

Analysis of New Zealand Retail Managed Funds as at September 2020

Release Date: 2 February 2021

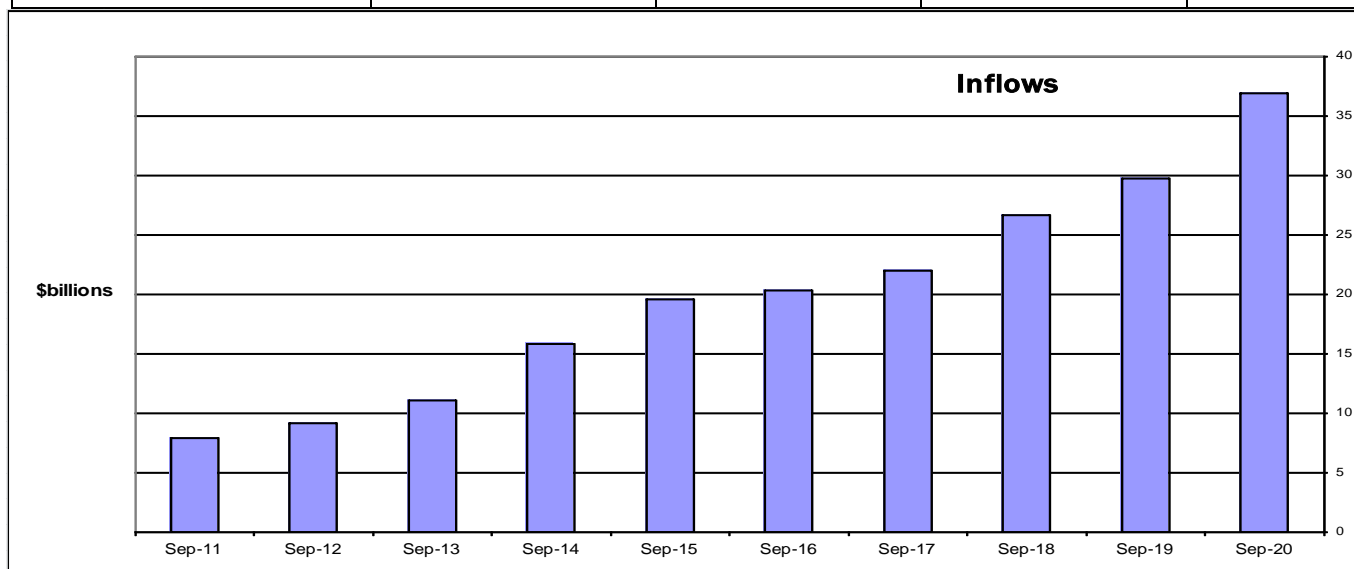
New Zealand Retail Managed Funds grow NZ\$4.0bn during September Quarter 2020

Overall Retail Managed Funds at the end of September totalled NZ\$120.6bn, climbing 7.6% over the past year. Continued substantial net fund flows into KiwiSaver was the main driver of this growth while the other sub-markets all saw net outflows. The overall annual investment return on funds was just a modest 3.1%. Significant double digit percentage increases in funds under management were reported by BNZ (27.1%), Booster (23.4%), Milford (22.5%), Fisher (15.4%) and Kiwi Wealth (14.6%) however the results of the Top 4 companies were much more subdued with ANZ (1.4%), ASB (4.4%), BT/Westpac (4.2%) and AMP (1.0%) either relatively little changed or only moderately higher.

Gross Inflows jumped by almost a quarter, or 24.1% to NZ\$9.1bn over the past twelve months. Most of the main companies posted large double digit percentage increases in their Inflows including in particular Booster (65.0%), Milford (61.8%), AMP (53.1%), BNZ (36.3%), Generate (31.6%), Kiwi Wealth (31.0%), Fisher (30.3%) and ANZ (25.1%).

Funds Under Management								
NZ\$millions	Sep-20		Jun-20		Sep-19		Growth Rates	
							Qtrly	Annual
ANZ Investments	29,037	24.1%	29,301	25.1%	28,646	25.6%	-0.9%	1.4%
ASB Group Investments	17,552	14.6%	17,041	14.6%	16,818	15.0%	3.0%	4.4%
BT / Westpac NZ	13,978	11.6%	13,594	11.7%	13,411	12.0%	2.8%	4.2%
AMP NZ	11,792	9.8%	11,505	9.9%	11,680	10.4%	2.5%	1.0%
Milford Asset Management	9,283	7.7%	8,506	7.3%	7,579	6.8%	9.1%	22.5%
Fisher Funds	8,362	6.9%	7,875	6.8%	7,245	6.5%	6.2%	15.4%
Mercer NZ	6,704	5.6%	6,477	5.6%	6,387	5.7%	3.5%	5.0%
Kiwi Wealth	5,319	4.4%	4,992	4.3%	4,643	4.1%	6.5%	14.6%
BNZ	3,287	2.7%	3,061	2.6%	2,585	2.3%	7.4%	27.1%
Booster	2,392	2.0%	2,196	1.9%	1,938	1.7%	8.9%	23.4%
Other Companies	12,888	10.7%	12,075	10.4%	11,123	9.9%	6.7%	15.9%
Totals	120,594	100.0%	116,622	100.0%	112,056	100.0%	3.4%	7.6%

Analysis By Market								
KiwiSaver	73,436	60.9%	69,019	59.2%	63,592	56.8%	6.4%	15.5%
Other Superannuation	6,858	5.7%	6,763	5.8%	7,030	6.3%	1.4%	-2.4%
Unit Trusts & Managed Funds	40,049	33.2%	40,590	34.8%	41,167	36.7%	-1.3%	-2.7%
Insurance & Investment Bonds	251	0.2%	249	0.2%	266	0.2%	0.6%	-5.9%
Totals	120,594	100.0%	116,622	100.0%	112,056	100.0%	3.4%	7.6%



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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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