

Analysis Of Retail Managed Funds as at September 2016 – Marketer View

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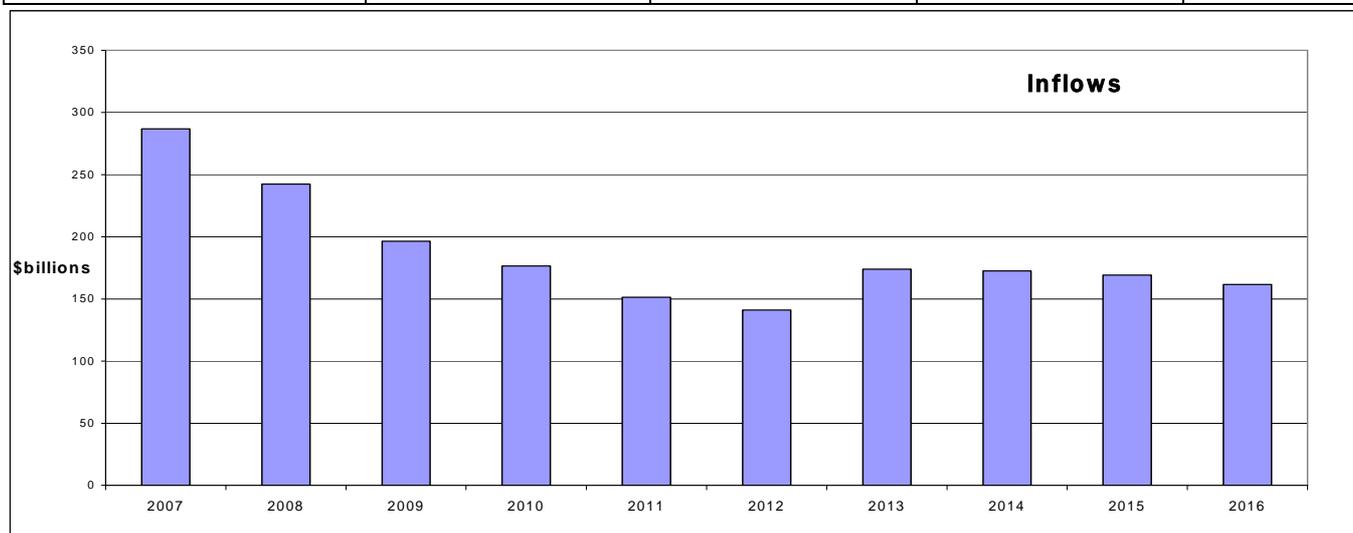
\$24.9bn Growth in Retail Managed Funds during September Quarter 2016

Overall Retail Managed Funds at the end of September totalled \$791.9bn, which was up 8.3% over the past year. The September quarter saw funds increase 3.2% building on the 2.1% rise recorded in the June quarter on the back of positive performances being experienced by the underlying investment markets. Among the leading companies Macquarie (37.9%), Mercer (7.0%), Commonwealth / Colonial (6.6%), Perpetual (5.5%), BT (5.4%) and AMP (4.5%) reported some of the highest annual growth rates with the rest not all that far behind as all major participants in the Retail market posted increases in business.

Year on year Inflows were lower, down 4.5% at \$161.6bn. While the main Superannuation market saw little change in Inflows, up only a marginal 0.7%, the two other major Retirement Income and Unit Trusts & Investment Funds sub-markets were both lower by 7.7% and 4.7%. The much smaller Cash Trusts and Investment Bonds markets were respectively down 20.2% and up 15.8%.

Funds Under Management								
\$millions	Sep-16		Jun-16		Sep-15		Growth Rates	
							Qtrly	Annual
AMP	144,812	18.3%	141,154	18.4%	138,517	18.9%	2.6%	4.5%
National Australia / MLC	107,853	13.6%	105,492	13.8%	103,887	14.2%	2.2%	3.8%
Commonwealth / Colonial	107,739	13.6%	105,138	13.7%	101,042	13.8%	2.5%	6.6%
BT Financial	81,247	10.3%	78,290	10.2%	77,113	10.5%	3.8%	5.4%
Macquarie	63,172	8.0%	59,542	7.8%	45,811	6.3%	6.1%	37.9%
ANZ Wealth	47,497	6.0%	46,633	6.1%	46,099	6.3%	1.9%	3.0%
IOOF	33,566	4.2%	32,836	4.3%	32,544	4.5%	2.2%	3.1%
Mercer	22,895	2.9%	21,737	2.8%	21,394	2.9%	5.3%	7.0%
StatePlus	17,243	2.2%	16,991	2.2%	16,419	2.2%	1.5%	5.0%
Perpetual	9,948	1.3%	9,663	1.3%	9,428	1.3%	3.0%	5.5%
Badges	72,022	9.1%	68,956	9.0%	64,896	8.9%	4.4%	11.0%
Others	83,880	10.6%	80,555	10.5%	74,059	10.1%	4.1%	13.3%
Totals	791,873	100.0%	766,987	100.0%	731,207	100.0%	3.2%	8.3%

Analysis By Market								
Superannuation & Rollovers	366,725	46.3%	358,282	46.7%	350,358	47.9%	2.4%	4.7%
Retirement Income	200,424	25.3%	194,804	25.4%	186,874	25.6%	2.9%	7.3%
Cash Trusts	5,814	0.7%	6,088	0.8%	6,841	0.9%	-4.5%	-15.0%
Unit Trusts & Investment Funds	211,661	26.7%	200,788	26.2%	180,114	24.6%	5.4%	17.5%
Investment Bonds	7,249	0.9%	7,025	0.9%	7,020	1.0%	3.2%	3.3%
Totals	791,873	100.0%	766,987	100.0%	731,207	100.0%	3.2%	8.3%



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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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