



## WEEKLY NET INVESTMENT AS OF JUNE 24, 2018

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## WEEKLY NET INVESTMENT REPORT

Report as of June 24, 2018  
(in thousands)

### Net Investment For Week Ending:

June 24, 2018 **(\$372,255)**

### Net Investment Through June 24, 2018

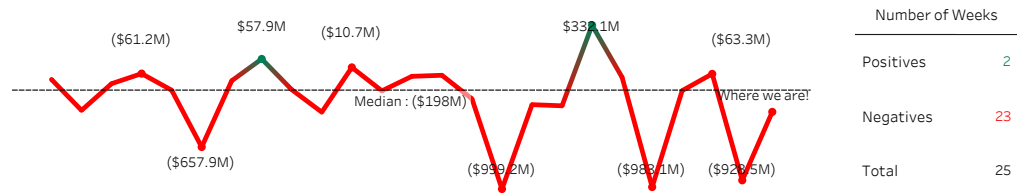
MONTH TO DATE	<b>(\$1,468,089)</b>
WEEK TO DATE	<b>(\$372,255)</b>
QUARTER TO DATE	<b>(\$4,275,779)</b>
YEAR TO DATE	<b>(\$6,725,630)</b>

### Top Positive Weeks

1	May 07, 2018	\$332,095
2	February 19, 2018	\$57,852

### Top Negative Weeks

1	April 16, 2018	(\$999,214)
2	May 21, 2018	(\$983,059)
3	June 11, 2018	(\$928,474)
4	February 05, 2018	(\$657,905)
5	March 05, 2018	(\$374,400)



### TOP CLIENTS BY STRATEGY: June 24, 2018

MASS MUTUAL	U.S. MID CAP VALUE	<b>\$19,131</b>
TORONTO DOMINION BANK	U.S. VALUE STRATEGIES	<b>\$7,240</b>
CHEVRON PHILLIPS CHEMICAL COMPANY LP	GLOBAL GROWTH STRATEGIES	<b>\$6,913</b>

### BOTTOM CLIENTS BY STRATEGY: June 24, 2018

CHARLES SCHWAB CORPORATION	U.S. INFLATION-ADJUSTED / PROTECTION BOND	<b>(\$188,720)</b>
MASS MUTUAL	ONE CHOICE TARGET DATE	<b>(\$17,224)</b>
NOMURA HOLDINGS, INC.	U.S. VALUE YIELD	<b>(\$13,945)</b>
NATIONWIDE FINANCIAL SERVICES, INC.	U.S. INFLATION-ADJUSTED / PROTECTION BOND	<b>(\$10,487)</b>
SECURITY BENEFIT CORPORATION	U.S. VALUE STRATEGIES	<b>(\$10,280)</b>
NOMURA HOLDINGS, INC.	U.S. PREMIER LARGE CAP GROWTH STRATEGIES	<b>(\$9,553)</b>
UBS AMERICAS, INC.	EMERGING MARKETS	<b>(\$9,246)</b>
AMPLTD.	GLOBAL GROWTH STRATEGIES	<b>(\$8,861)</b>
CANADIAN IMPERIAL BANK OF COMMERCE	U.S. VALUE YIELD	<b>(\$6,808)</b>
NORTHWESTERN MUTUAL	ONE CHOICE TARGET DATE	<b>(\$5,806)</b>
AMERIPRISE FINANCIAL INC.	U.S. CORE PLUS FIXED INCOME	<b>(\$5,504)</b>
FIDELITY INVESTMENTS	ONE CHOICE TARGET DATE	<b>(\$5,388)</b>

## WEEKLY NET INVESTMENT REPORT

Report as of June 24, 2018  
(in thousands)

TOP		BOTTOM
<b>COMPLEX TOP/BOTTOM SALES STRATEGIES</b>		
U.S. MID CAP VALUE	\$4,382	U.S. INFLATION-ADJUSTED / PROTECTION BOND (\$191,951)
U.S. HIGH-YIELD MUNICIPAL BOND - CALIFORNIA	\$3,336	U.S. VALUE YIELD (\$45,783)
<b>DIRECT TOP/BOTTOM SALES STRATEGIES</b>		
ONE CHOICE TARGET DATE	\$5,334	U.S. PREMIER LARGE CAP GROWTH STRATEGIES (\$2,599)
U.S. MONEY MARKET STRATEGIES	\$3,567	ONE CHOICE TARGET RISK (\$1,777)
<b>INTERMEDIARY TOP/BOTTOM SALES STRATEGIES</b>		
LINCOLN FINANCIAL GROUP	\$4,966	CHARLES SCHWAB CORPORATION (\$212,552)
TORONTO DOMINION BANK	\$3,649	FIDELITY INVESTMENTS (\$23,706)
U.S. MID CAP VALUE	\$19,131	U.S. INFLATION-ADJUSTED / PROTECTION BOND (\$188,720)
U.S. VALUE STRATEGIES	\$7,240	ONE CHOICE TARGET DATE (\$17,224)
<b>GLOBAL INSTITUTIONAL TOP/BOTTOM SALES STRATEGIES</b>		
CHEVRON PHILLIPS CHEMICAL COMPANY LP	\$6,913	NOMURA HOLDINGS, INC. (\$26,286)
SICAV	\$2,966	AMP LTD. (\$8,861)
GLOBAL GROWTH STRATEGIES	\$6,913	U.S. VALUE YIELD (\$13,945)
EMERGING MARKETS	\$3,073	U.S. PREMIER LARGE CAP GROWTH STRATEGIES (\$9,553)

BY CHANNEL - WEEKLY

Channel	Sub Channel	Purchases	Redemptions	Net Investment	Acquisitions	Exch/Tran	Net Flows	AUM
DIRECT	MONEY MARKET	26,643	(23,076)	3,567	0	2,686	6,253	3,602,007
	LONG TERM	22,741	(32,655)	(9,914)	0	(31,504)	(41,418)	36,275,554
SUB TOTAL		49,384	(55,731)	(6,347)	0	(28,818)	(35,165)	39,877,560
INTERMEDIARY	BANKS	18,519	(27,789)	(9,270)	0	(7,334)	(16,604)	5,286,057
	INDEPENDENT RECORDKEEPERS	31,579	(35,520)	(3,941)	0	0	(3,941)	7,226,960
	INSURANCE COMPANIES	91,230	(134,686)	(43,456)	0	43	(43,413)	27,580,710
	MULTI CHANNEL FIRMS	116,589	(351,657)	(235,068)	0	18,011	(217,057)	39,512,487
	WEALTH MANAGERS	77,070	(122,044)	(44,973)	0	4,180	(40,794)	24,217,653
SUB TOTAL		334,987	(671,695)	(336,708)	0	14,899	(321,809)	103,823,867
GLOBAL INSTITUTIONAL	APAC	0	(9,772)	(9,772)	0	0	(9,772)	4,897,160
	EMEA	3,868	(902)	2,966	0	0	2,966	11,641,618
	NOMURA	187	(26,473)	(26,286)	0	0	(26,286)	1,406,255
	NORTH AMERICA INSTITUTIONAL	15,104	(11,213)	3,891	0	0	3,891	9,599,446
SUB TOTAL		19,159	(48,359)	(29,200)	0	0	(29,200)	27,544,479
CORPORATE MONEY		2	0	2	0	0	2	525,568
GRAND TOTAL		403,533	(775,786)	(372,252)	0	(13,919)	(386,172)	171,771,475

## YTD BY CHANNEL - WEEKLY

Channel	Sub Channel	Purchases	Redemptions	Net Invest	Acquisitions	Exch/Trans	Net Flows	AUM
DIRECT	MONEY MARKET	506,867	(574,976)	(68,109)	0	55,403	(12,706)	3,602,007
	LONG TERM	629,860	(868,729)	(238,869)	0	(552,790)	(791,659)	36,275,554
SUB TOTAL		1,136,727	(1,443,705)	(306,978)	0	(497,387)	(804,365)	39,877,560
INTERMEDIARY	BANKS	998,987	(993,662)	5,326	0	16,556	21,882	5,286,057
	INDEPENDENT RECORDKEEPERS	942,191	(1,310,039)	(367,848)	0	(200,268)	(568,116)	7,226,960
	INSURANCE COMPANIES	2,420,939	(4,250,887)	(1,829,948)	0	154,191	(1,675,757)	27,580,710
	MULTI CHANNEL FIRMS	2,765,857	(3,876,824)	(1,110,968)	0	124,341	(986,627)	39,512,487
	WEALTH MANAGERS	2,827,687	(3,984,197)	(1,156,510)	0	138,118	(1,018,393)	24,217,653
SUB TOTAL		9,955,661	(14,415,609)	(4,459,948)	0	232,938	(4,227,011)	103,823,867
GLOBAL INSTITUTIONAL	APAC	282,167	(208,963)	73,204	0	(270)	72,933	4,897,160
	EMEA	574,200	(868,420)	(294,220)	0	13,689	(280,531)	11,641,618
	NOMURA	72,615	(322,290)	(249,675)	0	0	(249,675)	1,406,255
	NORTH AMERICA INSTITUTIONAL	838,010	(2,326,022)	(1,488,012)	0	228,063	(1,259,949)	9,599,446
SUB TOTAL		1,766,991	(3,725,695)	(1,958,704)	0	241,482	(1,717,222)	27,544,479
CORPORATE MONEY		200,157	(238,137)	(37,980)	0	12	(37,968)	525,568
GRAND TOTAL		13,059,536	(19,823,146)	(6,763,610)	0	(22,956)	(6,786,566)	171,771,475



CHANNEL - LONG TERM vs. MONEY MARKET WEEKLY								
Channel		Purchases	Redemptions	Net Investment	Acquisitions	Exch/Tran	Net Flows	AUM
DIRECT	LONG TERM	22,744	(32,655)	(9,912)	0	(31,504)	(41,416)	36,412,543
	MONEY MARKET	26,643	(23,076)	3,567	0	2,686	6,253	3,990,586
SUB TOTAL		49,386	(55,731)	(6,345)	0	(28,818)	(35,163)	40,403,129
INTERMEDIARY	LONG TERM	331,589	(661,464)	(329,875)	0	14,625	(315,250)	103,376,346
	MONEY MARKET	3,398	(10,232)	(6,833)	0	274	(6,560)	447,521
SUB TOTAL		334,987	(671,695)	(336,708)	0	14,899	(321,809)	103,823,867
GLOBAL INSTITUTIONAL	LONG TERM	18,663	(48,359)	(29,697)	0	0	(29,697)	27,543,919
	MONEY MARKET	497	0	497	0	0	497	560
SUB TOTAL		19,159	(48,359)	(29,200)	0	0	(29,200)	27,544,479
CORPORATE MONEY	LONG TERM	2	0	2	0	0	2	136,990
SUB TOTAL		2	0	2	0	0	2	525,568
COMPLEX	LONG TERM	372,995	(742,478)	(369,483)	0	(16,879)	(386,362)	167,332,808
	MONEY MARKET	30,538	(33,307)	(2,769)	0	2,960	191	4,438,667
SUB TOTAL		403,533	(775,786)	(372,252)	0	(13,919)	(386,172)	171,771,475
COMPLEX EXCL CORP MONEY	LONG TERM	372,993	(742,478)	(369,485)	0	(16,879)	(386,365)	167,195,819
	MONEY MARKET	30,538	(33,307)	(2,769)	0	2,960	191	4,050,088
SUB TOTAL		403,531	(775,786)	(372,255)	0	(13,919)	(386,174)	171,245,907
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BY SHARE CLASS  
WEEKLY

Vehicle		Purchases	Redemptions	Net Investment	Acquisitions	Exch/Tran	Net Flows	AUM
MUTUAL FUND	A-SHARES	30,205	(65,898)	(35,693)	0	30,902	(4,791)	7,270,272
	ADVISOR	2,116	(847)	1,268	0	(333)	935	1,286,444
	C-SHARES	3,728	(6,408)	(2,680)	0	(32,260)	(34,940)	1,561,481
	CLASS-I	5,503	(4,195)	1,308	0	0	1,308	1,876,793
	CLASS-II	4,998	(30,241)	(25,243)	0	0	(25,243)	2,134,564
	I-SHARES	83,350	(297,585)	(214,235)	0	(8,445)	(222,679)	21,039,372
	INVESTOR	145,400	(222,936)	(77,536)	0	(41,006)	(118,542)	74,204,390
	M-SHARES	(38)	(16)	(54)	0	0	(54)	9,357
	R5-SHARES	5,194	(4,423)	771	0	0	771	1,253,887
	R6-SHARES	36,007	(36,868)	(860)	0	37,229	36,368	8,732,302
	R-SHARES	12,516	(8,146)	4,369	0	(7)	4,363	2,318,601
	Y-SHARES	14,658	(7,025)	7,633	0	0	7,633	2,553,474
SUB TOTAL		343,636	(684,588)	(340,952)	0	(13,919)	(354,871)	124,240,935
CIT	CLASS-I	7,704	(11,579)	(3,875)	0	0	(3,875)	2,935,980
	CLASS-II	0	(2,350)	(2,350)	0	0	(2,350)	23,689
	CLASS-III	594	(570)	24	0	0	24	440,187
	CLASS-IV	1,099	(1,754)	(655)	0	0	(655)	300,556
	CLASS-V	280	(48)	232	0	0	232	103,104
	CLASS-VI	5,139	(909)	4,230	0	0	4,230	588,755
	CLASS-VIII	1,880	(2,280)	(400)	0	0	(400)	621,037
	CLASS-X	4,363	(1,040)	3,324	0	0	3,324	244,260
	E-SHARES	2,829	(1,050)	1,779	0	0	1,779	776,047
	M-SHARES	1	(12)	(11)	0	0	(11)	542,065
	T2-SHARES	0	0	0	0	0	0	173,240
	T-SHARES	7,272	(359)	6,913	0	0	6,913	222,792
	TIER1	750	(1,658)	(908)	0	0	(908)	500,384
	TIER2	3	(643)	(639)	0	0	(639)	381,989
SUB TOTAL		31,915	(24,251)	7,664	0	0	7,664	7,854,086
ETFS	E-SHARES	0	0	0	0	0	0	19,152
SUB TOTAL		0	0	0	0	0	0	19,152
SEPARATE & OTHER ACCOUNTS		27,980	(66,946)	(38,967)	0	0	(38,967)	39,131,733
GRAND TOTAL		403,533	(775,786)	(372,252)	0	(13,919)	(386,172)	171,771,475

YTD BY SHARE CLASS WEEKLY								
Vehicle		Purchases	Redemptions	Net Invest	Acquisitions	Exch/Trans	Net Flows	AUM
MUTUAL FUND	A-SHARES	680,604	(1,529,887)	(849,283)	0	(30,278)	(879,561)	7,293,052
	ADVISOR	62,462	(21,968)	40,494	0	(32,059)	8,435	1,286,444
	C-SHARES	81,854	(180,608)	(98,754)	0	(62,324)	(161,077)	1,574,174
	CLASS-I	114,162	(166,238)	(52,075)	0	(154)	(52,230)	1,876,801
	CLASS-II	142,364	(334,723)	(192,359)	0	0	(192,359)	2,134,564
	I-SHARES	3,044,208	(3,351,929)	(307,721)	0	(23,945)	(331,666)	21,047,563
	INVESTOR	4,497,994	(6,830,560)	(2,332,566)	0	(1,228,365)	(3,560,932)	74,658,530
	M-SHARES	2,493	(1,785)	708	0	25	733	9,357
	R5-SHARES	223,229	(154,647)	68,583	0	12,883	81,466	1,265,812
	R6-SHARES	1,247,308	(1,145,477)	101,831	0	651,482	753,312	8,740,402
	R-SHARES	278,345	(350,043)	(71,699)	0	(2,375)	(74,073)	2,325,163
	Y-SHARES	425,864	(265,905)	159,958	0	9,056	169,014	2,553,648
SUB TOTAL		10,800,887	(14,333,770)	(3,532,884)	0	(706,052)	(4,238,936)	124,765,509
CIT	CLASS-I	331,802	(250,891)	80,910	0	1,300,178	1,381,088	2,935,980
	CLASS-II	9,140	(64,484)	(55,345)	0	(299,352)	(354,697)	23,689
	CLASS-III	15,429	(7,863)	7,565	0	255,426	262,991	440,187
	CLASS-IV	26,087	(26,253)	(166)	0	48,288	48,122	300,556
	CLASS-V	8,018	(5,219)	2,799	0	73,551	76,350	103,104
	CLASS-VI	94,537	(174,924)	(80,387)	0	(302,643)	(383,030)	588,755
	CLASS-VII							
	CLASS-VIII	72,957	(78,530)	(5,573)	0	(1,016,058)	(1,021,631)	621,037
	CLASS-X	13,720	(10,128)	3,592	0	232,135	235,726	244,260
	E-SHARES	28,972	(24,822)	4,150	0	759,896	764,046	776,047
	M-SHARES	144,248	(26,756)	117,492	0	0	117,492	542,065
	T2-SHARES	0	0	0	0	0	0	173,240
	T-SHARES	9,899	(38,942)	(29,043)	0	0	(29,043)	222,792
	TIER1	22,263	(46,610)	(24,347)	0	23,602	(744)	500,384
	TIER2	1,919	(787,520)	(785,601)	0	0	(785,601)	381,989
SUB TOTAL		786,291	(1,553,395)	(767,104)	0	669,677	(97,426)	7,854,086
ETFS	E-SHARES	19,611	0	19,611	0	0	19,611	19,152
SUB TOTAL		19,611	0	19,611	0	0	19,611	19,152
SEPARATE & OTHER ACCOUNTS		1,452,747	(3,935,980)	(2,483,233)	0	13,419	(2,469,814)	39,131,733
GRAND TOTAL		13,059,536	(19,823,146)	(6,763,610)	0	(22,956)	(6,786,566)	171,771,475
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