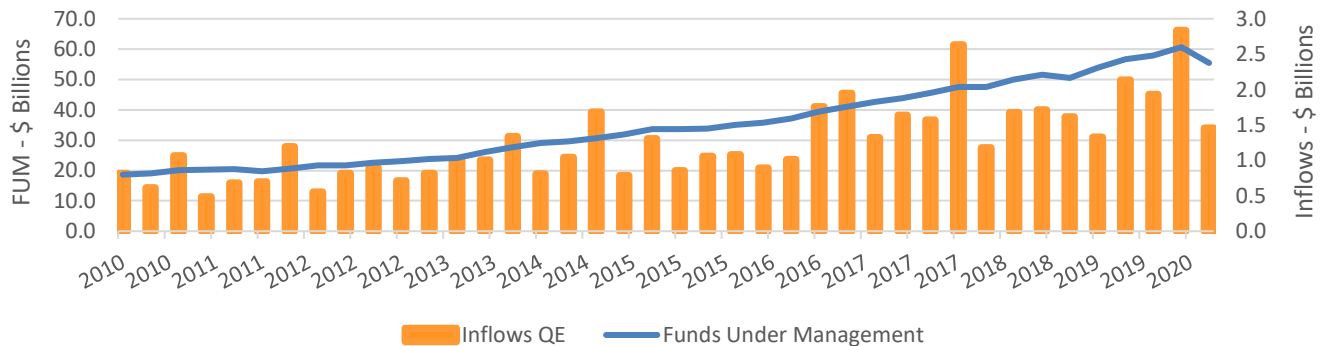


Australia & New Zealand Responsible Investments Mar-20

Release Date: 20 July 2020

3.0% 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 over \$55bn of Funds Under Management in 2020, up 3.0% over the past year despite a wider downturn during the first quarter of 2020. On average, annual growth in Responsible Funds has exceeded the wider market by 3.4% p.a. consistently over the past 3 years and have reported negative quarterly Net Flows only twice since 2015.

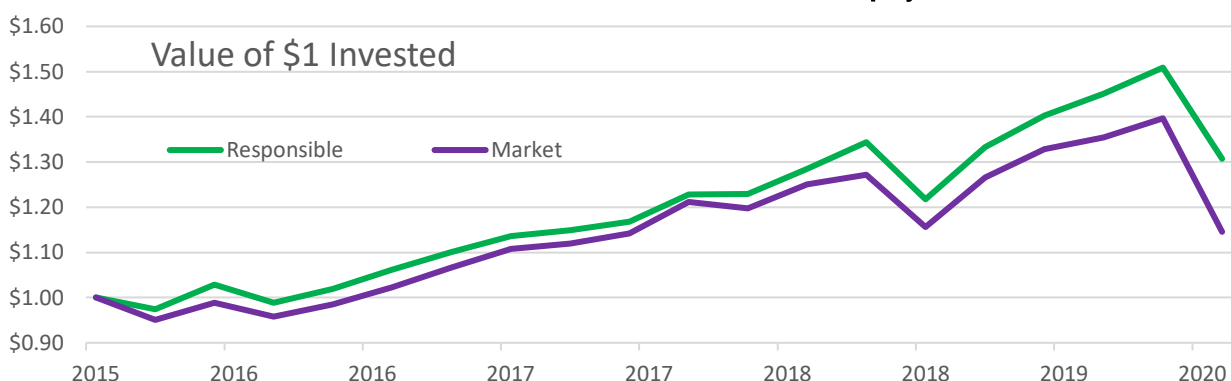


Australian Investment Responsible funds, including both Retail and Wholesale Unit Trusts, while posting slower growth than the ETF and NZ sub-markets, still managed to hold ground amidst a wider Investment market that fell almost 5% over the past year. The corresponding **Australian Super** Responsible sub-market similarly posted almost no growth over the latest year but recorded a 5 year CAGR of 9.7% and holds 40% of overall Responsible Investment 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 55% over the past year is a standout feature. Although operating in a smaller market compared to Australia, **New Zealand** Responsible Funds comprise \$7.9bn of Funds Under Management and have defied falling investment markets to post significant recent growth, indicating the increasing importance of this space.

Funds Under Management								
\$millions	2020		2019		2015		Growth Rates	
	Value	%	Value	%	Value	%	Annual	5yr CAGR
Australian Investment	23,387	42.18%	23,357	43.41%	15,999	47.58%	0.13%	7.89%
Australian Super	22,154	39.96%	22,150	41.17%	13,940	41.45%	0.02%	9.71%
New Zealand	7,916	14.28%	7,020	13.05%	3,313	9.85%	12.76%	19.03%
Exchange Traded Funds	1,984	3.58%	1,280	2.38%	376	1.12%	55.02%	39.47%
Totals	55,441	100.00%	53,807	100.00%	33,628	100.00%	3.04%	10.52%

Responsible Australian and Overseas Equity Trusts have on average clearly outperformed comparable Trusts over the past 5 years, with periods of both significant outperformance in rising markets and less marked declines in falling markets.

Investment Performance – Australian & Overseas Equity Trusts



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.
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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.