

Media Release

Release Date: 6 April 2021

Analysis of Retail Funds at Dec-20 – Marketer View

\$59.2bn Jump in Retail Managed Funds reported during December 2020 Quarter

While Retail Managed Funds rose 6.5% in the December quarter to \$976.2bn over the whole of 2020 they finished flat, down 0.2%. After slumping dramatically earlier in the year due to a general panic triggered by the start of the corona virus pandemic, global stock markets have subsequently recovered most or all of the ground lost and indeed in the US they are once again in record territory. IOOF's Retail Funds doubled in the first quarter of 2020 due to its acquisition of ANZ Wealth business, now rebadged OnePath. Meanwhile HUB24 (38.8%), netwealth (35.0%) and Macquarie (12.8%) also reported some significant growth rates however by contrast AMP (-11.1%) saw its business fall.

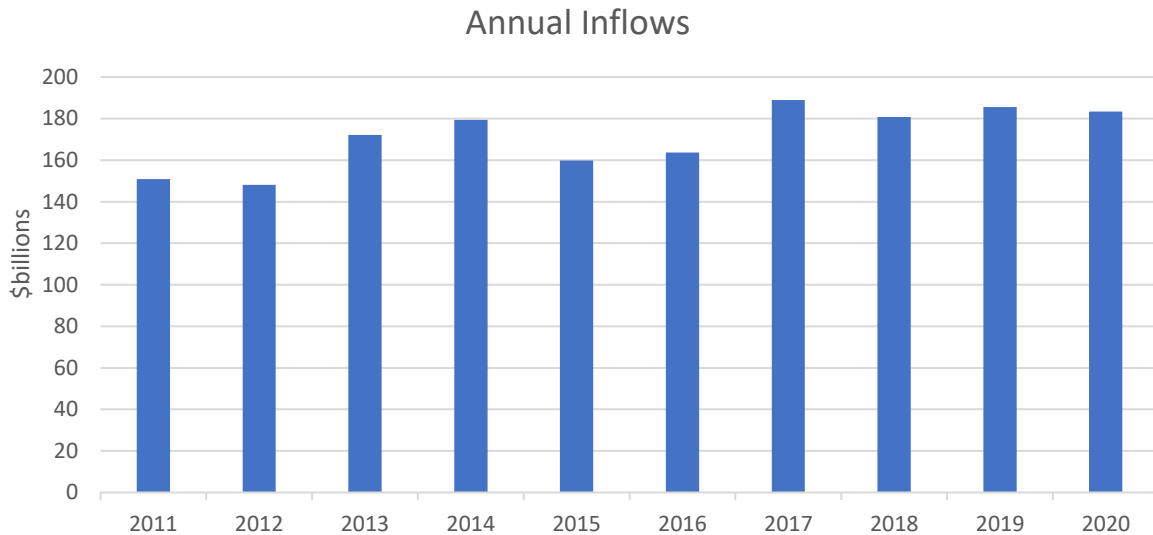
Gross Inflows for 2020 totalled \$183.4bn which was down only slightly by 1.2% on 2019. December quarter overall inflows were little changed from those recorded in September, just marginally lower by 0.7%.

Funds Under Management								
\$millions	Dec-20		Sep-20		Dec-19		Growth Rates	
							Qtrly	Annual
AMP	142,596	14.6%	138,594	15.1%	160,405	16.4%	2.9%	-11.1%
Commonwealth / Colonial	123,310	12.6%	115,106	12.6%	126,916	13.0%	7.1%	-2.8%
BT Financial	118,528	12.1%	110,072	12.0%	115,117	11.8%	7.7%	3.0%
National Australia / MLC	117,380	12.0%	111,644	12.2%	121,549	12.4%	5.1%	-3.4%
IOOF	84,308	8.6%	80,592	8.8%	40,368	4.1%	4.6%	108.8%
Macquarie	51,550	5.3%	46,821	5.1%	45,703	4.7%	10.1%	12.8%
netwealth	40,126	4.1%	35,234	3.8%	29,725	3.0%	13.9%	35.0%
Mercer	27,853	2.9%	26,679	2.9%	27,747	2.8%	4.4%	0.4%
HUB24	21,966	2.3%	19,015	2.1%	15,829	1.6%	15.5%	38.8%
Xplore Wealth	16,570	1.7%	15,530	1.7%	15,890	1.6%	6.7%	4.3%
Badges	96,595	9.9%	90,022	9.8%	101,812	10.4%	7.3%	-5.1%
Others	135,399	13.9%	127,664	13.9%	177,441	18.1%	6.1%	-23.7%
Totals	976,181	100.0%	916,973	100.0%	978,500	100.0%	6.5%	-0.2%
Analysis By Market								
Superannuation & Rollovers	438,841	45.0%	414,660	45.2%	447,058	45.7%	5.8%	-1.8%
Retirement Income	204,072	20.9%	194,472	21.2%	206,984	21.2%	4.9%	-1.4%
Cash Trusts	1,950	0.2%	1,959	0.2%	6,642	0.7%	-0.4%	-70.6%
Unit Trusts & Investment Funds	322,285	33.0%	297,061	32.4%	308,741	31.6%	8.5%	4.4%
Investment Bonds	9,032	0.9%	8,821	1.0%	9,076	0.9%	2.4%	-0.5%
Totals	976,181	100.0%	916,973	100.0%	978,500	100.0%	6.5%	-0.2%

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About the Media Release

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