

## Analysis Of Retail Managed Funds as at December 2019 – Marketer View

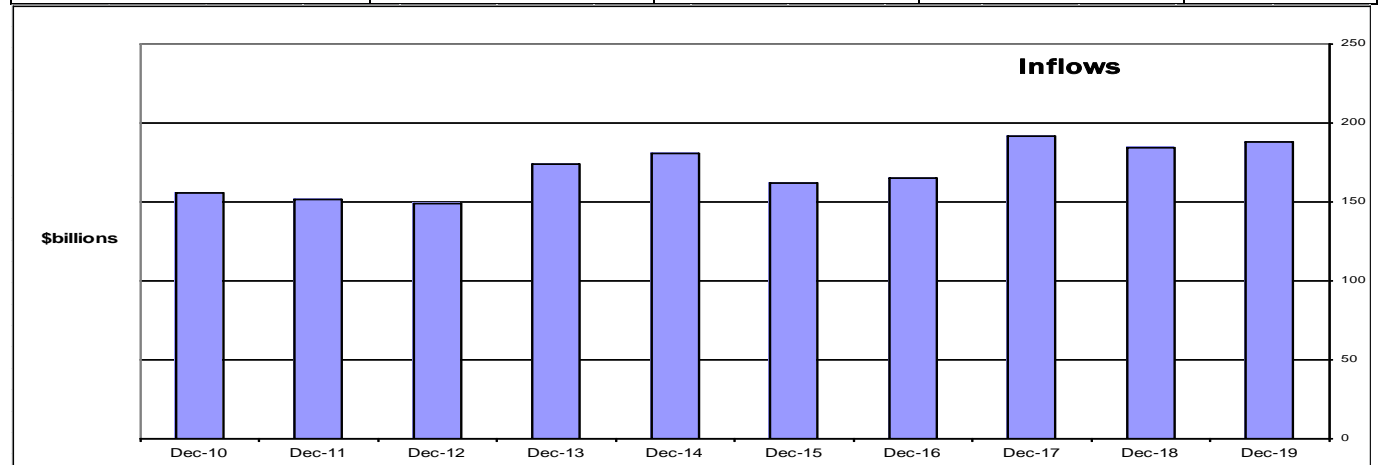
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### \$12.9bn Rise in Retail Managed Funds reported during December 2019 Quarter

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%), Macquarie (30.8%), Xplore (20.2%), BT (19.8%), IOOF (13.0%), Mercer (11.6%) 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
AMP	160,405	16.2%	160,816	16.4%	156,439	17.3%	-0.3%	2.5%
Commonwealth / Colonial	126,916	12.8%	132,878	13.6%	119,135	13.2%	-4.5%	6.5%
National Australia / MLC	121,549	12.3%	120,867	12.4%	110,962	12.3%	0.6%	9.5%
BT Financial	115,117	11.6%	110,644	11.3%	96,081	10.6%	4.0%	19.8%
ANZ Wealth	48,934	4.9%	49,077	5.0%	46,333	5.1%	-0.3%	5.6%
Macquarie	45,703	4.6%	43,821	4.5%	34,935	3.9%	4.3%	30.8%
IOOF	40,368	4.1%	39,805	4.1%	35,718	4.0%	1.4%	13.0%
netwealth	29,725	3.0%	26,465	2.7%	19,906	2.2%	12.3%	49.3%
Mercer	27,747	2.8%	27,545	2.8%	24,872	2.8%	0.7%	11.6%
Xplore Wealth	15,890	1.6%	14,987	1.5%	13,220	1.5%	6.0%	20.2%
Badges	115,344	11.6%	118,160	12.1%	113,003	12.5%	-2.4%	2.1%
Others	143,838	14.5%	133,583	13.6%	133,389	14.8%	7.7%	7.8%
<b>Totals</b>	<b>991,533</b>	<b>100.0%</b>	<b>978,647</b>	<b>100.0%</b>	<b>903,992</b>	<b>100.0%</b>	<b>1.3%</b>	<b>9.7%</b>
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%
<b>Totals</b>	<b>991,533</b>	<b>100.0%</b>	<b>978,647</b>	<b>100.0%</b>	<b>903,992</b>	<b>100.0%</b>	<b>1.3%</b>	<b>9.7%</b>



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