

## Analysis Of Wholesale Funds as at December 2019

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### Wholesale Funds Grow by \$11.1bn during the 2019 December Quarter

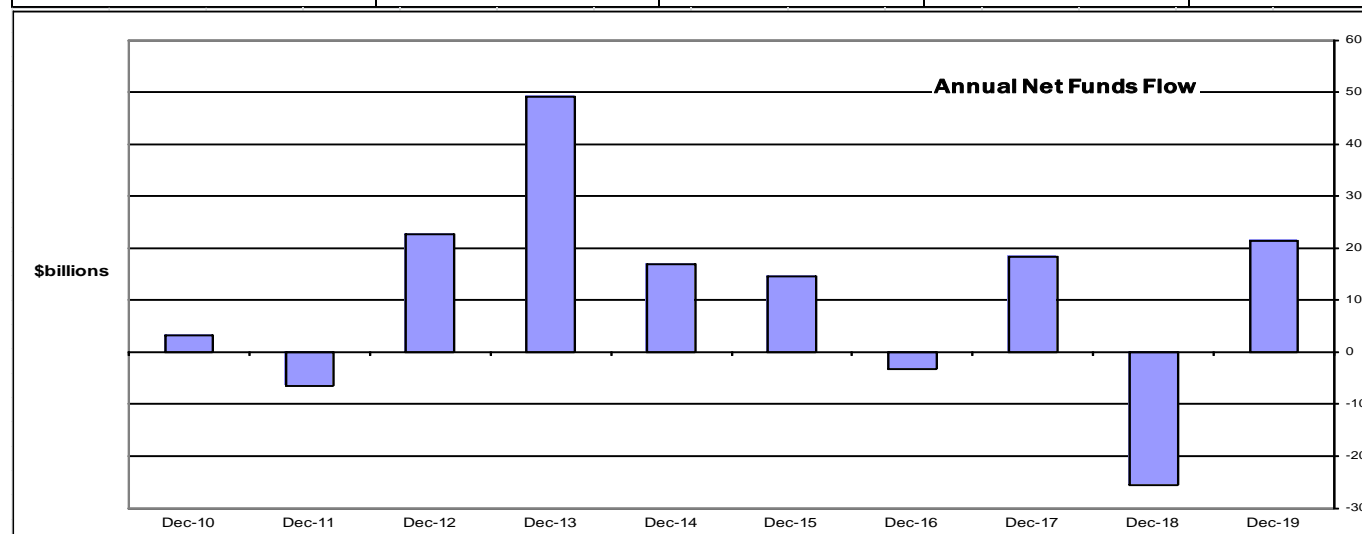
Wholesale Funds rose slightly by 0.9% during the December quarter to \$1,232.1bn while over the whole of 2019 they were up 14.4%. However subsequently stock markets worldwide have experienced significant corrections and volatility as a result of the corona virus pandemic and the shutdown/isolation quarantine protocols being taken to slow and hopefully reduce its spread. At present the markets are down by around a quarter since start of the year and are very unstable and likely to remain highly unpredictable and volatile for months until this pandemic is brought under control. All of the major Wholesale managers reported increases in their funds under management including market leaders State Street (24.3%), Vanguard (43.9%) and BlackRock (12.7%) meanwhile Pandal (17.2%), National Australia / MLC (8.5%) and UBS (8.2%) also posted strong to solid growth in their Wholesale business.

Reported Gross Wholesale Inflows during 2019 totalled \$288.7bn representing a 13.5% increase on the corresponding 2018 total despite dropping by more than a quarter, or 25.3% in the December quarter. Similar to the previous year Vanguard yet again reported a more than doubling of its annual Inflows while PIMCO, Macquarie, State Street, UBS and Perpetual also recorded strong double digit Inflow growth rates however those of BlackRock, Commonwealth / Colonial and Victorian Funds Management all fell year on year.

Funds Under Management								
\$millions	Dec-19		Sep-19		Dec-18		Growth Rates	
							Qtrly	Annual
State Street Global Advisors	206,391	16.8%	202,790	16.6%	166,072	15.4%	1.8%	24.3%
Vanguard Investments	168,538	13.7%	164,453	13.5%	117,091	10.9%	2.5%	43.9%
BlackRock	87,657	7.1%	86,380	7.1%	77,753	7.2%	1.5%	12.7%
Victorian Funds Management	62,942	5.1%	64,458	5.3%	59,600	5.5%	-2.4%	5.6%
National Australia / MLC	60,879	4.9%	60,844	5.0%	56,109	5.2%	0.1%	8.5%
Challenger Limited	55,035	4.5%	55,571	4.6%	52,990	4.9%	-1.0%	3.9%
AMP	53,226	4.3%	53,805	4.4%	50,435	4.7%	-1.1%	5.5%
UBS Asset Management	49,981	4.1%	49,514	4.1%	46,182	4.3%	0.9%	8.2%
First Sentier Investors	49,302	4.0%	49,302	4.0%		0.0%	0.0%	N/A
Pandal Limited	32,614	2.6%	32,431	2.7%	27,830	2.6%	0.6%	17.2%
Others	405,552	32.9%	401,503	32.9%	423,300	39.3%	1.0%	-4.2%
<b>Totals</b>	<b>1,232,115</b>	<b>100.0%</b>	<b>1,221,052</b>	<b>100.0%</b>	<b>1,077,362</b>	<b>100.0%</b>	<b>0.9%</b>	<b>14.4%</b>

Analysis By Market								
Wholesale Institutional	743,738	60.4%	741,310	60.7%	646,732	60.0%	0.3%	15.0%
Wholesale Investment	456,102	37.0%	447,739	36.7%	401,285	37.2%	1.9%	13.7%
Wholesale Superannuation & Pension	32,276	2.6%	32,003	2.6%	29,345	2.7%	0.9%	10.0%
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## About the Media Release

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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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