

Analysis Of Retail Managed Funds as at September 2020 – Administrator View

Release Date: 21 December 2020

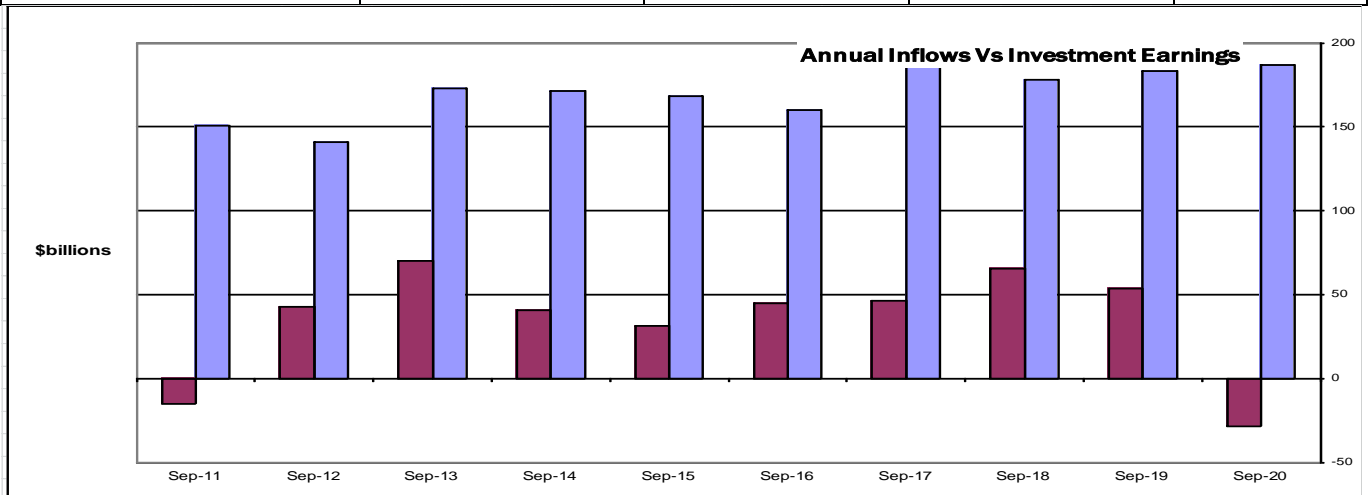
\$11.1bn Increase in Retail Managed Funds during September 2020 Quarter

Overall Retail Managed Funds at the end of September totalled \$916.9bn, down 5.1% over the past year with the majority of this fall due to negative performances on underlying investment markets. During the latest quarter they actually rose 1.2% but overall have yet to fully recover from the COVID-19 stock market crash earlier in the year. While the Top 4 players BT (-6.5%), AMP (-13.2%), Commonwealth / Colonial (-13.3%) and National Australia / MLC (-7.8%) were all lower, a couple of mid-sized players netwealth (33.1%) and HUB24 (32.2%) both continued to enjoy strong growth. Meanwhile IOOF (84.0%) almost doubled in size due to its takeover of ANZ Wealth's Retail business in early 2020 that has now been rebadged OnePath Australia.

Year on year Inflows rose slightly by 2.0% to \$186.8bn however during the September quarter they fell 6.0%. While the Retirement Income and Superannuation markets saw decreases in their respective inflows of 12.9% and 3.3% by contrast those of the other main sub-market Unit Trusts & Investment Funds were up 10.0%. Year on year reported Inflows into the much smaller Cash Trusts and Investment Bonds markets rose by 39.1% and 12.5% with the Cash Trust jump reflecting increased turnover in that market.

Funds Under Management								
\$millions	Sep-20		Jun-20		Sep-19		Growth Rates	
							Qtrly	Annual
BT Financial	159,008	17.3%	157,835	17.4%	170,044	17.6%	0.7%	-6.5%
AMP	133,073	14.5%	131,787	14.5%	153,339	15.9%	1.0%	-13.2%
Commonwealth / Colonial	131,960	14.4%	133,543	14.7%	152,141	15.8%	-1.2%	-13.3%
National Australia / MLC	111,406	12.2%	110,818	12.2%	120,867	12.5%	0.5%	-7.8%
Macquarie	88,001	9.6%	85,624	9.5%	90,458	9.4%	2.8%	-2.7%
IOOF	74,774	8.2%	74,708	8.2%	40,640	4.2%	0.1%	84.0%
netwealth	35,234	3.8%	32,685	3.6%	26,465	2.7%	7.8%	33.1%
Mercer	24,520	2.7%	24,341	2.7%	25,260	2.6%	0.7%	-2.9%
HUB24	19,015	2.1%	17,217	1.9%	14,387	1.5%	10.4%	32.2%
Xplore Wealth	15,530	1.7%	15,120	1.7%	14,987	1.6%	2.7%	3.6%
Others	124,396	13.6%	122,147	13.5%	157,274	16.3%	1.8%	-20.9%
Totals	916,918	100.0%	905,826	100.0%	965,861	100.0%	1.2%	-5.1%

Analysis By Market								
Superannuation & Rollovers	414,765	45.2%	411,194	45.4%	442,968	45.9%	0.9%	-6.4%
Retirement Income	194,289	21.2%	191,705	21.2%	206,005	21.3%	1.3%	-5.7%
Cash Trusts	1,959	0.2%	4,158	0.5%	6,580	0.7%	-52.9%	-70.2%
Unit Trusts & Investment Funds	297,054	32.4%	290,032	32.0%	301,255	31.2%	2.4%	-1.4%
Investment Bonds	8,852	1.0%	8,736	1.0%	9,052	0.9%	1.3%	-2.2%
Totals	916,918	100.0%	905,826	100.0%	965,861	100.0%	1.2%	-5.1%



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Data Collection and Estimation Techniques

Data is collected from companies in the managed funds market covering funds under management, gross inflows, gross outflows, net inflows unit prices and investment return rates. Gross Inflows represents an indication of new business sales. Data is thoroughly checked and queries are raised with data providers if data is significantly different from trends or compared to other companies. Where inflow or outflow data is unavailable, we make estimates based on market behaviour from similar investments in compatible markets. When companies provide actual inflow and outflow data these replace estimates. This estimation procedure, coupled with our rigorous direct data collection, enables us to prepare high quality, reasonable and comprehensive data for every Manager.

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