

Analysis Of Retail Managed Funds as at December 2019 – Administrator View

Release Date: 27 March 2020

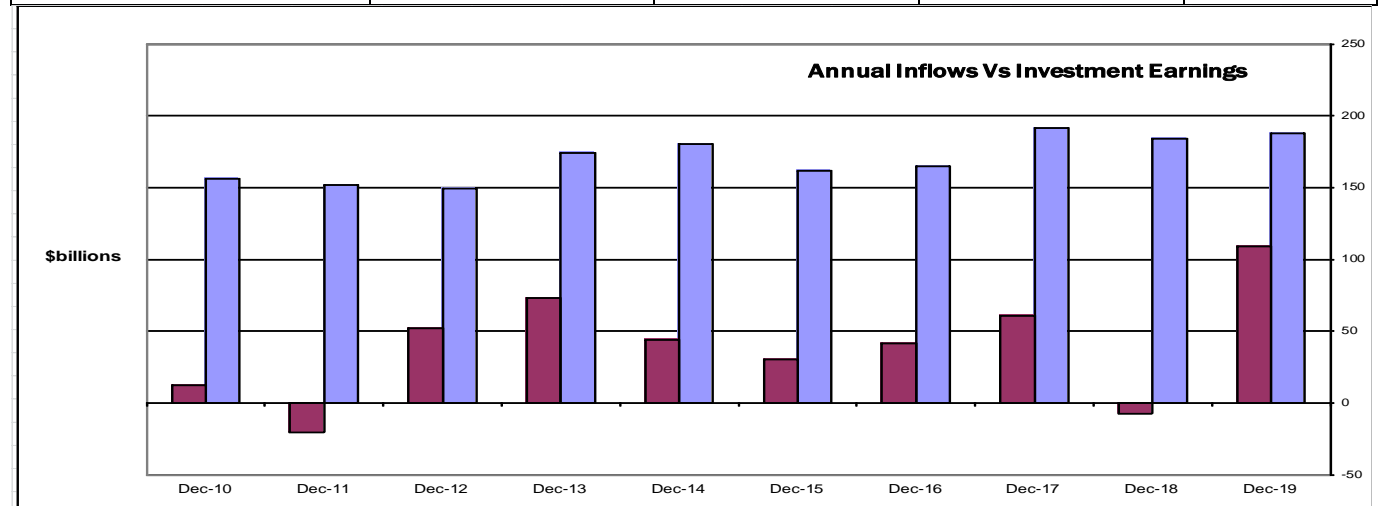
\$12.9bn Rise in Retail Managed Funds reported during December 2019 Quarter

Retail Managed Funds were up 1.3% during the December quarter to stand at \$991.5bn representing for the whole of 2019 a total cumulative increase of 9.7%. That said investment markets have seen very sharp corrections/crashes and extreme volatility triggered by the unprecedented quarantine measures being enacted to try to halt the spread of the corona virus before it becomes an uncontrollable pandemic. Currently the main international stock markets are down by around 25% compared to their 2019 year end levels with all of these falls happening in the past 4 weeks; only a few days ago they were down by a third or more so it would be reasonable to assume all of this upheaval will continue for the foreseeable future. All of the main companies reported increases in their Retail funds under management during 2019 led by netwealth (49.3%), Xplore (20.2%), IOOF (13.3%), BT (13.1%), Mercer (12.0%), Macquarie (11.4%), and National Australia / MLC (9.5%).

Gross Inflows for 2019 totalled \$188.0bn, up only slightly by 2.1% on the 2018 total. During the latest December quarter overall Inflows were 3.8% lower than those in the September quarter.

Funds Under Management								
\$millions	Dec-19		Sep-19		Dec-18		Growth Rates	
							Qtrly	Annual
BT Financial	172,780	17.4%	170,044	17.4%	152,703	16.9%	1.6%	13.1%
AMP	153,213	15.5%	153,339	15.7%	148,866	16.5%	-0.1%	2.9%
Commonwealth / Colonial	146,093	14.7%	152,032	15.5%	136,864	15.1%	-3.9%	6.7%
National Australia / MLC	121,549	12.3%	120,867	12.4%	110,962	12.3%	0.6%	9.5%
Macquarie	90,569	9.1%	90,458	9.2%	81,317	9.0%	0.1%	11.4%
IOOF	41,213	4.2%	40,640	4.2%	36,382	4.0%	1.4%	13.3%
ANZ Wealth	40,880	4.1%	41,000	4.2%	38,863	4.3%	-0.3%	5.2%
netwealth	29,725	3.0%	26,465	2.7%	19,906	2.2%	12.3%	49.3%
Mercer	25,457	2.6%	25,260	2.6%	22,726	2.5%	0.8%	12.0%
Xplore Wealth	15,890	1.6%	14,987	1.5%	13,220	1.5%	6.0%	20.2%
Others	154,164	15.5%	143,555	14.7%	142,184	15.7%	7.4%	8.4%
Totals	991,533	100.0%	978,647	100.0%	903,992	100.0%	1.3%	9.7%

Analysis By Market								
Superannuation & Rollovers	447,065	45.1%	443,160	45.3%	412,950	45.7%	0.9%	8.3%
Retirement Income	205,949	20.8%	204,998	20.9%	200,301	22.2%	0.5%	2.8%
Cash Trusts	6,642	0.7%	6,580	0.7%	5,725	0.6%	0.9%	16.0%
Unit Trusts & Investment Funds	324,071	32.7%	316,179	32.3%	277,816	30.7%	2.5%	16.6%
Investment Bonds	7,806	0.8%	7,729	0.8%	7,200	0.8%	1.0%	8.4%
Totals	991,533	100.0%	978,647	100.0%	903,992	100.0%	1.3%	9.7%



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Administrator View

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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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