

# Media Release

## Analysis of Retail Managed Funds September 2021 - Marketer View

4 January 2022

### \$28.3bn Increase in Retail Managed Funds during September 2021 Quarter

Overall Retail Managed Funds at the end of September totalled \$1,081.0bn, up 19.1% over the past year with the majority of this jump due to strong performances on underlying investment markets. During the latest quarter they rose 2.7%. Almost all of the major players reported very significant percentage increases in their funds under management led by IOOF (168.9%), HUB24 (138.6%), BT (53.4%, partly due to reclassification), netwealth (52.1%), Macquarie (33.9%) and Praemium (32.8%); note that the triple digit jumps experienced by IOOF and HUB24 were due to their respective acquisitions of MLC and Xplore.

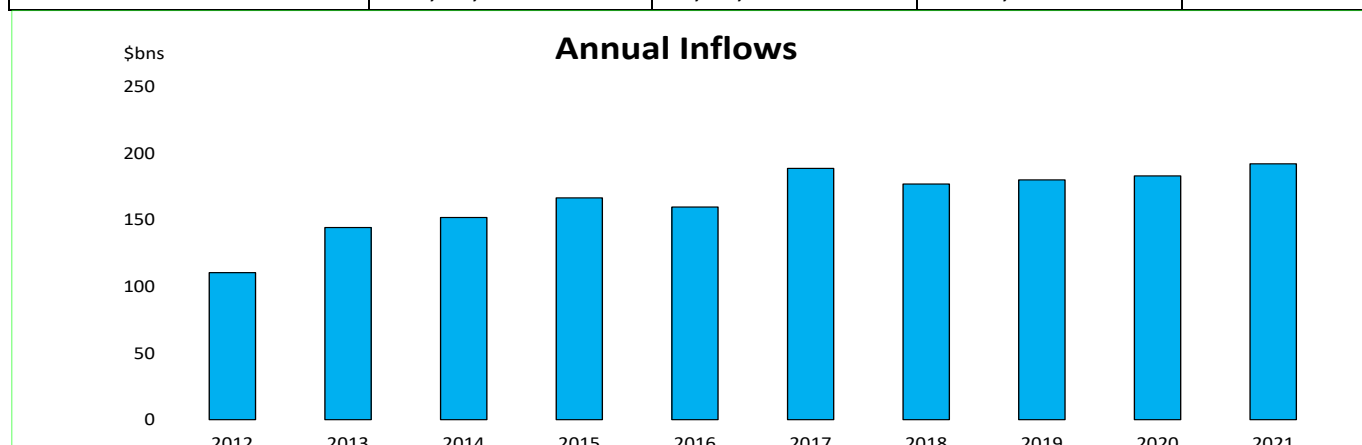
Year on year Inflows rose 5.0% to \$192.3bn with little change reported in the September quarter when they declined 1.0%. Praemium (150.9%), IOOF (119.7%), HUB24 (94.1%), La Trobe (61.1%), Macquarie (33.1%), Challenger (31.1%) and netwealth (25.3%) all saw significant Inflow growth but those of Commonwealth / Colonial (-30.1%) and AMP (-9.4%) were both lower.

#### Funds Under Management

\$millions	Sep-21		Jun-21		Sep-20		Growth Rates	
							Qtrly	Annual
IOOF	216,676	20.0%	215,115	20.4%	80,592	8.9%	0.7%	168.9%
BT Financial	162,744	15.1%	160,289	15.2%	106,119	11.7%	1.5%	53.4%
AMP	149,082	13.8%	149,521	14.2%	138,594	15.3%	-0.3%	7.6%
Commonwealth / Colonial	134,930	12.5%	133,615	12.7%	115,106	12.7%	1.0%	17.2%
Macquarie	62,716	5.8%	59,559	5.7%	46,821	5.2%	5.3%	33.9%
netwealth	53,604	5.0%	48,713	4.6%	35,234	3.9%	10.0%	52.1%
HUB24	45,364	4.2%	41,460	3.9%	19,015	2.1%	9.4%	138.6%
Mercer	31,589	2.9%	31,133	3.0%	26,679	2.9%	1.5%	18.4%
Praemium	19,927	1.8%	18,384	1.7%	15,005	1.7%	8.4%	32.8%
Challenger Limited	12,620	1.2%	12,285	1.2%	11,268	1.2%	2.7%	12.0%
Badges	72,881	6.7%	67,106	6.4%	90,059	9.9%	8.6%	-19.1%
Others	118,869	11.0%	115,498	11.0%	223,333	24.6%	2.9%	-46.8%
<b>Totals</b>	<b>1,081,002</b>	<b>100.0%</b>	<b>1,052,679</b>	<b>100.0%</b>	<b>907,826</b>	<b>100.0%</b>	<b>2.7%</b>	<b>19.1%</b>

#### Analysis By Market

Superannuation & Rollovers	483,652	44.7%	479,179	45.5%	414,786	45.7%	0.9%	16.6%
Retirement Income	219,113	20.3%	216,328	20.6%	194,476	21.4%	1.3%	12.7%
Cash Trusts	1,572	0.1%	1,505	0.1%	1,959	0.2%	4.5%	-19.8%
Unit Trusts & Investment Funds	367,038	34.0%	346,248	32.9%	287,787	31.7%	6.0%	27.5%
Investment Bonds	9,627	0.9%	9,419	0.9%	8,818	1.0%	2.2%	9.2%
<b>Totals</b>	<b>1,081,002</b>	<b>100.0%</b>	<b>1,052,679</b>	<b>100.0%</b>	<b>907,826</b>	<b>100.0%</b>	<b>2.7%</b>	<b>19.1%</b>



## Media Release

Analysis of Retail Managed Funds as at September 2021 - Marketer View

4 January 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 inflow or outflow data is unavailable, we make estimates 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.