

Analysis Of Retail Managed Funds as at March 2017 – Marketer View

Release Date: 14 June 2017

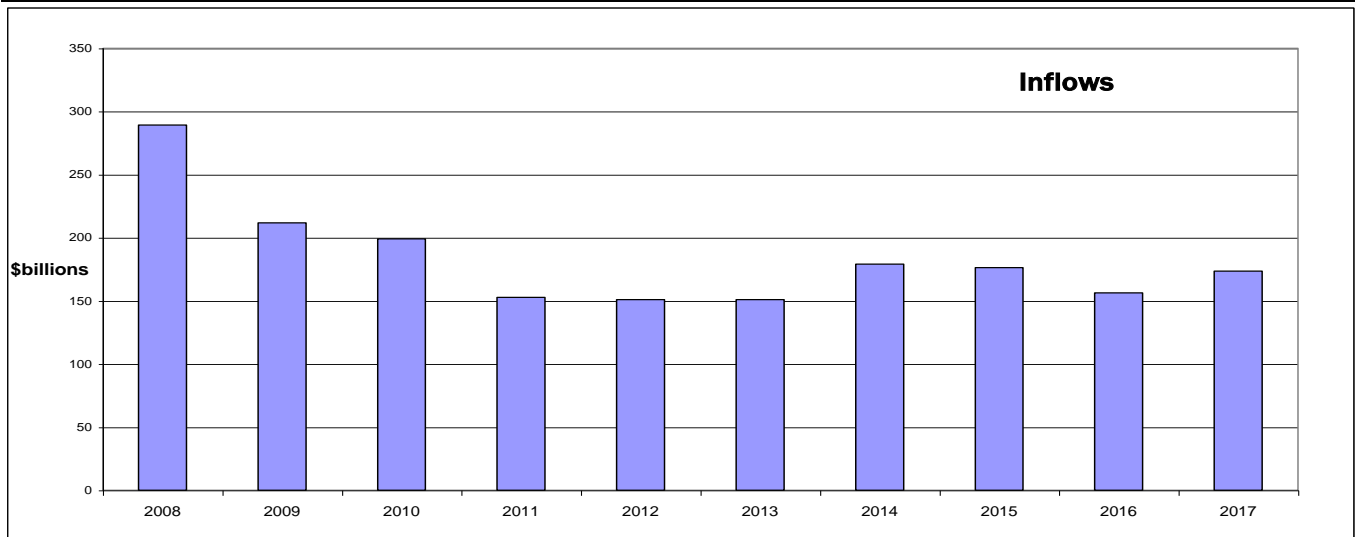
\$17.2bn Increase in Retail Managed Funds during March Quarter 2017

Overall Retail Managed Funds ended the year to March up 10.1% to total \$828.3bn. During the March quarter they increased 2.1% with most this rise due to positive performances on underlying investment markets. Over the past year all of the leading companies reported increases in their funds under management led by netwealth, Mercer, BT and AMP that all reported double digit percentage growth rates.

Gross Inflows fell 8.7% to \$39.3bn during the March 2017 quarter however year on year they were still up by a substantial 11.0%. Inflows into all of the Retail sub-markets except Cash Trusts were higher with those into the main Superannuation, Retirement Income and Unit Trusts & Investment Funds markets up 11.0%, 12.0% and 19.6% respectively. Insurance Bond Inflows jumped 31.8% but that was off a relatively very low base while those into Cash Trusts fell 18.3% year on year as this sub-market continues to contract.

Funds Under Management								
\$millions	Mar-17		Dec-16		Mar-16		Growth Rates	
							Qtrly	Annual
AMP	152,770	18.4%	151,078	18.6%	138,486	18.4%	1.1%	10.3%
Commonwealth / Colonial	112,405	13.6%	109,754	13.5%	102,737	13.7%	2.4%	9.4%
National Australia / MLC	111,410	13.5%	109,524	13.5%	103,828	13.8%	1.7%	7.3%
BT Financial	85,120	10.3%	83,323	10.3%	76,913	10.2%	2.2%	10.7%
Macquarie	63,301	7.6%	61,640	7.6%	57,655	7.7%	2.7%	9.8%
ANZ Wealth	48,500	5.9%	47,971	5.9%	46,020	6.1%	1.1%	5.4%
IOOF	34,732	4.2%	34,148	4.2%	32,282	4.3%	1.7%	7.6%
Mercer	24,173	2.9%	23,887	2.9%	21,332	2.8%	1.2%	13.3%
StatePlus	17,753	2.1%	17,493	2.2%	16,619	2.2%	1.5%	6.8%
netwealth	11,386	1.4%	10,528	1.3%	8,234	1.1%	8.2%	38.3%
Badges	76,258	9.2%	73,936	9.1%	67,399	9.0%	3.1%	13.1%
Others	90,505	10.9%	87,868	10.8%	80,529	10.7%	3.0%	12.4%
Totals	828,312	100.0%	811,151	100.0%	752,032	100.0%	2.1%	10.1%

Analysis By Market								
Superannuation & Rollovers	386,055	46.6%	378,957	46.7%	351,482	46.7%	1.9%	9.8%
Retirement Income	207,232	25.0%	203,734	25.1%	190,361	25.3%	1.7%	8.9%
Cash Trusts	5,751	0.7%	5,849	0.7%	6,373	0.8%	-1.7%	-9.8%
Unit Trusts & Investment Funds	221,930	26.8%	215,320	26.5%	196,849	26.2%	3.1%	12.7%
Investment Bonds	7,343	0.9%	7,292	0.9%	6,967	0.9%	0.7%	5.4%
Totals	828,312	100.0%	811,151	100.0%	752,032	100.0%	2.1%	10.1%



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Marketer 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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