

Analysis of New Zealand Retail Managed Funds as at June 2019

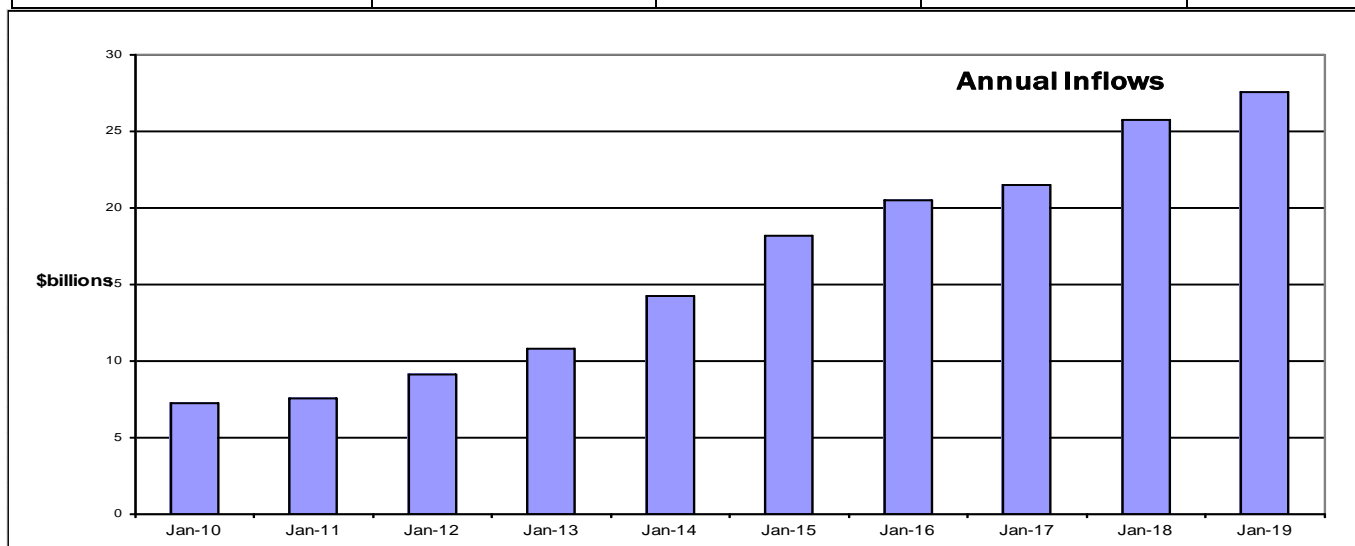
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NZ\$4.0bn Growth in New Zealand Retail Managed Funds during June Quarter 2019

Retail Managed Funds grew 3.9% during the June 2019 quarter to NZ\$105.8bn while over the whole of 2018/19 they were up 11.3%. Almost half the growth was due to further significant net fund flows experienced with good performances on underlying investment markets during the last two quarters accounting for the balance. Looking at individual sub-markets KiwiSaver continues to outperform the rest jumping another 16.5%. Unit Trusts & Managed Funds also increased up a more moderate 6.4%. By contrast the Other Superannuation market was flat, rising a marginal 0.3%, while Insurance & Investment Bonds continue to decline, down 7.1%. All the leading companies reported increases in funds under management with some of the highest percentage growth rates being recorded by BNZ (30.1%), Milford (24.3%), Booster (20.4%), ASB (16.3%), Fisher (15.9%), Kiwi Wealth (14.6%) and BT / Westpac (10.8%).

Gross annual Inflows to June were NZ\$27.5bn, up 7.0% on the previous year; during the June quarter reported Inflows jumped 16.1%. While Generate, Milford, Fisher, ASB and BNZ posted double digit annual Inflow growth rates both Mercer and AMP were lower.

Funds Under Management									
NZ\$millions	Jun-19		Mar-19		Jun-18		Growth Rates		
							Qtrly	Annual	
ANZ Investments	27,470	26.0%	26,665	26.2%	25,402	26.7%	3.0%	8.1%	
ASB Group Investments	16,105	15.2%	15,390	15.1%	13,845	14.6%	4.6%	16.3%	
BT / Westpac NZ	13,059	12.3%	12,775	12.5%	11,789	12.4%	2.2%	10.8%	
AMP NZ	11,819	11.2%	11,653	11.4%	11,579	12.2%	1.4%	2.1%	
Fisher Funds	6,844	6.5%	6,481	6.4%	5,908	6.2%	5.6%	15.9%	
Milford Asset Management	6,837	6.5%	6,193	6.1%	5,501	5.8%	10.4%	24.3%	
Mercer NZ	6,188	5.8%	6,052	5.9%	5,891	6.2%	2.2%	5.0%	
Kiwi Wealth	4,436	4.2%	4,276	4.2%	3,870	4.1%	3.7%	14.6%	
BNZ	2,318	2.2%	2,168	2.1%	1,782	1.9%	6.9%	30.1%	
Booster	1,802	1.7%	1,704	1.7%	1,496	1.6%	5.7%	20.4%	
Other Companies	8,935	8.4%	8,499	8.3%	7,969	8.4%	5.1%	12.1%	
Totals	105,812	100.0%	101,854	100.0%	95,032	100.0%	3.9%	11.3%	
Analysis By Market									
KiwiSaver	59,325	56.1%	56,736	55.7%	50,915	53.6%	4.6%	16.5%	
Other Superannuation	6,872	6.5%	6,765	6.6%	6,854	7.2%	1.6%	0.3%	
Unit Trusts & Managed Funds	39,339	37.2%	38,077	37.4%	36,965	38.9%	3.3%	6.4%	
Insurance & Investment Bonds	276	0.3%	277	0.3%	297	0.3%	-0.2%	-7.1%	
Totals	105,812	100.0%	101,854	100.0%	95,032	100.0%	3.9%	11.3%	



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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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