

# Media Release



## Analysis of Wrap, Platform and Master Trust Managed Funds at March 2017

Release Date: 19 June 2017

### \$72.6bn Increase in Funds Under Management over the year to March 2017

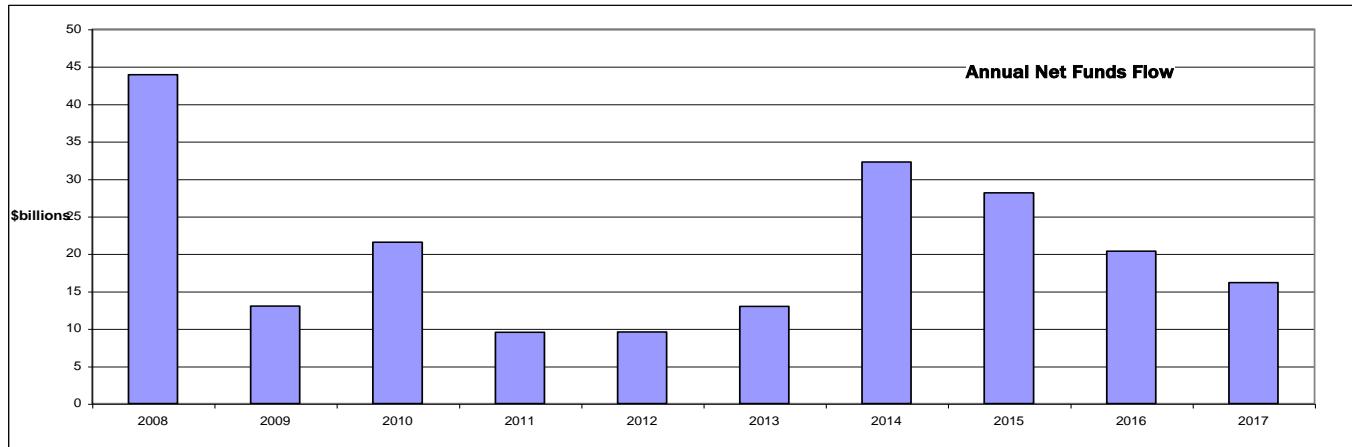
Masterfunds ended the year to March 2017 up 10.8% to total \$748.0bn; during the March quarter alone they rose \$15.9bn, or 2.2%. Over 80% of the annual increase was due to good performances on Australian and overseas markets that subsequently have continued to hold up reasonably well with a circa 2% slip in the Australian share market offset by increases recorded in other markets. Annual Inflows into Masterfunds of \$148.6bn increased 12.5% on the previous year's \$132.1bn while corresponding Outflows jumped even more up by 18.6% from \$111.7bn to \$132.5bn and as a result there was a further 20.7% drop in Net Fund Flows from \$20.4bn to \$16.2bn; Net Fund Flows now are half the record levels recorded 3 years ago. Over the past twelve months almost all of the leading companies reported significant increases in their Masterfund business; ANZ was an exception falling from \$42.7bn to \$38.5bn due to Macquarie taking over the administration of the Oasis platform.

**Wraps** \$315.9bn of funds under management (42.2% of the total Masterfunds market) jumped 14.5% over the past year. Inflows were \$72.6bn (48.9%) which after deducting Outflows of \$56.4bn (42.6%) resulted in Net Fund Flows of \$16.2bn (100.2%). Four major companies Macquarie (\$62.6bn), AMP (\$60.5bn), BT (\$48.0bn) and National Australia / MLC (\$30.8bn) account for 64% of the total; from an administrator perspective the same companies control around 84% of the market with BT alone responsible for 35%.

**Platforms** \$309.2bn of funds (41.3%) ended the year to March up 5.1%. Inflows of \$55.1bn (37.1%) were more than offset by corresponding Outflows of \$59.6bn (45.0%) so there was Net Fund Outflow of -\$4.5bn (-27.7%). Major Platform players include Commonwealth / Colonial (\$81.0bn), National Australia / MLC (\$66.8bn), AMP (\$56.3bn), IOOF (\$31.3bn) and Mercer (\$22.0bn).

**Master Trusts** \$122.9bn funds (16.4%) increased strongly by 16.7%. Annual Inflows were up 12.0% to \$20.9bn (14.0%) while corresponding Outflows also rose by 10.5% to \$16.4bn therefore resultant Net Fund Flows into Master Trusts jumped 18.0% to \$4.4bn (27.4%). The Top 3 companies BT (\$30.2bn), AMP (\$28.9bn) and ANZ (\$17.2bn) control 62% of Master Trust business.

Funds Under Management – Total Masterfunds Administrator View						
\$millions	Mar 17		Mar 16		Mar 15	Annual Growth
BT Financial Group	142,227	19.0%	128,807	19.1%	131,041	19.4%
AMP Group	135,559	18.1%	120,405	17.8%	121,934	18.0%
Commonwealth / Colonial Group	111,539	14.9%	99,498	14.7%	99,569	14.7%
National Australia / MLC Group	110,808	14.8%	103,230	15.3%	108,329	16.0%
Macquarie Group	72,132	9.6%	59,656	8.8%	49,750	7.4%
ANZ Wealth Group	38,509	5.1%	42,696	6.3%	44,868	6.6%
IOOF Group	32,291	4.3%	29,745	4.4%	31,642	4.7%
Mercer	21,989	2.9%	19,356	2.9%	19,982	3.0%
StatePlus	16,930	2.3%	15,919	2.4%	15,480	2.3%
netwealth	10,591	1.4%	7,519	1.1%	6,636	1.0%
Others	55,403	7.4%	48,514	7.2%	47,635	7.0%
<b>Totals</b>	<b>747,979</b>	<b>100.0%</b>	<b>675,345</b>	<b>100.0%</b>	<b>676,866</b>	<b>100.0%</b>
Analysis By Market						
Wrap	315,888	42.2%	275,780	40.8%	263,169	38.9%
Platform	309,205	41.3%	294,294	43.6%	308,272	45.5%
Master Trust	122,886	16.4%	105,272	15.6%	105,425	15.6%
<b>Totals</b>	<b>747,979</b>	<b>100.0%</b>	<b>675,345</b>	<b>100.0%</b>	<b>676,866</b>	<b>100.0%</b>



# Media Release

## Analysis Of Wrap, Platform and Master Trust Managed Funds as at March 2017



Release Date: 19 June 2017

### About the Media Release

The Media Release is provided by Strategic Insight, Actuaries and Researchers. Strategic Insight are specialists in providing accurate statistical information and analyses covering the 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.

### 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.

### Disclaimer and Conditions of Use

This report and material has been prepared by Strategic Insight (Asset International Australia Pty Ltd, a Strategic Insight company, ACN 147 440 140, ABN 42 147 440 140) ("Vendor").

From September 2016, "Plan For Life, Actuaries & Researchers" will be known as "Strategic Insight, Actuaries & Researchers" as part of a company-wide global rebranding and growth strategy. For our clients, the only change will be in our name and logo. There will be no change to the products and services we currently provide. The company's legal entities in Australia will remain in place and there will be no change to existing agreements.

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 consider obtaining 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. Acknowledgement is given to APRA for cross-reference to items appearing in its Annual and Half-annual Reports on Life Companies.

### Products and Services

Simfund Dash Australia is an online interactive reporting and analysis tool designed to support the financial industry in its product, marketing, distribution, benchmarking and research efforts covering Australian superannuation and investment markets with data provided by Strategic Insight. It combines a web-based database with a powerful analytical application that generates professional, presentation-ready fund industry analysis and reports in seconds. [www.simfunddash.com](http://www.simfunddash.com)

### Further Information:

**Daniel Morris** Senior Manager  
Email: [Daniel.Morris@strategic-i.com](mailto:Daniel.Morris@strategic-i.com)

Tel: +61 3 9886 4400  
Address: 217 Blackburn Road, Mt Waverley VIC 3149  
Website: [www.strategic-i.com.au](http://www.strategic-i.com.au)