

Media Release



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

29 September 2023

Reported Funds Under Management rose by \$66.9bn over the year to June

Masterfunds increased by 7.2% over the whole of the 2022/23 financial year to \$993.3bn. While Wraps (\$567.7bn up 10.1%) and Platforms (\$379.9bn up 13.8%) finished higher Master Trusts (\$45.7bn down 40.7%) dropped largely due to the circa \$35bn transition of BT's Master Trust business to Mercer's Platform. During the June quarter Masterfunds were up \$25.2bn or 2.6% nevertheless asset values on investment markets are again under pressure as financial regulators realise to control inflation in future they must ensure real interest rates are positive and abandon the failed cheap money experiment. Over the past year reported Inflows and Outflows jumped by 19.5% and 36.1% respectively to total \$202.6bn and \$191.9bn.

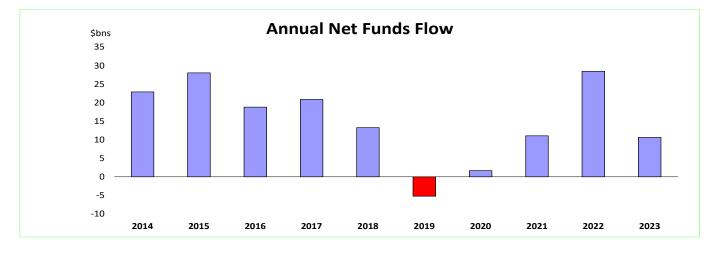
Mercer (\$65.4bn up 141.5%) saw its funds under management more than double as a result of the BT transaction while market leader Insignia (\$202.2bn up 4.7%), Commonwealth / Colonial (\$139.0bn up 5.2%), Macquarie (\$126.5bn up 17.1%), netwealth (\$70.1bn up 26.0%), HUB24 (\$62.7bn up 26.2%) and Praemium (\$22.2bn up 14.0%) also reported increased business. However AMP (\$122.0bn down 8.3%) finished lower.

\$millions	Jun	Jun 23		Jun 22		Jun 21	
							Growth
Insignia Financial	202,219	20.4%	193,066	20.8%	207,155	21.3%	4.7%
Commonwealth / Colonial Group	139,002	14.0%	132,096	14.3%	142,904	14.7%	5.2%
BT Financial Group	130,791	13.2%	161,266	17.4%	175,017	18.0%	-18.9%
Macquarie Group	126,516	12.7%	108,082	11.7%	107,794	11.1%	17.1%
AMP Group	122,005	12.3%	133,036	14.4%	146,033	15.0%	-8.3%
netwealth	70,146	7.1%	55,652	6.0%	47,138	4.9%	26.0%
Mercer	65,431	6.6%	27,092	2.9%	28,860	3.0%	141.5%
HUB24	62,710	6.3%	49,703	5.4%	41,460	4.3%	26.2%
Praemium	22,201	2.2%	19,481	2.1%	18,384	1.9%	14.0%
Others	52,276	5.3%	46,938	5.1%	56,155	5.8%	11.4%
Totals	993,296	100.0%	926,412	100.0%	970,900	100.0%	7.2%

Funds Under Management – Total Masterfunds Administrator View

Analysis By Market

Wrap	567,698	57.2%	515,661	55.7%	514,659	53.0%	10.1%
Platform	379,889	38.2%	333,711	36.0%	360,014	37.1%	13.8%
Master Trust	45,709	4.6%	77,040	8.3%	96,227	9.9%	-40.7%
Totals	993,296	100.0%	926,412	100.0%	970,900	100.0%	7.2%





Media Release

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



29 September 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). <u>Read more about ISS</u>.

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). <u>https://www.pfiresearch.com/</u>

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.