

HONG KONG INVESTMENT FUNDS ASSOCIATION
 Gross retail sales by Hong Kong Investors (2007) (in US\$M) ¹

TYPE OF FUND	January	February	March	April	May	June	Sub-Total		%
Asia Regional (excl. Japan)	266.52	287.56	247.47	398.59	579.80	1,255.79	3,035.73		14.76%
Asia Regional (incl. Japan)	19.80	15.32	25.85	35.07	37.64	31.44	165.12		0.80%
Greater China Region ²	914.03	318.04	536.20	391.15	494.70	1,477.05	4,131.17		20.09%
Japan	48.08	37.42	41.77	17.07	38.64	21.65	204.63		1.00%
Hong Kong	15.00	10.29	25.12	17.21	34.21	24.57	126.40		0.61%
Asian Single Market ³ (non Japan/ non HK)	217.32	314.26	297.02	573.47	647.05	477.73	2,526.85		12.29%
International Equity	239.28	148.49	118.75	101.32	121.97	118.12	847.93		4.12%
European Regional Market ⁴	249.89	244.66	166.91	158.22	235.33	163.65	1,218.66		5.93%
European Single Market	4.64	2.75	4.56	6.31	12.20	8.50	38.96		0.19%
North American Equity	16.14	16.58	15.98	12.88	13.92	14.68	90.18		0.44%
Emerging Markets ⁵	426.78	252.57	170.26	182.20	377.05	335.63	1,744.49		8.48%
Sector Funds ⁶	312.78	489.41	218.88	245.09	362.07	236.48	1,864.71		9.07%
REITs-related ⁷	46.38	136.38	30.76	19.70	21.84	26.95	282.01		1.37%
Balanced/Managed Funds	110.74	89.36	84.36	95.68	108.68	146.48	635.30		3.09%
Global Bond	104.48	63.10	105.09	131.52	151.14	89.23	644.56		3.13%
US Bond	58.92	40.15	46.55	38.86	40.79	18.02	243.29		1.18%
Europe Bond	10.60	8.16	11.95	8.30	5.87	5.34	50.22		0.24%
Asia Bond	20.90	6.46	24.57	22.91	20.09	17.07	112.00		0.54%
Emerging Markets Bond	237.70	192.61	177.74	157.88	220.66	80.12	1,066.71		5.19%
Money Market Funds/Liquidity Funds	118.47	91.25	136.57	74.83	97.35	68.08	586.55		2.85%
Guaranteed Funds	0.00	54.01	43.14	1.90	0.53	0.74	100.32		0.49%
Equity Index Funds ⁸	13.57	7.16	10.21	7.02	8.74	8.48	55.18		0.27%
Fund of Funds ⁹ (Traditional Long-only product)	157.44	101.85	75.92	66.58	80.01	36.44	518.24		2.52%
Hedge Funds	0.15	0.15	0.01	0.06	0.29	0.53	1.19		0.01%
Other Funds ¹⁰	14.39	7.44	7.88	102.28	83.17	60.18	275.34		1.34%
Total	3,624.00	2,935.43	2,623.52	2,866.10	3,793.74	4,722.95	20,565.74		100.00%

TYPE OF FUND	July	August	September	October	November	December	Sub-Total	Total	%
Asia Regional (excl. Japan)	1,532.86	558.16	543.84	1,124.55	941.95	403.16	5,124.52	8,160.25	17.92%
Asia Regional (incl. Japan)	32.45	25.20	15.77	371.29	99.81	31.47	575.99	741.11	1.63%
Greater China Region ²	957.16	1,044.28	1,101.78	1,477.73	1,532.37	511.13	6,624.45	10,755.62	23.61%
Japan	44.64	12.85	7.90	8.36	11.86	30.17	115.78	320.41	0.70%
Hong Kong	44.58	40.98	37.23	43.08	61.10	39.94	266.91	393.31	0.86%
Asian Single Market ³ (non Japan/ non HK)	686.23	276.50	256.41	504.03	437.32	227.11	2,387.60	4,914.45	10.79%
International Equity	107.92	101.61	133.04	244.74	242.08	69.04	898.43	1,746.36	3.83%
European Regional Market ⁴	141.55	47.58	27.68	27.68	29.74	16.58	291.89	1,510.55	3.32%
European Single Market	6.78	2.60	1.38	1.41	0.61	0.41	13.19	52.15	0.11%
North American Equity	27.33	6.32	4.61	6.38	11.52	9.37	65.53	155.71	0.34%
Emerging Markets ⁵	673.72	275.82	376.15	1,152.05	879.84	478.64	3,836.22	5,580.71	12.25%
Sector Funds ⁶	412.99	184.67	215.04	435.11	367.20	162.87	1,777.88	3,642.59	8.00%
REITs-related ⁷	18.22	4.86	4.96	7.09	17.14	37.17	89.44	371.45	0.82%
Balanced/Managed Funds	96.79	62.12	64.72	94.83	73.56	49.25	441.27	1,076.57	2.36%
Global Bond	70.22	45.75	46.69	59.90	62.43	42.83	327.82	972.38	2.13%
US Bond	26.96	11.64	9.52	8.62	6.57	8.84	72.15	315.44	0.69%
Europe Bond	3.86	4.14	1.69	6.00	5.04	2.61	23.34	73.56	0.16%
Asia Bond	14.13	10.12	7.05	28.06	15.09	15.79	90.24	202.24	0.44%
Emerging Markets Bond	69.57	21.19	17.26	62.67	36.39	16.67	223.75	1,290.46	2.83%
Money Market Funds/Liquidity Funds	83.18	273.84	92.43	223.01	200.35	75.10	947.91	1,534.46	3.37%
Guaranteed Funds	7.98	0.65	0.68	10.22	4.73	1.68	25.94	126.26	0.28%
Equity Index Funds ⁸	11.12	11.72	10.12	9.95	35.24	51.09	129.24	184.42	0.40%
Fund of Funds ⁹ (Traditional Long-only product)	49.31	32.17	33.75	57.11	44.90	21.72	238.96	757.20	1.66%
Hedge Funds	0.72	0.32	1.01	1.16	0.32	0.37	3.90	5.09	0.01%
Other Funds ¹⁰	50.95	44.68	51.78	87.65	87.23	65.77	388.06	663.40	1.46%
Total	5,191.22	3,099.77	3,063.57	6,052.68	5,204.39	2,368.78	24,980.41	45,546.15	100.00%

Notes:

- (1) This report covers transactions that are conducted through one of the following channels:
 - a. Retail banks (ultimate investors are HK residents, even if registrations are made under a nominee company with an overseas address.)
 - b. IFAs, insurance companies - cover both lump sum investment and unit-linked products based on end clients.
 - c. 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.
- (2) Greater China Region - this includes funds that are investing in any 2 of the following markets: (a) China, (b) HK & (c) Taiwan
- (3) Asian Single Market - non Japan, non Hong Kong - includes Australia, Korea, India, Indonesia, Malaysia, Philippines, Singapore, Taiwan and Thailand.
- (4) European Regional Market - excluding Eastern Europe which is classified under the Emerging Markets category.
- (5) Emerging Markets - includes Brazil, Russia, India, China, Eastern Europe, Latin America and Global Emerging Markets.
- (6) Sector Funds - includes global sector and country sector Funds (e.g. Japan Technology Fund).
- (7) 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.
- (8) Equity Index Funds - includes index funds such as "china index fund", "hang seng index fund", or "europe index fund", etc.
- (9) 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".
- (10) Others - including leveraged funds.

HONG KONG INVESTMENT FUNDS ASSOCIATION

Gross retail redemption by Hong Kong Investors (2007) (in US\$M)¹

TYPE OF FUND	January	February	March	April	May	June	Sub-Total	%
Asia Regional (excl. Japan)	234.90	153.16	163.22	236.17	275.32	280.23	1,343.00	8.20%
Asia Regional (incl. Japan)	106.37	69.60	58.40	71.06	64.31	44.99	414.73	2.53%
Greater China Region ²	554.10	360.93	244.43	539.52	763.04	381.39	2,843.41	17.36%
Japan	112.94	62.90	54.70	73.26	102.81	86.52	493.13	3.01%
Hong Kong	20.66	8.44	8.64	14.56	19.10	13.33	84.73	0.52%
Asian Single Market ³ (non Japan/ non HK)	196.25	134.93	175.69	354.26	357.43	341.67	1,560.23	9.53%
International Equity	62.09	61.28	56.98	132.80	114.99	87.52	515.66	3.15%
European Regional Market ⁴	144.29	115.00	147.79	171.25	178.73	144.62	901.68	5.51%
European Single Market	5.19	5.13	5.81	5.78	3.85	3.87	29.63	0.18%
North American Equity	11.38	10.70	15.38	20.68	14.57	13.03	85.74	0.52%
Emerging Markets ⁵	429.54	272.42	253.25	395.32	304.89	264.55	1,919.97	11.73%
Sector Funds ⁶	204.83	223.19	194.29	465.22	300.79	181.16	1,569.48	9.58%
REITs-related ⁷	9.61	5.24	16.37	17.99	15.53	51.64	116.38	0.71%
Balanced/Managed Funds	101.03	70.94	73.25	91.63	109.82	142.04	588.71	3.60%
Global Bond	94.72	78.42	91.15	89.92	88.60	95.07	537.88	3.28%
US Bond	33.61	33.77	36.58	38.00	51.05	53.15	246.16	1.50%
Europe Bond	16.38	12.50	16.00	27.92	14.93	19.37	107.10	0.65%
Asia Bond	22.18	24.22	19.38	20.17	19.20	23.92	129.07	0.79%
Emerging Markets Bond	70.86	46.35	64.26	251.21	209.73	155.62	798.03	4.87%
Money Market Funds/Liquidity Funds	91.75	57.04	88.69	77.37	81.29	109.88	506.02	3.09%
Guaranteed Funds ⁸	171.08	376.13	97.93	80.15	230.51	129.11	1,084.91	6.63%
Equity Index Funds ⁹	16.34	8.10	15.23	13.29	14.56	14.16	81.68	0.50%
Fund of Funds ¹⁰ (Traditional Long-only product)	48.25	24.12	62.82	48.61	54.90	81.96	320.66	1.96%
Hedge Funds	1.44	3.22	1.77	0.83	2.73	4.69	14.68	0.09%
Other Funds ¹¹	8.80	6.31	10.05	12.44	17.05	27.38	82.03	0.50%
Total	2,768.59	2,224.04	1,972.06	3,249.41	3,409.73	2,750.87	16,374.70	100.00%

TYPE OF FUND	July	August	September	October	November	December	Sub-Total	Total	%
Asia Regional (excl. Japan)	534.38	464.87	691.59	1,012.85	421.64	231.35	3,356.68	4,699.68	12.18%
Asia Regional (incl. Japan)	51.86	68.57	45.98	71.33	35.80	20.62	294.16	708.89	1.84%
Greater China Region ²	428.15	674.08	780.31	1,297.26	860.64	350.27	4,390.71	7,234.12	18.74%
Japan	91.89	77.70	61.83	92.02	45.77	33.53	402.74	895.87	2.32%
Hong Kong	16.22	26.87	35.42	52.86	27.07	16.16	174.60	259.33	0.67%
Asian Single Market ³ (non Japan/ non HK)	469.28	378.23	334.35	612.36	245.51	150.95	2,190.68	3,750.91	9.72%
International Equity	177.03	122.27	147.49	251.80	121.56	68.58	888.73	1,404.39	3.64%
European Regional Market ⁴	228.19	282.85	232.56	275.22	145.86	77.37	1,242.05	2,143.73	5.55%
European Single Market	7.22	7.59	6.31	10.52	4.41	2.10	38.15	67.78	0.18%
North American Equity	15.00	17.64	15.68	18.23	12.64	6.94	86.13	171.87	0.45%
Emerging Markets ⁵	340.55	367.55	328.75	622.23	261.32	206.54	2,126.94	4,046.91	10.48%
Sector Funds ⁶	283.92	256.83	315.96	397.97	193.12	108.03	1,555.83	3,125.31	8.10%
REITs-related ⁷	79.14	60.70	32.90	51.69	21.60	9.79	255.82	372.20	0.96%
Balanced/Managed Funds	107.80	111.13	106.94	135.69	89.89	52.37	603.82	1,192.53	3.09%
Global Bond	117.63	117.93	103.17	128.30	95.42	51.49	613.94	1,151.82	2.98%
US Bond	59.82	72.69	37.40	43.20	43.34	19.07	275.52	521.68	1.35%
Europe Bond	28.26	21.70	14.04	16.97	7.69	6.35	95.01	202.11	0.52%
Asia Bond	22.87	33.58	15.43	18.35	16.52	13.59	120.34	249.41	0.63%
Emerging Markets Bond	100.05	129.16	61.83	86.47	66.07	39.60	483.18	1,281.21	3.32%
Money Market Funds/Liquidity Funds	89.95	172.88	115.45	145.77	187.81	109.70	821.56	1,327.58	3.44%
Guaranteed Funds ⁸	105.34	521.76	319.98	226.60	121.13	232.54	1,527.35	2,612.26	6.77%
Equity Index Funds ⁹	12.63	13.90	16.48	19.99	9.67	11.31	83.98	165.66	0.43%
Fund of Funds ¹⁰ (Traditional Long-only product)	62.71	85.90	46.18	69.13	39.01	24.59	327.52	648.18	1.68%
Hedge Funds	0.79	1.08	1.58	0.99	1.86	1.15	7.45	22.13	0.06%
Other Funds ¹¹	30.49	58.24	39.55	59.55	55.33	19.33	262.49	344.52	0.89%
Total	3,461.17	4,145.70	3,907.16	5,717.35	3,130.68	1,863.32	22,225.38	38,000.08	100.00%

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- (8) Redemptions of guaranteed funds include both redemptions on maturity and early redemptions.
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- (11) Others - including leveraged funds.

HONG KONG INVESTMENT FUNDS ASSOCIATION

Net retail sales (redemptions) by Hong Kong Investors (2007) (in US\$M) ¹

TYPE OF FUND	January	February	March	April	May	June	Sub-Total
Asia Regional (excl. Japan)	31.62	134.40	84.25	162.42	304.48	975.56	1,692.73
Asia Regional (incl. Japan)	(86.57)	(54.28)	(32.55)	(35.99)	(26.67)	(13.35)	(249.61)
Greater China Region ²	359.93	(42.89)	291.77	(148.37)	(268.34)	1,095.66	1,287.76
Japan	(64.86)	(25.48)	(12.93)	(36.19)	(64.17)	(64.87)	(288.50)
Hong Kong	(5.66)	1.85	16.48	2.65	15.11	11.24	41.67
Asian Single Market ³ (non Japan/ non HK)	21.07	179.33	121.33	219.21	289.62	136.06	966.62
International Equity	177.19	87.21	61.77	(31.48)	6.98	30.60	332.27
European Regional Market ⁴	105.60	129.66	19.12	(13.93)	56.60	19.03	316.98
European Single Market	(9.55)	(2.38)	(1.25)	0.53	8.35	4.63	9.33
North American Equity	4.76	5.88	0.60	(7.80)	(0.65)	1.65	4.44
Emerging Markets ⁵	(2.76)	(19.85)	(82.99)	(213.12)	72.16	71.08	(175.48)
Sector Funds ⁶	107.95	266.22	24.59	(229.13)	61.28	55.32	295.23
REITs-related ⁷	36.77	131.14	14.39	1.71	6.31	(24.69)	165.63
Balanced/Managed Funds	9.71	18.42	11.11	4.05	(1.14)	4.44	46.59
Global Bond	9.76	(15.32)	13.94	41.60	62.54	(5.84)	106.68
US Bond	25.31	6.38	9.97	0.86	(10.26)	(35.13)	(2.87)
Europe Bond	(5.78)	(4.14)	(3.65)	(19.62)	(9.06)	(14.03)	(56.88)
Asia Bond	(1.28)	(17.76)	5.19	2.74	0.89	(6.85)	(17.07)
Emerging Markets Bond	166.84	146.26	113.48	(93.33)	10.93	(75.50)	268.68
Money Market Funds/Liquidity Funds	26.72	34.21	47.88	(2.54)	16.06	(41.80)	80.53
Guaranteed Funds ⁸	(171.08)	(322.12)	(54.79)	(78.25)	(229.98)	(128.57)	(984.59)
Equity Index Funds ⁹	(2.77)	(9.94)	(5.92)	(6.27)	(5.82)	(5.68)	(26.50)
Fund of Funds ¹⁰ (Traditional Long-only product)	109.19	77.73	13.10	17.97	25.11	(15.52)	197.58
Hedge Funds	(1.29)	(3.07)	(1.76)	(0.77)	(2.44)	(4.16)	(13.49)
Other Funds ¹¹	5.59	1.13	(2.17)	89.84	66.12	32.80	193.31
Total	853.41	711.39	651.46	(183.31)	384.01	1,972.08	4,191.04

TYPE OF FUND	July	August	September	October	November	December	Sub-Total	Total
Asia Regional (excl. Japan)	1,018.48	93.29	(147.75)	111.70	520.31	171.81	1,767.84	3,460.57
Asia Regional (incl. Japan)	(19.41)	(43.37)	(30.21)	299.96	64.01	10.85	281.83	32.22
Greater China Region ²	529.01	370.20	321.47	180.47	671.73	160.86	2,233.74	3,521.50
Japan	(47.25)	(64.85)	(53.93)	(85.66)	(37.91)	(3.76)	(289.96)	(575.40)
Hong Kong	28.36	14.11	1.81	(9.78)	34.03	23.78	92.31	133.98
Asian Single Market ³ (non Japan/ non HK)	216.95	(191.73)	(77.94)	(198.33)	191.81	76.16	196.92	1,163.54
International Equity	(69.11)	(20.66)	(14.43)	(7.68)	120.52	0.46	9.70	341.97
European Regional Market ⁴	(85.64)	(235.27)	(203.89)	(247.54)	(116.12)	(68.79)	(950.16)	(633.18)
European Single Market	(9.44)	(4.99)	(4.93)	(9.11)	(3.89)	(1.99)	(21.60)	(15.63)
North American Equity	12.33	(11.32)	(47.07)	(11.85)	(1.12)	2.43	(20.60)	(16.16)
Emerging Markets ⁵	333.17	(91.74)	47.40	529.82	618.52	272.10	1,709.28	1,533.80
Sector Funds ⁶	129.07	(72.16)	(169.92)	37.14	174.08	54.84	222.05	517.28
REITs-related ⁷	(69.02)	(55.84)	(27.94)	(44.60)	(4.46)	27.38	(166.38)	(9.75)
Balanced/Managed Funds	(11.01)	(49.04)	(42.22)	(40.88)	(16.53)	(3.12)	(162.53)	(115.96)
Global Bond	(47.41)	(72.18)	(56.48)	(68.40)	(32.99)	(8.65)	(286.12)	(179.44)
US Bond	(32.86)	(61.95)	(27.88)	(34.58)	(36.77)	(10.23)	(203.37)	(206.24)
Europe Bond	(24.49)	(17.56)	(12.35)	(10.97)	(2.95)	(3.74)	(71.67)	(128.53)
Asia Bond	(8.74)	(23.46)	(8.78)	9.71	(1.41)	2.20	(30.10)	(47.17)
Emerging Markets Bond	(36.48)	(107.97)	(44.57)	(23.86)	(29.68)	(22.93)	(259.43)	9.25
Money Market Funds/Liquidity Funds	(6.77)	100.96	(23.62)	77.24	12.54	(34.66)	126.35	206.88
Guaranteed Funds ⁸	(97.36)	(521.11)	(319.30)	(216.38)	(116.40)	(230.86)	(1,501.41)	(2,486.00)
Equity Index Funds ⁹	(1.51)	(2.18)	(6.56)	(10.04)	25.57	39.78	45.26	18.76
Fund of Funds ¹⁰ (Traditional Long-only product)	(13.40)	(53.73)	(12.43)	(12.92)	5.89	(2.87)	(88.56)	109.02
Hedge Funds	(9.07)	(6.76)	(6.57)	0.17	(1.54)	(0.78)	(13.55)	(17.04)
Other Funds ¹¹	20.46	(13.56)	12.23	28.10	31.90	46.44	125.57	318.88
Total	1,750.05	(1,045.93)	(843.59)	333.33	2,073.71	505.46	2,755.03	6,946.07

Notes:

- (1) This report covers transactions that are conducted through one of the following channels:
 - a. Retail banks (ultimate investors are HK residents, even if registrations are made under a nominee company with an overseas address.)
 - b. FAs, insurance companies - cover both lump sum investment and unit-linked products based on end clients.
 - c. 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 AIFs for ORSO/MPF schemes' investment are excluded.
- (2) Greater China Region - this includes funds that are investing in any 2 of the following markets: (a) China, (b) HK & (c) Taiwan
- (3) Asian Single Market - non Japan, non Hong Kong - includes Australia, Korea, India, Indonesia, Malaysia, Philippines, Singapore, Taiwan and Thailand.
- (4) European Regional Market - excluding Eastern Europe which is classified under the Emerging Markets category.
- (5) Emerging Markets - includes Brazil, Russia, India, China, Eastern Europe, Latin America and Global Emerging Markets.
- (6) Sector Funds - includes global sector and country sector Funds (e.g. Japan Technology Funds).
- (7) 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.
- (8) Redemptions of guaranteed funds include both redemptions on maturity and early redemptions.
- (9) Equity Index Funds - includes index funds such as "china index fund", "hang seng index fund", or "europe index fund", etc.
- (10) 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".
- (11) Others - including leveraged funds.