

Analysis of New Zealand Retail Managed Funds as at June 2020

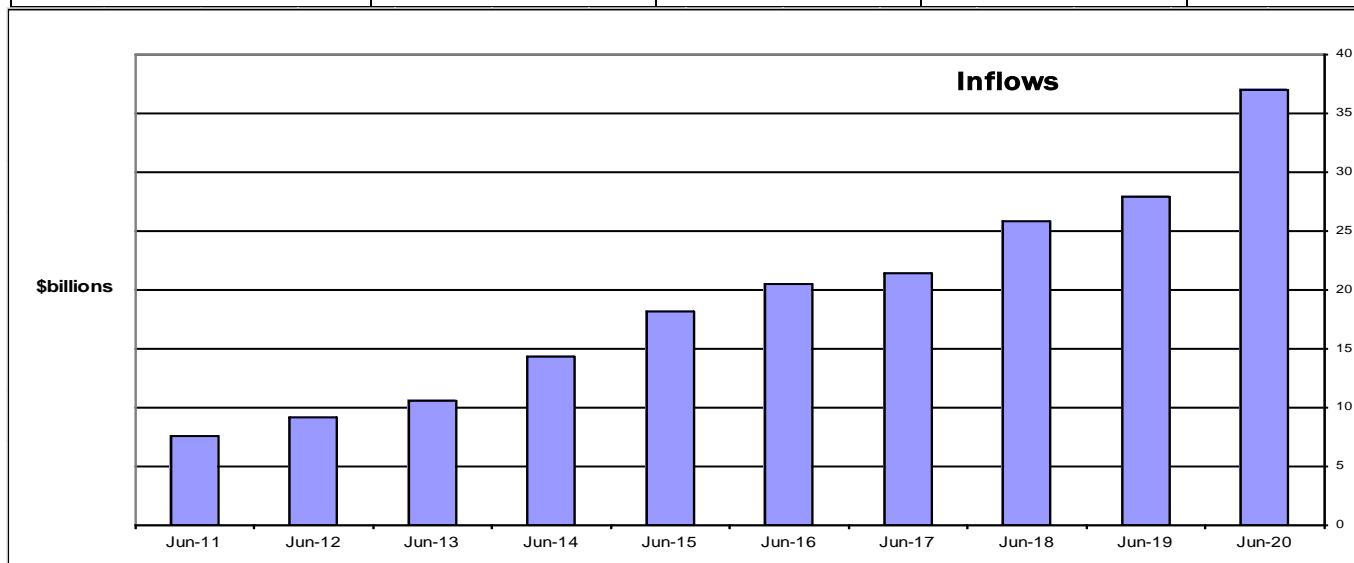
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NZ\$9.9bn Growth in New Zealand Retail Managed Funds during June Quarter 2020

Retail Managed Funds increased 9.3% during the June quarter to NZ\$116.1bn and were similarly up 9.1% over the whole of 2019/20. Two thirds of the growth was due to significant net fund flows with fairly modest investment earnings accounting for most of the rest. KiwiSaver continues to grow strongly jumping another 15.5% while by comparison the performances of the other markets were all rather pedestrian. Unit Trusts & Managed Funds finished relatively flat, up by just 1.7%, while both Other Super and Insurance & Investment Bonds were lower down by 2.8% and 6.3% respectively. Virtually all leading companies reported increases in funds under management with some of the highest percentage growth rates being recorded by BNZ (32.1%), Milford (24.4%), Booster (21.9%), Fisher (15.3%) and Kiwi Wealth (12.5%) but AMP was an exception declining by a marginal 0.3%.

Gross reported annual Inflows to June were NZ\$37.0bn up by almost third, or 32.6% despite falling 12.3% during the latest quarter. Year on year all companies posted very significant Inflow increases in particular Milford, BNZ, Mercer, Generate, Fisher, ANZ and AMP.

Funds Under Management								
NZ\$millions	Jun-20		Mar-20		Jun-19		Growth Rates	
							Qtrly	Annual
ANZ Investments	29,301	25.2%	27,035	25.5%	27,470	25.8%	8.4%	6.7%
ASB Group Investments	17,041	14.7%	15,753	14.8%	16,105	15.1%	8.2%	5.8%
BT / Westpac NZ	13,594	11.7%	12,816	12.1%	13,059	12.3%	6.1%	4.1%
AMP NZ	11,788	10.2%	10,947	10.3%	11,819	11.1%	7.7%	-0.3%
Milford Asset Management	8,506	7.3%	7,532	7.1%	6,837	6.4%	12.9%	24.4%
Fisher Funds	7,875	6.8%	6,970	6.6%	6,827	6.4%	13.0%	15.3%
Mercer NZ	6,477	5.6%	5,953	5.6%	6,188	5.8%	8.8%	4.7%
Kiwi Wealth	4,992	4.3%	4,490	4.2%	4,436	4.2%	11.2%	12.5%
BNZ	3,061	2.6%	2,763	2.6%	2,318	2.2%	10.8%	32.1%
Booster	2,196	1.9%	1,919	1.8%	1,802	1.7%	14.4%	21.9%
Other Companies	11,223	9.7%	9,957	9.4%	9,476	8.9%	12.7%	18.4%
Totals	116,054	100.0%	106,136	100.0%	106,336	100.0%	9.3%	9.1%
Analysis By Market								
KiwiSaver	69,019	59.5%	61,955	58.4%	59,766	56.2%	11.4%	15.5%
Other Superannuation	6,763	5.8%	6,297	5.9%	6,959	6.5%	7.4%	-2.8%
Unit Trusts & Managed Funds	40,022	34.5%	37,651	35.5%	39,345	37.0%	6.3%	1.7%
Insurance & Investment Bonds	249	0.2%	234	0.2%	266	0.3%	6.6%	-6.3%
Totals	116,054	100.0%	106,136	100.0%	106,336	100.0%	9.3%	9.1%



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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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