

Managed vehicles gathered \$476.3 billion during Q2 2024, according to Simfund Total Market, a consolidated view of institutional and retail financial product data. This was a strong showing, if lower than the \$661.5 billion they brought in during the prior quarter. Net deposits were spread across a variety of vehicles. While demand was strongest in the most liquid retail structure, flows occurred across a range of vehicles, with the notable exception of institutionally-focused separate accounts.

## Industry Overview

### 1. Industry Overview by Asset Class

Asset and Net Flows in Billions of U.S. Dollars

| Vehicle Name     | Q2 2024 NET FLOWS |          |         |            |         |              | June 2024 Assets |
|------------------|-------------------|----------|---------|------------|---------|--------------|------------------|
|                  | Total Flows       | Equity   | Bond    | Allocation | Other   | Money Market |                  |
| ETF              | \$287.9           | \$175.9  | \$91.8  | \$1.8      | \$12.8  | \$5.7        | \$12,987.9       |
| MF               | \$203.6           | (\$95.5) | \$213.8 | (\$56.7)   | (\$5.9) | \$147.8      | \$52,131.2       |
| Retail SMA       | \$17.6            | \$7.1    | \$10.0  | \$0.5      | (\$0.0) | \$0.0        | \$1,136.5        |
| CIT              | \$16.7            | \$6.6    | (\$2.6) | \$12.8     | (\$0.1) | \$0.0        | \$6,207.5        |
| Separate Account | (\$49.5)          | (\$66.3) | \$18.4  | (\$1.3)    | (\$0.3) | \$0.0        | \$10,906.2       |

Source: ISS MI Simfund Total Market

Includes funds of funds; other asset class includes alternatives and commodities.

Excludes variable annuities and unclassified vehicles

ETFs experienced the highest demand of any vehicle for the quarter, pulling in \$287.9 billion following \$344.5 billion in Q1. While net flows for the six months of the year were primarily in passive products at \$494.9 billion, active ETFs are increasingly important in the marketplace and brought in net flows of \$137.5 billion in the first six months of 2024. Mutual funds followed with quarterly net flows of \$203.6 billion, having gathered \$319.9 billion the last quarter. Money market funds have contributed the largest amount to mutual funds in recent quarters, but the vehicle continues to experience positive long-term demand, with inflows of \$55.7 billion in Q2 after \$131.5 billion in Q1. Retail SMAs grew inflows to \$17.6 billion in the second quarter. Bond funds led for the vehicle at \$10.0 billion, followed by equity funds at \$7.1 billion.

Collective investment trusts recorded net inflows of \$16.7 billion across Q2 2024, about half of the level gathered over Q1 2024. Low cost passive equity represented the single largest inflow category into the vehicle at \$7.6 billion, but target-date and other allocation strategies ultimately accounted for the largest collective inflows at \$12.8 billion. This edition of the Simfund Total Market Highlights features enhancements to the database's CIT offerings, covering over \$6 trillion in assets under management and providing Simfund Total Market with the largest CIT dataset in the market on the only platform covering the range of managed vehicles.

Institutional separate accounts witnessed the harshest outflows in the second quarter. Net redemptions totaled \$49.5 billion in Q2 2024, in line with the \$46.9 billion suffered during Q1 2024. The vehicle faced a sharp divide between fixed income funds, which gathered positive flows of \$18.4 billion, and equity funds that experienced net redemptions of \$66.3 billion.

## 2. Top Inflow Mutual Fund Categories

Net Flows in Billions of U.S. Dollars, Q2 2024

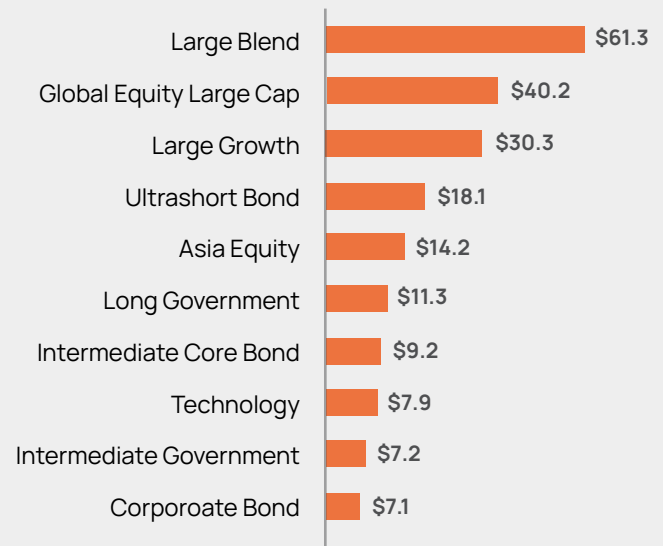


Asian markets accounted for the most significant activity in mutual funds in the second quarter. Asia Money Market retained its spot as the top inflow category for the structure at \$75.8 billion. This did serve as a drop from the \$148.5 billion it brought in over the prior quarter, when it accounted for nearly half of all net flows into the vehicle. The category gathered inflows from a wide variety of managers, led by BOC International (\$6.8 billion), Penghua (\$4.2 billion), and Fullgoal (\$3.4 billion). Asia Fixed Income was close behind the money market category with net inflows of \$74.6 billion, a significant boost from last quarter's \$18.3 billion. GF Fund Management was the strategy's top inflow manager at \$10.3 billion, followed by E Fund at \$6.4 billion. Emphasizing the focus on conservative, short-term investments, the U.S.-focused Money Market category had the third highest flows at \$57.0 billion, a significant rebound from Q1 when it faced net redemptions of \$45.8 billion.

Fixed income contributed the most strategies to the top mutual fund rankings in Q2, accounting for six of the top ten. Beyond Asia Fixed Income, the vehicle saw demand from other international bond strategies including Europe Fixed Income (\$33.5 billion) and Global Fixed Income (\$28.2 billion). Domestic bond flows were concentrated within Intermediate Core Bond (\$12.2 billion) and Multisector Bond (\$12.1 billion).

## 3. Top Inflow ETF Categories

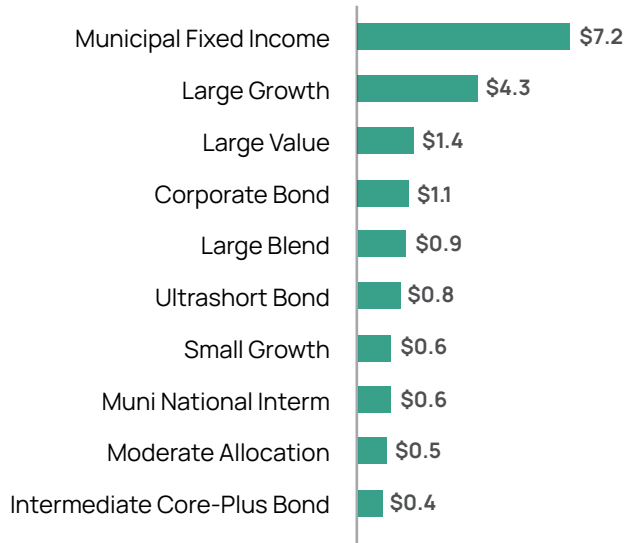
Net Flows in Billions of U.S. Dollars, Q2 2024



Equity funds were the largest contributors to ETF demand during Q2, bringing in over 60% of net flows into the vehicle. Activity was particularly concentrated in large-cap strategies, which made up the top three categories. Large Blend led for the vehicle with inflows of \$61.3 billion, a slight decline from Q1's \$72.7 billion. Passive funds remained the largest driver of activity in the category, with Q2 inflows of \$50.8 billion, but active fund contributions totaled a strong \$10.6 billion. Global Equity Large Cap and Large Growth were also heavily tilted towards passive funds. The former saw inflows of \$33.0 billion into passive funds and \$7.1 billion into active funds, while Large Growth recorded Q2 passive inflows of \$28.0 billion and active deposits of \$2.4 billion.

Fixed income funds played a significant role across ETFs as well. Ultrashort Bond witnessed the highest bond flows at \$18.1 billion, a sizeable increase from the net redemptions of \$469.5 million that it experienced in Q1. The classification was the one strategy among the leading ETF rankings that experienced higher inflows into active funds (\$9.4 billion) than it had into passive funds (\$8.8 billion). BlackRock acted as the top inflow-gathering manager in the category at \$5.9 billion, propelled by the iShares 0-3 Month Treasury Bond ETF (\$3.4 billion). Janus Henderson followed, with inflows concentrated in its Janus Henderson AAA CLO ETF (\$3.0 billion).

**4. Top Inflow Retail SMA Categories**  
Net Flows in Billions of U.S. Dollars, Q2 2024



While other managed vehicles record notably higher flows into taxable bond categories than for municipal bonds, the extensive use of tax loss harvesting and other tax management strategies within retail SMAs means tax-free and municipal bond flows play a much stronger role within the structure. Municipal Fixed Income was the top inflow category for the structure at \$7.2 billion, which represented a strong increase from last quarter's comparative low point of \$2.4 billion. AllianceBernstein gathered the highest flows in the classification at \$3.3 billion, followed by Invesco (\$890.4 million). Muni National Intermediate also contributed net deposits of \$580.9 million to SMA flows, split across Franklin Templeton (\$327.3 million) and PIMCO (\$253.6 million).

Equity classifications accounted for the next highest portion of retail SMA inflows behind tax-free bond funds. This was most heavily through large-cap strategies. Large Growth served as the second highest inflow category for the quarter at \$4.3 billion, up notably from inflows of just \$461.1 million in Q1. JPMorgan was the category's top inflow manager at \$2.4 billion, followed by GQG Partners (\$1.7 billion). Large Value and Large Blend additionally contributed to equity flows at \$1.4 billion and \$923.1 million, respectively, though both had recorded over \$3.0 billion in Q1 net commitments.

**5. Top Inflow CIT Categories**  
Net Flows in Billions of U.S. Dollars, Q2 2024

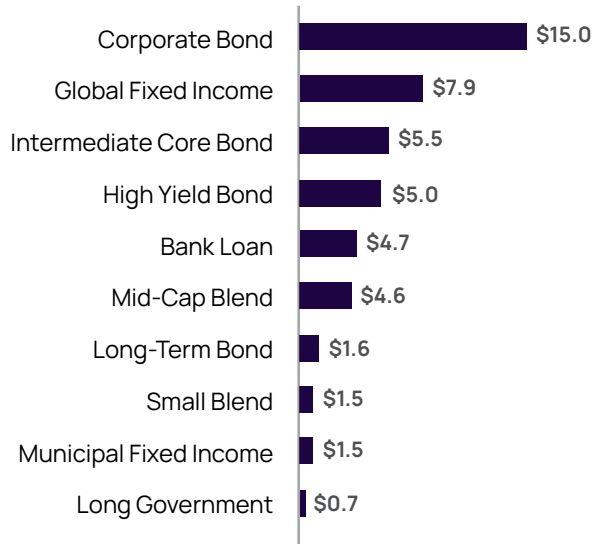


Large Blend served as the highest inflow strategy within CITs during the second quarter, garnering \$7.6 billion after \$1.2 billion in Q1. Geode Capital Management led within the category through its Spartan 500 Index Pool (\$6.0 billion), followed by BlackRock (\$5.6 billion). Large Growth also contributed to equity flows while experiencing the reverse of Large Blend's trajectory. The category saw inflows of \$1.9 billion in Q2 compared to \$6.2 billion in the prior quarter. Fidelity was the top contributor to blended CIT strategies at \$842.2 million, while Geode Capital gathered inflows of \$518.0 million.

Allocation categories ultimately accounted for a larger total portion of CIT inflows. Flexible Allocation recorded the highest flows in the asset class, concentrated in two options from AQR. The AQR Global Risk Premium Low Volatility led with inflows of \$3.6 billion, followed by AQR Global Risk Premium Moderate Volatility at \$2.4 billion.

The extensive role that CITs play within retirement plans is also visible in the top inflow rankings for the vehicle. Target-date strategies accounted for a full six of the quarter's top ten inflow classifications. T. Rowe Price was the top inflow manager for target-date CITs overall, garnering \$2.4 billion in the second quarter. Vanguard and Capital Group followed with respective flows of \$1.3 billion and \$1.1 billion.

6. Top Inflow Separate Account Categories  
Net Flows in Billions of U.S. Dollars, Q2 2024



Fixed income strategies had a stronger hold on separate accounts than they had on any other vehicle, accounting for eight of the ten leading inflow categories and all of the top five. Interest was highest in core strategies, including Corporate Bond (\$15.0 billion), Global Fixed Income (\$7.9 billion), and Intermediate Core Bond (\$5.5 billion). Natixis was the leading inflow manager within Corporate Bond at \$6.5 billion. PIMCO led across global funds with inflows of \$2.3 billion while NISA Investment Advisors was the leading inflow intermediate core manager at \$3.2 billion. The extent of demand for bond strategies meant that flows extended across a variety of objectives, including more aggressive strategies like High Yield Bond and Bank Loan. Bank Loan flows during Q2 were heavily concentrated within Voya Investments at \$5.1 billion. High Yield Bond demand was conversely spread across a number of players, such as Shenkman Capital Management (\$2.1 billion), JPMorgan (\$1.9 billion), PIMCO (\$1.2 billion), and Nomura (\$1.1 billion).

Outside of bond funds, leading demand was limited to Mid-Cap Blend and Small Blend. Both rebounded from first quarter outflows. Mid-Cap Blend moved to inflows of \$4.6 billion from Q1 redemptions of \$1.1 billion while Small Blend gathered inflows of \$1.5 billion after outflows of \$849.8 million last quarter. Earnest Partners led for mid-cap strategies at \$4.0 billion. Fisher Investments gathered the most in small-cap at \$1.8 billion.

We're committed to bringing our clients ongoing insights from this expanded dataset and illustrating how this data enables firms to spot opportunities, analyze fund flows across vehicle types, or conduct customized benchmarking.

Contact us [here](#) or through a Sales or Client Success representative, and visit our [Simfund Total Market](#) site to learn more.

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