

# Media Release

## Analysis of Wraps, Platforms and Master Trusts as at March 2021

Release Date:  
12 July 2021

### Reported Funds Under Management increase by \$144.3bn over the year to March 2021

Masterfunds ended the year to March 2021 jumping 18.7% to \$915.4bn as global investment markets recovered from the falls that were incurred in the March 2020 sell-off triggered by the start of the COVID-19 pandemic. During the March quarter they were up \$26.2bn, or 2.9%. Markets have subsequently climbed further and most are now once again in or close to record territory despite continuing worries in the background about the potential for what appears to be a long overdue correction. Year on year both Inflows and Outflows were lower by 9.4% and 9.0% to \$149.5bn and \$147.9bn respectively resulting in a small overall Net Fund Inflow of just \$1.6bn continuing the low real growth of the previous two years when they were up by \$2.4bn and just \$0.4bn, all of these well below the \$18.3bn average experienced over the previous decade.

Year on year all of the leading companies enjoyed significant increases in their funds under management. Medium sized players Praemium (\$16.9bn up 223.7%) and HUB24 (\$35.6bn up 135.7%) saw their business more than triple and double respectively as a result of their mergers with Powerwrap and Xplore Wealth. Market Leader BT (\$169.6bn up 19.8%) reported strong growth while the rest of the Top 5 companies also saw substantial increases with AMP (\$140.5bn up 9.7%), Commonwealth / Colonial (\$137.2bn up 16.3%), National Australia / MLC (\$120.5bn up 14.4%), and Macquarie (\$100.1bn up 28.2%). Double digit percentage increases were recorded as well by IOOF (\$77.3bn up 12.3%), netwealth (\$41.8bn up 50.1%) and Mercer (\$26.3bn up 17.9%).

#### Funds Under Management – Total Masterfunds Administrator View

<i>\$millions</i>	Mar 21		Mar 20		Mar 19		Annual Growth
BT Financial Group	169,632	18.5%	141,633	18.4%	155,801	18.3%	19.8%
AMP Group	140,503	15.3%	128,088	16.6%	149,480	17.5%	9.7%
Commonwealth / Colonial Group	137,153	15.0%	117,952	15.3%	128,188	15.0%	16.3%
National Australia / MLC Group	120,511	13.2%	105,330	13.7%	116,533	13.7%	14.4%
Macquarie Group	100,060	10.9%	78,047	10.1%	84,608	9.9%	28.2%
IOOF Group	77,270	8.4%	68,806	8.9%	36,338	4.3%	12.3%
netwealth	41,840	4.6%	27,875	3.6%	21,055	2.5%	50.1%
HUB24	35,613	3.9%	15,110	2.0%	11,487	1.3%	135.7%
Mercer	26,302	2.9%	22,311	2.9%	24,111	2.8%	17.9%
Praemium	16,873	1.8%	5,213	0.7%	6,534	0.8%	223.7%
Others	49,681	5.4%	60,749	7.9%	117,731	13.8%	-18.2%
<b>Totals</b>	<b>915,437</b>	<b>100.0%</b>	<b>771,114</b>	<b>100.0%</b>	<b>851,866</b>	<b>100.0%</b>	<b>18.7%</b>

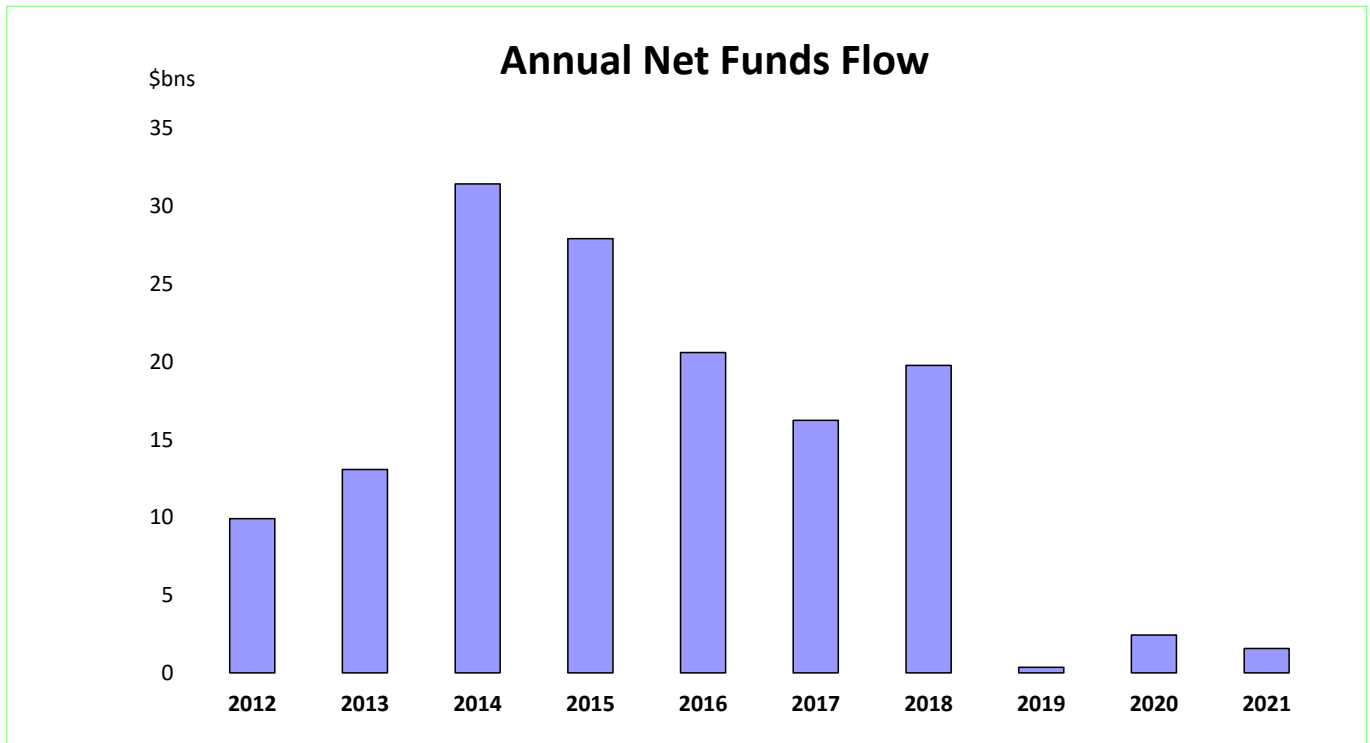
#### Analysis By Market

Wrap	472,365	51.6%	376,090	48.8%	397,383	46.6%	25.6%
Platform	337,727	36.9%	299,149	38.8%	331,852	39.0%	12.9%
Master Trust	105,346	11.5%	95,875	12.4%	122,632	14.4%	9.9%
<b>Totals</b>	<b>915,437</b>	<b>100.0%</b>	<b>771,114</b>	<b>100.0%</b>	<b>851,866</b>	<b>100.0%</b>	<b>18.7%</b>

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**Wraps** \$472.4bn of funds under management (representing 51.6% of the overall Masterfunds total) were up by just over a quarter or 25.6% over the past year. Annual Inflows declined 11.7% to total \$95.1bn which after deducting Outflows of \$73.4bn, also down by 16.2%, resulted in a Net Fund Inflow of \$21.7bn. Only 8 companies are responsible for administering almost the entire Wrap market and they also account for close to 80% of the total from a marketer perspective. All of these companies reported double digit plus growth with BT (up 19.9% to \$131.3bn), Macquarie (up 29.0% to \$99.2bn), AMP (up 19.1% to \$71.5bn), netwealth (up 50.1% to \$41.8bn), National Australia / MLC (up 21.3% to \$37.0bn), HUB24 (up 135.7% to \$35.6bn), Commonwealth / Colonial (up 12.6% to \$33.2bn) and IOOF (up 20.3% to \$22.5bn).

**Platforms** \$337.7bn of funds (36.9% of the Masterfund total) ended the year to March 12.9% higher. Over last twelve months Platforms suffered a Net Fund Outflow of \$13.6bn as Inflows of \$41.4bn were exceeded by Outflows of \$55.1bn. All of the main Platform players in Commonwealth / Colonial (up 17.9% to \$100.3bn), National Australia / MLC (up 11.6% to \$83.5bn), AMP (up 4.2% to \$42.1bn), IOOF (up 8.2% to \$35.1bn) and Mercer (up 17.9% to \$26.3bn) finished the past year higher.

**Master Trusts** \$105.3bn of funds (11.5% of the Masterfund total) rose 9.9%. Year on year Inflows of \$13.0bn were down by 6.0% and were exceeded by Outflows that were 13.9% higher at \$19.4bn resulting in an overall Net Outflow from Master Trusts of \$6.4bn. While market leader BT (up 20.7% to \$38.3bn) enjoyed very strong growth the results of the next 3 players were a bit more modest and mixed with AMP (down 2.7% to \$26.9bn), IOOF (up 11.3% to \$19.7bn) and Russell (up 6.3% to \$9.3bn). These four companies between them account for close to 90% of the Master Trust total.

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### About the Media Release

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