

Analysis Of Retail Managed Funds as at March 2018 – Marketer View

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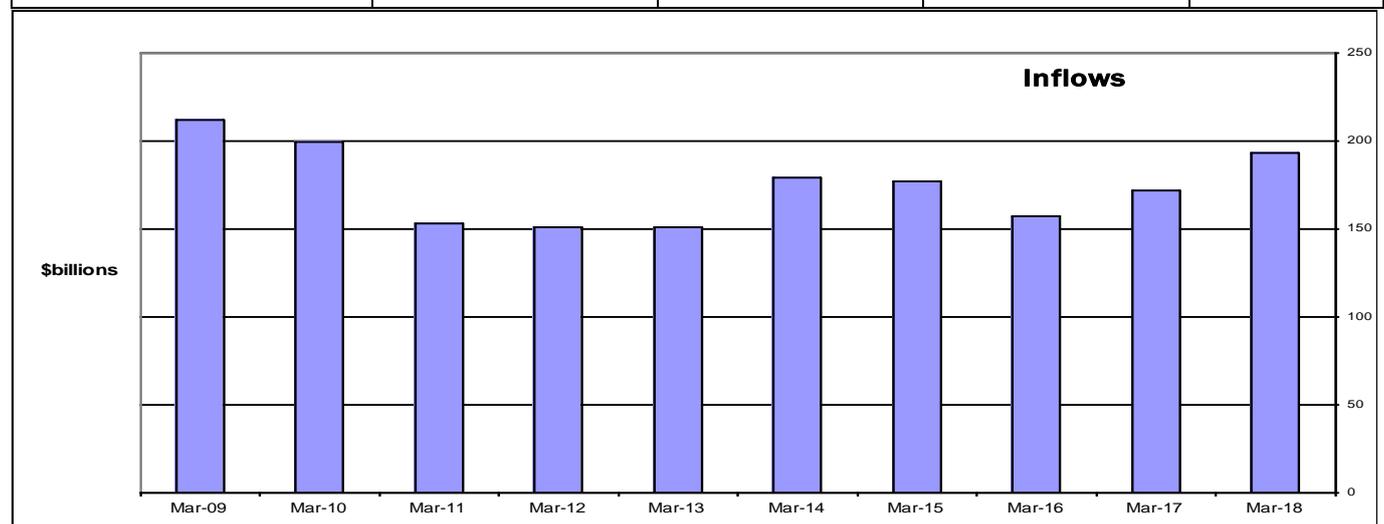
\$12.5bn Decrease in Retail Managed Funds during March Quarter 2018

Overall Retail Managed Funds ended the year to March up 7.5% to total \$893.3bn. During the March quarter they declined 1.4% partly due to negative performances on underlying investment markets. Over the past year all of the leading companies reported increases in their funds under management led by netwealth, Macquarie, BT and Commonwealth / Colonial while IOOF, Mercer, National Australia / MLC and AMP also reported some modest growth.

Gross Inflows fell 6.5% to \$40.9bn during the March 2018 quarter however year on year they were still up by a substantial 12.5%. Inflows into all of the Retail sub-markets except Retirement Income were higher with those into the main Superannuation market up 6.6%. Meanwhile Unit Trusts & Investment Funds Inflows jumped sharply increasing by 34.9%. Cash Trusts and Insurance Bond Inflows were also higher by 15.3% and 7.8% respectively but in both cases off relatively low to very low bases. Year on year Retirement Income Inflows decreased 6.3%.

Funds Under Management								
\$millions	Mar-18		Dec-17		Mar-17		Growth Rates	
							Qtrly	Annual
AMP	158,513	17.7%	160,766	17.7%	152,770	18.4%	-1.4%	3.8%
Commonwealth / Colonial	119,485	13.4%	121,130	13.4%	112,404	13.5%	-1.4%	6.3%
National Australia / MLC	115,920	13.0%	118,013	13.0%	111,410	13.4%	-1.8%	4.0%
BT Financial	91,136	10.2%	91,961	10.2%	85,120	10.2%	-0.9%	7.1%
Macquarie	68,062	7.6%	71,560	7.9%	63,307	7.6%	-4.9%	7.5%
ANZ Wealth	48,974	5.5%	50,094	5.5%	48,500	5.8%	-2.2%	1.0%
IOOF	36,194	4.1%	36,821	4.1%	34,732	4.2%	-1.7%	4.2%
Mercer	25,188	2.8%	25,441	2.8%	24,173	2.9%	-1.0%	4.2%
StatePlus	18,262	2.0%	18,531	2.0%	17,821	2.1%	-1.5%	2.5%
netwealth	16,916	1.9%	16,340	1.8%	11,610	1.4%	3.5%	45.7%
Badges	80,988	9.1%	82,183	9.1%	76,158	9.2%	-1.5%	6.3%
Others	113,639	12.7%	112,918	12.5%	92,732	11.2%	0.6%	22.5%
Totals	893,275	100.0%	905,759	100.0%	830,737	100.0%	-1.4%	7.5%

Analysis By Market								
Superannuation & Rollovers	416,315	46.6%	421,560	46.5%	386,515	46.5%	-1.2%	7.7%
Retirement Income	204,651	22.9%	208,482	23.0%	207,229	24.9%	-1.8%	-1.2%
Cash Trusts	5,645	0.6%	5,987	0.7%	5,751	0.7%	-5.7%	-1.9%
Unit Trusts & Investment Funds	259,112	29.0%	262,143	28.9%	223,899	27.0%	-1.2%	15.7%
Investment Bonds	7,551	0.8%	7,587	0.8%	7,343	0.9%	-0.5%	2.8%
Totals	893,275	100.0%	905,759	100.0%	830,737	100.0%	-1.4%	7.5%



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Marketer View

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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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