

# Media Release

## Analysis of Wraps, Platforms and Master Trusts as at March 2022

27 June 2022

### Reported Funds Under Management increased by \$83.7bn over the year to March 2022

Masterfunds ended the year to March 2022 up 9.2% to \$995.3bn but during the latest quarter they were down \$29.0bn, or 2.8% as global investment markets fell and to date continue to decline as central banks reverse course and start normalising their monetary policies ending the era of ultra-low interest rates as they try to control inflation. Year on year Inflows jumped 16.9% to \$174.4bn but Outflows of \$146.6bn were virtually unchanged down just a marginal 0.4% resulting in an overall Net Fund Inflow of \$27.8bn which is well up on the previous two years when they averaged less than \$2.0bn.

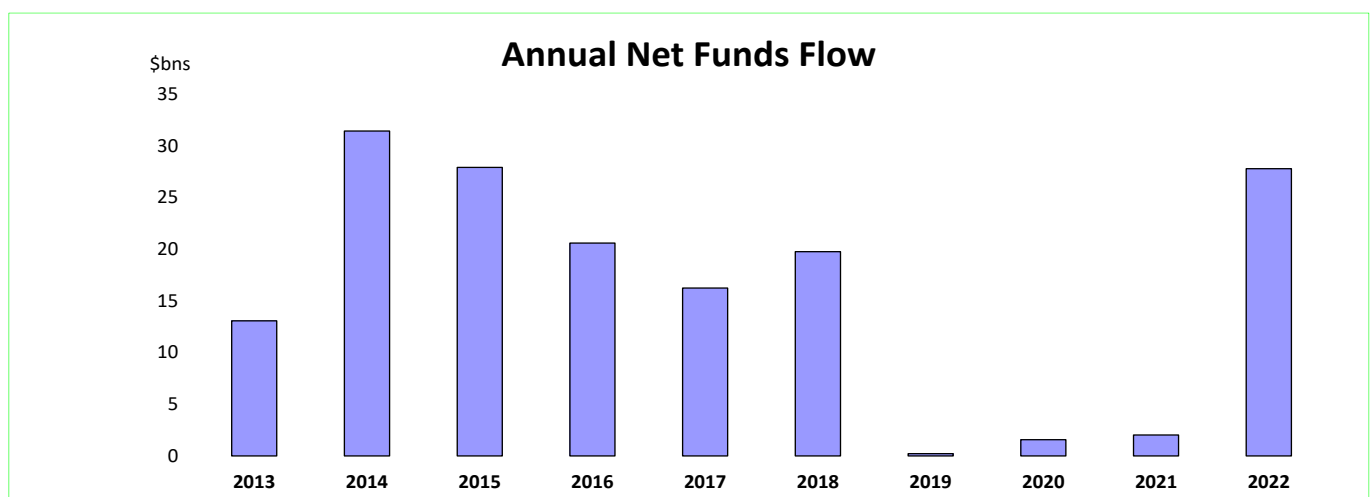
Year on year all the leading companies reported increases in their funds under management. Insignia (\$207.2bn up 168.2%), saw business jump thanks to its MLC takeover, while BT (\$175.1bn up 5.8%), Commonwealth / Colonial (\$143.8bn up 4.9%), AMP (\$143.8bn up 2.3%) and Macquarie (\$117.3bn up 17.3%) also all finished higher. Meanwhile medium sized players netwealth (\$57.6bn up 37.6%), HUB24 (\$51.0bn up 43.3%), Mercer (\$29.1bn up 10.5%) and Praemium (\$20.7bn up 22.7%) all reported double digit percentage growth in their Masterfund business.

#### Funds Under Management – Total Masterfunds Administrator View

\$millions	Mar 22		Mar 21		Mar 20		Annual Growth
Insignia Financial	207,205	20.8%	77,270	8.5%	68,806	9.0%	168.2%
BT Financial Group	175,122	17.6%	165,469	18.2%	137,656	17.9%	5.8%
Commonwealth / Colonial Group	143,832	14.5%	137,153	15.0%	117,952	15.4%	4.9%
AMP Group	143,784	14.4%	140,503	15.4%	128,088	16.7%	2.3%
Macquarie Group	117,339	11.8%	100,060	11.0%	78,047	10.2%	17.3%
netwealth	57,585	5.8%	41,840	4.6%	27,875	3.6%	37.6%
HUB24	51,028	5.1%	35,613	3.9%	15,110	2.0%	43.3%
Mercer	29,076	2.9%	26,302	2.9%	22,311	2.9%	10.5%
Praemium	20,703	2.1%	16,873	1.9%	5,213	0.7%	22.7%
Others	49,584	5.0%	170,447	18.7%	166,018	21.7%	-70.9%
<b>Totals</b>	<b>995,256</b>	<b>100.0%</b>	<b>911,529</b>	<b>100.0%</b>	<b>767,075</b>	<b>100.0%</b>	<b>9.2%</b>

#### Analysis By Market

Wrap	539,694	54.2%	468,202	51.4%	372,113	48.5%	15.3%
Platform	377,598	37.9%	354,165	38.9%	314,920	41.1%	6.6%
Master Trust	77,965	7.8%	89,162	9.8%	80,042	10.4%	-12.6%
<b>Totals</b>	<b>995,256</b>	<b>100.0%</b>	<b>911,529</b>	<b>100.0%</b>	<b>767,075</b>	<b>100.0%</b>	<b>9.2%</b>



## Media Release

Analysis of Wraps, Platforms and Master Trusts as at March 2022

27 June 2022

### About the Media Release

This report is provided by Plan For Life, Actuaries and Researchers. Plan For Life is an ISS Market Intelligence brand (ISS MI), part of Institutional Shareholder Services (ISS). [Read more about ISS.](#)

Plan For Life are specialists in collecting data and reporting accurate statistical information and analyses covering financial services, funds management and life insurance markets. This Media Release is designed to give managing directors, marketing managers and other senior managers a timely and comprehensive overview of the performance of individual companies and the overall market. Plan For Life is an ISS Market Intelligence brand (ISS MI), part of Institutional Shareholder Services (ISS). <https://www.pflresearch.com/>

### Contact for more information:

Daniel Morris, Senior Manager, [Daniel.Morris@issgovernance.com](mailto:Daniel.Morris@issgovernance.com) Ph: +61 3 9886 4400

### Disclaimer and Conditions of Use

This report and material have been prepared by Plan For Life, an ISS Market Intelligence brand (Asset International Australia Pty Ltd, ACN 147 440 140, ABN 42 147 440 140) ("Vendor"). Vendor has taken all reasonable care in preparing this Report and takes no responsibility for inadvertent errors and omissions, or those due to information received from other parties. If any errors or omissions are found, these should be brought to our attention so that appropriate corrective action can be taken. Vendor takes no responsibility for the subsequent use of the material provided.

Vendor, its employees and associated persons make no recommendations, representations, warranties nor provide opinions, implied or otherwise about the suitability in general terms of a particular asset type or insurance and its suitability for any particular individual or organization. This report is provided as an information service and is not suitable to be acted upon as life insurance advice without additional input from an Authorised Representative of an Australian Financial Services Licence Holder. In particular, Vendor advises that in preparing this report it did not take into account the individual goals and objectives, anticipated resources, current situation, attitudes or other circumstances of any particular person. In this regard any such user must consult with an appropriate Authorised Representative of an Australian Financial Services Licence Holder. The information provided on financial products does not constitute financial product advice and users of this information should obtain independent advice before making any financial decision.

Vendor is an Australian Financial Services Licence Holder; none of its employees and associated persons are currently Authorised Representatives of a Licence Holder. Vendor is a research company. Actuarial services are provided by and under the independent control of Somari Systems Pty Ltd ABN 97 006 233 923 (Simon Solomon & Associates). No part of this publication may be reproduced or distributed in any form without express prior written consent from Vendor.

Data is collected from companies in the managed funds market covering funds under management, gross inflows and outflows, unit prices and investment return rates. Gross Inflows represents an indication of new business sales. This data is thoroughly checked and queries are raised with the providers if any of the data is significantly different from trends or compared to other companies. Where FUM or Flow data is unavailable directly, figures may be used from publicly available sources such as Annual Reports or estimated based on market behaviour from similar investments in compatible markets. This estimation procedure, coupled with our rigorous direct data collection, enables us to prepare high quality, reasonable and comprehensive data for every Manager.