

## Analysis Of Wholesale Funds as at September 2019

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### \$17.4bn Increase in Wholesale Funds during September 2019 Quarter

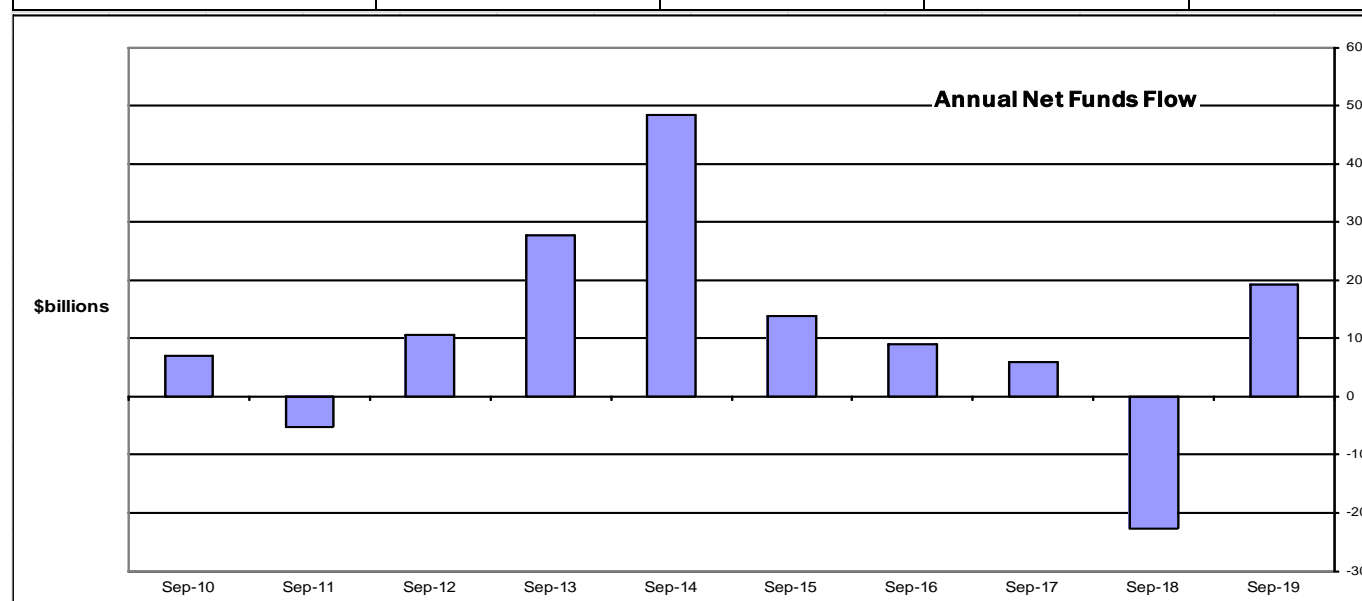
Wholesale Funds at the end of September totalled \$1,217.8bn, up \$17.4bn or 1.4% over the quarter. Over the whole of the past year they climbed 7.4% with investment earnings responsible for almost three quarters of this annual growth. Wholesale managers recording some of the highest fund growth rates included Vanguard, PIMCO, Magellan, State Street, Pandal, DFA and BlackRock. Please note the first time inclusion this quarter of First Sentier Investors, part of the Japanese Mitsubishi Bank Group, which recently acquired Colonial First State Global Asset Management's \$49bn plus worth of Institutional Wholesale business.

During the September 2019 quarter while Gross Inflows dropped by close to a third, or 29.0% to \$70.2bn from the record \$98.8bn reported for June, over the whole of the past twelve months they still finished 22.6% higher to total \$308.4bn. Year on year some well above average Inflow increases were reported by Vanguard (168.9%), State Street (46.4%), Macquarie (44.6%), IOOF (41.5%), Magellan (35.9%) and BlackRock (28.1%) while by contrast Schroders (-35.7%), Platinum (-33.5%), AMP (-32.5%) and DFA (-30.2%) all saw their Inflows drop markedly year on year.

Funds Under Management								
\$millions	Sep-19		Jun-19		Sep-18		Growth Rates	
							Qtrly	Annual
State Street Global Advisors	202,790	16.7%	200,454	16.7%	171,124	15.1%	1.2%	18.5%
Vanguard Investments	163,803	13.5%	156,080	13.0%	124,051	10.9%	4.9%	32.0%
BlackRock	86,380	7.1%	86,259	7.2%	80,700	7.1%	0.1%	7.0%
Victorian Funds Management	64,100	5.3%	64,100	5.3%	62,156	5.5%	0.0%	3.1%
National Australia / MLC	60,844	5.0%	60,450	5.0%	60,231	5.3%	0.7%	1.0%
Challenger Limited	55,571	4.6%	54,518	4.5%	56,237	5.0%	1.9%	-1.2%
AMP	53,805	4.4%	53,343	4.4%	51,989	4.6%	0.9%	3.5%
First Sentier Investors	49,302	4.0%		0.0%		0.0%	N/A	N/A
UBS Asset Management	48,460	4.0%	48,272	4.0%	47,896	4.2%	0.4%	1.2%
Pandal Limited	32,431	2.7%	31,088	2.6%	28,797	2.5%	4.3%	12.6%
Others	400,328	32.9%	445,895	37.1%	450,915	39.8%	-10.2%	-11.2%
<b>Totals</b>	<b>1,217,814</b>	<b>100.0%</b>	<b>1,200,458</b>	<b>100.0%</b>	<b>1,134,095</b>	<b>100.0%</b>	<b>1.4%</b>	<b>7.4%</b>

Analysis By Market								
Wholesale Institutional	739,898	60.8%	732,536	61.0%	678,309	59.8%	1.0%	9.1%
Wholesale Investment	446,640	36.7%	436,823	36.4%	425,283	37.5%	2.2%	5.0%
Wholesale Superannuation & Pension	31,276	2.6%	31,099	2.6%	30,502	2.7%	0.6%	2.5%
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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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