

## Current context

OVER 2,700 IRISH FUNDS SOLD TO UK INVESTORS

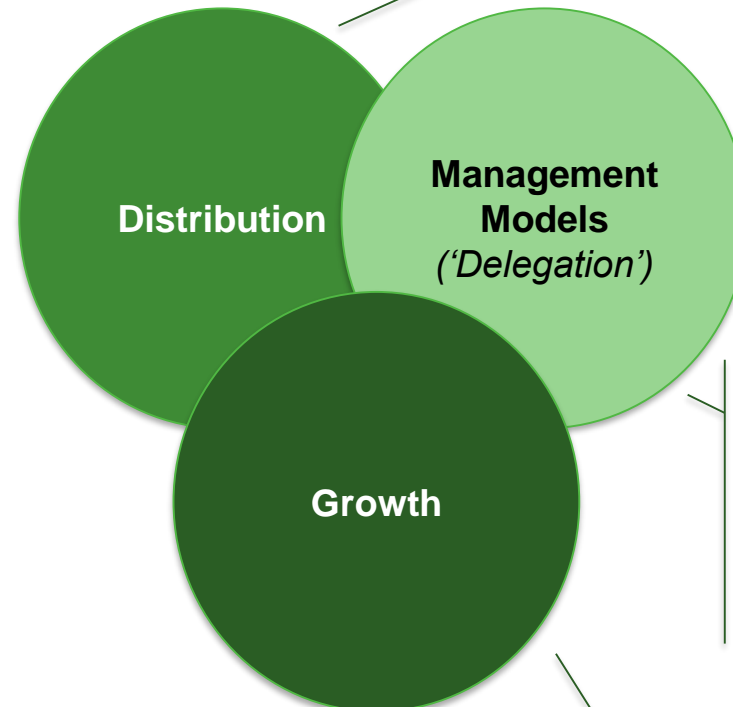
\$750bn

IN IRISH FUND ASSETS MANAGED BY 190+ UK FIRMS IN IRELAND

SOURCE: Lipper IM Dec 2017  
Monterey Ireland Fund Report 2017

## Target outcome

Continuity in **UK investor access** to Irish funds



Continuity in **UK firm management** of Irish funds

Increase **Ireland's growth trajectory** as an international asset management centre

# Conclusion

EU Member & Strategically Positioned

+

International Hub for Globally Distributed Investment Funds

+

Unrivalled Experience and Expertise & the Widest Range of Fund Structures



COME TO IRELAND  
AND WE'LL CONNECT YOU  
TO THE WORLD

## Global Economic Outlook in 2019

**Megan Greene,**  
Managing Director, Manulife Asset Management

# Fund Distribution & Market Access in Europe

Moderator:

**Yvonne Connolly**, Carne

Panellists:

**Philip Dempsey**, SANNE

**Sascha Calisan**, Northern Trust

**Simon Padley**, KBI Global Investors

**John Paul Armenio**, Chiron Investment Management

# Coffee Break



# Macro Trends affecting the Alternative Funds Industry

**Brian Ruane,**  
CEO, BNY Mellon GSS Corp



## ESG Investing

Moderator:

**Adrian Whelan**, BBH

Panellists:

**Shila Wattamwar**, Sustainalytics

**Alessia Falsarone**, Pinebridge Investments

# FinTech & the Impact of Technology in Fund Management

Moderator:

**Cormac Dinan**, Deloitte

Panellists:

**David Saul**, State Street

**Thomas Deely**, Columbia University School of Professional Studies

**Deirdre O'Connor**, BlackRock

## Speed Presentations: Hot Topics in Funds

Moderator:

**Andy O'Callaghan, PwC**

Panellists:

***ILP:* Padraig Brosnan, Maples Group**

***Tax Transparent Funds:* Siobhan Dillon, EY**

***Multimanager Platform Solutions:* Imelda Shine, Intertrust**

## Closing Remarks

**Kieran Fox**

Director of Business Development, Irish Funds

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