

Media Release

Analysis of Retail Managed Funds March 2023 - Marketer View

4 July 2023

\$30.7bn Increase 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 (12.6%) however all four leaders declined with Insignia (-4.4%), BT (-6.6%), AMP (-7.2%) and Commonwealth / Colonial (-4.3%).

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 (-8.5%), BT (-18.8%) along with netwealth (-9.1%) and Praemium (-32.1%). An exception was Challenger (15.0%) that posted a significant increase.

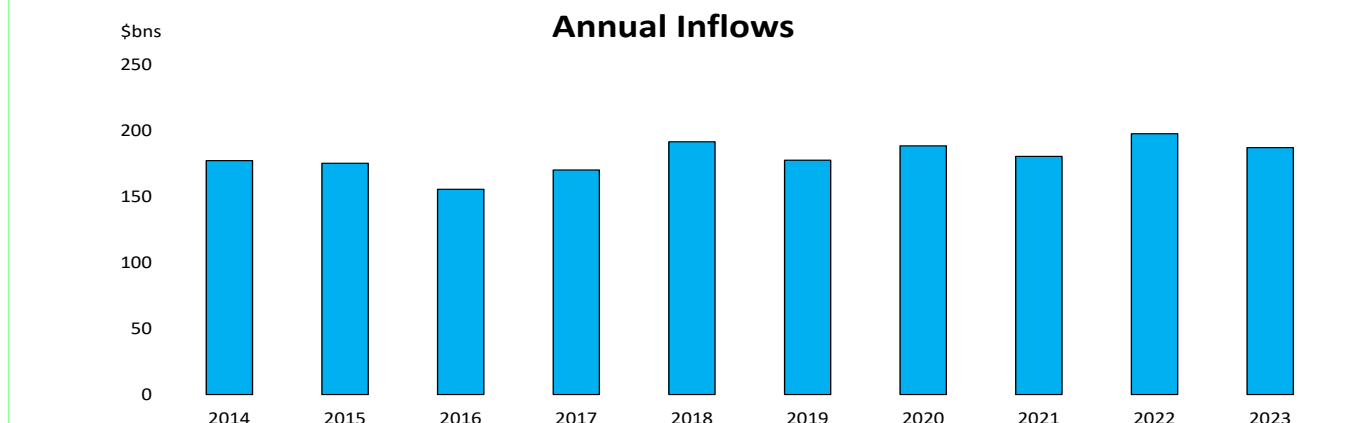
Funds Under Management

\$millions	Mar-23		Dec-22		Mar-22		Growth Rates	
							Qtrly	Annual
Insignia Financial	204,741	19.1%	200,496	19.2%	214,256	19.6%	2.1%	-4.4%
BT Financial	150,013	14.0%	148,562	14.3%	160,686	14.7%	1.0%	-6.6%
AMP	136,014	12.7%	134,196	12.9%	146,618	13.4%	1.4%	-7.2%
Commonwealth / Colonial	126,484	11.8%	123,292	11.8%	132,140	12.1%	2.6%	-4.3%
Macquarie	71,131	6.6%	67,939	6.5%	65,925	6.0%	4.7%	7.9%
netwealth	66,784	6.2%	63,247	6.1%	59,299	5.4%	5.6%	12.6%
HUB24	59,438	5.5%	55,829	5.4%	51,028	4.7%	6.5%	16.5%
Mercer	32,864	3.1%	31,423	3.0%	31,270	2.9%	4.6%	5.1%
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%
Badges	70,780	6.6%	67,858	6.5%	73,425	6.7%	4.3%	-3.6%
Others	118,161	11.0%	113,873	10.9%	122,450	11.2%	3.8%	-3.5%
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%

Annual Inflows



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About the Media Release

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