

## Media Release

### Analysis of New Zealand Retail Managed Funds as at March 2021

Release Date:  
13 July 2021

#### New Zealand Retail Managed Funds increase by \$3.3bn during March Quarter 2021

Retail Managed Funds at the end of March totalled NZ\$132.9bn, up strongly by 22.4% over the past year as investment markets bounced back from the 2020 COVID-19 sell-offs. They have since continued to strengthen on hopes that vaccines will reverse the spread of the pandemic which is happening in 1st world countries but the situation in the rest of the world is out of control and deteriorating as new highly infectious strains take a terrible toll. The Top 4 companies ANZ (13.1%), ASB (17.2%), BT / Westpac (12.4%) and AMP (10.0%) all reported double digit percentage increases in their funds while 5th & 6th placed Milford (53.2%) and Fisher (39.9%) outperformed along with Booster (41.6%), BNZ (32.0%) and Kiwi Wealth (30.5%).

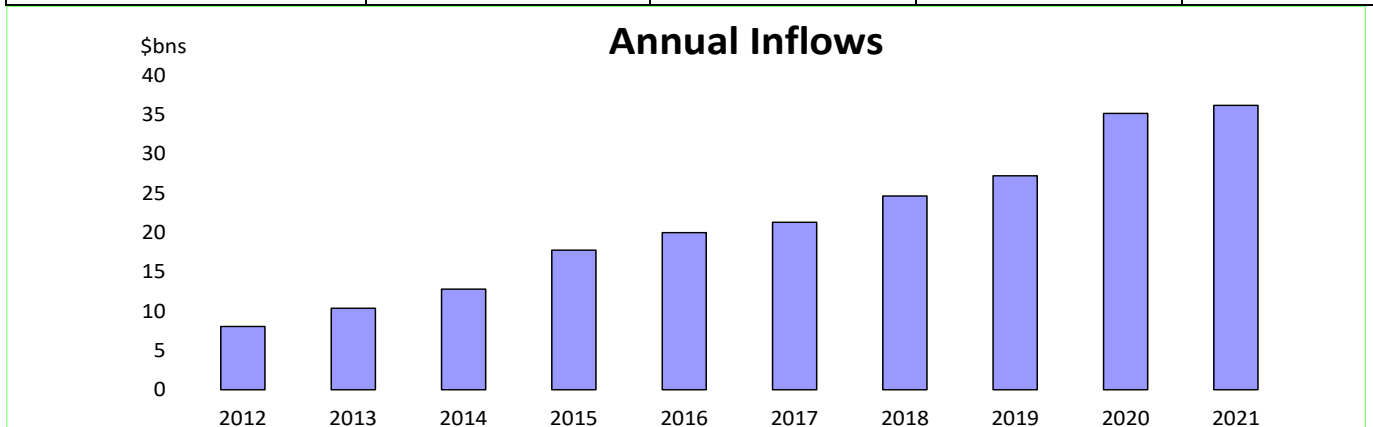
During the March quarter Gross Inflows fell 22.2% to NZ\$7.8bn but year on year they were still up a modest 2.9%. Very significant annual Inflow growth was experienced by Nikko (55.1%), Booster (49.8%), Fisher (35.4%), AMP (28.7%) and Milford (25.2%) however those of BT / Westpac (-13.2%) and ANZ (-9.9%) were both lower.

#### Funds Under Management

NZ\$millions	Mar-21		Dec-20		Mar-20		Growth Rates	
							Qtrly	Annual
ANZ Investments	30,566	23.0%	30,032	23.2%	27,035	24.9%	1.8%	13.1%
ASB Group Investments	18,469	13.9%	18,319	14.1%	15,753	14.5%	0.8%	17.2%
BT / Westpac NZ	14,404	10.8%	14,474	11.2%	12,816	11.8%	-0.5%	12.4%
AMP NZ	12,040	9.1%	11,966	9.2%	10,944	10.1%	0.6%	10.0%
Milford Asset Management	11,538	8.7%	10,569	8.2%	7,532	6.9%	9.2%	53.2%
Fisher Funds	9,751	7.3%	9,293	7.2%	6,970	6.4%	4.9%	39.9%
Mercer NZ	7,388	5.6%	7,352	5.7%	5,953	5.5%	0.5%	24.1%
Kiwi Wealth	5,993	4.5%	5,770	4.5%	4,591	4.2%	3.9%	30.5%
Booster	3,686	2.8%	3,481	2.7%	2,603	2.4%	5.9%	41.6%
BNZ	3,648	2.7%	3,529	2.7%	2,763	2.5%	3.4%	32.0%
Other Companies	15,415	11.6%	14,802	11.4%	11,639	10.7%	4.1%	32.4%
<b>Totals</b>	<b>132,898</b>	<b>100.0%</b>	<b>129,586</b>	<b>100.0%</b>	<b>108,600</b>	<b>100.0%</b>	<b>2.6%</b>	<b>22.4%</b>

#### Analysis By Market

KiwiSaver	81,842	61.6%	79,047	61.0%	61,954	57.0%	3.5%	32.1%
Other Superannuation	9,087	6.8%	9,194	7.1%	7,847	7.2%	-1.2%	15.8%
Unit Trusts & Managed Funds	41,709	31.4%	41,086	31.7%	38,566	35.5%	1.5%	8.2%
Insurance & Investment Bonds	259	0.2%	260	0.2%	234	0.2%	-0.4%	10.7%
<b>Totals</b>	<b>132,898</b>	<b>100.0%</b>	<b>129,586</b>	<b>100.0%</b>	<b>108,600</b>	<b>100.0%</b>	<b>2.6%</b>	<b>22.4%</b>



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