

Fund Administrator
League Tables

Global
Funds and AuA

Reporting Period
Jul 2022 – Jul 2023



CONVERGENCE

OPTIMAL PERFORMANCE

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About this League Table Report (2022 Upgrade)

- Our League Tables leverage the most comprehensive database of active funds and advisers in the market. Convergence is the only firm to have a complete set of advisers and funds including:
 - SEC registered private and public funds and advisers
 - State registered private and public funds and advisers
 - Unregistered private funds and advisers
 - EU UCITS and private funds
 - Non-pooled investment entities
- Additional Fund Administrator League Tables for Funds and AuA are available to Convergence Clients in the following cuts:
 - Private Funds, and within private funds, in the following sub-cuts
 - Hedge, Private Equity, Real Estate, Venture Capital, Securitized Assets, Hybrid and Liquidity Funds
 - Public Funds and within public funds, in the following sub-cuts
 - By fund strategy (30+)
- Effective with the publication of our January 2022 League Tables, Convergence considers Administrator acquisitions as part of the growth metrics which now includes organic and inorganic growth.

Fund Administrator League Table – Global Funds

Convergence - Jul 2023 League Tables - Administrator Market Segment - Funds										
All Administrators	Jul -23 #FR	Jul -22 #FR	22-23 Change	22-23 Change %	Market Share-23	Market Share-22	22-23 Change %	Jul -23 Rank	Jul -22 Rank	22-23 Change
SS&C	12,380	11,990	390	3.3%	4.8%	5.1%	-5.3%	1	1	0
STATE STREET IFS	9,965	9,494	471	5.0%	3.9%	4.0%	-3.8%	2	2	0
APEX FUND SERVICES	9,091	7,365	1,726	23.4%	3.5%	3.1%	13.2%	3	3	0
CITCO FUNDS SERVICES	5,363	4,960	403	8.1%	2.1%	2.1%	-0.9%	4	5	1
NORTHERN TRUST	4,080	3,936	144	3.7%	1.6%	1.7%	-5.0%	5	7	2
BNP PARIBAS	3,985	3,988	-3	-0.1%	1.6%	1.7%	-8.4%	6	6	0
BANK OF NEW YORK	3,716	3,719	-3	-0.1%	1.5%	1.6%	-8.4%	7	8	1
SEI FUND ADMINISTRATION	3,536	3,207	329	10.3%	1.4%	1.4%	1.1%	8	9	1
CARTA (ESHARES)	3,216	2,206	1,010	45.8%	1.3%	0.9%	33.7%	9	15	6
ALTER DOMUS	3,211	2,912	299	10.3%	1.3%	1.2%	1.1%	10	10	0
GEN II FUND SERVICES	2,896	2,561	335	13.1%	1.1%	1.1%	3.7%	11	13	2
JPMORGAN	2,843	2,659	184	6.9%	1.1%	1.1%	-2.0%	12	11	-1
US BANCORP	2,751	2,594	157	6.1%	1.1%	1.1%	-2.8%	13	12	-1
STANDISH MANAGEMENT	2,546	2,167	379	17.5%	1.0%	0.9%	7.7%	14	17	3
ADURO ADVISORS	2,411	2,176	235	10.8%	0.9%	0.9%	1.6%	15	16	1
CREDIT AGRICOLE FUNDS SERVICES	2,315	2,308	7	0.3%	0.9%	1.0%	-8.0%	16	14	-2
NAV CONSULTING	2,115	1,633	482	29.5%	0.8%	0.7%	18.7%	17	20	3
SOCIETE GENERALE	1,985	1,909	76	4.0%	0.8%	0.8%	-4.7%	18	18	0
UNIVERSAL-INVEST GRUPPE	1,785	1,298	487	37.5%	0.7%	0.6%	26.1%	19	25	6
MORGAN STANLEY	1,780	1,739	41	2.4%	0.7%	0.7%	-6.2%	20	19	-1
ULTIMUS LEVERPOINT FUNDS SERVICES	1,621	1,442	179	12.4%	0.6%	0.6%	3.1%	21	24	3
BROWN BROTHERS HARRIMAN	1,606	1,580	26	1.6%	0.6%	0.7%	-6.8%	22	21	-1
MITSUBISHI FUND SERVICES	1,492	1,501	-9	-0.6%	0.6%	0.6%	-8.9%	23	23	0
ROYAL BANK OF CANADA	1,443	1,546	-103	-6.7%	0.6%	0.7%	-14.4%	24	22	-2
HC GLOBAL FUND SERVICES	1,389	640	749	117.0%	0.5%	0.3%	99.0%	25	39	14
TOP 25	89,521	81,530	7,991	9.8%	34.9%	34.7%	0.7%			
NON COMPETITIVE GROUP	1,422	1,588	-166	-10.5%	0.6%	0.7%	-17.9%			
ALL OTHER	59,800	62,865	-3,065	-4.9%	23.3%	26.8%	-12.8%			
SELF ADMINISTERED	55,741	51,488	4,253	8.3%	21.8%	21.9%	-0.7%			
UNATTRIBUTED	49,755	37,460	12,295	32.8%	19.4%	15.9%	21.8%			
TOTAL RELATIONSHIPS	256,239	234,931	21,308	9.1%	100.0%	100.0%	0.0%			
TOTAL UNIQUE FUNDS	254,333	231,619	22,714	9.8%	99.3%	98.6%	0.7%			

Fund Administrator Peer Analysis – Fund Growth and Market Share

Best and Worst Performing Peer Groups

- Admins ranked 11-25 registered the highest growth in funds
 - Funds increased 11.62%, or 1.28x the market
 - Market share increased from 11.81% to 12.09%
 - An increase of 2.34%
- Admins ranked >25 registered the smallest growth in funds
 - Funds decreased 4.88%, or -0.54x the market
 - Market share decreased from 26.76% to 23.34%
 - A decrease of 12.79%

Peer Group Performance by Fund Relationships						
Administrator	Y-Y Growth	Growth vs-MKT	SOM 2023	SOM 2022	SOM Change	SOM Change %
Market Growth Funds	9.81%		100%	100%		
Market Growth Relationships	9.07%		100%	100%		
Admins Ranked 1-5	8.30%	0.92	15.95%	16.07%	-0.11%	-0.70%
Admins Ranked 6-10	10.18%	1.12	6.89%	6.82%	0.07%	1.02%
Admins Ranked 11-25	11.62%	1.28	12.09%	11.81%	0.28%	2.34%
All Other Admins	-4.88%	-0.54	23.34%	26.76%	-3.42%	-12.79%
Self Administered	8.26%	0.91	21.75%	21.92%	-0.16%	-0.74%

Fund Administrator - League Table – Global AUA

Convergence - Jul 2023 League Tables - Administrator Market Segment - Fund Assets										
All Administrators	Jul -23 FR-AUA	Jul -22 FR-AUA	22-23 Change	22-23 Change %	Market Share-23	Market Share-22	22-23 Change %	Jul -23 Rank	Jul -22 Rank	22-23 Change
STATE STREET IFS	\$5,781.7	\$5,466.4	\$315.2	5.8%	7.2%	7.3%	-1.1%	1	1	0
SS&C	\$4,969.2	\$4,587.2	\$382.0	8.3%	6.2%	6.1%	1.3%	2	2	0
JPMORGAN	\$3,052.2	\$2,725.8	\$326.3	12.0%	3.8%	3.6%	4.7%	3	3	0
NORTHERN TRUST	\$2,794.8	\$2,702.1	\$92.7	3.4%	3.5%	3.6%	-3.3%	4	4	0
BANK OF NEW YORK	\$2,574.5	\$2,430.8	\$143.7	5.9%	3.2%	3.2%	-1.0%	5	5	0
CITCO FUNDS SERVICES	\$2,202.3	\$2,313.2	-\$111.0	-4.8%	2.7%	3.1%	-11.0%	6	6	0
APEX FUND SERVICES	\$1,551.5	\$1,337.4	\$214.0	16.0%	1.9%	1.8%	8.4%	7	7	0
BNP PARIBAS	\$1,467.9	\$1,327.4	\$140.5	10.6%	1.8%	1.8%	3.4%	8	8	0
SEI FUND ADMINISTRATION	\$1,252.0	\$1,167.9	\$84.1	7.2%	1.6%	1.6%	0.2%	9	9	0
US BANCORP	\$1,195.9	\$1,123.6	\$72.3	6.4%	1.5%	1.5%	-0.5%	10	11	1
BROWN BROTHERS HARRIMAN	\$993.9	\$952.9	\$40.9	4.3%	1.2%	1.3%	-2.5%	11	12	1
MORGAN STANLEY	\$979.6	\$1,150.3	-\$170.7	-14.8%	1.2%	1.5%	-20.4%	12	10	-2
HONG KONG SHANGHAI BANKING CORP	\$773.9	\$758.7	\$15.2	2.0%	1.0%	1.0%	-4.7%	13	13	0
ALTER DOMUS	\$694.1	\$646.9	\$47.2	7.3%	0.9%	0.9%	0.3%	14	14	0
UNIVERSAL-INVEST GRUPPE	\$668.0	\$593.7	\$74.3	12.5%	0.8%	0.8%	5.2%	15	16	1
MITSUBISHI FUND SERVICES	\$652.9	\$605.7	\$47.2	7.8%	0.8%	0.8%	0.7%	16	15	-1
GEN II FUND SERVICES	\$605.6	\$517.6	\$88.0	17.0%	0.8%	0.7%	9.4%	17	19	2
SOCIETE GENERALE	\$577.5	\$556.6	\$20.9	3.8%	0.7%	0.7%	-3.0%	18	17	-1
CREDIT AGRICOLE FUNDS SERVICES	\$552.5	\$521.2	\$31.3	6.0%	0.7%	0.7%	-0.9%	19	18	-1
STANDISH MANAGEMENT	\$463.6	\$446.6	\$17.0	3.8%	0.6%	0.6%	-3.0%	20	21	1
HEDGESERV	\$459.8	\$463.4	-\$3.6	-0.8%	0.6%	0.6%	-7.3%	21	20	-1
ROYAL BANK OF CANADA	\$424.4	\$441.7	-\$17.3	-3.9%	0.5%	0.6%	-10.2%	22	22	0
MASSACHUSETT FIN	\$386.6	\$0.0	\$386.6	0.0%	0.5%	0.0%	0.0%	23	0	-23
ULTIMUS LEVERPOINT FUNDS SERVICES	\$303.3	\$254.9	\$48.5	19.0%	0.4%	0.3%	11.2%	24	25	1
AVIVA GROUP	\$299.4	\$296.3	\$3.1	1.0%	0.4%	0.4%	-5.6%	25	23	-2
TOP 25	\$35,677.0	\$33,388.6	\$2,288.3	6.9%	44.4%	44.5%	-0.1%			
NON COMPETITIVE GROUP	\$9,573.3	\$9,003.0	\$570.3	6.3%	11.9%	12.0%	-0.6%			
ALL OTHER	\$9,997.6	\$9,158.1	\$839.5	9.2%	12.4%	12.2%	2.0%			
SELF ADMINISTERED	\$22,756.0	\$21,865.0	\$891.0	4.1%	28.3%	29.1%	-2.7%			
UNATTRIBUTED	\$2,329.3	\$1,670.8	\$658.5	39.4%	2.9%	2.2%	30.3%			
TOTAL RELATIONSHIPS	\$80,333.1	\$75,085.6	\$5,247.6	7.0%	100.0%	100.0%	0.0%			
TOTAL UNIQUE FUNDS	\$79,808.8	\$74,561.4	\$5,247.5	7.0%	99.3%	99.3%	0.0%			

Fund Administrator Peer Analysis – AUA Growth and Market Share

Best and Worst Performing Peer Groups

- Admins ranked >25 registered the highest AuA growth
 - AuA increased 9.17%, or 1.31x the market
 - Market share increased from 12.20% to 12.45%
 - An increase of 2.04%
- Admins ranked 6-10 registered the lowest AuA growth
 - AuA increased 5.50%, or 0.79x the market
 - Market share decreased from 9.68% to 9.55%
 - A decrease of 1.39%

Peer Group Performance by Fund Assets						
Administrator Peer Group Analysis	Y-Y Growth	Growth vs-MKT	SOM 2023	SOM 2022	SOM Change	SOM Change %
Market Growth Assets	7.04%		100%	100%		
Market Growth Relationships	6.99%		100%	100%		
Admins Ranked 1-5	7.03%	1.01	23.87%	23.86%	0.01%	0.04%
Admins Ranked 6-10	5.50%	0.79	9.55%	9.68%	-0.13%	-1.39%
Admins Ranked 11-25	7.66%	1.10	11.00%	10.93%	0.07%	0.63%
All Other Admins	9.17%	1.31	12.45%	12.20%	0.25%	2.04%
Self Administered	4.08%	0.58	28.33%	29.12%	-0.79%	-2.72%

About Convergence

- Founded in 2013, Convergence provides independent insights into important trends and challenges facing our clients in the fast-growing and dynamic asset management industry by using alternative data and data science analytics.
- Our insights help clients grow revenue, improve efficiency and identify and manage risks.
- Our clients include Asset Managers, Institutional Investors and Service Providers.
- Our founders, are former C-Suite executives in hedge funds, private equity funds, broker-dealers and securities exchanges.
- We are headquartered in South Norwalk, CT and operate in New Jersey and Hyderabad, India.
- For additional information please contact John Phinney @ 203-956-4824 or George Gainer @ 203-956-4824 or to learn more about how Convergence can help you.

Additional Analytics Available for the Fund Administrator Segment

Convergence offers several additional datasets and analytical tools that can be used to support business development and risk management efforts...

- **Competitive Analysis (Business Development)**
 - Compare your growth and market share to a defined peer group in multiple fund type segments
 - Growth is broken down in up to 9 growth factors, each which reveals a story
- **Client New Fund Flow Analytics (Business Development)**
 - Identify new flows into client funds
 - Allows you to determine if you are getting your fair share of the change
- **Clients at Risk (Client Management)**
 - Convergence predictive analytics can identify clients likely to move their business to a competitor in full, or partially through diversification
- **Client Operational Risk Profiles (Risk Management)**
 - Convergence proprietary risk factors can identify high-risk business conditions in your prospective or existing clients that can create financial and reputational risk to your firm
- **ESG Business Profiles**
 - Convergence measures the ESG sensitivity of investment advisers. This differs from ESG investing measurement and complements your work on ESG investing.

Terms Used in Our Fund Administrator League Tables

- **Global Funds and Assets**
 - Measures public and private funds and assets domiciled in US and non-US locations that Convergence can attribute to one or more Fund Administrators.
- **US Funds and Assets**
 - Measures public and private funds and assets domiciled in the US that Convergence can attribute to one or more Fund Administrators.
- **Non-US Funds and Assets**
 - Measures public and private funds and assets domiciled outside the United States that Convergence can attribute to one or more Fund Administrators.
- **Self-Administered Funds – Global – US – Non-US**
 - Measures public and private funds and assets domiciled in US and non-US locations that are being serviced by the investment adviser or a controlled affiliate.
- **Unattributed Funds and Assets – Global – US – Non-US**
 - Measures public and private funds and assets domiciled in US and non-US locations that Convergence cannot attribute to one or more Fund Administrators.
- **Total Fund Relationships**
 - Measures public and private funds and assets domiciled in US and non-US locations that Convergence attributes to one or more Fund Administrators. While not common, a fund can have more than one Administrator.
- **Total Unique Funds**
 - Measures public and private funds and assets domiciled in US and non-US locations.
- **All Other Administrators**
 - Is a measure of funds and assets attributed to Fund Administrators ranked outside the Top 25.
- **Non-Competitive Group**
 - Is a measure of funds and assets attributed to entities that primarily service public funds of related asset managers.

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The Convergence Leadership Team



John Phinney, Chairman and CEO

Career History

- ❖ Apollo Global Management-Fund Group: CFO/COO, Rohatyn Group: CFO/COO, JPMorgan [Various Divisions]: CFO, Fidelity Alternative Investments: Director of Operations

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Eileen Cleary, President, Convergence Talent Management

Career History

- ❖ Executive Management Consultant, Atlas Data: Chief Executive Officer and Co-founder, J. & W. Seligman & Co. Incorporated: V.P. Human Resources, UJB-Financial: V.P. Employee Benefits

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Vidya Minukuri, Global Head of Data Science & Research

Career History

- ❖ Tata Consultancy Services: Assistant Business Consultant & Project Manager, British Telecom [through TCS]: Lead Business Analyst & Solution Architect, Ericsson [through TCS] : IT Systems Engineer and IT development team leader

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George Evans, Co-President and Chief Revenue Officer

Career History

- ❖ Gladstone Associates: Managing Director, GlobeOp Financial, Outsource Partners International, BISYS Financial Services: Global Head of Business Development, JPMorgan Investor Services: Senior Vice President, The Prudential: Assistant Treasurer

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George Gainer, CPA Global Head – Client Management

Career History

- ❖ Gravitas: Finance & Business Performance Analyst, Apollo [through Gravitas]: Business Analysis & Reporting, Iron Mountain: Acquisition Accounting Manager, KPMG: Transaction Services Manager, Deloitte: Audit Senior Staff

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David Etzbach, Managing Director, Custodians and Allocators

Career History

- ❖ Nod Hill Investment Partners, Founder, Steinberg Asset Management, Managing Director, Fidelity Investments / Pyramis Global Advisors, Senior Vice President, Credit Suisse Asset Management, Director, Citigroup Asset Management / Legg Mason, Director / Vice President, JP Morgan - Global Investor Services, Vice President, Bankers Trust

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