

Analysis of New Zealand Retail Managed Funds as at September 2017

Release Date: 15 December 2017

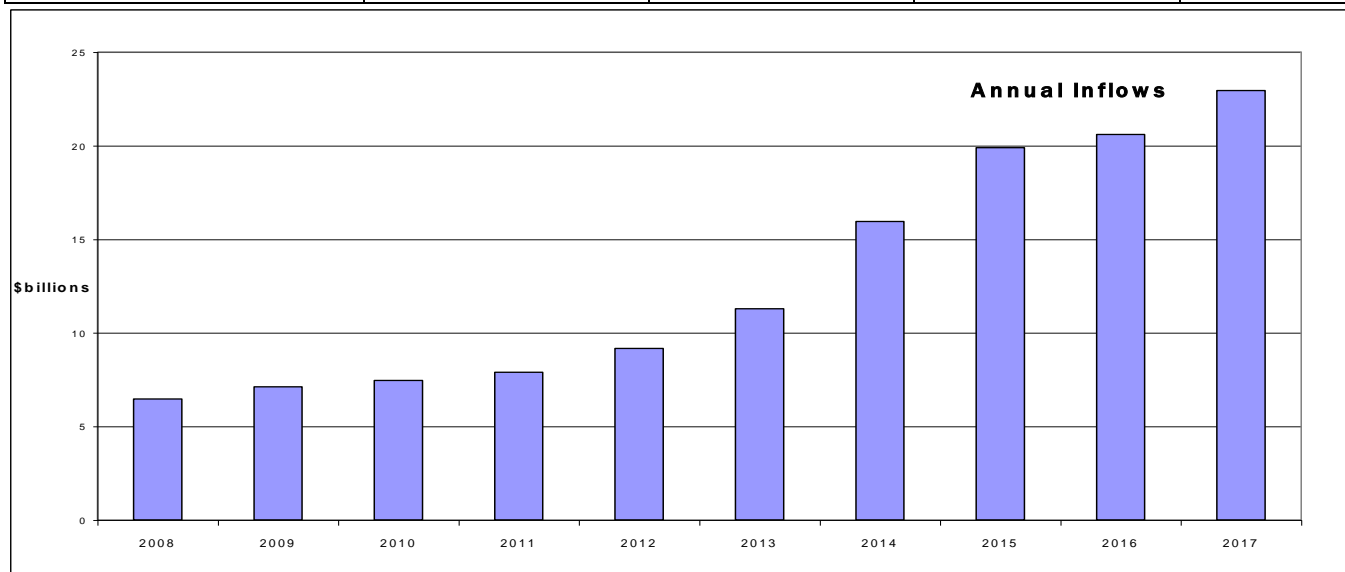
New Zealand Retail Managed Funds grow NZ\$3.8bn during September Quarter 2017

Overall Retail Managed Funds at the end of September totalled NZ\$87.4bn, up by a reasonably strong 12.6% over the past year. Substantial net fund flows into KiwiSaver and to a lesser degree Unit Trusts & Managed Funds combined with investment earnings averaging over 6% pa were responsible for this good growth. Significant increases in funds under management were reported by all the leading companies with in particular BNZ (43.5%), Kiwi Wealth (24.3%), Mercer (20.3%), ASB (19.8%), Booster (17.9%), Milford (17.1%) and Fisher (13.3%) achieving above average annual growth rates.

Gross Inflows jumped 21.6% to NZ\$6.8bn during the September 2017 quarter due to the usual KiwiSaver cashflow seasonality boost coupled with some increased flows into Unit Trusts. Over the whole of the past twelve months Inflows were up 11.4%. Companies posting double digit percentage increases in their Inflows year on year included ASB (45.5%), BNZ (37.8%), Generate (26.4%), Milford (18.7%), AMP (15.2%), BT / Westpac (14.8%), Fisher (14.0%) and Kiwi Wealth (11.6%).

Funds Under Management									
NZ\$millions	Sep-17		Jun-17		Sep-16		Growth Rates		
							Qtrly	Annual	
ANZ Investments	24,979	28.6%	24,108	28.8%	22,680	29.2%	3.6%	10.1%	
ASB Group Investments	12,797	14.6%	11,775	14.1%	10,678	13.8%	8.7%	19.8%	
BT / Westpac NZ	10,797	12.3%	10,426	12.5%	9,690	12.5%	3.6%	11.4%	
AMP NZ	10,701	12.2%	10,444	12.5%	9,883	12.7%	2.5%	8.3%	
Mercer NZ	5,559	6.4%	5,408	6.5%	4,620	6.0%	2.8%	20.3%	
Fisher Funds	5,332	6.1%	5,091	6.1%	4,705	6.1%	4.7%	13.3%	
Milford Asset Management	4,339	5.0%	4,149	5.0%	3,704	4.8%	4.6%	17.1%	
Kiwi Wealth	3,407	3.9%	3,174	3.8%	2,741	3.5%	7.3%	24.3%	
BNZ	1,424	1.6%	1,268	1.5%	992	1.3%	12.3%	43.5%	
Booster	1,325	1.5%	1,245	1.5%	1,124	1.4%	6.4%	17.9%	
Other Companies	6,780	7.8%	6,564	7.8%	6,818	8.8%	3.3%	-0.6%	
Totals	87,440	100.0%	83,652	100.0%	77,636	100.0%	4.5%	12.6%	

Analysis By Market									
KiwiSaver	45,176	51.7%	42,399	50.7%	37,727	48.6%	6.6%	19.7%	
Other Superannuation	6,726	7.7%	6,645	7.9%	6,545	8.4%	1.2%	2.8%	
Unit Trusts & Managed Funds	35,226	40.3%	34,296	41.0%	33,039	42.6%	2.7%	6.6%	
Insurance & Investment Bonds	311	0.4%	312	0.4%	325	0.4%	-0.2%	-4.3%	
Totals	87,440	100.0%	83,652	100.0%	77,636	100.0%	4.5%	12.6%	



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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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Further Information:

Daniel Morris

Senior Manager

Email: Daniel.Morris@strategic-i.com

Tel: +61 3 9886 4400

Address: 217 Blackburn Road, Mt Waverley VIC 3149

Website: www.strategic-i.com.au