

# VÖIG

AUSTRIAN ASSOCIATION OF INVESTMENT FUND MANAGEMENT COMPANIES

Annual Report 2008



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## Mission Statement

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The Association of Austrian Investment Fund Management Companies (Vereinigung Österreichischer Investmentgesellschaften, VÖIG) was founded on 20 January 1988, and is an umbrella organisation for all Austrian investment fund management companies and all Austrian real estate investment fund management companies. VÖIG represents 100% of the fund assets managed by the Austrian investment fund management companies and real estate investment fund management companies.

The purpose and the duty of the Association, which is organised under the law of associations, are to promote the investment industry in Austria and to provide comprehensive support to the Association's members.

VÖIG participates in the evaluation of national and international (primarily European) rules that affect the interests of its members. VÖIG is in permanent contact with ministries, authorities and the Austrian Federal Economic Chamber (WKO) and exchanges information with national and international organisations and associations.

As a member of the European Fund and Asset Management Association (EFAMA), VÖIG has voting rights in various bodies at the European level.

Since early 2005, VÖIG has been admitting information members, who have access to an exclusive, real-time information system. As of 31 December 2008, VÖIG had 30 such information members.

VÖIG sees itself as a competent contact for Austrian and foreign media, and responds to inquiries about the Austrian investment industry from Austria and abroad.



## Foreword by the President

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The most severe banking crisis since World War II, the biggest massacre in the capital market since many decades: these are some of the terms used by the media in 2008 to describe the environment in which the Austrian investment fund management companies were operating. The terms are justified: after a difficult start into the year, the breakdown of Lehmann Brothers investment bank triggered a crisis of so far never experienced dimensions.

The dry-up of the entire liquidity of previously highly solvent banks and securities led not only to drastic price losses in capital markets but also to a global economic recession, an event previously unknown in modern history. In view of this environment, it is clear that the preservation of capital was the major concern of investors and that any considerations concerning yield were of minor importance.

As if the headwind investment fund management companies were sailing into were not strong enough, many measures of economic policy subsequently taken to stimulate economic recovery and to reorganise banks have essentially led to further disadvantages for the fund industry, ranging from drawbacks in terms of valuation and non-recognition of investment funds as collateral to the fundamental strengthening of the role of saving deposits by means of an overall deposit guarantee.

VÖIG faced major challenges in its attempts to improve the position of funds as compared to “competing-products”, which were rewarded with partial success. Nonetheless, 2008 was probably one of the fund industry's bleakest years. Despite great efforts made on all fronts, it was not possible to avoid suspensions of fund price calculation and massive volume downturn.

Our work, however, will not have been in vain. At the end of the day, with money market interest rates sharply falling, the risk/yield ratio of the most important asset classes improving and the money market relaxing, the advantages of investment funds as compared to other forms of investment will come to the foreground again. If we succeed in eliminating further regulatory discriminations by then, a reversal of the trend can be expected in 2009.



Nevertheless, the task will not be easy. Our success will depend considerably on whether we succeed, as we have in the past, in acting as a team, collaborating even closer and finding solutions to our common concerns. I am aware that working together at this level of quality was not a matter of course over the last year, and at this point I would like to thank all those who contributed with such commitment. My thanks are due especially to the team of VÖIG, whose dedicated members, headed by our tireless Secretary General, played a major role. My thanks are also due to the numerous members of the working groups, without whom VÖIG would not be able to function, to our colleagues on the boards of directors of our member investment fund management companies, who provide the resources upon which everything is based, and to my colleagues on the Board of Directors of VÖIG.

I sincerely hope that we may find ourselves in calmer seas in the next few months, and that if we do have to experience excitement and surprises, they may be positive ones this time.

Mag. Heinz Bednar



## 2008 - From distant lightning to the thunderstorm

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While lightning had been clearly visible in the distance by the end of 2007, in the first days of January of the new year the thunderstorm burst upon us. Apart from some minor intermittent highs, the force of the storm increased continuously during the year. 2008 is likely to go down in the annals of fund history as an annus horribilis. The sudden culmination of this development in autumn 2008 resulted in record losses and drastically showed that a financial crisis that was regional at first, had developed into a global system crisis and finally a worldwide economic crisis. Since the existence of the fund industry there has never been a year in which all imaginable disaster scenarios materialised at the same time. There were times in the past decades in which share prices plunged, or bond and real estate markets saw noticeable downturns, but the simultaneous occurrence of such adverse events has resulted in a loss of confidence in the financial markets that has never been experienced before. Like other investors, the fund industry was affected as a “victim” of the financial market crisis but did not contribute to its occurrence, although this is only of small comfort. In 2008, fund volume decreased by 37.7 billion euros from 163.76 billion euros to 125.98 billion euros, a minus of 23%.



VÖIG endeavoured to eliminate the discrimination of investment funds, which became evident during the crisis, as quickly as possible. While it is possible for banks to deposit securities – even non-marketable ones – as collateral for ECB refinancing, investment funds, even if they only contain government bonds, are not accepted. Both at a national and a European level, talks were held on this issue with top representatives of the central banks. Although they signalled great understanding, this discrimination has continued until today. In contrast to other liquidity measures in the banking sector, this measure would not even have caused costs. VÖIG was more successful in eliminating a disadvantage in terms of valuation which investment funds were exposed to in the insurance portfolio.

Apart from “crisis counselling”, VÖIG continued its activities at a high level. One focus was the amendment of the Investment Fund Act, which not only provided for the consistent implementation of the EU Eligible Assets Directive but also contained other provisions that have been at the top of the Austrian fund industry's “wish list” for quite some time, such as special funds for private investors, multi-class funds and dividend payments out of fund assets. I would like to thank Ms. Mörtl of the Financial Market Authority and Ms. Schaffer of the Federal Ministry of Finance and their teams for their support. Together with the Banking and Insurance Division of the Federal Economic Chamber, we succeeded in warding off the attempt to “enrich” the Investor Compensation Scheme (AeW) of undertakings providing

investment services with contributions by investment fund management companies and custodian banks.

It was also of essential importance for the Austrian investment fund management companies, which are constituted as small or medium-sized undertakings, that it was possible to adjust the quality standards of the Austrian investment fund industry and the quality standards of the Austrian real estate investment fund industry to the requirements of the MiFID regime without “throwing out the baby with the bath water”. The differentiation between the tasks of custodian banks and those of investment fund management companies was laid down even more clearly and notably ensures that fiduciary duties are observed for the benefit of the investors.

In spite of the limited resources of VÖIG, EFAMA's relevant working papers were extensively dealt with, and members appointed to the working groups. The significant reform of the UCITS Directive (UCITS IV) definitely covers Austrian concerns. In particular, we were of the opinion that the procedure for the cross-border marketing of funds must be considerably simplified and accelerated. National implementation of UCITS IV will show whether or not the text of the Directive will pass the “elk test”. Regarding the EU company passport, which allows an investment fund management company domiciled abroad to launch funds in Austria without having to do so through a subsidiary, we took a “passively” approving stance in accordance with the resolution of the Board of Directors.

The FundsXML platform of Oesterreichische Kontrollbank, in the initiation of which VÖIG played a leading role, made it possible to implement the large-scale reporting project of “investment fund statistics revised” on time and in a resource-friendly manner. In the course of further expected efficiency measures for investment fund management companies, this platform will prove to be a big asset and will play a central role in the exchange of information and in reporting at all stages of the value chain.

VÖIG benefits from the input of its members at the Board and working group levels and, in particular, from the expertise and the commitment of its employees. I would like to express my sincere thanks to all of them for their good and constructive cooperation. On our completely revised website, which will be launched shortly, we will be able to provide online services to our members in even higher quality and in a more user-friendly way.

In 2009, our objective is to use the financial market crisis as an opportunity for the investment fund industry. In turbulent times, the structural advantages of investment funds as products, such as unique protection in the case of bankruptcy, special legal certainty, complete transparency and the obligation to act exclusively in the client's interest, are of particular value. Together with the Association of Foreign Investment Fund Companies in Austria (VAIÖ), we will bring these attributes to the attention of the public through a large-scale media campaign. A characteristic inherent in financial market crises is that they are bound to come to an end. In 2009, we will prepare ourselves to the best of our ability for the time that is to follow.

Mag. Dietmar Rupar

## 2008 - A turbulent year in which the right course was set for the fund industry

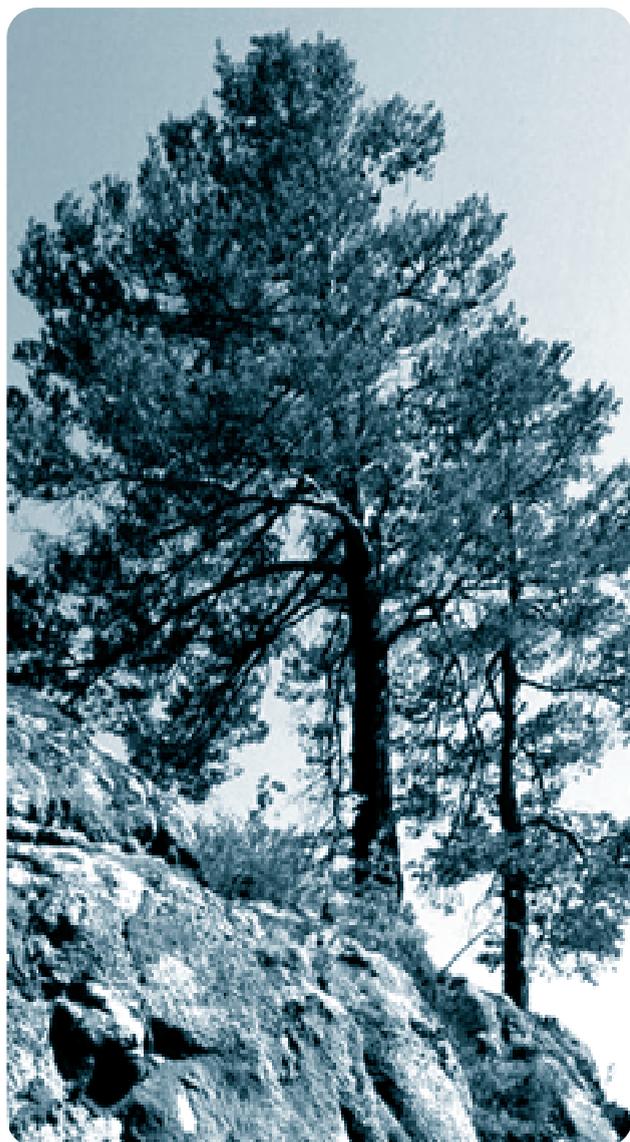
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### 1. Positive events in a turbulent year

2008 will go down in history as a turbulent year also for the investment fund industry. Both the real estate crisis, starting in the USA, and, as a consequence, the worldwide financial crisis did not spare the investment fund industry.

Nevertheless, 2008 was of great significance from a regulatory viewpoint, as it was the year in which the fundamental cornerstone was laid for the development of the UCITS framework into UCITS IV. As has been communicated by VÖIG several times, the European Parliament approved the implementation of the revised UCITS IV Directive at first reading in its session on 13 January 2009. UCITS IV is scheduled to be adopted by the European Council in May 2009, and will then be published in the Official Journal of the EU. In addition, CESR has taken first steps regarding implementing measures for UCITS IV.

The new Directive provides for a number of implementing measures, core parts of which are to be adopted by July 2010. For the national implementation of the entire Directive, July 2011 has been set as the deadline.



### 2. The new cross-border dimension of the UCITS framework

UCITS III introduced the so-called “European Passport” which allows a management company authorised in one Member State to carry on its activities in another Member State as well, pursuant to Art 6(1) of the UCITS Directive. This “European Passport” is often called the core of the UCITS framework and reflects the advanced integration of the European Single Market for investment funds. In spite of intensive efforts, for example by means of the Single European Act, integration proceeded only slowly, in particular as regards financial services, so that the integration of the European market for financial services was given highest priority, which became manifest in the Financial Services Action Plan (FSAP). The Heinemann Report, which highlighted the advantages of the integration of the European financial services sector in view of the growth of the European fund industry also had sustainable effects on the European fund industry. The additional value of the Heinemann Report lies in the fact that, on the one hand, it gives a comprehensive analysis of the existing situation, describing the status quo of the European fund industry, and, on the other hand, deals with specific issues which are

intended to help push forward the integration of the European fund industry.

Apart from the aforementioned secondary legislation, the Commission adopted Directive 2007/16/EC implementing Council Directive 85/611/EEC on the coordination of laws, regulations and administrative provisions relating to undertakings for collective investment in transferable securities (UCITS) as regards the clarification of certain definitions, commonly known as the "Eligible Assets Directive", on 19 March 2007. In this Directive the Commission decided in favour of a liberal interpretation of essential terms in the UCITS Directive which are important for investments, such as transferable securities, money market instruments, embedded derivatives or index funds.

What is interesting is that at the beginning of the consultation process concerning UCITS IV, large parts of the "Green Paper on the enhancement of the EU framework for investment funds" dealt with the same issues as the Heinemann Report. Apart from pointing out inefficiencies of the existing legal framework, the Green Paper emphasised that in spite of the fact that the use of the "European Passport" for UCITS products has more than doubled and no noteworthy scandals involving UCITS have occurred, the potential of the industry has not yet been fully exploited in view of global market efficiency.

After two expert groups had been appointed to deal with the basic conditions for investment funds in the EU, the Commission incorporated the findings obtained into the "White Paper on enhancing the single market framework for investment funds". Apart from general considerations, the White Paper also offers specific approaches as to how deficiencies of the existing framework can be corrected or mitigated.

After further public consultations on the White Paper, the Commission published a so-called "exposure draft" in March 2007 which presented first specific legislative proposals for amendment.

Although the legislative proposals for amendment outlined in the "exposure draft" had been developed very far, the "UCITS IV" project became the subject of political controversies arising both within the Member States, because of fears regarding the competitiveness of individual financial centres, and also at an institutional level, between the Commission and the Council Presidency. The bone of contention was the "Management Company Passport", which was supposed to provide the possibility of managing UCITS in one Member State from another Member State. These controversies threatened to bring about the failure of UCITS IV, which was, however, prevented because it was agreed that the Committee of European Securities Regulators (CESR) be requested to prepare a proposal on the practical handling of the Management Company Passport, which was then to be reflected in the legislative measures of the Commission. CESR published the requested proposal, to which the parties involved agreed, at the end of October 2008, and hence the European legislative procedure was not delayed any further. This ultimately made it possible for the revised version of the UCITS Directive to be passed by the European Parliament. UCITS IV encompasses the issues which have been known from the beginning of the consultation procedure, for example:

- a) Removing administrative barriers to cross-border marketing: This serves to improve and expedite the notification procedure in the future so as not to impede the development of new products in the Single Market.
- b) Facilitating cross-border fund mergers: With the adopted revised UCITS Directive, the Commission is attempting to achieve an increase in the efficiency of the European framework by allowing cross-border fund mergers.
- c) Asset pooling: Similarly to the facilitation of cross-border fund mergers, a further possibility for increasing the efficiency of the industry was created through pooling, which means the co-management of assets pooled from different funds.
- d) "EU Passport" (single licence) for management companies: At present, management

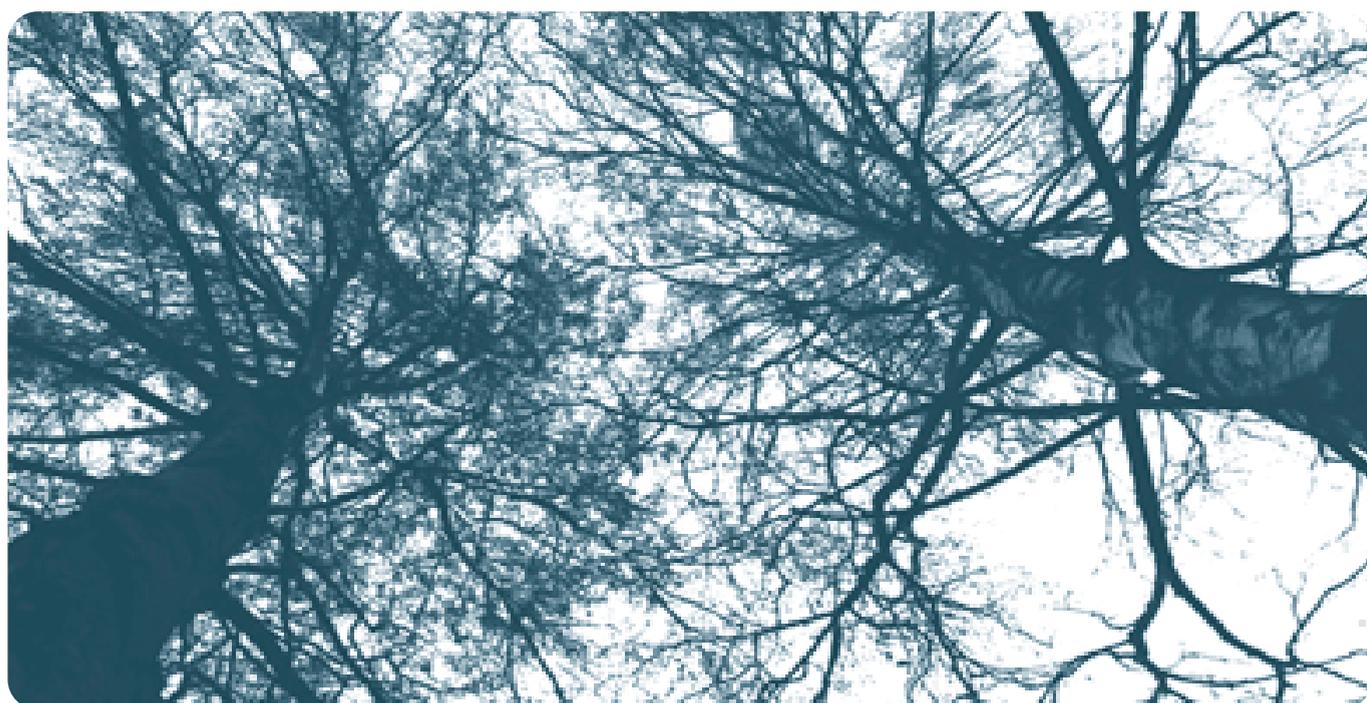
companies must establish a fully functioning management company in every Member State in which an investment fund is domiciled. First, this is a costly task, and second, mandatory local requirements must be met, which is why the so-called Management Company Passport will enable licensed management companies to manage investment funds also in other Member States.

- e) Strengthening supervisory cooperation: The reasonable and consistent implementation of the above-mentioned adjustments of the UCITS Directive in a cross-border context requires intensified cooperation between the competent national authorities. In this regard, UCITS IV took a remarkable step by providing specifically for an obligation of authorities to cooperate, which is likely to set an example for other EU legislative acts.

### 3. Increase in efficiency also in processing

Apart from preparing the basis for the adoption of the UCITS IV Directive, other steps were also taken in 2008 to increase the efficiency of the industry as far as processing is concerned. Upon the initiative of the European Fund and Asset Management Association (EFAMA) the so-called Fund Processing Passport (FPP) was developed. The FPP was implemented in Austria together with Oesterreichische Kontrollbank (OeKB), so that the requested information on each fund published are retrievable on the OeKB website. In this regard, Austria has taken on a pioneering role, which is underpinned by the technical expertise in the field of information transfer in XML format.

Dr. Armin Kammel, LL.M. (London)



## A strong sign in the crisis: self-regulation

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Self-regulation has gained importance particularly in the financial sector, which in many countries is one of the most regulated sectors anyways. The Austrian investment fund industry reacted to the changed conditions and conformed to the existing self-regulatory rules and procedures to an even greater extent.

### 1. Quality Standards for the Investment Fund Industry

Following European role models, the investment fund industry elaborated a code of conduct, the “Quality Standards of the Austrian Investment Fund Industry” (QS)<sup>1</sup> as early as 2002.

The QS form a private self-regulatory regime of the Austrian investment fund industry and, due to having been recognised by the Financial Market Authority as industry standards, are of a quasi-regulatory nature.

The QS are geared towards the Investment Fund Act, and also towards the Securities Supervision Act of 2007 as far as investment consulting and asset management are concerned, and apply to all Austrian investment fund management companies. They are indirectly applicable also to third parties such as custodian banks, marketing partners or external fund managers. The scope of application, however, does not include real estate investment fund management companies.

Investment fund management companies are qualified as credit institutions pursuant to § 1(1) item 13 of the Banking Act and are incorporated by direct reference into the Standard Compliance Code<sup>2</sup> of the Austrian banking industry, which is also a self-regulatory regime, but at the level of credit institutions. Incorporation by reference also makes it clear that the QS are of the nature of “lex specialis” and prevail over the SCC.

The QS are to be understood as minimum standards, so that every investment fund management company is free to implement more restrictive measures.

The QS are clearly structured and, in addition, are notable for their conciseness and brevity. They are divided into the following sections: Recital, Duty to exercise due care, Loyalty duties, Duty to inform, Duty to exercise care and loyalty duty in fund operations, Other provisions and Appendix.

### 2. Material adjustments

In response to the prior national implementation of the Markets in Financial Instruments Directive (MiFID), the QS were considerably modified in 2008. Due to the distinction between the UCITS and MiFID frameworks, which is provided for by European law, it became necessary during the revision of the QS in 2008, for reasons of content but also for structural reasons, to add a new appendix reflecting this distinction. The provisions of the Appendix apply to investment fund management companies which hold a licence by the Financial Market Authority for rendering the services of investment consulting with regard to financial instruments and portfolio management by managing portfolios of individual clients with a margin of discretion in the terms of a power of attorney granted by the client, provided the client portfolio contains one or more financial instruments or, if the licence was granted before the coming into force of the Securities Supervision Act of 2007, a licence by the Financial Market Authority for the performance of the services of consulting on the investment of client assets and management of client portfolios with the power of disposal over the portfolios on behalf of the clients.

When performing investment consulting and portfolio management services, the investment fund management companies fall within the scope of application of the MiFID and thus within the relevant provisions of the Securities Supervision Act of 2007. Pursuant to Section 2 para 3 of the Securities Supervision Act of 2007, the applicable provisions concern the following areas: organisational requirements, (e.g. compliance, risk management, internal audit), the protection of client assets, conflicts of interest, the obligation to

act in the best interest of the client, information for clients, the suitability and adequacy of securities services, reporting obligations to clients, and the best possible performance of services.

What is of great importance in the revised QS of 2008 is the regulation of the relationship between investment fund management companies and custodian banks, because the provisions implicitly reflect the distinction, provided for in the UCITS framework, between management by the investment fund management company and supervision by the custodian bank. The organisational provisions were refined through the implementation of the MiFID in the Securities Supervision Act of 2007, with the separation of functions and powers between investment fund management companies and custodian banks as provided for in the UCITS framework still forming the central pillar of the duty to exercise due care.

What is important in practice are the provisions on delegation, which are exclusively applicable to those investment funds where the unit holders are not involved in the decision-making process regarding the investment fund.

In the scope of delegation, the investment fund management company must ensure that the person instructed meets corresponding quality and qualification criteria, and must take the necessary measures to correctly instruct and expediently supervise and monitor the third party.

Due to the principle of distinction between investment fund management companies and custodian banks, combined with the provisions on conflicts of interest, which were tightened by the MiFID, item 29 of the QS has gained considerable importance because it stipulates that investment fund management companies shall identify potential conflicts of interest and shall take reasonable measures in accordance with the principle of proportionality to avoid them. What is important is that any disadvantage to individual investors or to the investment fund in general is ruled out.

### 3. QS for the Real Estate Investment Fund Industry<sup>3</sup>

Apart from QS for the investment fund industry, the industry has also taken a similar initiative for real estate investment funds and has entered into talks in this regard with the Financial Market Authority. This initiative by the industry is to be qualified as an exemplary measure, also in the light of investor protection, in view of the European harmonisation efforts in the field of open-end real estate investment funds, which intend to harmonise open-end real estate investment funds with the UCITS framework. In a letter dated 14 November 2008, the Financial Market Authority acknowledged the quality standards for real estate investment fund management companies, which were put into force as of 1 January 2009.

In spite of the many common features of the investment business as specified in § 1(1) item 13 of the Banking Act and the real estate investment fund business as specified in § 1(1) item 13a of the Banking Act, there are some fundamental differences due to the focus of real estate as asset class, which is inherent in the product. In addition, the provisions of the MiFID are not applicable to real estate investment fund management companies pursuant to § 2(1) item 9 of the Securities Supervision Act.

As the real estate quality standards are clearly modelled on the QS, their structure is similar. The programmatic objectives of the real estate quality standards also run parallel to those of the QS. Pursuant to item 2 of the real estate quality standards, the scope of application of the real estate quality standards is based on the Real Estate Investment Funds Act.

Mag. Barbara Flor, Dr. Armin Kammel, LL.M. (London)

<sup>1</sup> The QS can be found on the website of VÖIG at <http://qualitaetsstandards.voeig.at>

<sup>2</sup> For the entire SCC, see [www.fma.gv.at/cms/site/DE/einzel.html?channel=CH0379](http://www.fma.gv.at/cms/site/DE/einzel.html?channel=CH0379)

<sup>3</sup> The real estate quality standards can also be found at [www.voeig.at](http://www.voeig.at)

## Tax developments in 2008

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In 2008 there were no major changes in the taxation of domestic and foreign investment funds as well as real estate funds. The amendment of the Investment Fund Act, taking effect in 2008, mainly accommodated specific aspects of certain products. What was of great importance to the investment fund industry, however, was the final publication of the Investment Fund Guidelines for 2008, which contain, in particular, the implementing provisions of the Federal Ministry of Finance regarding the statutory provisions on funds.

### Amendment of the Investment Fund Act

The 2008 amendment of the Investment Fund Act clearly stated that distributions paid out of the fund assets are tax-neutral. In addition, the tax treatment of the set-off of fund expenses in the accounting of domestic and foreign funds was included in the Investment Fund Act.

Previous administrative practice, according to which only directly and indirectly attributable interest income contained in the fund is regarded as deemed income when domestic and foreign fund units are sold during the year, was laid down by law.

### Investment Fund Guidelines by the Federal Ministry of Finance of 2008

The Federal Ministry of Finance published the Investment Fund Guidelines of 2008 on the Ministry's website belatedly on 18 November 2008. Thus, the revision of the Investment Fund Guidelines of 2003, initiated by the Federal Ministry of Finance in 2007, has come to an end. The changes in the Investment Fund Guidelines were necessitated in particular by amendments of the Investment Fund Act in mid-2005 (1 July 2005). Their main focus is on laying down administrative instructions on how to apply legal provisions on withholding tax to domestic and foreign investment funds. In the case of foreign investment funds, different administrative effects with regard to "whiter than white", "white" and "black" funds are to be taken into account. Important changes concern the following:

- Deferral of withholding tax on capital gains - sale of fund units: It has been made clear that no withholding tax on profits realised by the fund is charged between the end of a



financial year and the time of the distribution of the fund (marginal number 10). It has also been clarified, in accordance with the understanding of VÖIG, that the presumption that income deemed taxable when fund units are sold is limited to interest income (marginal number 214).

- Tax representative for funds of funds: It has been clarified that for “whitening” “black” funds, requirements are deemed to be met in case of funds of funds if a completed tax form of the Federal Ministry of Finance stating the income components of the fund has been submitted (marginal number 49).
- Treatment of index-based securities held by investment funds: Amendments were made to the existing text to the effect that withholding tax on index-based securities may optionally be paid as late as at the time when income is realised (and not, as has previously been provided for all funds, at the end of a fund's financial year). At unit certificate level, withholding tax on capital appreciation is calculated and paid every day, in any event. The amendment is particularly important for funds which predominantly invest in index-based securities (marginal number 82, fifth indent, in connection with marginal number 155).
- Fund of funds de minimis limit: The 10% de minimis rule (income equivalent to distributions from foreign subfunds are tax exempt if the foreign fund held by the fund of funds does not exceed 10% of the NAV of the fund of funds) was modified as desired by VÖIG. As the category of “whiter than white” funds has gained considerable significance, the de minimis rule now only applies to white and black funds, irrespective of the total number of units the fund of funds actually holds in foreign funds (marginal number 99).
- Treatment of foreign exchange swaps: It has been clarified that profits on foreign exchange swaps do not give rise to the liability to pay Austrian withholding tax. Only settlements paid under interest rate swap agreements are subject to Austrian withholding tax (marginal number 275, seventh indent).
- Securities lending and borrowing: Manufactured dividends paid under securities lending and borrowing agreements are to be treated like the income originally generated by the securities (interest or dividends) (marginal number 83).
- Real estate securities funds: An amendment was made to the effect that real estate investment funds which are held by securities funds are to be treated like shares, in terms of tax. Real estate sub-funds are not to be deemed foreign real estate funds or foreign funds. This provision also applies to domestic securities funds (marginal number 587).
- The levels of tolerance for net asset values wrongly determined are also relevant for tax purposes (marginal number 55).

Finally, it can be stated that numerous suggestions by VÖIG were positively acknowledged by the Federal Ministry of Finance.

Mag. Thomas Zibuschka

## Valuation of securities in illiquid markets

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Against the backdrop of the worldwide financial crisis, the issue of the valuation of securities and financial instruments, in particular in illiquid markets, has become the focus of discussion. Numerous international bodies took up the issue and submitted suggestions for standards for the uniform valuation of illiquid securities and financial instruments (including reporting).

At present, the most important contributions dealing with the issue are:

1. AFRAC-FMK position paper 12/2008
2. IASB fair value 10/2008
3. Basel consultation - corporate governance, fair value 12/2008
4. Position paper of the EFAMA on the valuation process

The position paper by AFRAC (the Austrian Financial Reporting and Auditing Committee) of December 2008 is of direct significance for the application of accounting rules to securities and financial instruments in the balance sheets of Austrian companies. As the valuation of securities and financial instruments in investment funds requires a certain degree of permanence due to the obligation of (in some cases) daily valuation provided for by the Investment Fund Act, the position paper by AFRAC is of even greater significance for the entire investment fund industry. § 7(1) of the Investment Fund Act stipulates that the calculated value of an investment fund is to be determined by the custodian bank. If no or no current price is available for a security, the fair value which is deemed reasonable on the basis of diligent estimation, taking into account all circumstances, is to be used. The valuation of fund assets is thus the main task of the custodian bank. Nevertheless, investment fund management companies which are responsible, in particular, for the risk management of the fund always have a supporting role in issues of the valuation of assets of the fund.

In its position paper, AFRAC has laid down criteria stating when it is permissible to deviate from stock exchange prices or broker quotes which are formed against the backdrop of illiquid markets. The following criteria strongly indicate an illiquid market:

- A major decline of trading volume or trading activities;
- The available stock exchange or market prices vary considerably in the course of time or between market participants, or the stock exchange or market prices are no longer up to date;
- A major increase of the bid/ask spreads.

If stock exchange prices are formed in illiquid markets, the fair value can also be derived from the market values of its individual components or from the market value of a similar security, if possible. If a security price cannot be determined in that manner either, the fair value is to be determined by means of generally accepted valuation methods, provided they ensure an adequate approximation of the market value.

#### Process of valuation of securities and financial instruments in illiquid markets

The financial crisis as well as position papers, such as the one by AFRAC, resulted in the need to further enhance and refine the valuation processes established in custodian banks and, subsidiarily, in investment fund management companies.

VÖIG has convened a working group with Austrian custodian banks which deals with the further harmonisation of the process of valuing illiquid securities. A working group of Austrian auditors is also being included in the harmonisation process.

#### Additional information on valuation in illiquid markets in the prospectus/annual report

The investment fund industry was not able to elude the tense situation in the financial and capital markets (liquidity crisis) last year. Numerous investors redeemed unit certificates due to a lack of confidence and for the purpose of increasing their own liquidity, thus causing a downward liquidity spiral in investment funds (sale of securities and financial instruments of the fund).

On the basis of talks with the auditors and custodian banks it was agreed that amendments would be made in the prospectuses in view of the issue of valuation of securities in connection with illiquid markets. The fundamental requirements as to transparency concern:

- a) amending the catalogue of risks in the prospectuses and describing the issue of the valuation of securities in illiquid markets in more detail;
- b) inserting a corresponding description into forthcoming annual reports in which the valuation issue is of relevance or at least including a reference to the prospectus, which has been amended accordingly.

Mag. Thomas Zibuschka

## Investment funds markedly affected by the financial crisis

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**Constituting pools of capital market investments, investment funds were markedly affected by the disastrous development of the markets in crisis-ridden 2008.**

Only in the last month of 2008 the decline of the total volume of the Austrian investment fund industry could slightly be slowed down.

Hence, December 2008 saw a small increase in volume by 283.62 million euros to 125.98 billion euros. This was brought about by a clear positive demand (1.4 billion euros) despite the large dividend payments (953 million euros) and price losses amounting up to 190.55 million euros.

For the entire year of 2008, total volume decreased by 37.8 billion euros (23%) from 163.76 billion euros to 125.98 billion euros, which is only slightly higher than the year-end result of 2004.

This result was accounted for by dividend payments in the amount of 2.9 billion euros, net losses of 15.3 billion euros and price losses of 19.6 billion euros.

Compared by asset classes, the greatest volume losses occurred in equity funds (-17.28 billion euros), mainly as a result of price losses. The reduction in the volume of bond funds (-10.6 billion euros), however, was mainly caused by surrenders in the amount of 8.4 billion euros.

The best performers in the past year were dollar bond funds (on euro basis), averaging 6.18 percent. Euro bond funds also managed to perform positively, with 3.43 percent on average.

In the case of equity funds, the Austrian equity funds were among the vanguard of negative performers at -57.93 percent on average in 2008. Euroland equity funds and US equity funds also performed negatively (-40.55% and -39.46%); money market and near-money market funds lost 5.57 percent on average.

223 new funds were launched, 117 thereof for institutional investors and 106 as retail funds. In total, the 24 Austrian investment fund management companies managed 2,300 securities funds, 1,168 of which were publicly offered funds, 433 funds for institutional investors, and 699 "Spezialfonds".

246 funds were closed, and 56 were merged.

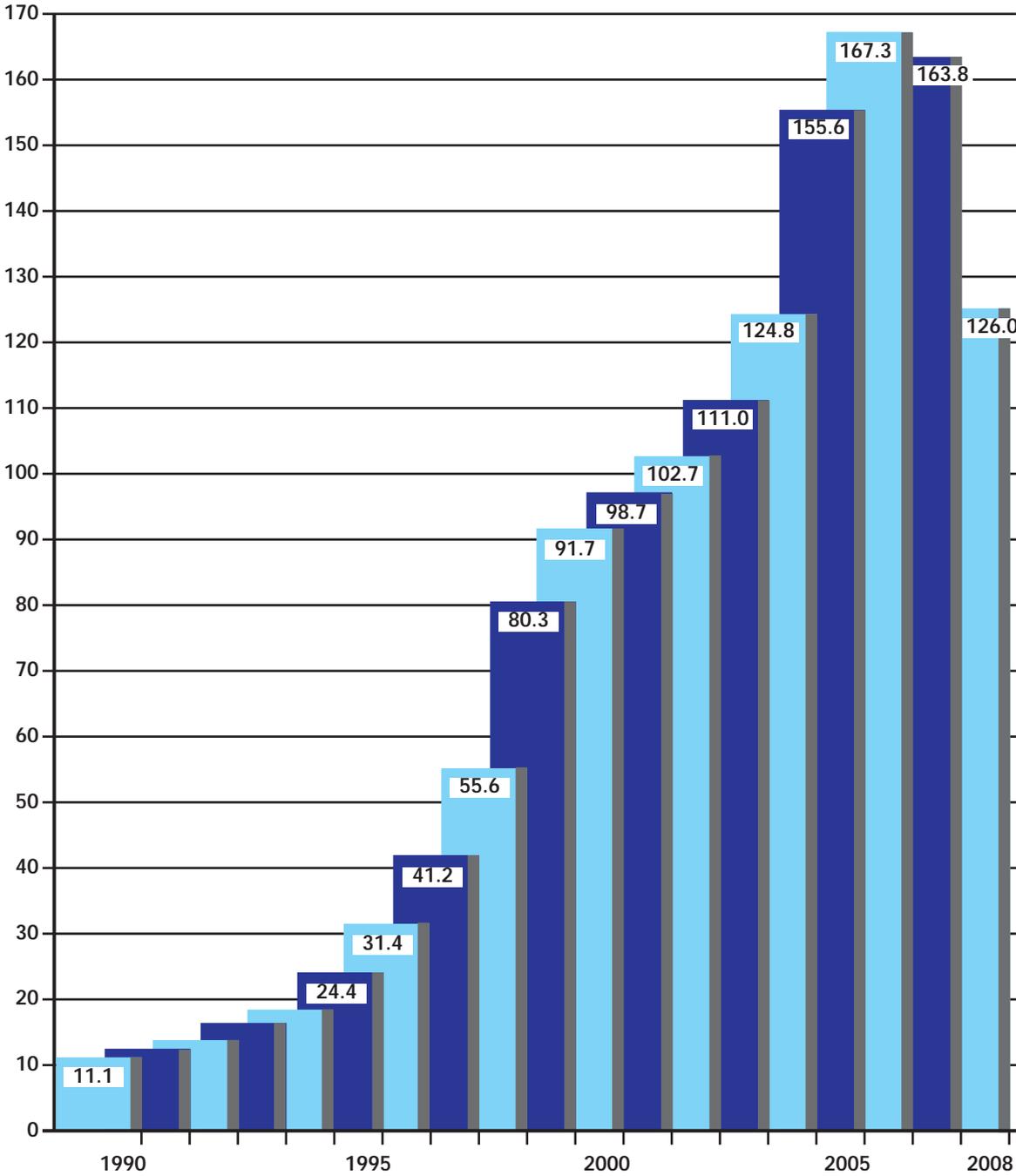
### **Real estate investment funds - a transparent and reliable form of real estate investments**

In 2008, the five Austrian real estate investment fund management companies were able to retain roughly the total volume. Due to the positive results in the first three quarters (net increase of 120.3 million euros), the losses in the fourth quarter (-250.8 million euros) led to a reduction of only 112.8 million euros as compared to the previous year. As of the end of 2008, the total volume was 1,713.88 million euros.

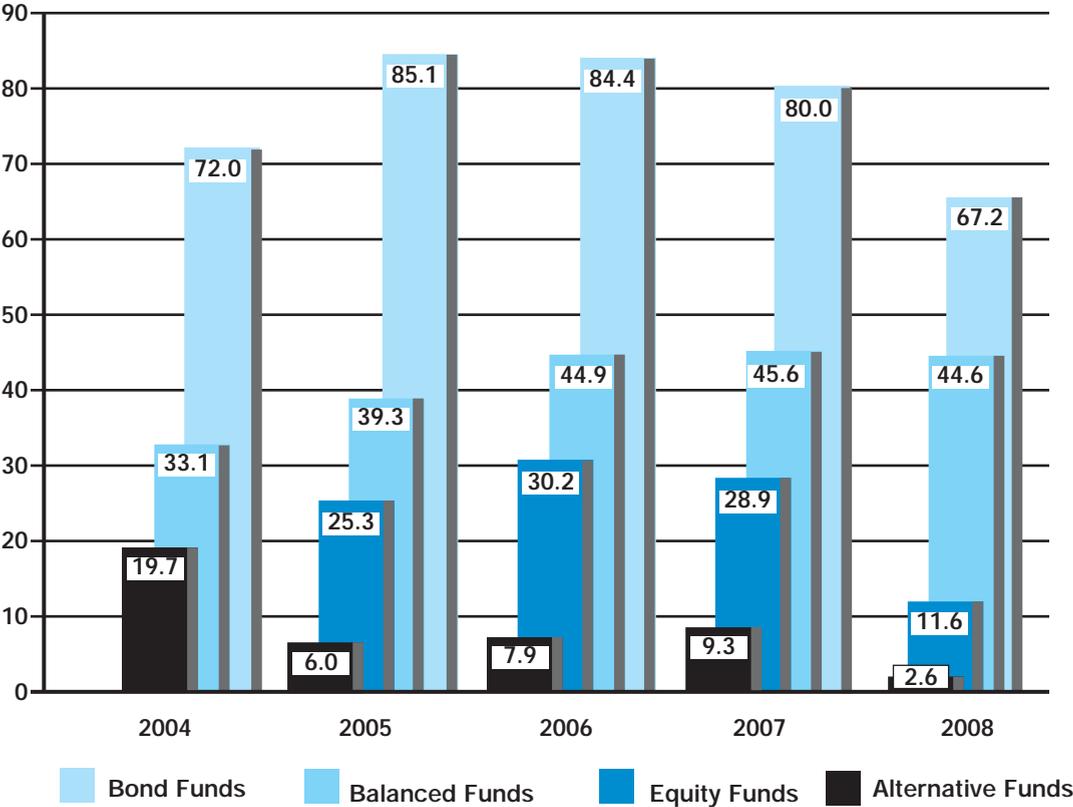
At 3.27 percent, real estate investment funds fortunately achieved very positive results as far as one-year performance is concerned.

What contributed to this positive development is the fact that, in contrast to real estate shares, funds refrained from earning "non realized profits" in the past.

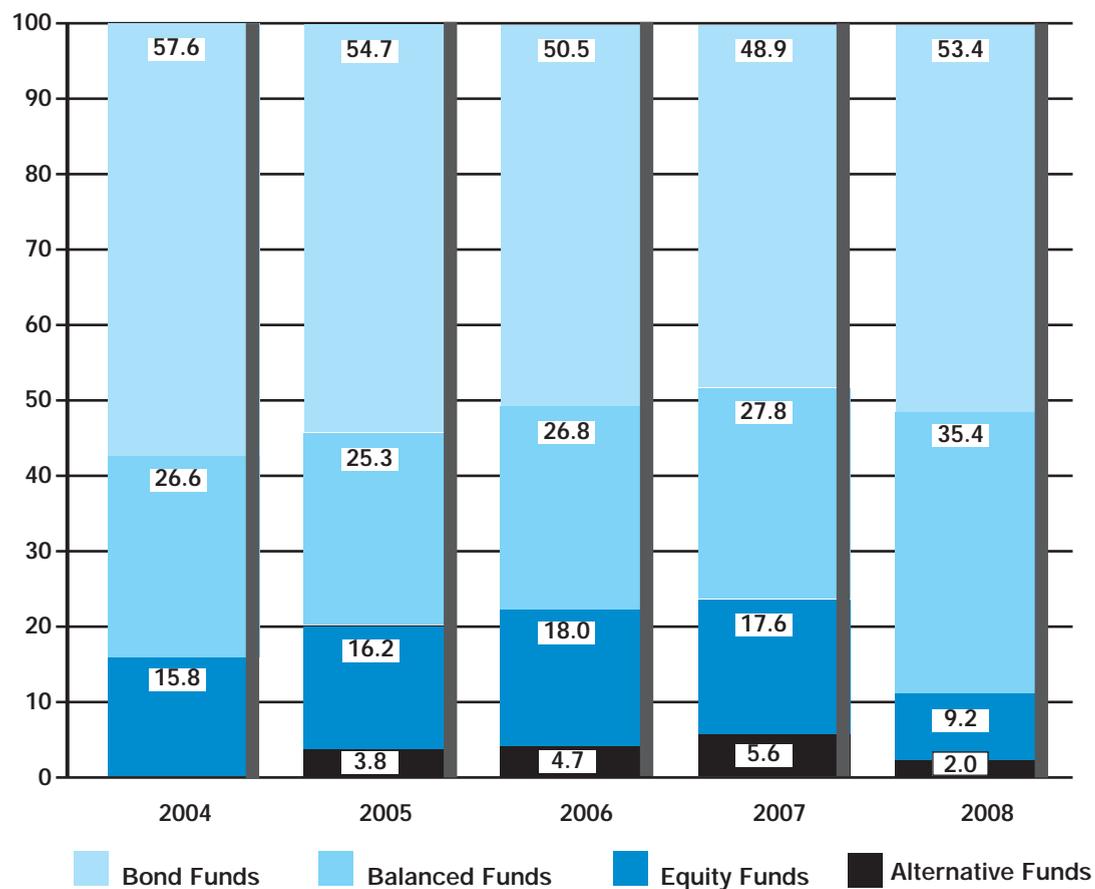
Development of total assets in billion €



Fund volumes by asset classes in billion €



## Fund volumes by asset classes in %



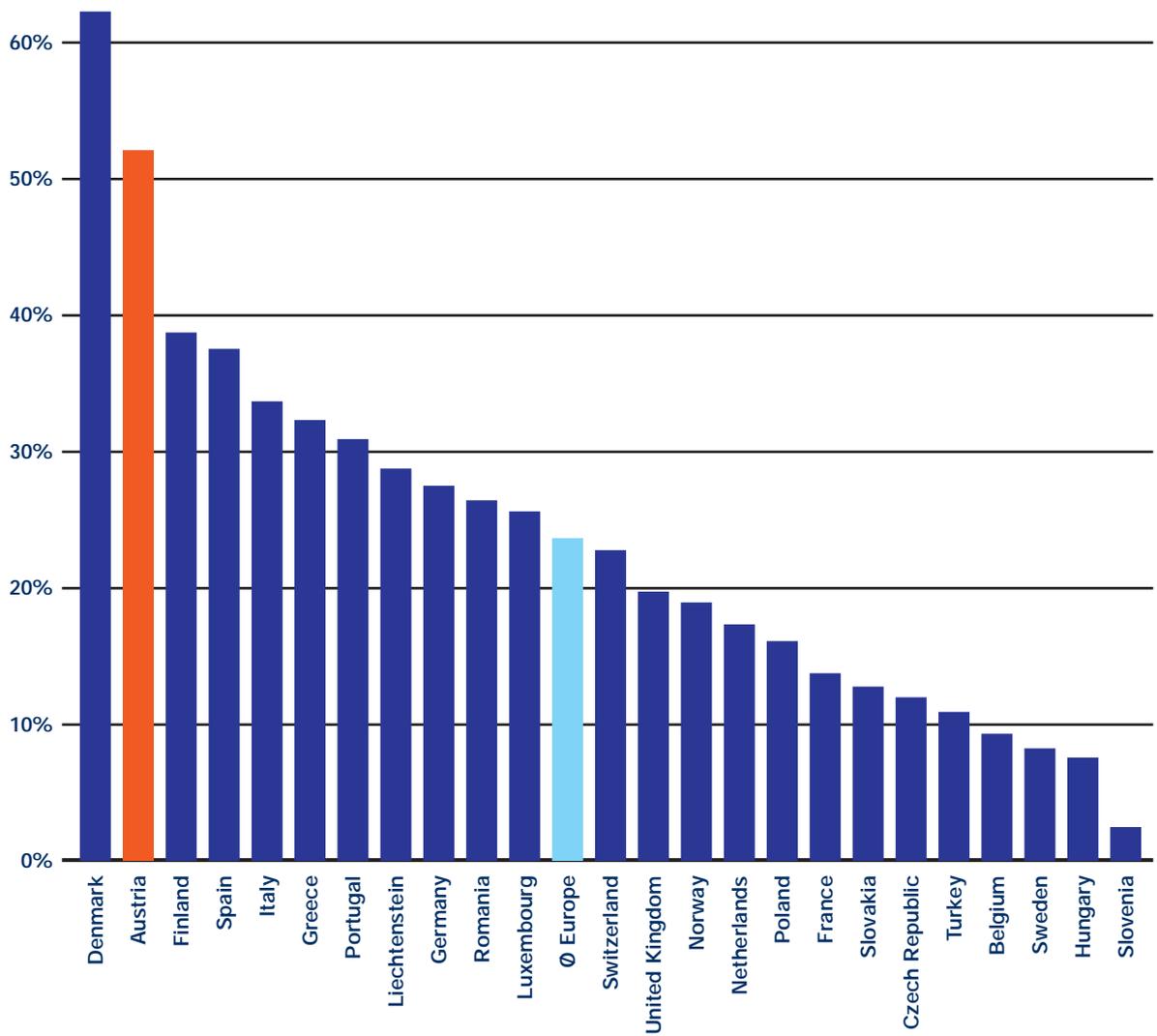
## Historical Development of the Austrian Investment Fund Market

Year	Number of Funds	Funds Management Companies	Total Assets	
			bn. ATS	bn. €
1956	1	1	0.066	0.005
1957	1	1	0.063	0.005
1958	1	1	0.072	0.005
1959	1	1	0.106	0.008
1960	2	1	0.268	0.019
1961	4	1	0.735	0.053
1962	4	1	0.567	0.041
1963	5	1	0.580	0.042
1964	5	1	0.589	0.043
1965	6	2	0.625	0.045
1966	6	2	0.579	0.042
1967	6	2	0.650	0.047
1968	6	2	0.667	0.048
1969	8	2	1.392	0.101
1970	8	2	1.975	0.144
1971	9	2	2.666	0.194
1972	9	2	4.015	0.292
1973	9	2	4.112	0.299
1974	9	2	2.843	0.207
1975	9	2	3.274	0.238
1976	9	2	3.414	0.248
1977	9	2	3.414	0.248
1978	11	2	4.091	0.297
1979	12	2	5.643	0.410
1980	12	2	6.067	0.441
1981	12	2	6.017	0.437
1982	12	2	7.478	0.543
1983	13	4	9.798	0.712
1984	15	4	12.740	0.926
1985	22	7	20.238	1.471
1986	41	10	36.226	2.633
1987	76	13	68.762	4.997
1988	117	18	118.714	8.627
1989	195	21	150.645	10.948
1990	244	23	152.933	11.114
1991	295	25	161.181	11.714
1992	322	24	171.180	12.440
1993	344	23	221.910	16.127
1994	415	24	255.994	18.604
1995	473	25	336.318	24.441
1996	523	24	431.552	31.362
1997	627	24	567.551	41.246
1998	857	24	764.936	55.590
1999	1,154	24	1,104.864	80.294
2000	1,448	24	1,261.417	91.671
2001	1,747	23	1,358.275	98.710
2002	1,856	22	1,412.799	102.672
2003	1,909	23	1,527.337	110.996
2004	1,988	23	1,717.745	124.833
2005	2,083	23	2,141.164	155.619
2006	2,171	24	2,302.748	167.347
2007	2,321	24	2,253.349	163.757
<b>2008</b>	<b>2,300</b>	<b>24</b>	<b>1,733.459</b>	<b>125.975</b>

# European Investment Fund Market 2008

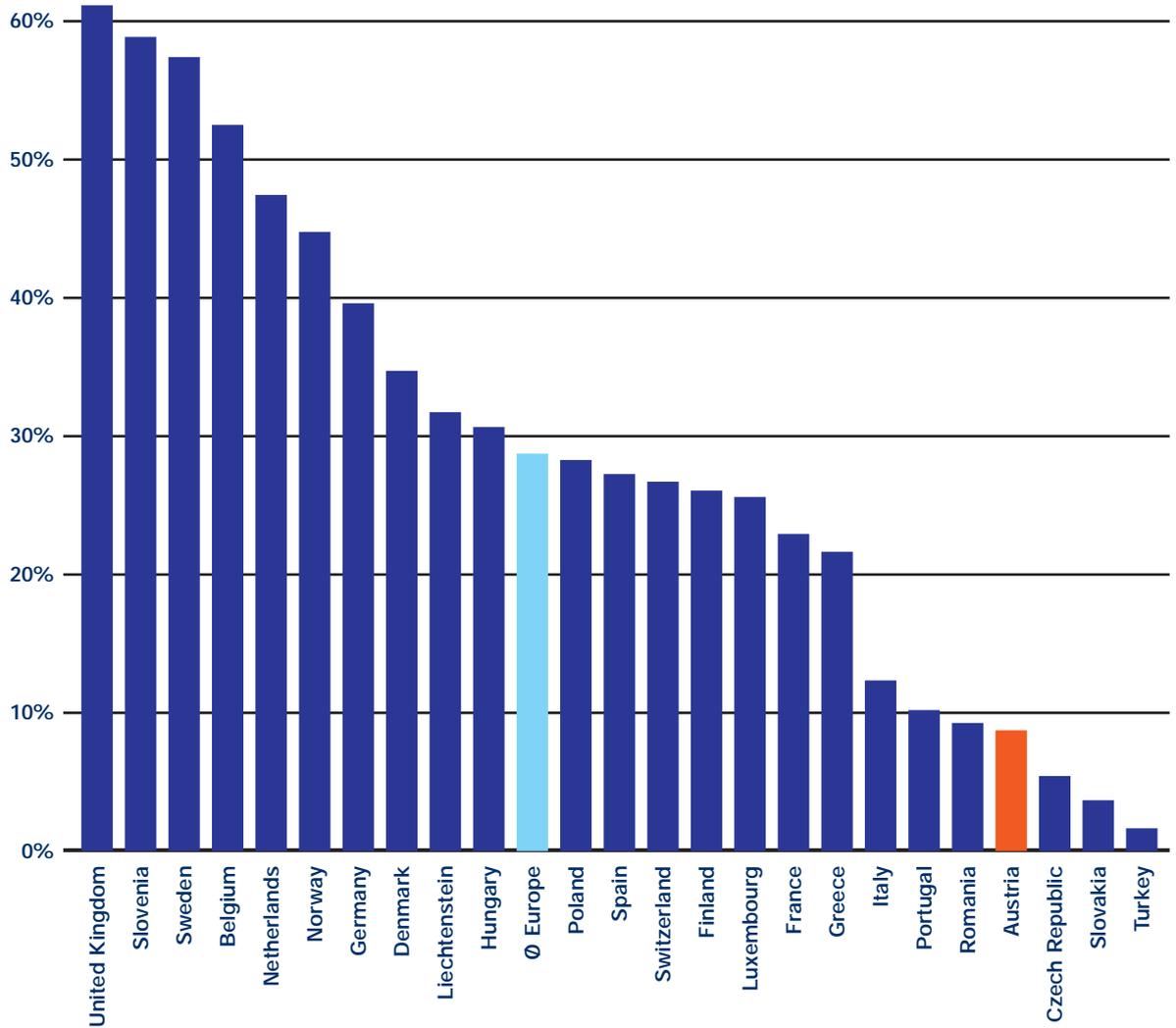
## Proportion of Bond Funds

(as % of total UCITS assets)



Source: EFAMA

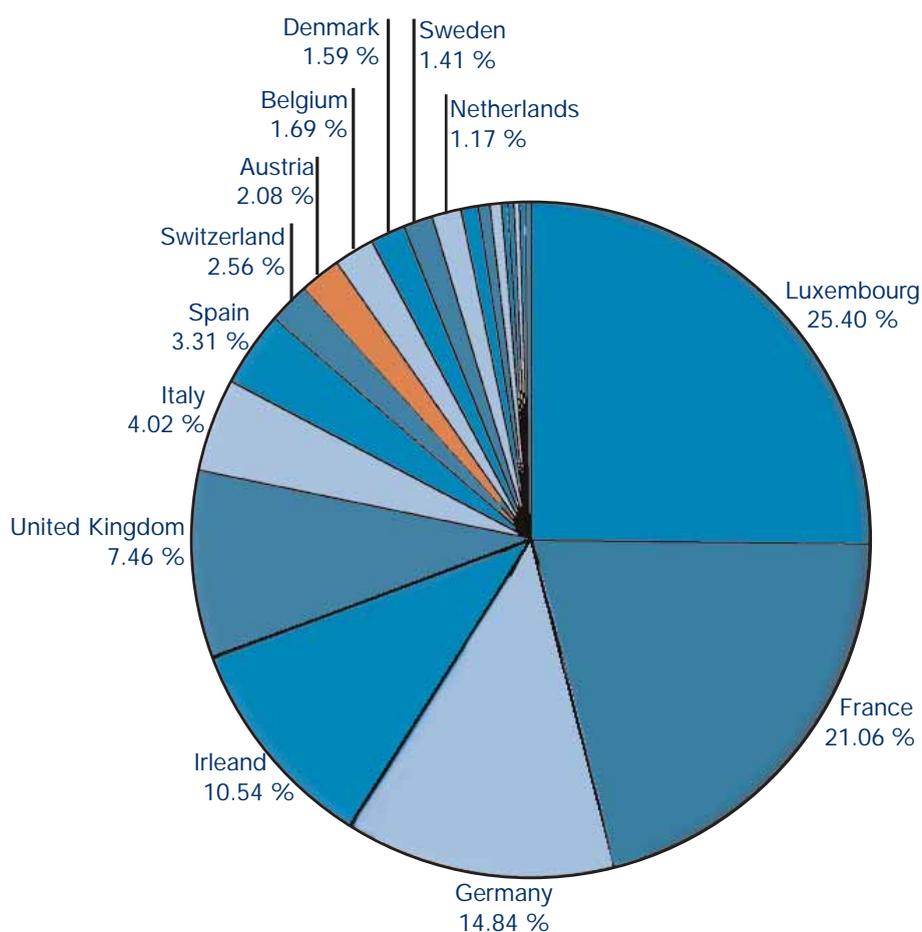
## Proportion of Equity Funds (as % of total UCITS assets)



source: EFAMA

## Net Assets and Market Share

(UCITS & Non-UCITS)



Country	Net Assets in bn. €	Market Share in %	Change compared to 2007 in %
Luxembourg	1,559.7	25.40	- 24.27
France	1,293.3	21.06	- 14.26
Germany	911.3	14.84	- 12.45
Ireland	647.1	10.54	- 19.80
United Kingdom	458.1	7.46	- 42.52
Italy	247.0	4.02	- 27.29
Spain	203.5	3.31	- 27.01
Switzerland	157.0	2.56	- 1.76
Austria	127.7	2.08	- 22.86
Belgium	103.6	1.69	- 18.07
Denmark	97.8	1.59	- 26.04
Sweden	86.6	1.41	- 37.85
Netherlands	71.7	1.17	- 21.30
Finland	41.3	0.67	- 37.37
Norway	29.6	0.48	- 43.48
Portugal	25.1	0.41	- 30.81
Liechtenstein	19.3	0.31	- 5.67
Poland	17.4	0.28	- 52.76
Turkey	13.3	0.22	- 26.57
Greece	10.3	0.17	- 54.94
Hungary	9.5	0.15	- 24.64
Czech Republic	4.5	0.07	- 26.33
Slovakia	3.3	0.05	- 16.73
Slovenia	1.9	0.03	- 54.70
Romania	1.7	0.03	437.75
<b>TOTAL</b>	<b>6,141.5</b>	<b>100.00</b>	<b>- 22.51</b>

Source: EFAMA

## General VÖIG information

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### Members' Meeting in spring

The main item on the agenda of the 1st VÖIG members' meeting in 2008 on 17 April was the presentation of the forthcoming amendment of the Investment Fund Act, which will bring specialised funds for private investors, multi-class funds and the consistent implementation of the Eligible Assets Directive into Austrian law. In addition, the adjustment of the quality standards, which will lead to an even clearer distinction between investment fund management companies and custodian banks, was discussed.

The members decided unanimously to exchange information on OeNB/FMA audits in anonymised form in the future.

### Members' Meeting in autumn

In the members' meeting in 2008 on 18 November, the effects of the financial market crisis on the investment fund industry were discussed. It was pointed out that VÖIG and EFAMA had endeavoured to attain the admissibility of using investment funds as collateral for ECB refinancing. In spite of in-depth talks at the highest national and European levels, however, it had not been possible to achieve an expeditious solution.

Unfortunately, the members had to be informed that Ms. Vera Pingl-Cervenka had resigned from her position as a member of the Board of Directors of VÖIG for personal reasons. The Board and the members' meeting thanked her sincerely for her 15 years of active commitment for the benefit of the investment fund industry.

### Board meetings / Board conference

In six ordinary meetings and in one two-day conference, the Board dealt extensively with the central issues of the industry; the deliberations focused on the effects and consequences of the financial market crisis for the further development of the investment fund business

### VÖIG training courses

Until now, 29 basic courses, 27 advanced courses on portfolio management and 9 advanced courses on sales & mid-office, 2 advanced courses on hedge funds and 2 advanced courses on risk management have been held. The experience of 2008 has shown that the continuous further training of employees is of utmost importance to preserve the reputation of the investment fund industry. It is to be expected that risk management will take an even more important role in the future. At present, it is being



considered to include a separate risk management module for in the future long-standing practising experts in the seminar programme.

A total of 648 professionals have successfully completed the present courses. We thank Prof. (FH) Mag. Otto Lucius and Mag. Stejskal very much for their commitment.

### Meetings of the VÖIG working groups

As in previous years, the working groups and sub-working groups formed the heart of the work at VÖIG. In 2008, a total of 42 meetings, totalling more than 86 hours, were held in the fields of law, Basel II, the MiFID, tax, prospectuses, derivatives business and risk control, quality standards, the Pension Funds Directive, statistics, legal and tax issues in real estate funds, and the real estate investment fund committee.

### Information members

Information membership, which was introduced in 2005 and aims at getting major stakeholders of the investment business involved, was expanded once more in 2008. BNP Paribas Asset Management, COPS Ges.mbH, Leitner & Leitner GmbH & Co. KG, Princeton Financial Systems Schweiz GmbH, Profidata Services GmbH and Vontobel Europe S.A. joined VÖIG as information members

### Cooperation between VÖIG and the Banking and Insurance Division of the Federal Economic Chamber

The expansion of the close network between VÖIG and the Banking and Insurance Division of the Austrian Federal Economic Chamber was of central significance in the reporting year. Due to the strong position of the Division in the balance of interests within Austria, real-time involvement of VÖIG in the discussion process is indispensable for the successful representation of the interests of investment fund management companies, which sometimes involves special problems. Our special thanks are due to the Head of the Division Dr. Herbert Pichler as well as Dr. Franz Rudorfer and their team.

### 20th anniversary

On 30 May 2008, VÖIG marked the 20th anniversary of its existence with a celebration at Kursalon Wien. The celebration was attended by investment fund management company members, real estate investment fund management company members and information members as well as representatives of the Financial Market Authority, the Ministry of Finance, the Austrian Federal Economic Chamber and numerous press representatives. One highlight of the celebration was that we were able to welcome State Secretary Dr. Christoph Matznetter as a guest speaker.

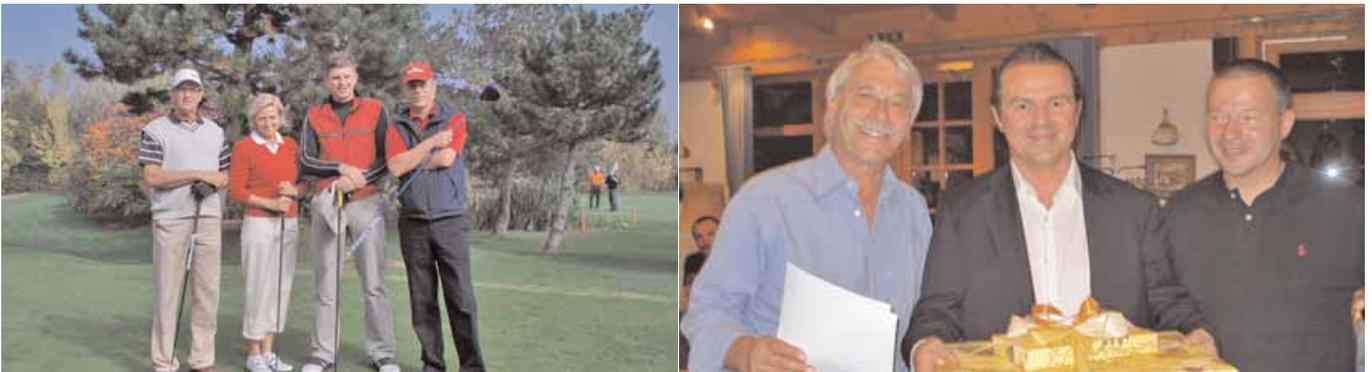




After the gala dinner, Mr. Walter Wagner, the long-standing member of the VÖIG Board of Directors, and Dr. Peter Erlacher, the former head of the division for legislative affairs at the Federal Ministry of Finance, were awarded the Gold Decoration of VÖIG.

A further programme item was the presentation of a video made by VÖIG, presenting the 20 years since VÖIG's foundation in a humorous but also informative manner, which was widely acclaimed by the guests.

## VÖIG golf tournament



In 2008 VÖIG also held its traditional golf tournament. It took place at the Golf Club in Brunn am Gebirge on 11 October and was greatly enjoyed by all participants

## New design of the VÖIG website

At the beginning of 2008, a project team consisting of VÖIG employees and employees of the IT company New Magic was formed. In numerous meetings, the team discussed the redesign of the VÖIG website.

The aim was to rearrange the layout of the website to give a better overview, make the website more user-friendly, and to improve its search function and use. In the joint meetings, questions relating to the structure of the menu, content in general and the management of authorised users of the intranet were solved.

To implement the new design, Ms. Hagen, employee at VÖIG, and the responsible employees of New Magic had to process and regroup around 17,600 documents. In total, it took more than 50,000 steps to bring the new website of VÖIG into being.

The new website will be launched at the end of the 1st quarter of 2009.



VÖIG has submitted its suggestions for the improvement of state-subsidised pension savings schemes (third pillar) to the Federal Economic Chamber. One package of short-term measures was adopted in December 2008. Another package of statutory measures was promised for the first half of 2009. Against the backdrop of the turbulences in the capital markets last year, the fundamental concern of providers of pension savings schemes is the reduction of the minimum share quota provided for in the Income Tax Act. § 108h of the Income Tax Act stipulates that pension savings schemes must invest at least 40% of the funds in shares first listed at a stock exchange situated in a Member State of the European Economic Area. The proportion of the market capitalisation of shares first admitted in an EEA State must not exceed 40% of the GDP of the respective Member State. The pension savings contributions paid by the clients, including premium payments by the state, are guaranteed by the pension savings scheme. The minimum term of a pensions savings contract is ten years.

#### Previous measures (2008)

In 2008 the Federal Ministry of Finance modified the provision on securities lending and borrowing in connection with pension savings schemes. If securities are lent by the pension savings scheme, such securities may be credited to the minimum share quota prescribed by law. The average value of 2007 (proportion between shares and fund volume in 2007) can form the basis of fulfilling the 2008 minimum share quota of 40% required by law.

#### Planned measures in 2009

From the viewpoint of the fund industry, the most important changes in 2009 concern:

- the reduction of the minimum share quota and
- the extension of the reference period (for the calculation of the 40% minimum share quota).

VÖIG advocated the reduction of the minimum share quota to 20%. In the opinion of VÖIG, the reference period (for the calculation of the share quota) should be allowed to span ten years (but no less than five years, in any event).

Since pension savings schemes exclusively function on the basis of pension investment funds as specified in § 23a of the Investment Fund Act, as far as fund products are concerned, an adjustment of the minimum share quota for pension investment funds as specified in § 23a of the Investment Fund Act (which at present is 30%) is also required if the general minimum share quota is reduced.

As a further measure in the course of the development of the pension savings schemes, VÖIG suggested single premium payment (a maximum of ten times the payment per year for which subsidies are granted) and the use of the pension savings scheme for the purpose of old-age care provision.

Another suggestion made for the improvement of the conditions for pension savings schemes was that on the basis of the familiar life cycle model no minimum share quota be applied to pension savings schemes subscribed to by natural persons above the age of 50.

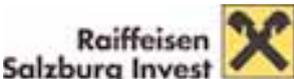
Mag. Thomas Zibuschka



## Members of the Investment Fund Management Companies

Members	Board of Directors	Total Assets * in bn. € 30.12.08	Number of Funds	
<p>Allianz Invest Kapitalanlagegesellschaft mbH</p> <p>Hietzinger Kai 101-105 1130 Vienna sales@allianzinvest.at / m.ettl@allianzinvest.at / <a href="http://www.allianzinvest.at">http://www.allianzinvest.at</a></p>	<p>Mag. Martin Maier Dr. Josef Ortmaier Mag. Christian Ramberger</p>	8,791.17	124	
<p>Bankhaus Schelhammer &amp; Schattera Kapitalanlagegesellschaft m.b.H.</p> <p>Bräunerstraße 3/2/6 1010 Vienna johannes.koller@schelhammer.at / <a href="http://www.schelhammer.at">http://www.schelhammer.at</a></p>	<p>Michael Bode Mag. Gerhard Tometschek</p>	321.22	13	
<p>BAWAG P.S.K. INVEST GmbH</p> <p>Fleischmarkt 1 1010 Vienna invest@bawagpskfonds.at / <a href="http://www.bawagfonds.at">http://www.bawagfonds.at</a></p>	<p>Mag. Stefan Kainz (until 31.12.2008) Mag. Dr. Peter Pavlicek Alois Steinböck</p>	3,093.44	92	
<p>C-QUADRAT Kapitalanlage AG</p> <p>Stubenring 2 1010 Vienna c-quadrat@investmentfonds.at / <a href="http://www.investmentfonds.at">http://www.investmentfonds.at</a></p>	<p>Mag. Christian Jost Mag. Thomas Rieß Dr. Heinrich Wohlfart</p>	872.62	36	
<p>Carl Spängler Kapitalanlagegesellschaft m.b.H.</p> <p>Franz Josef Straße 22 5020 Salzburg fonds@spaengler.at / <a href="http://www.spaengler-fonds.at">http://www.spaengler-fonds.at</a></p>	<p>Mag. Stefan Ebner Mag. Markus Ploner</p>	3,434.24	96	
<p>CPB Kapitalanlage GmbH</p> <p>Bankgasse 2 1010 Vienna cpbkag@constantia.at / <a href="http://www.constantia.at">http://www.constantia.at</a></p>	<p>DI Dr. Christoph von Bonin Mag. Martin Schiller Mag. Elisabeth Staudner</p>	4,049.59	182	
<p>DWS (Austria) Investmentgesellschaft mbH</p> <p>Hohenstaufengasse 4 1010 Vienna info.austria@dws.de / <a href="http://www.dws.at">http://www.dws.at</a></p>	<p>Mag. Marion Schaflechner Christian Schön</p>	4,612.92	24	
<p>ERSTE-SPARINVEST Kapitalanlagegesellschaft m.b.H.</p> <p>Habsburgergasse 1a 1010 Vienna erste@sparinvest.com / <a href="http://www.sparinvest.com">http://www.sparinvest.com</a></p>	<p>Chairman Mag. Heinz Bednar Mag. Harald Gasser Dr. Franz Gschiegl</p>	23,041.09	336	
<p>Gutmann Kapitalanlage- aktiengesellschaft</p> <p>Schwarzenbergplatz 16 1011 Vienna mail@gutmannfonds.at / <a href="http://www.gutmannfonds.at">http://www.gutmannfonds.at</a></p>	<p>Mag. Mario Kmenta Mag. Anton Resch Mag. Friedrich Strasser (Chairman)</p>	2,791.41	102	

\* Total Assets include retail funds, "Spezialfonds", funds for institutional investors as well as funds of funds

Members	Board of Directors	Total Assets * in bn. € 30.12.08	Number of Funds	
HYPO-Kapitalanlage-Gesellschaft m.b.H.  Brucknerstraße 8/HP 2 1040 Vienna office@hypokag.at / <a href="http://www.hypokag.at">http://www.hypokag.at</a>	Ulrich Fetz Dr. Hannes Leitgeb	3,174.54	80	
INNOVEST Kapitalanlage AG  Kärntner Straße 28 1010 Vienna office@innovest.at / <a href="http://www.innovest.at">http://www.innovest.at</a>	Mag. Konrad Kontriner Dr. Johann Maurer	147.89	2	
Julius Meinl Investment Gesellschaft m.b.H.  Kärntnerring 2/Top 5/1. Stock 1010 Vienna fondsservice@meinbank.com / <a href="http://www.meinbank.com">http://www.meinbank.com</a>	Wolfgang Matejka Arno Mittermann Mag. Wolfgang Werfer	282.44	24	
KEPLER-FONDS Kapitalanlagegesellschaft m.b.H.  Europaplatz 1a 4021 Linz info@kepler.at / <a href="http://www.kepler.at">http://www.kepler.at</a>	Dr. Robert Gründlinger, MBA Andreas Lassner	7,436.01	147	
Pioneer Investments Austria GmbH  Lassallestraße 1 1020 Vienna info.austria@pioneerinvestments.com / <a href="http://www.pioneerinvestments.at">http://www.pioneerinvestments.at</a>	Dr. Johann Kernbauer (until 26.10.2008) Stefano Pregolato (since 27.10.2008) Hannes Saleta Helmut Sobotka	20,471.34	278	
Raiffeisen Kapitalanlage-Gesellschaft m.b.H.  Schwarzenbergplatz 3 1010 Vienna kag-info@rcm.at / <a href="http://www.rcm.at">http://www.rcm.at</a>	Chairman Dr. Mathias Bauer Mag. (FH) Dieter Aigner Mag. Gerhard Aigner	26,271.58	343	
Raiffeisen Salzburg Invest Kapitalanlage GmbH  Schwarzstraße 13-15 5020 Salzburg office@raiffeisen-salzburg-invest.com <a href="http://www.raiffeisen-salzburg-invest.com">http://www.raiffeisen-salzburg-invest.com</a>	Mag. Klaus Hager Rudolf Kammel Helmut Wimmer	1,196.14	42	
Ringturm Kapitalanlagegesellschaft m.b.H.  Schottenring 30 1011 Vienna office@ringturm.at / <a href="http://www.ringturm.at">http://www.ringturm.at</a>	Mag. Michael Kukacka Walter Schultes	3,140.56	29	
Schoellerbank Invest AG  Sterneckstr. 5 5024 Salzburg invest@schoellerbank.at / <a href="http://invest.schoellerbank.at">http://invest.schoellerbank.at</a>	Mag. Thomas Meitz Mag. Michael Schützinger	1,887.20	35	

\* Total Assets include retail funds, "Spezialfonds", funds for institutional investors as well as funds of funds

Members	Board of Directors	Total Assets * in bn. € 30.12.08	Number of Funds	
Security Kapitalanlage Aktiengesellschaft Burgring 16 8010 Graz office@securitykag.at / <a href="http://www.securitykag.at">http://www.securitykag.at</a>	DDr. MMag. Hans-Peter Ladreiter Martin Mikulik Mag. Dieter Rom	1,230.38	66	
Sparkasse Oberösterreich Kapitalanlagegesellschaft m.b.H. Promenade 11-13 4041 Linz office@kag.at / <a href="http://www.s-fonds.at">http://www.s-fonds.at</a>	Walter Lenczuk Mag. Martin Punzenberger	2,022.57	52	
TIROLINVEST Kapitalanlagegesellschaft m.b.H. Sparkassenplatz 1 6020 Innsbruck info@tirolinvest.at / <a href="http://www.tirolinvest.at">http://www.tirolinvest.at</a>	Martin Farbmacher Michael Perger	536.02	15	
Valartis Asset Management (Austria) Kapitalanlagegesellschaft m.b.H. Rathausstraße 20 1010 Vienna kag@valartis.at / <a href="http://www.valartis.at">http://www.valartis.at</a>	Gerald Diglas Patrick Hinkson	112.45	16	
Volksbank Invest Kapitalanlagegesellschaft m.b.H. Postfach 95 1011 Vienna office@volksbankinvest.com / <a href="http://www.volksbankinvest.com">http://www.volksbankinvest.com</a>	Friedrich Strobl Manfred Stagl Günter Toifl Mag. Andreas Witzani	2,993.91	58	
3 Banken-Generali Investment-Gesellschaft m.b.H. Untere Donaulände 28 4020 Linz fonds@3bg.at / <a href="http://www.3bg.at">http://www.3bg.at</a>	Mag. Dietmar Baumgartner Dr. Gustav Dressler Alois Wögerbauer	4,064.64	108	

\* Total Assets include retail funds, "Spezialfonds", funds for institutional investors as well as funds of funds

## Members of the Real Estate Investment Fund Management Companies

Members	Board of Directors	Total Assets in bn. € 30.12.08	Number of Funds
<p>Bank Austria Real Invest Immobilien- Kapitalanlage GmbH</p> <p>Lasallestraße 5 1020 Vienna info@realinvest.at / <a href="http://www.realinvest.at">http://www.realinvest.at</a></p>	<p>Dr. Kurt Buchmann Harald Kopertz</p>	836.95	2
			
<p>CPB Immobilien Kapitalanlage GmbH</p> <p>Bankgasse 2 1010 Vienna immokag@constantia.at / <a href="http://www.constantia.at">http://www.constantia.at</a></p>	<p>Mag. Harald Heinzl Thomas Hetz</p>	118.10	1
			
			
<p>ERSTE Immobilien Kapitalanlagegesellschaft m.b.H.</p> <p>Windmühlgasse 22-24 1060 Vienna ersteimmobilien@immorent.at / <a href="http://www.ersteimmobilien.at">http://www.ersteimmobilien.at</a></p>	<p>Dr. Franz Gschiegl Mag. Peter Karl</p>	21.93	1
			
<p>Immo Kapitalanlage AG</p> <p>Postfach 95 1011 Vienna info@immokag.at / <a href="http://www.immokag.at">http://www.immokag.at</a></p>	<p>Dr. Kurt Rossmüller Günter Toifl</p>	289.72	1
			
<p>Raiffeisen Immobilien Kapitalanlage-Gesellschaft m.b.H.</p> <p>Schwarzenbergplatz 3 1010 Vienna babette.kornholz@rcm.at / <a href="http://www.rcm.at">http://www.rcm.at</a></p>	<p>Mag. (FH) Dieter Aigner MMag. Dr. Hubert Vögel</p>	447.19	2
			

## VÖIG-Working Groups 2008

<p>Working Group „LAW“</p> <p>Head of WG: Dr. Robert Schredl Consultant: Dr. Armin Kammel, LL.M. (London)</p>	<p>Working Group „QUALITY STANDARDS“</p> <p>Head of WG: Dr. Mathias Bauer Consultant: Dr. Armin Kammel, LL.M. (London)</p>
<p>Working Group „DERIVATES AND RISK MANAGEMENT“</p> <p>Head of WG: Stephan Wasmayer Consultant: Mag. Thomas Zibuschka</p>	<p>Project Group „AUSTRIAN PENSION SCHEMES“</p> <p>Head of WG: Dr. Heinz Macher Consultant: Mag. Thomas Zibuschka</p>
<p>Project Group „ZUKUNFTSVORSORGE-EINRICHTUNG“</p> <p>Head of WG: Dr. Heinz Macher Consultant: Mag. Thomas Zibuschka</p>	<p>Working Group „TAX“</p> <p>Head of WG: Mag. Susanne Rath Consultant: Mag. Thomas Zibuschka</p>
<p>Working Group „PROSPECTUS“</p> <p>Head of WG: Manfred Stagl Consultant: Mag. Barbara Flor</p>	<p>Working Group „STATISTICS“</p> <p>Head of WG: Ulrike Günther Consultant: Inge Mauric</p>
<p>Working Group „IAS-REPORTING“</p> <p>Head of WG: Mag. Martin Schiller Consultant: Mag. Thomas Zibuschka</p>	<p>Working Group „REGULATORY REPORTING“</p> <p>Head of WG: Dr. Armin Kammel, LL.M. (London) Consultant: Inge Mauric</p>
<p>Working Group „BASEL II“</p> <p>Head of WG: Mag. Winfried Buchbauer Consultant: Dr. Armin Kammel, LL.M. (London)</p>	<p>Working Group „FUND PROCESSING PASSPORT“</p> <p>Head of WG: Ulrike Günther Consultant: Dr. Armin Kammel, LL.M. (London) Inge Mauric</p>
<p>REAL ESTATE INVESTMENT FUND – REGULATORY</p> <p>Head of WG: Dr. Kurt Buchmann Consultant: Dr. Armin Kammel, LL.M. (London)</p>	<p>Working Group „REAL ESTATE INVESTMENT FUND - LAW“</p> <p>Head of WG: Dr. Kurt Buchmann Consultant: Dr. Armin Kammel, LL.M. (London)</p>
<p>Working Group „REAL ESTATE INVESTMENT FUND - TAXES“</p> <p>Head of WG: Mag. Günther Burtscher Consultant: Mag. Thomas Zibuschka</p>	

## Info-Members

BDO Auxilia Treuhand GmbH

Kohlmarkt 8-10  
1010 Vienna

<http://www.bdo.at>



BNP Paribas  
Asset Management

Mahlerstraße 7/17  
1010 Vienna

<http://bnpparibas.at>



BVI Bundesverband Investment und Asset Management e.V.

Eschenheimer Anlage 28  
60318 Frankfurt am Main  
Germany

<http://www.bvi.de>



COPS Ges.mBH

Hochsatzengasse 37  
1140 Vienna

<http://www.copsgmbh.com>



CPB Software AG

Josefstädter Straße 78  
1080 Vienna

<http://www.cpb-software.at>



Deloitte Wirtschaftsprüfung GmbH

Renngasse 1/Freyung  
1013 Vienna

<http://www.deloitte.com>



Erste Group Bank AG

Graben 21  
1010 Vienna

<http://www.erstebank.at>



ERSTE GROUP

Ernst & Young  
Wirtschaftsprüfungsgesellschaft m.b.H.

Wagramer Straße 19/IZD Tower  
1220 Vienna

<http://www.ey.com>



KATHREIN & Co.  
Privatgeschäftsbank Aktiengesellschaft

Wipplingerstraße 25  
1010 Vienna

<http://www.kathrein.at>



KNEIP COMMUNICATION

26/28, rue E. Steichen  
L-2017 Luxembourg

<http://www.kneip.com>



Kommunalkredit Depotbank AG

Türkenstraße 9  
1092 Vienna

<http://www.kdb.at>



KPMG Austria GmbH

Porzellangasse 51  
1090 Vienna

<http://www.kpmg.at>



Leitner & Leitner  
GmbH & Co KG

Am Heumarkt 7 / Stiege 1  
1030 Vienna

<http://www.leitner-leitner.com>

Leitner + Leitner

OeKB  
Oesterreichische Kontrollbank Aktiengesellschaft

Am Hof 4 / Strauchgasse 1-3  
1010 Vienna

<http://www.oekb.at>



Princeton Financial Systems  
Schweiz GmbH

Binzstraße 18  
CH-8045 Zürich  
Switzerland

<http://www.pfs.aquin.com>



Profidata Services AG

An der Hauptwache 7  
D-60313 Frankfurt  
Germany

<http://www.profidatagroup.com>

PROFIDATA SERVICES

PwC PricewaterhouseCoopers GmbH

Erdbergstraße 200  
1030 Vienna

<http://www.pwc.at>



Raiffeisen Zentralbank Österreich AG  
(Depotbank)

Am Stadtpark 9  
1030 Vienna

<http://www.rzb.at>



SimCorp Österreich GmbH

Wollzeile 16  
1010 Vienna

<http://www.simcorp.com>



SIX Telekurs Deutschland GmbH

Theodor-Heuss-Allee 108  
D-60486 Frankfurt am Main  
Germany

Austrian branch  
Wipplingerstraße 34  
1010 Vienna

<http://www.six-telekurs.com>



SMN Investment Services GmbH

Rotenturmstraße 16-18  
1010 Vienna

<http://www.smn.at>



State Street Bank GmbH, Filiale Wien

Schottengasse 4  
1010 Vienna

<http://www.statestreet.com>



SunGard Systeme GmbH

Solmsstraße 18  
D-60486 Frankfurt am Main  
Germany

<http://www.sungard.de>



TPA Horwath  
Wirtschaftstreuhand und Steuerberatung GmbH

Praterstraße 62-64  
1020 Vienna

<http://www.tpa-horwath.com>



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UBS Global Asset Management

Wächtergasse 1  
1010 Vienna

<http://www.ubs.com>



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UniCredit Bank Austria AG

Schottengasse 6-8  
1010 Vienna

<http://www.bankaustria.at>



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Vontobel Europe S.A.

Kärntnerstraße 51  
1010 Vienna

<http://www.vontobel.com>



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vwd Vereinigte Wirtschaftsdienste AG

Tilsiter Straße 1  
D-60487 Frankfurt am Main  
Germany

<http://www.vwd.at>

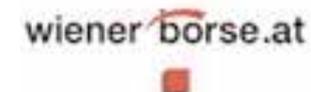


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Wiener Börse AG

Wallnerstraße 8  
1014 Vienna

<http://www.wienerbourse.at>



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WM Datenservice

Düsseldorfer Straße 16  
60329 Frankfurt am Main  
Germany

<http://www.wmdaten.com>



## Memberships and Cooperation in Boards and Organisations

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- o Membership (national)

  - Bankwissenschaftliche Gesellschaft (BWG), Vienna
  - OVFA Österreichische Vereinigung für Finanzanalyse und Asset Management, Vienna

- o Membership (international)

  - European Fund and Asset Management Association (EFAMA), Brussels
  - International Investment Fund Association (IIFA), Montreal

- o Cooperation in Organs and Commissions of EFAMA

  - Board of Directors
  - EFAMA Budget Committee
  - EFAMA Investment Management Forum
  - Meetings of EFAMA
  - Statistics Committee
  - Tax Committee

- o Cooperation in Working Groups of EFAMA

  - Capital Adequacy
  - ETF
  - European Asset Management Statistics
  - European Fund Categorisation Forum
  - Fund Processing Standardization Group
  - Hedge Funds
  - IAS Experts Group
  - IORP review
  - MiFID implementation
  - Real Estate Funds
  - Risk Indicators
  - Unbundling & Soft Commissions
  - Valuation
  - VAT
  - Fund Processing Passport (FPP)
  - Money Market Funds
  - Private Placement

- o Cooperation in Boards of IIFA

  - IOSCO Working Group

Board of Directors:



Mag. Heinz Bednar  
(Erste Sparinvest KAG)  
President



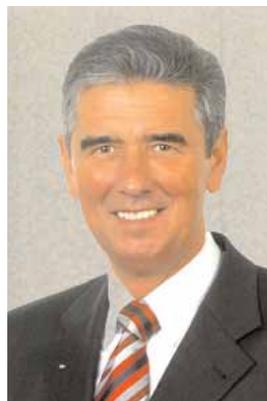
Dr. Mathias Bauer  
(Raiffeisen KAG)  
First Deputy



Vera Pingl-Cervenka  
(DWS Invest)  
Second Deputy



Mag. Thomas Meitz  
(Schoellerbank  
Invest AG)



Helmut Sobotka  
(Pioneer Investments)



Manfred Stagl  
(Volksbank Invest)



Mag. Friedrich Strasser  
(Gutmann KAAG)

## VÖIG-General Secretariat:

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Mag. Dietmar Rupar  
Secretary General (middle)

Mag. Barbara Flor  
Legal (left)

Dr. Armin Kammel LL.M. (London)  
(left),  
Legal & International Affairs

Mag. Thomas Zibuschka (right)  
Senior Adviser

Karin Schuöcker (second from left)  
Secretariat

Martina Hagen (second from right)  
Secretariat

Inge Mauric (right)  
Statistics



## Accountant:

Allianz Invest Kapitalanlagegesellschaft mbH  
Dr. Josef Ortmaier

Lang & Obermann Steuerberatungsgesellschaft m.b.H.  
Mag. Thomas Lang