

Analysis Of Wholesale Funds as at June 2017

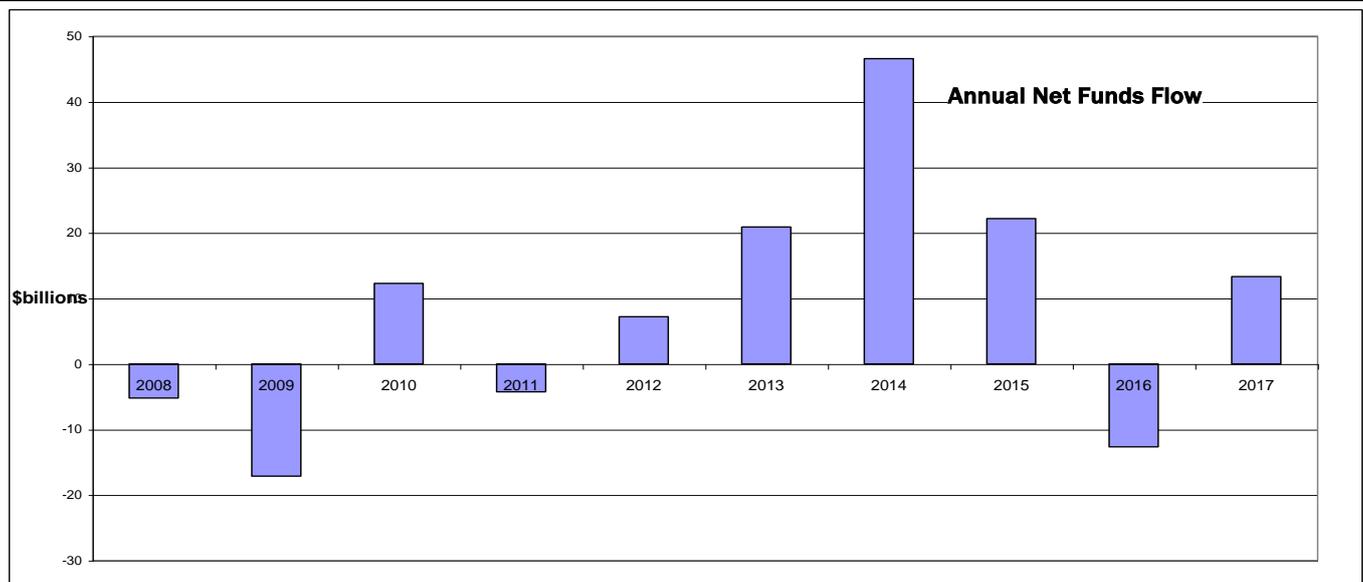
Release Date: 18 September 2017

\$17.7bn Growth in Wholesale Funds during June Quarter 2017

Wholesale Funds grew by 1.9% during the June 2017 quarter to \$969.9bn bringing the total increase for the past twelve months to 10.5% on the back of some solid investment earnings together with positive net Fund Flows. UBS, Commonwealth / Colonial, National Australia / MLC, Challenger and Vanguard all reported double digit percentage increases in their Wholesale funds under management.

Gross Inflows for the whole of the 2016/17 financial year totalled \$275.5bn which was up 9.0% on those recorded in the previous twelve months. During the latest June quarter Inflows similarly rose by 8.9%. Year on year UBS, AMP, Vanguard and Commonwealth / Colonial experienced significant increases in their Inflows while those of MFS, National Australia / MLC and BlackRock were lower.

Funds Under Management								
\$millions	Jun-17		Mar-17		Jun-16		Growth Rates	
							Qtrly	Annual
State Street Global Advisors	155,159	16.0%	156,601	16.4%	147,876	16.8%	-0.9%	4.9%
BlackRock	74,743	7.7%	73,650	7.7%	75,909	8.6%	1.5%	-1.5%
Commonwealth / Colonial	68,470	7.1%	60,564	6.4%	56,900	6.5%	13.1%	20.3%
Victorian Funds Management	56,100	5.8%	55,500	5.8%	51,900	5.9%	1.1%	8.1%
National Australia / MLC	54,368	5.6%	55,164	5.8%	47,597	5.4%	-1.4%	14.2%
Challenger Limited	49,736	5.1%	48,409	5.1%	43,812	5.0%	2.7%	13.5%
UBS Asset Management	47,353	4.9%	46,846	4.9%	31,139	3.5%	1.1%	52.1%
AMP	43,574	4.5%	41,327	4.3%	40,410	4.6%	5.4%	7.8%
Vanguard Investments	39,527	4.1%	38,680	4.1%	35,947	4.1%	2.2%	10.0%
MFS Investment Management	32,450	3.3%	30,396	3.2%	31,650	3.6%	6.8%	2.5%
Others	348,451	35.9%	345,115	36.2%	314,572	35.8%	1.0%	10.8%
Totals	969,930	100.0%	952,254	100.0%	877,713	100.0%	1.9%	10.5%
Analysis By Market								
Wholesale Institutional	565,760	58.3%	553,690	58.1%	510,713	58.2%	2.2%	10.8%
Wholesale Investment	375,520	38.7%	369,832	38.8%	339,184	38.6%	1.5%	10.7%
Wholesale Superannuation & Pension	28,650	3.0%	28,732	3.0%	27,816	3.2%	-0.3%	3.0%
Totals	969,930	100.0%	952,254	100.0%	877,713	100.0%	1.9%	10.5%



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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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