

Media Release

Analysis of Retail Managed Funds March 2023 - Administrator View

4 July 2023

\$30.7bn Growth in Retail Managed Funds during March 2023 Quarter

Retail Managed Funds finished the past year slightly lower down by 1.6% to total \$1,072.8bn despite them rising 2.9% in the March quarter. Companies posting double digit percentage increases in their funds under management were HUB24 (16.5%), Challenger (14.5%) and netwealth (14.1%) however all four leaders declined with Insignia (-4.2%), BT (-7.5%), AMP (-6.8%) and Commonwealth / Colonial (-4.6%).

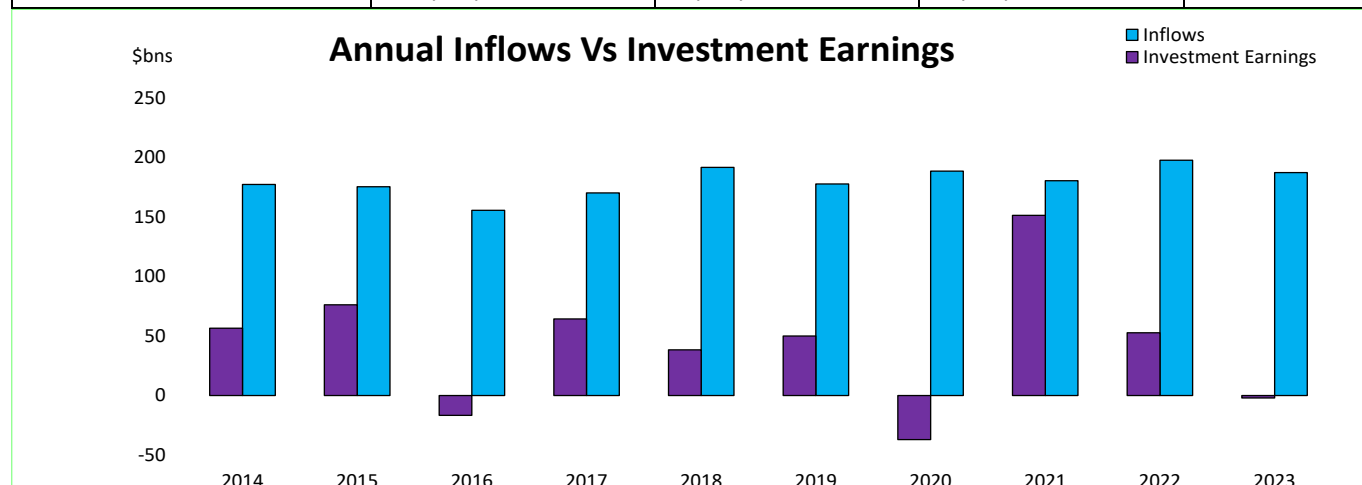
March quarter Gross Inflows of \$40.9bn fell 15.9% while year on year overall they were also 5.3% lower totalling \$187.2bn. Virtually all companies recorded lower annual Inflows including in particular both market leaders Insignia (-7.9%), BT (-21.9%) along with netwealth (-8.9%) and Praemium (-32.1%). An exception was Challenger (15.0%) that posted a significant increase.

Funds Under Management

\$millions	Mar-23		Dec-22		Mar-22		Growth Rates	
							Qtrly	Annual
Insignia Financial	199,919	18.6%	195,719	18.8%	208,684	19.1%	2.1%	-4.2%
BT Financial	166,224	15.5%	164,898	15.8%	179,627	16.5%	0.8%	-7.5%
Commonwealth / Colonial	140,566	13.1%	137,284	13.2%	147,417	13.5%	2.4%	-4.6%
AMP	133,987	12.5%	132,077	12.7%	143,784	13.2%	1.4%	-6.8%
Macquarie	121,850	11.4%	115,712	11.1%	117,339	10.8%	5.3%	3.8%
netwealth	67,634	6.3%	64,083	6.1%	59,299	5.4%	5.5%	14.1%
HUB24	59,438	5.5%	55,829	5.4%	51,028	4.7%	6.5%	16.5%
Mercer	30,865	2.9%	29,438	2.8%	29,076	2.7%	4.8%	6.2%
Praemium	21,722	2.0%	20,918	2.0%	20,703	1.9%	3.8%	4.9%
Challenger Limited	14,633	1.4%	14,477	1.4%	12,781	1.2%	1.1%	14.5%
Others	115,928	10.8%	111,678	10.7%	120,845	11.1%	3.8%	-4.1%
Totals	1,072,766	100.0%	1,042,112	100.0%	1,090,581	100.0%	2.9%	-1.6%

Analysis By Market

Superannuation & Rollovers	465,069	43.4%	453,827	43.5%	483,800	44.4%	2.5%	-3.9%
Retirement Income	216,936	20.2%	211,572	20.3%	220,581	20.2%	2.5%	-1.7%
Cash Trusts	1,758	0.2%	1,539	0.1%	1,597	0.1%	14.2%	10.1%
Unit Trusts & Investment Funds	379,180	35.3%	365,518	35.1%	374,739	34.4%	3.7%	1.2%
Investment Bonds	9,823	0.9%	9,656	0.9%	9,864	0.9%	1.7%	-0.4%
Totals	1,072,766	100.0%	1,042,112	100.0%	1,090,581	100.0%	2.9%	-1.6%



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About the Media Release

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