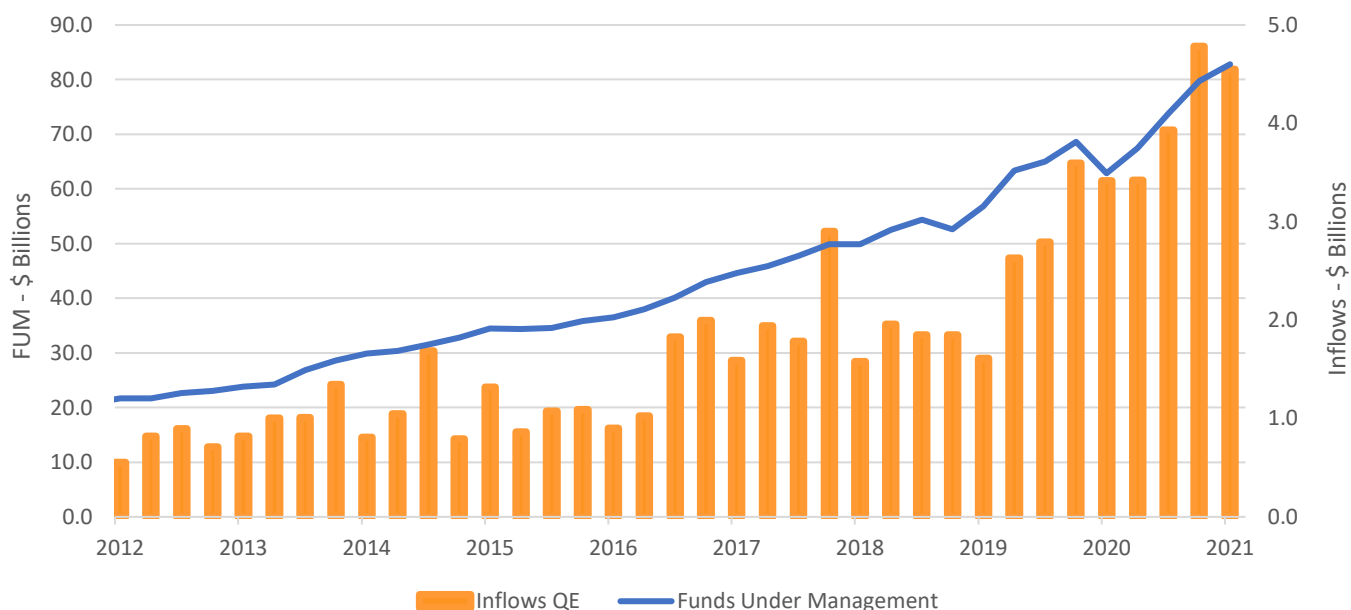


## Market Overview

### Analysis of Australian & New Zealand Responsible Funds at Mar-21

#### 31.8% Annual Growth in Responsible Investment Funds Outperforming the Wider Market

The Responsible Investment Managed Funds market, as captured by Plan For Life across Australia and New Zealand, accounted for \$82.8bn of Funds Under Management at the end of March 2021, up 31.8% over the past year driven by sustained growth in investment markets and record Inflows. On average, annual growth in Responsible Funds has exceeded the wider market by 7.9% p.a. consistently over the past 3 years and total Responsible Funds have had negative quarterly Net Flows only twice since 2014.



**Australian Investment** Responsible funds, including both Retail and Wholesale Unit Trusts, account for over 54% of the Responsible market and while posting slower annual growth than the ETF and NZ sub-markets, still rose 28.1% which was more than double that of the wider Investment market that grew 13.3% over the past year.

The corresponding **Australian Super** Responsible sub-market increased 31.5% over the latest year and recorded a 5 year CAGR of 13.4% while representing over 24% of overall Responsible Investment Funds Under Management.

**ETFs** have been slower to embrace Responsible Investment as a focus but are growing rapidly in terms of both FUM and products, now with 21 products making up the current total and FUM rising 87.4% over the past year.

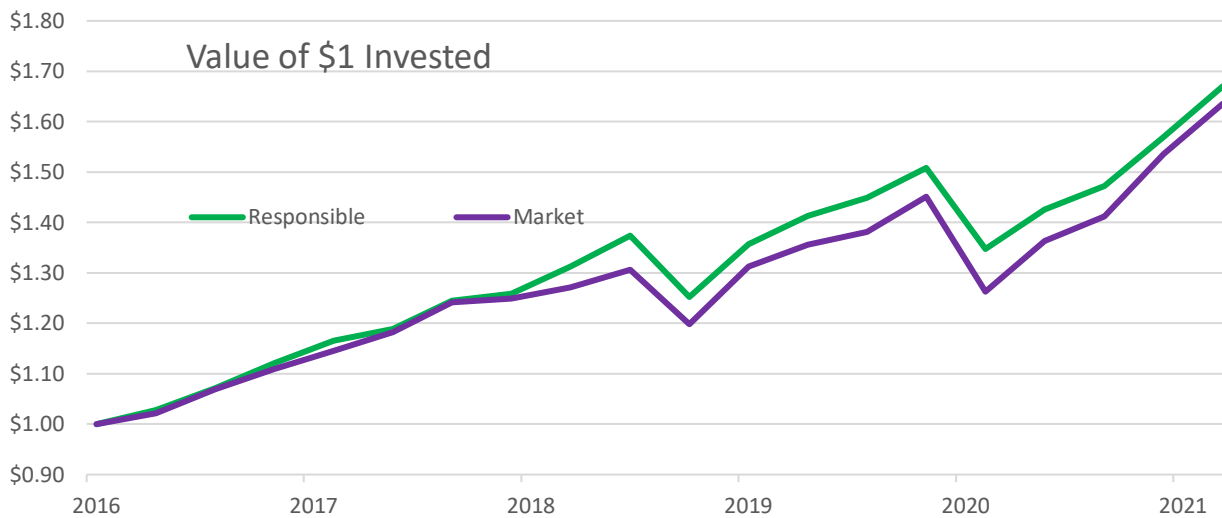
**New Zealand** Responsible Funds now comprise \$14.0bn of Funds Under Management, which is over 17% of the total NZ Retail market and have defied fluctuating investment markets to post significant growth including a 28.6% 5 year CAGR.

## Market Overview

### Analysis of Australian & New Zealand Responsible Funds at Mar-21

| Funds Under Management |               |                |               |                |               |                |               |               |
|------------------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|---------------|
| \$millions             | 2021          |                | 2020          |                | 2016          |                | Growth Rates  |               |
|                        |               |                |               |                |               |                | Annual        | 5yr CAGR      |
| Australian Investment  | 44,876        | 54.19%         | 35,023        | 55.74%         | 21,294        | 58.33%         | 28.13%        | 16.08%        |
| Australian Super       | 20,198        | 24.39%         | 15,358        | 24.44%         | 10,755        | 29.46%         | 31.51%        | 13.43%        |
| New Zealand            | 14,024        | 16.93%         | 10,464        | 16.65%         | 3,982         | 10.91%         | 34.02%        | 28.63%        |
| Exchange Traded Funds  | 3,718         | 4.49%          | 1,984         | 3.16%          | 473           | 1.30%          | 87.40%        | 51.06%        |
| <b>Totals</b>          | <b>82,816</b> | <b>100.00%</b> | <b>62,829</b> | <b>100.00%</b> | <b>36,504</b> | <b>100.00%</b> | <b>31.81%</b> | <b>17.80%</b> |

Although Responsible International Equity trusts have on average clearly outperformed comparable trusts over the past 5 years, the outperformance gap has closed over the past year, as it historically does during periods of growth, with responsible trusts generally experiencing both extended peaks and superior performance during falling markets.



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## Market Overview

### Analysis of Australian & New Zealand Responsible Funds at Mar-21

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