

Media Release

Analysis of Retail Managed Funds March 2022 - Marketer 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 (151.7%), due to its acquisition of MLC, HUB24 (43.3%), netwealth (37.1%), BT (33.6%), Praemium (22.7%) and Macquarie (20.7%).

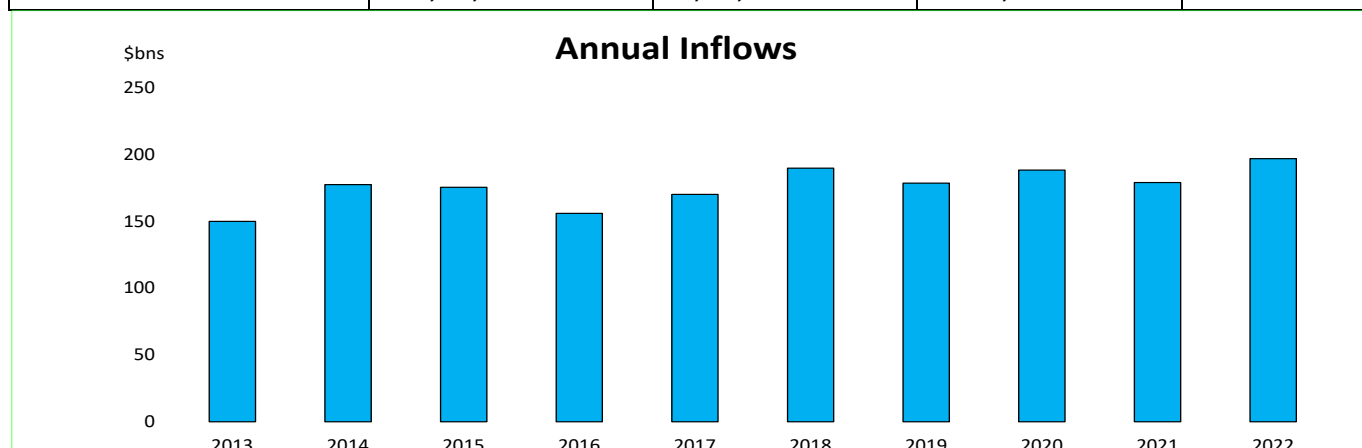
March quarter Gross Inflows fell 16.1% to total \$41.0bn but nevertheless year on year they were up 10.0%. Once again Insignia (129.4%), HUB24 (118.9%), Praemium (71.3%) and netwealth (48.7%) outperformed as did also La Trobe (49.0%).

Funds Under Management

\$millions	Mar-22		Dec-21		Mar-21		Growth Rates	
							Qtrly	Annual
Insignia Financial	214,256	19.8%	220,750	19.8%	85,131	8.6%	-2.9%	151.7%
BT Financial	160,686	14.8%	166,286	14.9%	120,260	12.1%	-3.4%	33.6%
AMP	146,618	13.5%	152,217	13.7%	144,120	14.5%	-3.7%	1.7%
Commonwealth / Colonial	132,140	12.2%	137,172	12.3%	126,260	12.7%	-3.7%	4.7%
Macquarie	65,925	6.1%	66,186	5.9%	54,605	5.5%	-0.4%	20.7%
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	31,270	2.9%	32,181	2.9%	28,513	2.9%	-2.8%	9.7%
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%
Badges	73,425	6.8%	76,308	6.8%	97,597	9.8%	-3.8%	-24.8%
Others	114,679	10.6%	120,455	10.8%	230,234	23.1%	-4.8%	-50.2%
Totals	1,083,230	100.0%	1,114,348	100.0%	994,983	100.0%	-2.8%	8.9%

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%
Totals	1,083,230	100.0%	1,114,348	100.0%	994,983	100.0%	-2.8%	8.9%



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About the Media Release

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