

# ETF Market Report

4. Quarter 2018

Number of  
the Quarter

**264,772**

Number of ETF transactions  
in the 4. Quarter 2018 on SIX

**18**

Number of Market Maker

**30,05 %**

Best Performance in  
4. Quarter 2018

Lyxor Daily ShortDAX x2

**58**

Number of New Listings  
in the 4. Quarter 2018

**1,008.96 Mio.**

Top Turnover Single ETF

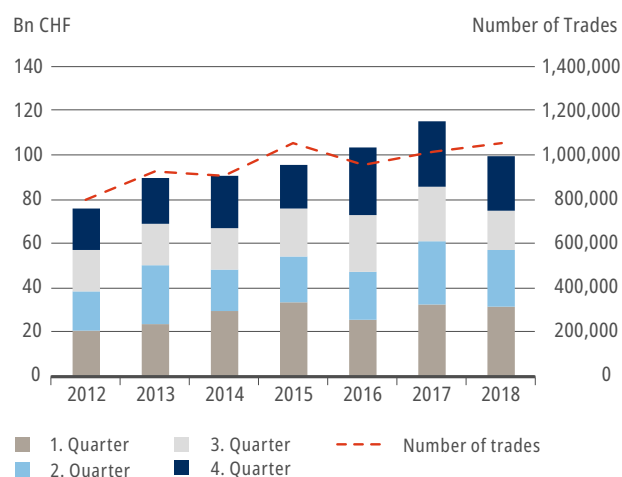
Volume in the 4. Quarter in the  
UBS ETF on MSCI Emerging Markets Index

# Sustained Growth on the Swiss ETF Market

There were more losers than winners on the financial markets in the fourth quarter. Despite the generally difficult circumstances on the financial markets, the Swiss ETF market continued to develop dynamically. For example, the number of new entries rose to 58 in the fourth quarter after 37 new products in the previous quarter. On the stock markets, the negative trend on the leading US stock exchange, which continuously lost ground from October onward, gradually also spread to the other markets. Issues such as the trade conflict still simmering between the USA and China, the loss of the Republican majority in the House of Representatives, which is likely to make it more difficult to govern in the USA, and the still unresolved Brexit, all caused uncertainty on the financial markets. Furthermore, the US Federal Reserve is not yet ready to deviate from its path of steady increases in the key interest rate. There is currently a lack of positive impetus, especially since the global economy is indicating clear signs of a slowdown. In this context, the setback that materialized on the stock markets is no surprise. By contrast, the bond market once again proved solid as a rock, with initial signs of bottoming out to be observed for some commodities, aside from the energy segment.

Trading turnover increased by 42% quarter on quarter to CHF 25.5 billion. All asset categories saw an increase in turnover. The strongest growth was posted by the commodities asset class at 46.56%, followed by the equities asset class at 43.75%. Higher turnover also resulted in a larger number of trades. A total of 264,772 ETF tickets were generated in the fourth quarter, representing an increase of 39,839 compared to the third quarter. Compared to the previous quarter, ETF trades climbed 17.71% to their highest level since the ETF segment was launched 18 years ago.

**ETF Turnover Development**



Source: SIX

# Table of Contents

<b>1</b>	04
<b>ETF Market SIX</b>	
1.1 ETF Turnover and Number of Trades	04
1.2 Top-10 Selected Changes in the Overall Market	05
1.3 Turnover by Product Provider	06
1.4 Top-5 Selected Changes per Asset Class	07
1.5 Trading Details	08
<b>2</b>	09
<b>ETFs in Switzerland</b>	
2.1 Trading Details	09
2.2 Number of ETFs on SIX by Market Maker	10
2.3 New Listings in the Quarter 2018	11
<b>3</b>	14
<b>European Market</b>	
<b>4</b>	15
<b>Interview</b>	
<b>5</b>	17
<b>Disclaimer/Imprint</b>	

### 1.1 ETF Turnover and Number of Trades

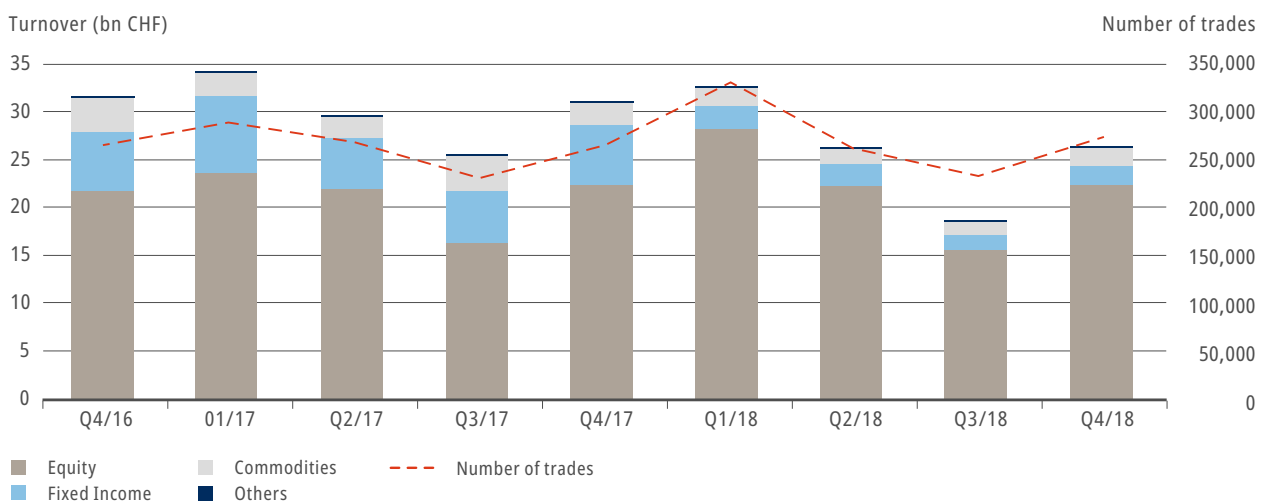
After the quiet phase in the third quarter, turnover in equity ETFs developed very dynamically again. The same applied to commodity ETFs. Even bond ETFs increased again. However, with growth of 22.89% to CHF 1,925 millions they only just stayed ahead of commodities, which are now hot on the heels of the millions ETFs thanks to a 46.56% increase to CHF 1,824 millions. With an 85.11% share of the total quarterly ETF turnover, equity ETFs were still the undisputed market leader.

The list of the top 20 most-traded ETFs is dominated by ETFs based on the major equity indices. In the fourth quarter of 2018, the highest turnover was posted by EGUSAS, an ETF from UBS based on the MSCI Emerging Markets Index, followed by ACWIU, an ETF from UBS based on the MSCI ACWI, and CSSPX, an ETF from iShares based on the S&P 500. Almost all of the most in-demand ETFs posted positive growth rates in comparison to the previous quarter. By far the biggest increase in turnover was attributable to the EGUSAS ETF.

#### Top-20 Most Traded ETFs

Product	Turnover (m CHF)	Trend
UBS ETF - MSCI EM SF USD A	1008.96	↑
UBSETF ACWI hdg to USD A-acc	887.44	↑
iSHARES S&P 500 UCITS	819.02	↑
iShares SMI ETF (CH)	660.30	↑
UBS ETF MSCI EMU EUR A-acc	625.30	↑
LYXOR ETF S&P 500	609.62	↑
UBS ETF MSCI EMU hdg to USD	552.57	↑
Invesco EQQQ	414.26	↑
iShares SMIM ETF (CH)	413.66	↑
UBSETF ACWI hdg to CHF A-acc	405.93	↓
UBS ETF MSCI UK hdg to CHF	389.89	↑
UBS ETF MSCI UK hdg to USD	388.12	↑
LYX ETF EURO STOXX 50 (DR) DIS	370.44	↑
UBS ETF MSCI UK hdg to EUR	348.72	↑
iSHARES S&P 500 UCITS	307.37	↑
UBSETF ACWI hdg to EUR A-acc	303.84	↓
UBS ETF (CH) - SMI (CHF) A	295.81	↑
iSHARES MSCI EMG UCITS	282.78	↓
iSHARES Nasdaq 100 UCITS	281.87	↑
iSHARES EURO STOXX 50 UCITS	269.67	↑

Source: SIX



Source: SIX

## 1.2 Top-10 – Selected Changes in the Overall Market

In the fourth quarter, the winners of the performance rankings were dominated by ETFs speculating on falling share prices, ETFs based on gold mining shares, and ETFs based on palladium and gold. The Lyxor Daily ShortDAX x2 (symbol: LYDSD) topped the rankings with an increase of more than 30%.

Losses were posted particularly by ETFs based on energy and leveraged equity indices. GOEUSY, an ETF from UBS based on the Solactive Global Oil Equities, brought

up the rear last quarter. It fell by almost 41% in the fourth quarter.

Based on the number of tickets traded, CSSMI, the ETF from iShares based on the SMI, was in the lead in the fourth quarter, followed by ETFs from the same issuer: the CSSPX based on the S&P 500 and the CSSMIM based on the Swiss Mid Cap Index SMIM. The ninth-placed ZGLD based on gold is the only non-equity-based ETF that made it into the top 10 in terms of tickets traded.

### Top-10 ETFs Best Performance

Product	Symbol	Performance	Trend
LYXOR DAILY SHORTDAX X2	LYDSD	+30.05	↑
GAM PHYS PALLADIUM - USD A	JBPAUA	+18.48	↑
UBS ETF PALLADIUM	PLUSA	+17.64	↑
L&G GOLD MINING UCITS ETF	AUCO	+17.49	↑
GAM PHYS PALLADIUM - CHF AX	JBPACK	+17.05	↑
GAM PHYS PALLADIUM - USD AX	JBPAUX	+17.00	↑
UBS ETF SOL. GL. PURE GOLD	GGMUSY	+16.92	↑
ZKB PALLADIUM ETF AA CHF	ZPAL	+15.87	↑
COMSTAGE ETF GOLD BUGS	CBGOLD	+15.68	↑
X SHORTDAX DAILY SWAP	XSDX	+15.61	↑

Source: Bloomberg

### Top-10 ETFs Worst Performance

Product	Symbol	Performance	Trend
UBS ETF SOL. GL. OIL EQUIT.	GOEUSY	-40.74	↓
UBS ETF CMCI OIL H. EUR	OILEUA	-34.36	↓
UBS ETF CMCI OIL H. CHF	OILCHA	-34.31	↓
UBS ETF CMCI OIL USD	OILUSA	-33.14	↓
iSHARES OIL & GAS EXPL&PROD	IOGP	-32.39	↓
X LEVDAX DAILY SWAP	XLDX	-26.23	↓
LYXOR DAILY LEV DAX	LYLVD	-25.76	↓
LYXOR EURSTX50 DAILY LEV	LYLVE	-23.38	↓
COMSTAGE DJ EU STOXX 50 LV-I	CBSXSL	-23.75	↓
iSHARES S&P 500 ENERGY	IUES	-23.38	↓

Source: Bloomberg

### Top-10 ETFs Number of Trades (Tickets)

Product	Symbol	No. of Trades	Trend
iShares SMI ETF (CH)	CSSMI	6,954	↑
iSHARES S&P 500 UCITS	CSSPX	6,567	↑
iShares SMIM ETF (CH)	CSSMIM	5,581	↑
Invesco EQQQ	EQQQ	5,268	↑
iSHARES Nasdaq 100 UCITS	CSNDX	5,179	↑
UBS ETF SMIM (CHF) A	SMMCHA	3,944	↑
X SWITZERLAND	XSMI	3,775	↑
iSHARES EURO STOXX 50 UCITS	CSSX5E	3,719	↑
ZKB GOLD ETF	ZGLD	3,594	↑
iShares Core SPI ETF (CH)	CHSPI	3,381	↓

Source: SIX

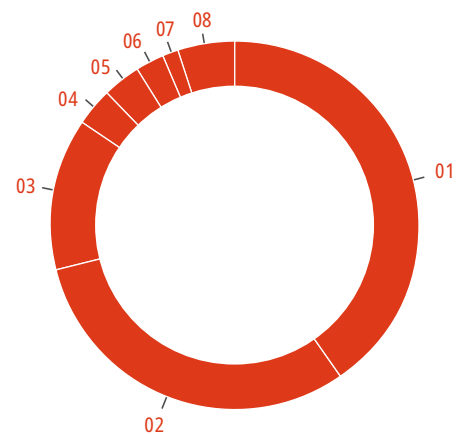
### 1.3 Turnover by Product Provider

There was a change in position at the top of the turnover ranking. Thanks to an increase in its share from 32.05% to 40.54% in the fourth quarter, UBS took back the leading position that it had yielded to BlackRock/iShares in the previ-

ous quarter. BlackRock/iShares suffered a 6.57% loss in its market share to 30.70%. Lyxor, which was ranked third, for the first time recorded a small market share loss of 1.29% to 13.37% in 2018.

#### ETF Turnover by Product Provider

Issuer	Products	Turnover (m CHF)	Market Share	Trend
UBS-ETF	311	10,343.76	40.54%	↑
iShares	306	7,833.54	30.70%	↓
Lyxor	104	3,412.29	13.37%	↓
Invesco	81	875.98	3.43%	↑
Xtrackers	89	847.93	3.32%	↓
ZKB ETFs	14	615.84	2.41%	↓
Amundi	69	371.25	1.46%	↓
SPDR ETF	90	284.73	1.12%	↑
Julius Bär	32	279.69	1.10%	↑
Vanguard	24	159.32	0.62%	↓
ComStage	160	153.46	0.60%	↑
HSBC	30	103.44	0.41%	↓
BNP Paribas	28	99.95	0.39%	↑
Ossiam Lux	16	27.77	0.11%	↑
Raiffeisen	5	22.83	0.09%	↓
JPMorgan	15	22.55	0.09%	↑
Legal & General	11	16.12	0.06%	↓
Fidelity	5	12.62	0.05%	↓
Wisdom Tree Europe	28	11.87	0.05%	↑
Market Access	6	7.63	0.03%	↓
Van Eck Global	9	5.89	0.02%	→
UniCredit	2	5.04	0.02%	↑
Nomura	4	2.77	0.01%	→
First Trust	2	1.15	0.01%	↑
Franklin Templeton	9	0.34	0.00%	→
<b>Total</b>	<b>1 450</b>	<b>25,517.76</b>	<b>100.00 %</b>	



01	40.54 %	UBS-ETF
02	30.70 %	iShares
03	13.37 %	Lyxor
04	3.43 %	Invesco
05	3.32 %	Xtrackers
06	2.41 %	ZKB ETFs
07	1.46 %	Amundi
08	4.77 %	other issuers

Source: SIX

## 1.4 Top-5 Selected Changes per Asset Class

## Equity Developed Market

Product	Turnover (m CHF)	Trend
UBSETF ACWI HDG TO USD A-ACC	887	↑
iSHARES S&P 500 UCITS	819	↑
iSHARES SMI ETF (CH)	660	↑
UBS ETF MSCI EMU EUR A-acc	625	↑
LYXOR ETF S&P 500	610	↑

Source: Bloomberg

## Fixed Income &amp; Money Market

Product	Turnover (m CHF)	Trend
iSHARES USD Govt 7-10 UCITS	200	↑
iSHARES \$ TRSRY BND 7-10 UCITS	140	↓
iShares Core CHF CB ETF (CH)	115	↓
iSHARES \$ TREASURY BOND 1-3	99	↑
iSHARES JPMORGAN \$ EM BOND	74	↓

Source: Bloomberg

## Equity Emerging Market

Product	Turnover (m CHF)	Trend
UBS ETF - MSCI EM SF USD A	1,009	↑
iSHARES MSCI EMG UCITS	283	↓
iSHARES MSCI EM IMI UCITS ETF	179	↓
LYX ETF CHINA ENTERPRISE ACC	120	↑
UBS ETF - MSCI EMERGING MKTS A	95	↓

Source: Bloomberg

## Commodities

Product	Turnover (m CHF)	Trend
UBS ETF GOLD (USD) A	208	↑
ZKB GOLD ETF	177	↑
UBS ETF GOLD HEDGED (CHF) A	136	↑
ZKB GOLD ETF (USD)	123	↓
GAM PHYSICAL GOLD (USD) AX	78	↑

Source: Bloomberg

## Equity Style / Strategy / Themes

Product	Turnover (m CHF)	Trend
iSHARES SMIM ETF (CH)	414	↑
LYX EURO STX 50 DAILY LEV ACC	255	↑
UBS ETF SMIM (CHF) A	243	↑
iShares STOXX Europe 600 (DE)	159	↓
LYXOR ETF WORLD HEALTH CARE	118	↓

Source: Bloomberg

## Volatility

Product	Turnover (m CHF)	Trend
iShares MSCI EM MinVol	14	↓
iShares MSCI World MinVol	9	↑
iShares MSCI Euro MinVol	8	↑
iShares S&P 500 MinVol	4	↑
UBSETF FACTOR LOW VOL EUR D	2	→

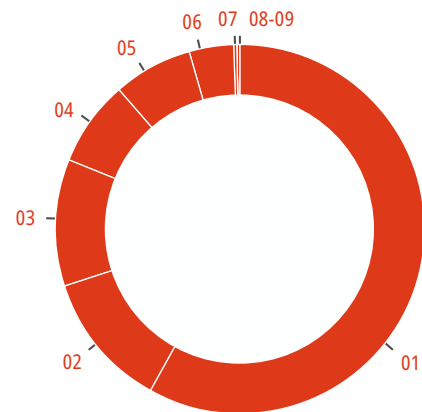
Source: Bloomberg

### 1.5 Trading Details

#### Turnover by Asset Classes

Asset Class	Absolute	Change	Turnover (m)	Trend
1 Equity Developed Markets	58.30%	2%	14,876.87	↑
2 Equity Emerging Markets	11.92%	28%	3,041.76	↑
3 Equity Style / Strategy	10.96%	54%	2,796.74	↑
4 Fixed Income	7.48%	-68%	1,909.95	↓
5 Commodities	7.15%	-50%	1,823.94	↓
6 Equity Themes	3.78%	-51%	965.42	↓
7 Funds	0.20%	-29%	50.78	↓
8 Volatility	0.15%	-65%	37.43	↓
9 Money Market	0.06%	-77%	14.85	↓
<b>Total</b>	<b>100.00 %</b>		<b>25,517.75</b>	

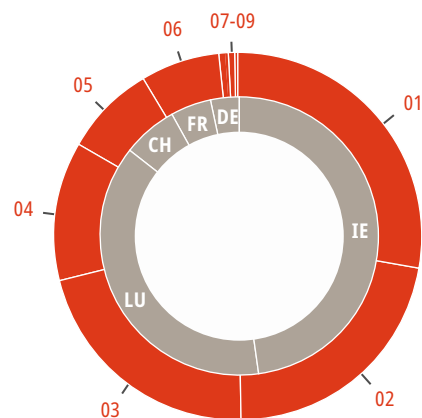
Source: SIX



#### Number\* of ETFs on SIX by Asset Class

Asset Class	Absolute	Change	Turnover (m)	Trend
1 Equity Developed Market	27.79%	4%	403	↑
2 Fixed Income	22.14%	3%	321	↑
3 Equity Style / Strategy	21.24%	2%	308	↑
4 Equity Themes	12.21%	5%	177	↑
5 Equity Emerging Market	8.28%	2%	120	↑
6 Commodities	6.83%	0%	99	→
7 Volatility	0.55%	0%	8	→
8 Money Market	0.41%	0%	6	→
9 Funds	0.35%	0%	5	→
<b>Total</b>	<b>100.00%</b>		<b>1,450</b>	

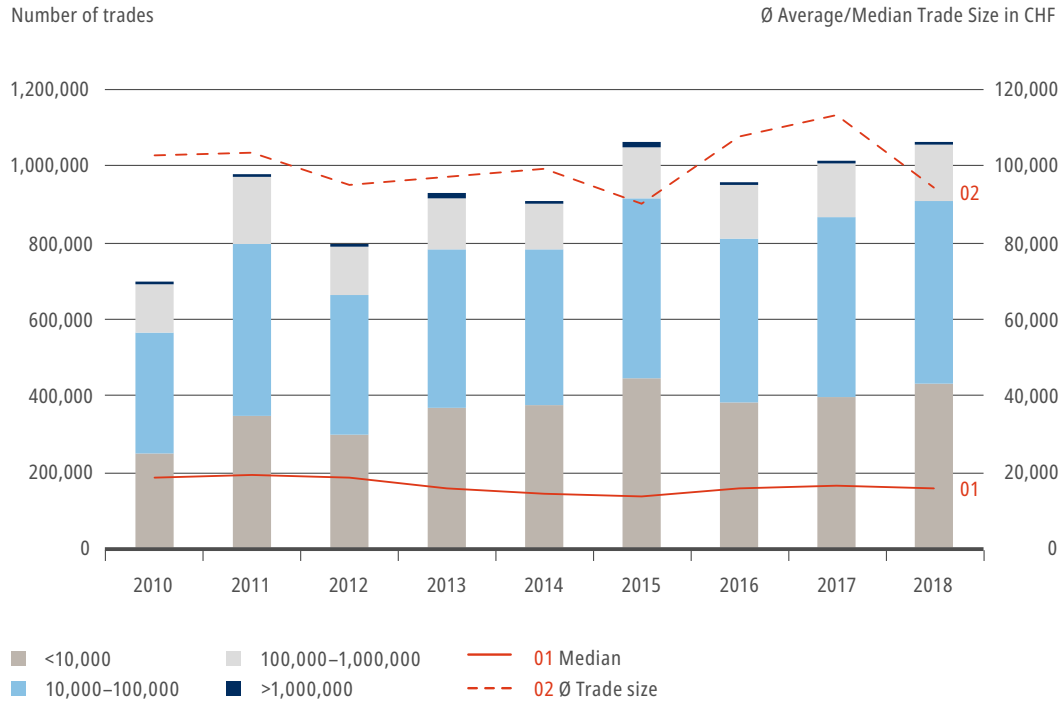
Source: SIX



\*Some fungible ETFs (same ISIN) are tradable in multiple currencies. They are accordingly counted more than once.



### 2.1 Trading Details (Breakdown of Respective Ticket Size)



Source: SIX

## 2.2 Number of ETFs on SIX by Market Maker (During the Quarter)

Name	ETFs	Name	ETFs	Name	ETFs
Flow Traders B.V.	1,138	Société Générale	172	Finovesta GmbH	3
Commerzbank AG	969	Virtu Financial Ireland Ltd	59	J.P. Morgan Securities PLC	2
Susquehanna	415	Deutsche Bank AG London Branch	46		
IMC Trading B.V.	397	Bank Julius Bär & Co. AG	34		
Goldenberg Hehmeyer LLP	244	Zürcher Kantonalbank	14		
UBS AG	238	Credit Suisse AG	6		
Optiver VOF	227	Raiffeisen Schweiz Genossenschaft	5		
BNP Paribas	190	Morgan Stanley	3		

Source: SIX

## Spread-Monitor (Tightest Spreads)

Product	Ticker	TER	Ø Bid Ask Spread (%)
PIMCO ENHANCED SHORT MATURIT	MINT	0.42	0.01
iSHARES MSCI ACWI ETF	ACWI	0.33	0.02
JPMORGAN ULTRA-SHORT INCOME	JPST	0.18	0.02
WISDOMTREE JAPAN HEDGED EQ	DXJ	0.48	0.02
WISDOMTREE EUROPE HEDGED EQU	HEDJ	0.58	0.02
INVESCO S&P 500 LOW VOLATILI	SPLV	0.25	0.02
iSHARES FLOATING RATE BOND E	FLOT	0.20	0.03
VANECK VECTORS J.P. MORGAN E	EMLC	0.30	0.03
VANECK VECTORS JUNIOR GOLD M	GDXJ	0.54	0.03
iSHARES CORE MSCI EUROPE	IEUR	0.10	0.04
SPDR BBG BARC ST HIGH YIELD	SJNK	0.40	0.04
VANECK VECTORS MORNINGSTAR W	MOAT	0.48	0.04
LYXOR EURO CASH	LYCSH	0.10	0.04
VANECK VECTORS GOLD MINERS E	GDX	0.53	0.05
INVESCO CURRENCYSHARES CANAD	FXC	0.40	0.05
X MSCI EMU	XD5E	0.12	0.05
X EURO STOXX 50 1C	XESC	0.09	0.05
X SWITZERLAND 1D	XSMI	0.30	0.05
X EURO STOXX 50 1D	XESX	0.09	0.06
iSHARES CORE FTSE 100	ISF	0.07	0.06

Source: Bloomberg

## 2.3 New Listings in the Quarter

First Trading Day	Product	Symbol	Currency	Management Fee	Market Maker
11.12.2018	BNP Paribas Easy FTSE EPRA Dv Europe UCITS ETF QD H EUR Dis	EEEH	EUR	0.40%	BNP Paribas
11.12.2018	BNP Paribas Easy FTSE EPRA/NAREIT Dv Europe UCITS ETF QD Dis	EEEP	EUR	0.40%	BNP Paribas, Susquehanna
11.12.2018	BNP Paribas Easy Low Carbon 100 Europe UCITS ETF Cap	LCEU	EUR	0.30%	BNP Paribas, Susquehanna
23.11.2018	Lyxor FTSE EPRA/NAREIT Developed Europe UCITS ETF - Dist	LYMEH	EUR	0.40%	Commerzbank AG, Flow Traders B.V., IMC Trading B.V., Société Générale
23.11.2018	Lyxor FTSE EPRA/NAREIT United States UCITS ETF - Dist EUR	LYMUE	CHF	0.40%	Flow Traders B.V., Société Générale
23.11.2018	Lyxor FTSE EPRA/NAREIT United States UCITS ETF - Dist USD	LYMUA	USD	0.40%	Commerzbank AG, Flow Traders B.V., Société Générale
23.11.2018	Lyxor Privex UCITS ETF - Dist	LYPVX	EUR	0.70%	Commerzbank AG, Flow Traders B.V., Société Générale
23.11.2018	Lyxor STOXX Europe Select Dividend 30 UCITS ETF - Dist	LYSEL	EUR	0.30%	Commerzbank AG, IMC Trading B.V., Société Générale, Susquehanna
22.11.2018	UBS ETF Sustainable Development Bank Bonds ETF (USD) A-acc	MDBUA	USD	0.18%	Deutsche Bank AG London Branch
22.11.2018	UBS ETF Sustainable Development Bank Bonds ETF (USD) A-dis	MDBU	USD	0.18%	Deutsche Bank AG London Branch
20.11.2018	iShares Digital Security UCITS ETF USD (Acc)	LOCK	USD	0.40%	Commerzbank AG, Optiver VOF
20.11.2018	iShares Digital Security UCITS ETF USD (Dist)	SHLD	USD	0.40%	Commerzbank AG, Optiver VOF
20.11.2018	iShares EUR Floating Rate Bond UCITS ETF EUR (Dist)	EFRN	EUR	0.10%	Goldenberg Hehmeyer LLP, Société Générale
20.11.2018	iShares MSCI EM IMI ESG Screened UCITS ETF USD (Acc)	SAEM	USD	0.18%	Flow Traders B.V., Goldenberg Hehmeyer LLP
20.11.2018	iShares MSCI EM IMI ESG Screened UCITS ETF USD (Dist)	SEDM	USD	0.18%	Flow Traders B.V., Goldenberg Hehmeyer LLP
20.11.2018	iShares MSCI EMU ESG Screened UCITS ETF EUR (Acc)	SLMA	EUR	0.12%	Commerzbank AG, IMC Trading B.V.
20.11.2018	iShares MSCI EMU ESG Screened UCITS ETF EUR (Dist)	SLMB	EUR	0.12%	Commerzbank AG, IMC Trading B.V.
20.11.2018	iShares MSCI Europe ESG Screened UCITS ETF EUR (Acc)	SLMC	EUR	0.12%	Commerzbank AG, IMC Trading B.V.
20.11.2018	iShares MSCI Europe ESG Screened UCITS ETF EUR (Dist)	SLMD	EUR	0.12%	Commerzbank AG, IMC Trading B.V.
20.11.2018	iShares MSCI Japan ESG Screened UCITS ETF USD (Acc)	SAJP	USD	0.20%	Commerzbank AG, Optiver VOF
20.11.2018	iShares MSCI Japan ESG Screened UCITS ETF USD (Dist)	SDJP	USD	0.20%	Commerzbank AG, Optiver VOF
20.11.2018	iShares MSCI USA ESG Screened UCITS ETF USD (Acc)	SASU	USD	0.70%	Commerzbank AG, Optiver VOF
20.11.2018	iShares MSCI USA ESG Screened UCITS ETF USD (dist)	SDUS	USD	0.70%	Commerzbank AG, Optiver VOF
20.11.2018	iShares MSCI World ESG Screened UCITS ETF USD (Acc)	SAWD	USD	0.20%	Commerzbank AG, Optiver VOF
20.11.2018	iShares MSCI World ESG Screened UCITS ETF USD (Dist)	SDWD	USD	0.20%	Commerzbank AG, Optiver VOF
20.11.2018	iShares S&P 500 Communication Sector UCITS ETF USD (Acc)	IUCM	USD	0.15%	Commerzbank AG, Optiver VOF
14.11.2018	Invesco Communications S&P US Select Sector UCITS ETF	XLCS	USD	0.14%	Commerzbank AG
14.11.2018	Invesco Goldman Sachs Equity Factor Index Emerging Markets	EFIM	USD	0.65%	Flow Traders B.V.
14.11.2018	Invesco Variable Rate Preferred Shares UCITS ETF	VRPS	USD	0.50%	Flow Traders B.V.

Source: SIX

## 2.3 New Listings in the Quarter

First Trading Day	Product	Symbol	Currency	Management Fee	Market Maker
12.11.2018	Lyxor Robotics & AI UCITS ETF	ROAI	CHF	0.40%	Flow Traders B.V., Société Générale
12.11.2018	Lyxor S&P 500 Banks UCITS ETF	BNKU	CHF	0.20%	Flow Traders B.V., Société Générale
09.11.2018	LYXOR EUROMTS H RATED MACRO-WEIGHTED GOVT BOND 1-3Y - Acc	LYMA13	EUR	0.165%	Commerzbank AG, Flow Traders B.V., Société Générale
09.11.2018	LYXOR EUROMTS H RATED MACRO-WEIGHTED GOVT BOND 3-5Y - Acc	LYMA35	EUR	0.165%	Commerzbank AG, Flow Traders B.V., Société Générale
09.11.2018	LYXOR EUROMTS H RATED MACRO-WEIGHTED GOVT BOND 5-7Y - Acc	LYMA57	EUR	0.165%	Commerzbank AG, Flow Traders B.V., Société Générale
09.11.2018	LYXOR FTSE EPRA/NAREIT Global Developed UCITS ETF -Dist EUR	LYMWE	CHF	0.45%	Flow Traders B.V., Société Générale
09.11.2018	LYXOR FTSE EPRA/NAREIT Global Developed UCITS ETF -Dist USD	LYMWO	USD	0.45%	Commerzbank AG, Flow Traders B.V., Société Générale, Susquehanna
06.11.2018	UBS ETFs plc MSCI ACWI SF UCITS ETF (USD) A-acc	ACWIA	USD	0.21%	UBS AG
31.10.2018	HSBC MSCI China A Inclusion UCITS ETF	HMCT	USD	0.60%	Goldenberg Hehmeyer LLP
29.10.2018	SPDR S&P U.S. Communication Services Select Sector UCITS ETF	SXLC	USD	0.15%	Commerzbank AG, Flow Traders B.V.
26.10.2018	JPM Europe Research Enhanced Index Eq ESG UCITS ETF EUR acc	JREE	EUR	0.25%	Commerzbank AG, Goldenberg Hehmeyer LLP
26.10.2018	JPM Global Research Enhanced Index Eq ESG UCITS ETF USD acc	JREG	USD	0.25%	Commerzbank AG, Goldenberg Hehmeyer LLP
26.10.2018	JPM US Research Enhanced Index Equity ESG UCITS ETF USD acc	JREU	USD	0.25%	Commerzbank AG, Goldenberg Hehmeyer LLP
26.10.2018	JPM USD Emerging Market Sovereign Bond UCITS ETF EURHDG acc	JMBE	EUR	0.39%	Commerzbank AG, Flow Traders B.V., Goldenberg Hehmeyer LLP
26.10.2018	Lyxor BofAML High Yield Ex-Financial Bond UCITS - Dist	LYYIEL	EUR	0.45%	Commerzbank AG, Flow Traders B.V., Société Générale
26.10.2018	Lyxor Euro Corporate Bond EX Financials UCITS ETF - Acc	LYCNB	EUR	0.20%	Commerzbank AG, Flow Traders B.V., Société Générale, Susquehanna
26.10.2018	Lyxor Euro Corporate Bond UCITS ETF Acc	LYCRP	EUR	0.20%	Commerzbank AG, Flow Traders B.V., Société Générale
26.10.2018	Lyxor iBoxx \$ Liquid Emerging Market Sovereigns - Dist	LYLEMB	USD	0.30%	Flow Traders B.V., Société Générale
26.10.2018	Lyxor iBoxx \$ Liquid Emerging Markets Sovereigns - M H EUR	LYEMBH	EUR	0.40%	Société Générale
26.10.2018	Lyxor iBoxx \$ Treasuries 10Y+ (DR) ETF M Hedged EUR Dist	LUS10H	EUR	0.15%	Flow Traders B.V., Société Générale
26.10.2018	Lyxor iBoxx \$ Treasuries 10Y+ (DR) UCITS ETF - Dist	LYUS10	USD	0.07%	Commerzbank AG, Flow Traders B.V., Société Générale, Susquehanna
24.10.2018	iShares Edge MSCI EMU Multifactor UCITS ETF EUR (Acc)	EDMF	EUR	0.40%	Commerzbank AG, IMC Trading B.V.
22.10.2018	UBS (Irl) ETF plc MSCI USA Select Factor Mix (USD) A-acc	USFMA	USD	0.30%	UBS AG

Source: SIX

### 2.3 New Listings in the Quarter

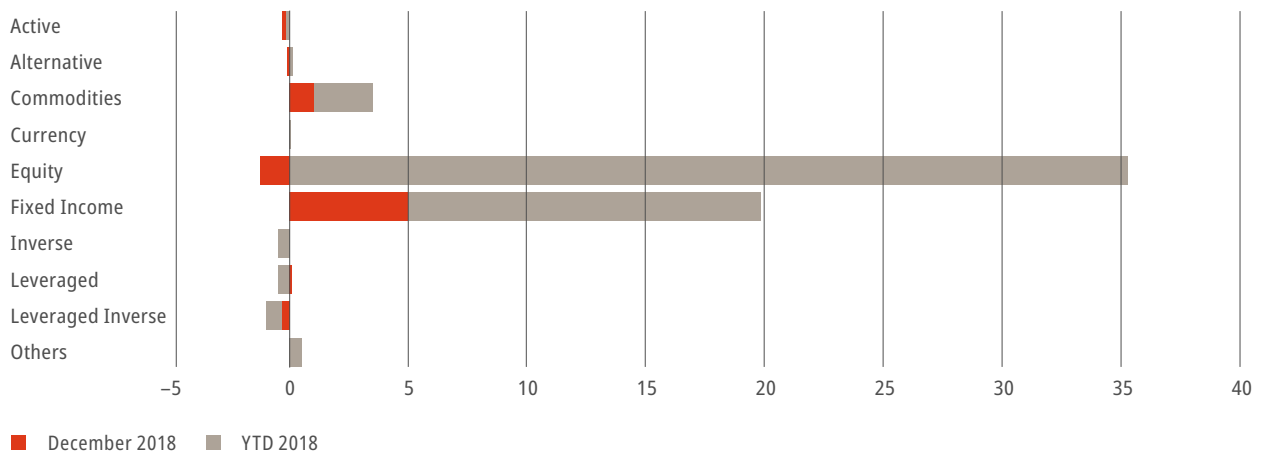
First Trading Day	Product	Symbol	Currency	Management Fee	Market Maker
19.10.2018	Invesco AT1 Capital Bond UCITS ETF Dist	AT1D	USD	0.39%	Flow Traders B.V.
19.10.2018	Invesco AT1 Capital Bond UCITS ETF GBP Hdg Dist	AT1S	GBP	0.39%	Flow Traders B.V.
11.10.2018	Lyxor MSCI USA UCITS ETF - Acc	LUSAC	CHF	0.25%	Société Générale
09.10.2018	SPDR Bloomberg Barclays EMLocal Bond UCITS ETF (Acc)	EMDA	CHF	0.55%	Commerzbank AG
01.10.2018	Franklin LibertyQ AC Asia ex Japan UCITS ETF	FLQA	USD	0.40%	Susquehanna
01.10.2018	Invesco EQQQ NASDAQ-100 UCITS ETF Accumulation	EQAC	USD	0.30%	Flow Traders B.V.

Source: SIX

The biggest asset classes – equities, bonds and commodities – posted net inflows both in the fourth quarter and in 2018 as a whole. In the fourth quarter, ETFs based on bonds and commodities were particularly sought-after. This caused their market shares to grow by 2.6% (bonds) and 1.0% (commodities), while equities recorded a 3.6% loss in their market share to 65.1%. The number

of ETFs increased by three to 2,322 in the fourth quarter, whereas total assets under management decreased by around USD 64 million. In December, the bonds, commodities, leveraged and currencies asset classes bucked the trend with net inflows. By contrast, active, alternative, equities, inverse and leveraged inverse all posted net outflows.

#### Net New Assets per Asset Class (in bn USD)



Source: ETFGI

Asset Classes	ETFs/ETPs	AuM Dec 18 (in m USD)	Market Share	Net New Assets (in m USD)			
				Dec 2018	YTD 2018	YTD 2017	2017
Active	39	8,812	1.1%	-225	-156	1,993	1,993
Alternative	2	90	0.0%	-4	-15	-125	-125
Commodities	348	60,256	7.8%	851	3,402	8,414	8,414
Currency	74	572	0.1%	3	37	-3	-3
Equity	1,118	499,890	65.1%	-1,511	35,439	71,166	71,166
Fixed Income	400	188,456	24.5%	5,049	19,668	25,004	25,004
Inverse	68	3,566	0.5%	-35	-489	845	845
Leveraged	191	2,671	0.3%	100	-406	-80	-80
Leveraged inverse	70	2,591	0.3%	-301	-1,249	1,000	1,000
Others	12	1,165	0.2%	0	492	204	204
<b>Total</b>	<b>2,322</b>	<b>768,070</b>	<b>100.00%</b>	<b>3,926</b>	<b>56,724</b>	<b>108,417</b>	<b>108,417</b>

Source: ETFGI

## “ Institutional Investors, in Particular, Are Likely to Rely Increasingly on Sustainable ETFs.”

**Roland Fischer** is Head of ETF Sales for Switzerland and Liechtenstein at Lyxor and also oversees the ETF provider's Wealth Management business across German speaking Europe. He joined Lyxor as an institutional sales representative at the Zürich office in 2011. Prior to Société Générale Roland held positions in institutional ETF sales at Deutsche Bank in Frankfurt and Hong Kong, on the ETF & Program Trading desk at Newedge and in McKinsey's Corporate & Investment Banking Practice in Frankfurt. Roland Fischer holds a degree from the Frankfurt School of Finance and is a Chartered Alternative Investment Analyst.



Roland Fischer is Head of ETF Sales for Switzerland and Liechtenstein at Lyxor

### What Is Your Specialty?

Diversity and competence in finding solutions. As one of Europe's largest providers, we are able to respond to the various needs of investors with a constantly evolving range of products. This differentiates us from specialised niche providers. The size and expertise of our firm lay the foundation for offering innovative solutions that create added value for our clients. Investors can always rely on two important quality features: the high efficiency and the high liquidity of our ETFs. Accurate index tracking, low fees and low trading costs make Lyxor ETFs extremely cost-effective financial products. In addition, a large number of market makers and authorised participants ensures that Lyxor is one of the most liquid and flexible providers in Europe.

### What Issues Are Currently Shaping Developments in the ETF Sector?

For some time now, the industry has been focusing intensively on sustainability. In addition to ETFs that take general ESG criteria into account, those that support the UN's so-called Sustainable Development Goals (SDGs) are increasingly coming to the fore. Numbering 17 in total, the goals each focus on a specific area such as clean water, climate protection or gender equality. With the World Water Fund or the New Energy ETF, Lyxor is already well positioned in this respect. In addition, the industry is increasingly opening up to the opportunities offered by robotics and artificial intelligence – opportunities from which investors can greatly benefit.

**What Are Your Clients Focusing on in the Current Environment?**

If you take last year's performance as a guide, sustainable ETFs should play a key role in 2019. A total of EUR 3.1 billion had flowed into such funds by the end of October 2018, accounting for 7% of the total inflow into the ETF market in 2018. By comparison: in 2017, the inflow into ESG ETFs totalled EUR 2.2 billion. Institutional investors, in particular, are likely to rely increasingly on sustainable ETFs, as regulatory and political pressure to take ESG criteria into account builds.

**What Changes Do You Have Planned?**

A regional focus is becoming more and more relevant in the strongly growth-driven ETF market. An important goal for Lyxor is therefore to further adapt its core product strategy to the needs of Swiss clients, for example by expanding SIX listings and physically replicated products. Other points of emphasis include physically replicating core ETFs without securities lending, new ESG products and niche products, for example in the area of individual emerging markets or inflation protection.

**Where Do You See the ETF Market in Switzerland in the near Future?**

In recent years, ETFs have established themselves as an integral component of portfolios in Switzerland. FIDLEG/FINIG will accelerate this development even further, as ETFs provide a high degree of transparency and make it easier to get a "feel" for regulatory requirements. The relatively low barriers to entry have attracted more and more ETF providers to the market in recent years. As ETFs are a very homogeneous financial product, margins are declining accordingly. This will lead to greater consolidation in the medium term, including in Switzerland. The growing retail business is also important for the Swiss ETF market. The younger generation in particular is very ETF-savvy, using ETF solutions as part of pillar 3a or investing independently in ETFs as part of their savings goals. The existing low-interest environment acts as a catalyst for this.

**Thank You for the Interview!**



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