

Analysis Of Wholesale Funds as at September 2020

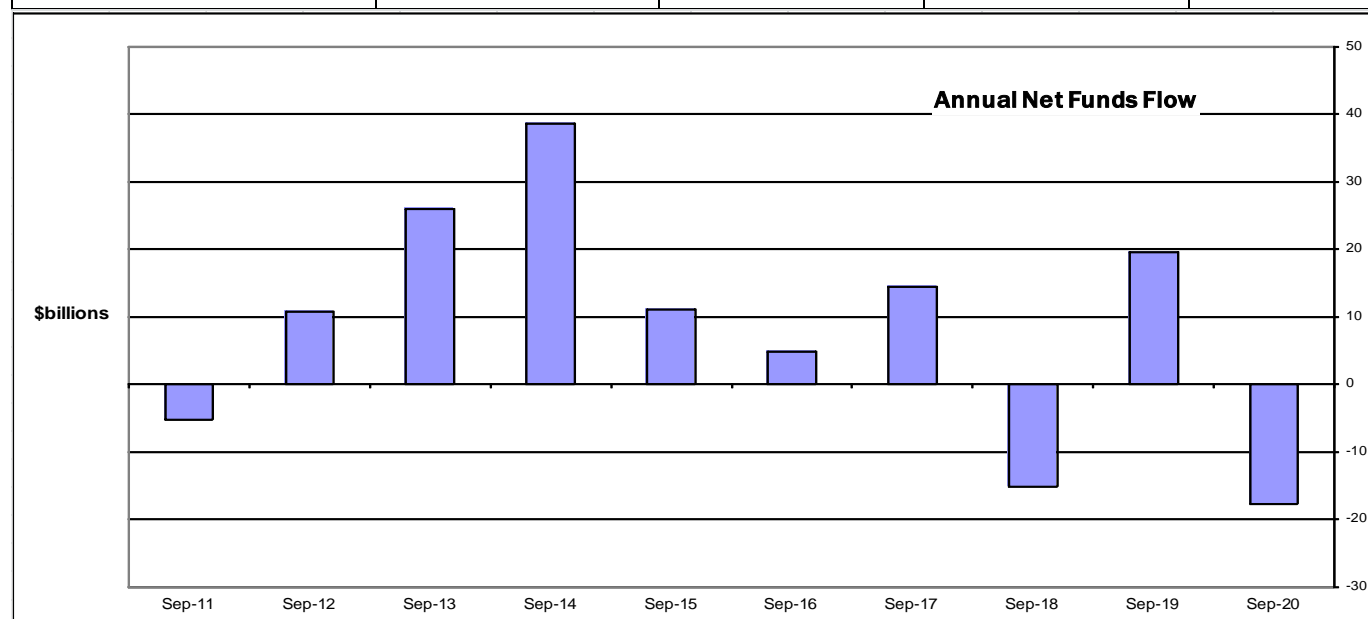
Release Date: 21 December 2020

\$18.2bn Increase in Wholesale Funds during September 2020 Quarter

Wholesale Funds at the end of September totalled \$1,138.5bn, up \$18.2bn or 1.6% over the quarter. Over the whole of the past year they were down 4.0% with both Net Flows and investments earnings negative. Most Wholesale managers saw their funds under management decline although BlackRock (14.3%), and Challenger (9.2%) managed to report a couple of substantial increases. Meanwhile the two Wholesale market leaders were mixed with State Street (1.9%) slightly higher however Vanguard (-9.9%) was lower.

While Gross Inflows jumped by 19.9% to \$80.6bn during the September 2020 quarter, over the whole of the past twelve months they still finished 12.2% lower to total \$258.4bn which was down from \$294.2bn previously. Year on year large triple and double digit percentage Inflow increases were posted by QIC (320.3%), BlackRock (299.2%), Challenger (87.3%), AMP (64.9%), Macquarie (38.3%) and PIMCO (21.2%) however they were exceeded by the falls reported by the two leaders State Street (-40.9%) and Vanguard (-55.6%).

Funds Under Management								
\$millions	Sep-20		Jun-20		Sep-19		Growth Rates	
							Qtrly	Annual
State Street Global Advisors	206,599	18.1%	191,735	17.1%	202,790	17.1%	7.8%	1.9%
Vanguard Investments	149,231	13.1%	155,855	13.9%	165,602	14.0%	-4.3%	-9.9%
Challenger Limited	60,773	5.3%	58,618	5.2%	55,632	4.7%	3.7%	9.2%
Victorian Funds Management	59,256	5.2%	59,256	5.3%	64,458	5.4%	0.0%	-8.1%
AMP	49,090	4.3%	50,189	4.5%	53,805	4.5%	-2.2%	-8.8%
National Australia / MLC	48,726	4.3%	48,021	4.3%	60,844	5.1%	1.5%	-19.9%
First Sentier Investors	48,141	4.2%	48,141	4.3%	49,302	4.2%	0.0%	-2.4%
UBS Asset Management	47,435	4.2%	46,772	4.2%	49,514	4.2%	1.4%	-4.2%
BlackRock	35,985	3.2%	36,046	3.2%	31,485	2.7%	-0.2%	14.3%
Pendal Limited	29,580	2.6%	28,314	2.5%	32,431	2.7%	4.5%	-8.8%
Others	403,658	35.5%	397,325	35.5%	419,882	35.4%	1.6%	-3.9%
Totals	1,138,474	100.0%	1,120,272	100.0%	1,185,746	100.0%	1.6%	-4.0%
Analysis By Market								
Wholesale Institutional	630,268	55.4%	621,618	55.5%	668,375	56.4%	1.4%	-5.7%
Wholesale Investment	477,754	42.0%	468,550	41.8%	485,369	40.9%	2.0%	-1.6%
Wholesale Superannuation & Pension	30,452	2.7%	30,103	2.7%	32,003	2.7%	1.2%	-4.8%
Totals	1,138,474	100.0%	1,120,272	100.0%	1,185,746	100.0%	1.6%	-4.0%



Release Date: 21 December 2020

About the Media Release

The Media Release is provided by Plan For Life, Actuaries and Researchers. Plan For Life are specialists in providing accurate statistical information and analyses covering the 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.

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.

Disclaimer and Conditions of Use

This report and material has 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. Acknowledgement is given to APRA for cross-reference to items appearing in its Annual and Half-annual Reports on Life Companies.

Products and Services

Simfund Dash Australia is an online interactive reporting and analysis tool designed to support the financial industry in its product, marketing, distribution, benchmarking and research efforts covering Australian superannuation and investment markets with data provided by Plan For Life. It combines a web-based database with a powerful analytical application that generates professional, presentation-ready fund industry analyses and reports in seconds. <https://www.simfund.com/SimfundWeb/>

Further Information:

Daniel Morris

Senior Manager

Email: Daniel.Morris@issgovernance.com

Tel: +61 3 9886 4400

Address: 217 Blackburn Road, Mt Waverley VIC 3149

Website: <https://www.pflresearch.com/>