

# Media Release

## Analysis of Retail Managed Funds March 2022 - Administrator View

27 June 2022

### \$31.1bn Fall in Retail Managed Funds during March 2022 Quarter

Retail Managed Funds despite declining 2.8% in the March quarter still finished the past year up 8.9% to total \$1,083.2bn thanks to solid investment earnings and positive net fund flows. However since the start of 2022 global markets have fallen as central banks reverse course and tighten (or rather begin to normalise) their monetary policies finally ending the era of artificial ultra-low interest rates as they try to control inflation spawned by years of profligacy and the terrible Ukraine war. All leading companies posted increases in their Retail funds under management led in percentage terms by Insignia (165.1%), due to its acquisition of MLC, HUB24 (43.3%), netwealth (37.1%), Praemium (22.7%) and Macquarie (17.3%).

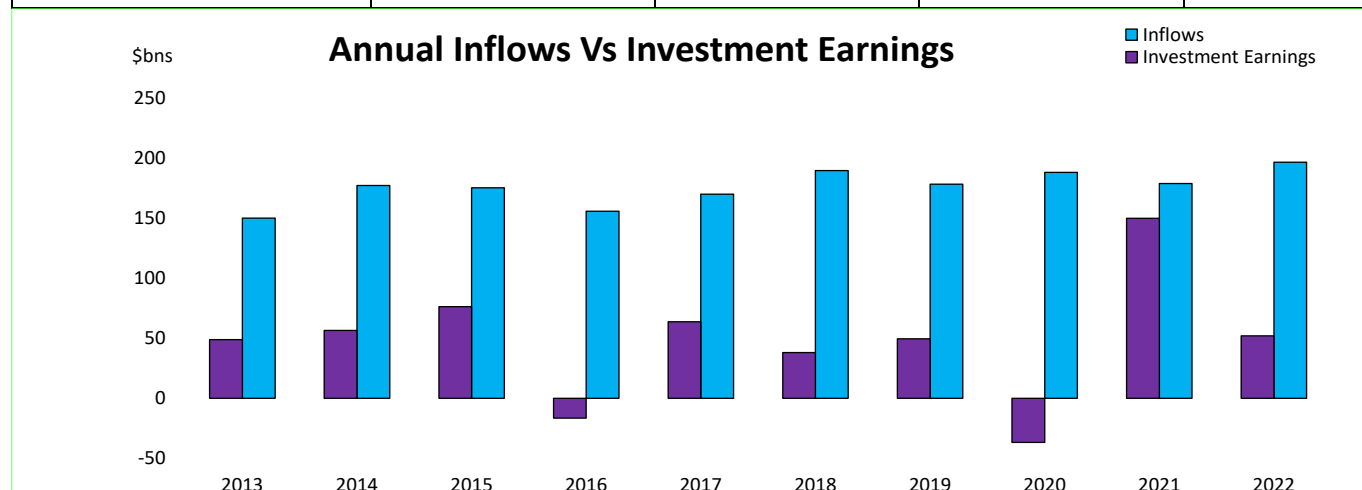
March quarter Gross Inflows fell 16.1% to total \$41.0bn but nevertheless year on year they were up 10.0%. Once again Insignia (132.4%), HUB24 (118.9%), Praemium (71.3%) and netwealth (48.7%) outperformed as did also La Trobe (49.0%).

#### Funds Under Management

\$millions	Mar-22		Dec-21		Mar-21		Growth Rates	
							Qtrly	Annual
Insignia Financial	208,684	19.3%	214,688	19.3%	78,730	7.9%	-2.8%	165.1%
BT Financial	179,627	16.6%	186,242	16.7%	169,309	17.0%	-3.6%	6.1%
Commonwealth / Colonial	147,417	13.6%	153,327	13.8%	143,289	14.4%	-3.9%	2.9%
AMP	143,784	13.3%	149,100	13.4%	140,503	14.1%	-3.6%	2.3%
Macquarie	117,339	10.8%	119,581	10.7%	100,072	10.1%	-1.9%	17.3%
netwealth	59,299	5.5%	58,425	5.2%	43,262	4.3%	1.5%	37.1%
HUB24	51,028	4.7%	49,992	4.5%	35,613	3.6%	2.1%	43.3%
Mercer	29,076	2.7%	29,891	2.7%	26,302	2.6%	-2.7%	10.5%
Praemium	20,703	1.9%	21,098	1.9%	16,873	1.7%	-1.9%	22.7%
Challenger Limited	13,201	1.2%	13,278	1.2%	12,514	1.3%	-0.6%	5.5%
Others	113,074	10.4%	118,726	10.7%	228,517	23.0%	-4.8%	-50.5%
<b>Totals</b>	<b>1,083,230</b>	<b>100.0%</b>	<b>1,114,348</b>	<b>100.0%</b>	<b>994,983</b>	<b>100.0%</b>	<b>-2.8%</b>	<b>8.9%</b>

#### Analysis By Market

Superannuation & Rollovers	478,426	44.2%	495,639	44.5%	451,925	45.4%	-3.5%	5.9%
Retirement Income	216,851	20.0%	223,792	20.1%	208,583	21.0%	-3.1%	4.0%
Cash Trusts	1,597	0.1%	1,572	0.1%	1,592	0.2%	1.6%	0.3%
Unit Trusts & Investment Funds	376,733	34.8%	383,586	34.4%	323,803	32.5%	-1.8%	16.3%
Investment Bonds	9,623	0.9%	9,759	0.9%	9,080	0.9%	-1.4%	6.0%
<b>Totals</b>	<b>1,083,230</b>	<b>100.0%</b>	<b>1,114,348</b>	<b>100.0%</b>	<b>994,983</b>	<b>100.0%</b>	<b>-2.8%</b>	<b>8.9%</b>



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### About the Media Release

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