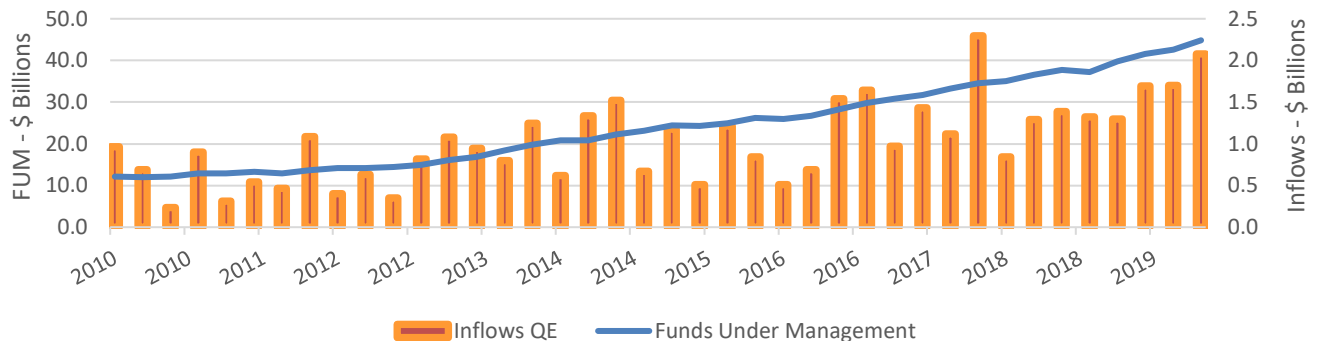


## Australia & New Zealand Responsible Investments Dec-19

Release Date: 16 April 2020

### 20.4% Annual Growth in Responsible Investment Funds Outpacing the Wider Market

The Responsible Investment Managed Funds market, as captured by Plan For Life across Australia and New Zealand, accounted for almost \$45bn of Funds Under Management in 2019, or 6.6% of the wider comparative investment market. In terms of annual growth, Responsible Funds have exceeded the wider market by an average of 4.6% p.a. consistently over the past 3 years and have reported negative quarterly Net Flows only once since 2015.

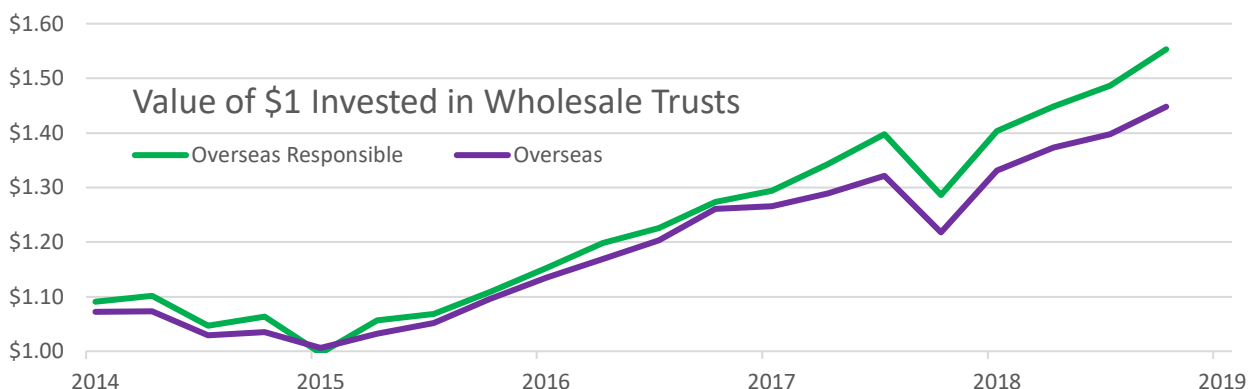


**Australian Retail** Responsible Investment funds, including both Retail Unit Trusts and specialist Superannuation products, while posting slower growth than the ETF and NZ sub-markets, still easily topped growth in the wider Retail market every quarter over the past 6 years. The corresponding **Australian Wholesale** Responsible Investment sub-market has posted steady growth, including a 5 year CAGR of 10.8% and dominates the Responsible Investment space with almost 64% of Funds Under Management. **ETFs** have been slower to embrace Responsible Investment as a focus with only 17 products making up the current total, however rapid growth in Funds Under Management, including 69% over the past year is a standout feature. Although operating in a smaller market compared to Australia, **New Zealand** Responsible Funds comprise a similar 5.4% of the total market and have experienced recent growth of over double that of Australia, indicating the increasing importance of this space.

Funds Under Management – Responsible Investment								
\$millions	2019		2018		2014		Growth Rates	
	Value	%	Value	%	Value	%	Annual	5yr CAGR
Australian Retail Funds	7,778	17.35%	6,417	17.23%	3,719	16.06%	21.21%	15.90%
Australian Wholesale Funds	28,601	63.79%	24,875	66.79%	17,139	73.99%	14.98%	10.78%
Exchange Traded Funds	2,239	4.99%	1,325	3.56%	273	1.18%	68.98%	52.32%
New Zealand Funds	6,218	13.87%	4,628	12.43%	2,034	8.78%	34.35%	25.05%
<b>Totals</b>	<b>44,835</b>	<b>100.00%</b>	<b>37,245</b>	<b>100.00%</b>	<b>23,165</b>	<b>100.00%</b>	<b>20.38%</b>	<b>14.12%</b>

Wholesale Market Responsible Overseas Equity Trusts have clearly outperformed general Overseas Equity Trusts, displaying the largest comparative disparity amongst asset classes, including Australian Equity, Property and Mixed Asset Class products.

### Investment Performance - Wholesale Market Responsible Overseas Equity Trusts



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## About the Market Overview

Plan For Life is an ISS Market Intelligence brand (ISS MI), part of Institutional Shareholder Services (ISS). [Read more about ISS.](#)

The Market Overview is provided by Plan For Life, Actuaries and Researchers. Plan For Life are specialists in collecting data and reporting accurate statistical information and analyses covering 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.

## Full Dataset – NOW AVAILABLE

- Comprehensive set of market share statistics with full history for Responsible Investments covering Australian Retail, Australian Wholesale, Exchange Traded Funds and New Zealand Funds.
- Data includes Funds Under Management (FUM), Inflows, Outflows, Net Funds Flows
- Reporting levels include overview, by market, by product provider, by investment manager, by asset category, by product and investment fund level.
- History: Quarterly back to 1991.
- Format: Softcopy (Excel spreadsheets)
- Published quarterly (10-12 weeks after quarter end)
- Sample reports available for review on request.
- Contact for more information:

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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.