



Media Release

Analysis of Wraps, Platforms and Master Trusts as at March 2023

6 July 2023

Reported Funds Under Management decreased by \$19.5bn over the year to March 2023

Masterfunds ended the year to March 2023 a little lower down 1.9% to \$982.5bn as global investment markets recovered in the last six months to finish fairly flat. This was despite central banks ending an unprecedented era of ultra-low interest rates as they normalise their monetary policies in an effort to control inflation. Year on year Inflows declined 5.9% to \$164.7bn but they still significantly exceeded Outflows that rose 3.2% from \$145.8bn to \$150.5bn resulting in a \$14.2bn overall Net Inflow.

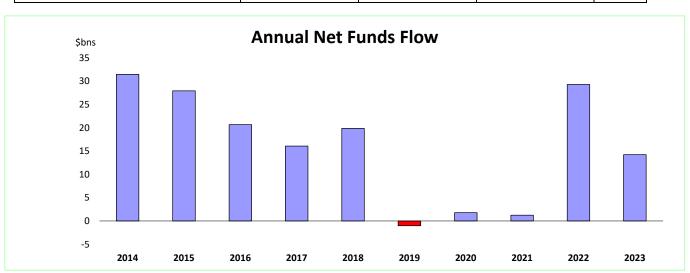
The Top 4 Insignia (\$198.5bn down 4.2%), BT (\$162.6bn down 7.1%), Commonwealth / Colonial (\$137.4bn down 4.5%) and AMP (\$134.0bn down 6.8%) all experienced decreases in funds under management. However all the other leaders finished higher with netwealth (\$65.9bn up 14.4%) and HUB24 (\$59.4bn up 16.5%) both reporting double digit percentage growth while Macquarie (\$121.9bn up 3.8%), Mercer (\$30.5bn up 4.8%) and Praemium (\$21.7bn up 4.9%) also recorded increases.

Funds Under Management - Total Masterfunds Administrator View

\$millions	Mar	Mar 23		Mar 22		Mar 21	
Insignia Financial	198,536	20.2%	207,205	20.7%	77,270	8.4%	-4.2%
BT Financial Group	162,621	16.6%	175,122	17.5%	165,469	18.1%	-7.1%
Commonwealth / Colonial Group	137,423	14.0%	143,832	14.4%	137,153	15.0%	-4.5%
AMP Group	133,987	13.6%	143,784	14.4%	140,503	15.3%	-6.8%
Macquarie Group	121,850	12.4%	117,339	11.7%	100,060	10.9%	3.8%
netwealth	65,883	6.7%	57,585	5.7%	41,840	4.6%	14.4%
HUB24	59,438	6.1%	51,028	5.1%	35,613	3.9%	16.5%
Mercer	30,461	3.1%	29,076	2.9%	26,302	2.9%	4.8%
Praemium	21,722	2.2%	20,703	2.1%	16,873	1.8%	4.9%
Others	50,531	5.10%	56,245	5.60%	174,925	19.10%	-10.2%
Totals	982,451	100.0%	1,001,918	100.0%	916,006	100.0%	-1.9%

Analysis By Market

Wrap	563,060	57.3%	551,919	55.1%	478,397	52.2%	2.0%
Platform	341,945	34.8%	367,518	36.7%	345,860	37.8%	-7.0%
Master Trust	77,446	7.9%	82,481	8.2%	91,750	10.0%	-6.1%
Totals	982,451	100.0%	1,001,918	100.0%	916,006	100.0%	-1.9%









Analysis of Wraps, Platforms and Master Trusts as at March 2023

6 July 2023

About the Media Release

This report is provided by Plan For Life, Actuaries and Researchers. Plan For Life is an ISS Market Intelligence brand (ISS MI), part of Institutional Shareholder Services (ISS). Read more about ISS.

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 Media Release 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. Plan For Life is an ISS Market Intelligence brand (ISS MI), part of Institutional Shareholder Services (ISS). https://www.pflresearch.com/

Contact for more information:

Daniel Morris, Senior Manager, Daniel.Morris@issgovernance.com Ph: +61 3 9886 4400

Disclaimer and Conditions of Use

This report and material have been prepared by Plan For Life, an ISS Market Intelligence brand (Asset International Australia Pty Ltd, ACN 147 440 140, ABN 42 147 440 140) ("Vendor"). Vendor has taken all reasonable care in preparing this Report and takes no responsibility for inadvertent errors and omissions, or those due to information received from other parties. If any errors or omissions are found, these should be brought to our attention so that appropriate corrective action can be taken. Vendor takes no responsibility for the subsequent use of the material provided.

Vendor, its employees and associated persons make no recommendations, representations, warranties nor provide opinions, implied or otherwise about the suitability in general terms of a particular asset type or insurance and its suitability for any particular individual or organization. This report is provided as an information service and is not suitable to be acted upon as life insurance advice without additional input from an Authorised Representative of an Australian Financial Services Licence Holder. In particular, Vendor advises that in preparing this report it did not take into account the individual goals and objectives, anticipated resources, current situation, attitudes or other circumstances of any particular person. In this regard any such user must consult with an appropriate Authorised Representative of an Australian Financial Services Licence Holder. The information provided on financial products does not constitute financial product advice and users of this information should obtain independent advice before making any financial decision.

Vendor is an Australian Financial Services Licence Holder; none of its employees and associated persons are currently Authorised Representatives of a Licence Holder. Vendor is a research company. Actuarial services are provided by and under the independent control of Somari Systems Pty Ltd ABN 97 006 233 923 (Simon Solomon & Associates). No part of this publication may be reproduced or distributed in any form without express prior written consent from Vendor.

Data is collected from companies in the managed funds market covering funds under management, gross inflows and outflows, unit prices and investment return rates. Gross Inflows represents an indication of new business sales. This data is thoroughly checked and queries are raised with the providers if any of the data is significantly different from trends or compared to other companies. Where FUM or Flow data is unavailable directly, figures may be used from publicly available sources such as Annual Reports or estimated based on market behaviour from similar investments in compatible markets. This estimation procedure, coupled with our rigorous direct data collection, enables us to prepare high quality, reasonable and comprehensive data for every Manager.