

## Analysis of Retail Managed Funds as at June 2019 – Marketer View

Release Date: 1 October 2019

### \$30.3bn Growth in Retail Managed Funds during June 2019 Quarter

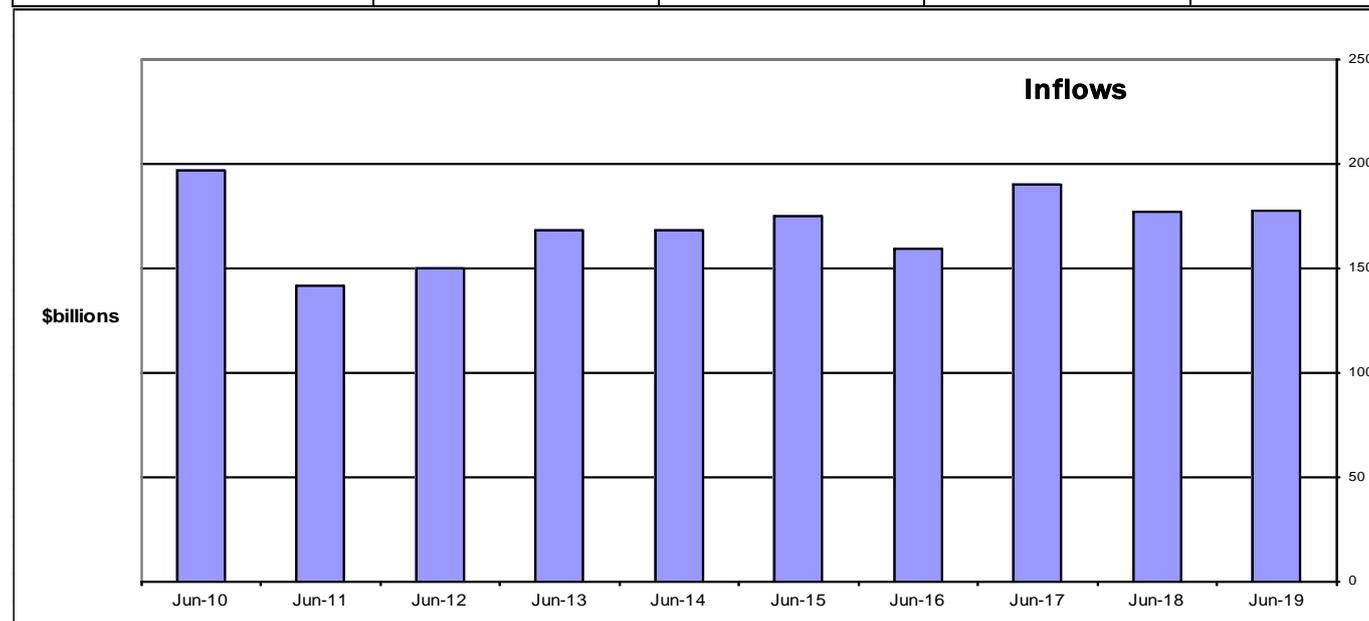
Retail Managed Funds ended the 2018/19 financial year up 4.2% to total \$973.1bn; in the June quarter they increased by 3.2%. Buoyant investment market returns over the past couple of quarters were responsible for this growth following the share market correction that happened in late 2018. Most of the major companies reported at least some increase in their Retail funds under management with the best in percentage terms being recorded by netwealth (29.1%), Macquarie (17.5%) and BT (12.9%).

Gross Inflows for the year to June 2018 were \$177.1bn, which was virtually the same as that reported for the previous twelve months.

Funds Under Management									
\$millions	Jun-19		Mar-19		Jun-18		Growth Rates		
							Qtrly	Annual	
AMP	166,629	17.1%	163,115	17.3%	163,098	17.5%	2.2%	2.2%	
Commonwealth / Colonial	130,096	13.4%	125,944	13.4%	124,305	13.3%	3.3%	4.7%	
National Australia / MLC	120,023	12.3%	116,743	12.4%	118,458	12.7%	2.8%	1.3%	
BT Financial	109,784	11.3%	104,809	11.1%	97,221	10.4%	4.7%	12.9%	
ANZ Wealth	48,101	4.9%	48,727	5.2%	50,055	5.4%	-1.3%	-3.9%	
Macquarie	47,518	4.9%	44,407	4.7%	40,440	4.3%	7.0%	17.5%	
IOOF	39,483	4.1%	37,809	4.0%	37,748	4.0%	4.4%	4.6%	
Mercer	27,147	2.8%	26,382	2.8%	26,244	2.8%	2.9%	3.4%	
netwealth	24,408	2.5%	22,062	2.3%	18,910	2.0%	10.6%	29.1%	
StatePlus	18,794	1.9%	18,557	2.0%	18,410	2.0%	1.3%	2.1%	
Badges	108,694	11.2%	108,220	11.5%	120,185	12.9%	0.4%	-9.6%	
Others	132,453	13.6%	126,082	13.4%	118,695	12.7%	5.1%	11.6%	
<b>Totals</b>	<b>973,130</b>	<b>100.0%</b>	<b>942,857</b>	<b>100.0%</b>	<b>933,769</b>	<b>100.0%</b>	<b>3.2%</b>	<b>4.2%</b>	

Analysis By Market									
Superannuation & Rollovers	449,890	46.2%	435,937	46.2%	432,059	46.3%	3.2%	4.1%	
Retirement Income	214,761	22.1%	209,368	22.2%	208,420	22.3%	2.6%	3.0%	
Cash Trusts	6,426	0.7%	5,861	0.6%	5,615	0.6%	9.6%	14.4%	
Unit Trusts & Investment Funds	294,465	30.3%	284,298	30.2%	280,014	30.0%	3.6%	5.2%	
Investment Bonds	7,588	0.8%	7,393	0.8%	7,661	0.8%	2.6%	-1.0%	
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#### About the Market Overview

The Media Release is provided by Plan For Life, Actuaries and Researchers, previously branded as “Strategic Insight”. Plan For Life are specialists in providing accurate statistical information and analyses covering the financial services, funds management and life insurance markets. This Market Overview 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. Asset International Australia Pty Ltd is the legal entity name for Plan For Life. Plan For Life is an ISS Market Intelligence (ISS MI) brand. ISS MI is a division of Institutional Shareholder Services (ISS).

#### Marketer View

This Marketer View Market Overview considers market share from the perspective of the company which badges, distributes and/or directly markets the product. The Marketer View separates any badged / white labelled products from the administrator and assigns those funds to the actual companies that distribute and market the product. Please note that for some products (e.g. BT Wrap) the actual detailed marketer splits have not been provided to Strategic Insight so instead aggregate estimates of the proportion of these products funds attributable to badges/marketers/originators have been made based on information provided by the respective administrators. We will continue where possible to endeavour to obtain detailed splits in this regard so that funds can be more precisely attributed to each marketer. Marketer View funds and flows will be lower than the corresponding administered figures for those organisations where badging is a large part of their activities (please refer to the Administrator View Market Overview for further details of administered funds and flows).

#### 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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