

Analysis Of Retail Managed Funds as at June 2020 – Marketer View

Release Date: 14 September 2020

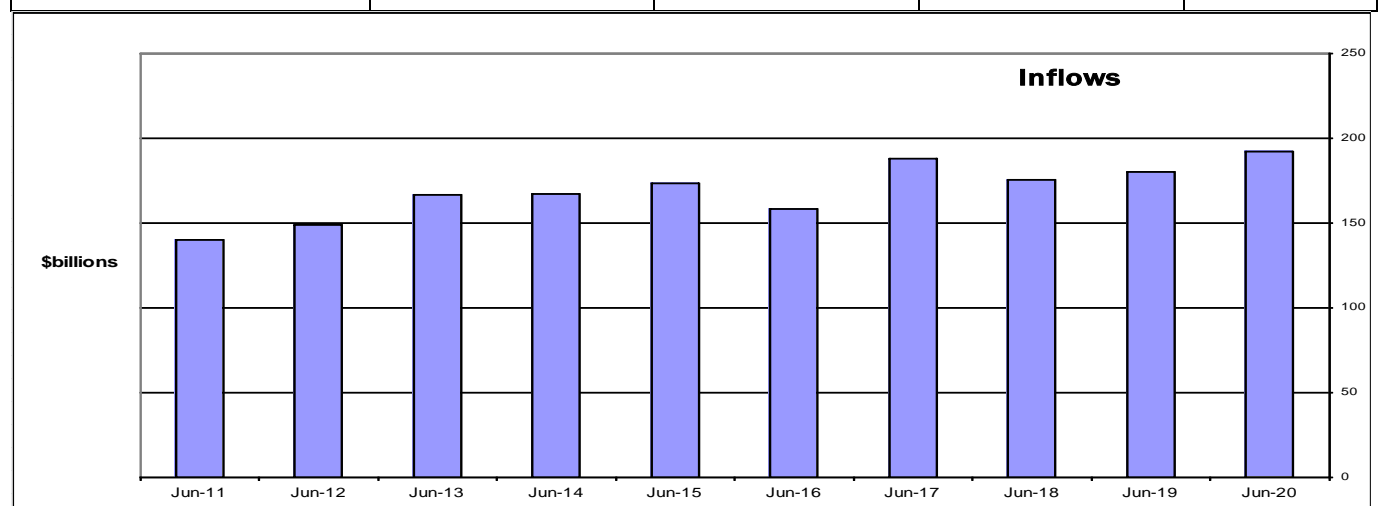
\$50.2bn Growth in Retail Managed Funds during June 2020 Quarter

Retail Managed Funds ended the 2019/20 financial year down 4.6% to total \$906.1bn after recording a strong June quarter when they increased 5.9% to reclaim close to half the fall suffered in the March quarter when global stock markets dived due to the flow-on effects of all the quarantine and other measures taken to try to control the COVID-19 virus. They have since improved further with in particular the US markets back in record territory but remain volatile; Australian markets are less bullish and it would be fair to say looking forward generally there is pervading air of uncertainty. Leading Retail managers that reported very significant increases in Retail Funds were IOOF (104.9%), netwealth (33.9%) and HUB24 (33.7%) while all of the Top 3 players AMP (-15.2%), Commonwealth / Colonial (-10.6%) and National Australia / MLC (-7.7%) were lower. Note the IOOF increase was as a result of its takeover of ANZ Retail Funds, while part of the AMP decrease was due to the sale of their mature business to Resolution Life.

Gross Inflows for the year to June 2020 were \$192.2bn, which was 6.9% higher than the previous twelve months total of \$179.7bn.

Funds Under Management								
\$millions	Jun-20		Mar-20		Jun-19		Growth Rates	
							Qtrly	Annual
AMP	137,618	15.2%	139,051	16.2%	162,349	17.1%	-1.0%	-15.2%
Commonwealth / Colonial	116,410	12.8%	111,522	13.0%	130,178	13.7%	4.4%	-10.6%
National Australia / MLC	110,783	12.2%	105,395	12.3%	120,023	12.6%	5.1%	-7.7%
BT Financial	108,614	12.0%	100,549	11.7%	109,784	11.6%	8.0%	-1.1%
IOOF	80,887	8.9%	76,991	9.0%	39,483	4.2%	5.1%	104.9%
Macquarie	45,250	5.0%	40,723	4.8%	41,686	4.4%	11.1%	8.6%
netwealth	32,685	3.6%	28,957	3.4%	24,408	2.6%	12.9%	33.9%
Mercer	26,469	2.9%	24,325	2.8%	27,147	2.9%	8.8%	-2.5%
HUB24	17,217	1.9%	15,110	1.8%	12,875	1.4%	13.9%	33.7%
Xplore Wealth	15,120	1.7%	14,510	1.7%	14,379	1.5%	4.2%	5.2%
Badges	89,588	9.9%	83,555	9.8%	102,299	10.8%	7.2%	-12.4%
Others	125,471	13.8%	115,272	13.5%	165,178	17.4%	8.8%	-24.0%
Totals	906,112	100.0%	855,960	100.0%	949,788	100.0%	5.9%	-4.6%

Analysis By Market								
Superannuation & Rollovers	411,151	45.4%	389,736	45.5%	440,867	46.4%	5.5%	-6.7%
Retirement Income	190,648	21.0%	182,052	21.3%	202,456	21.3%	4.7%	-5.8%
Cash Trusts	4,158	0.5%	6,912	0.8%	6,426	0.7%	-39.8%	-35.3%
Unit Trusts & Investment Funds	291,444	32.2%	268,904	31.4%	292,367	30.8%	8.4%	-0.3%
Investment Bonds	8,710	1.0%	8,357	1.0%	7,672	0.8%	4.2%	13.5%
Totals	906,112	100.0%	855,960	100.0%	949,788	100.0%	5.9%	-4.6%



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Marketer View

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Data Collection and Estimation Techniques

Data is collected from companies in the managed funds market covering funds under management, gross inflows, gross outflows, net inflows unit prices and investment return rates. Gross Inflows represents an indication of new business sales. Data is thoroughly checked and queries are raised with data providers if data is significantly different from trends or compared to other companies. Where inflow or outflow data is unavailable, we make estimates based on market behaviour from similar investments in compatible markets. When companies provide actual inflow and outflow data these replace estimates. This estimation procedure, coupled with our rigorous direct data collection, enables us to prepare high quality, reasonable and comprehensive data for every Manager.

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Further Information:

Daniel Morris

Senior Manager

Email: Daniel.Morris@issgovernance.com

Tel: +61 3 9886 4400

Address: 217 Blackburn Road, Mt Waverley VIC 3149

Website: <https://www.pflresearch.com/>