

## Analysis Of Retail Managed Funds as at March 2019 – Administrator View

Release Date: 28 June 2019

### \$51.2bn Increase in Retail Managed Funds during March 2019 Quarter

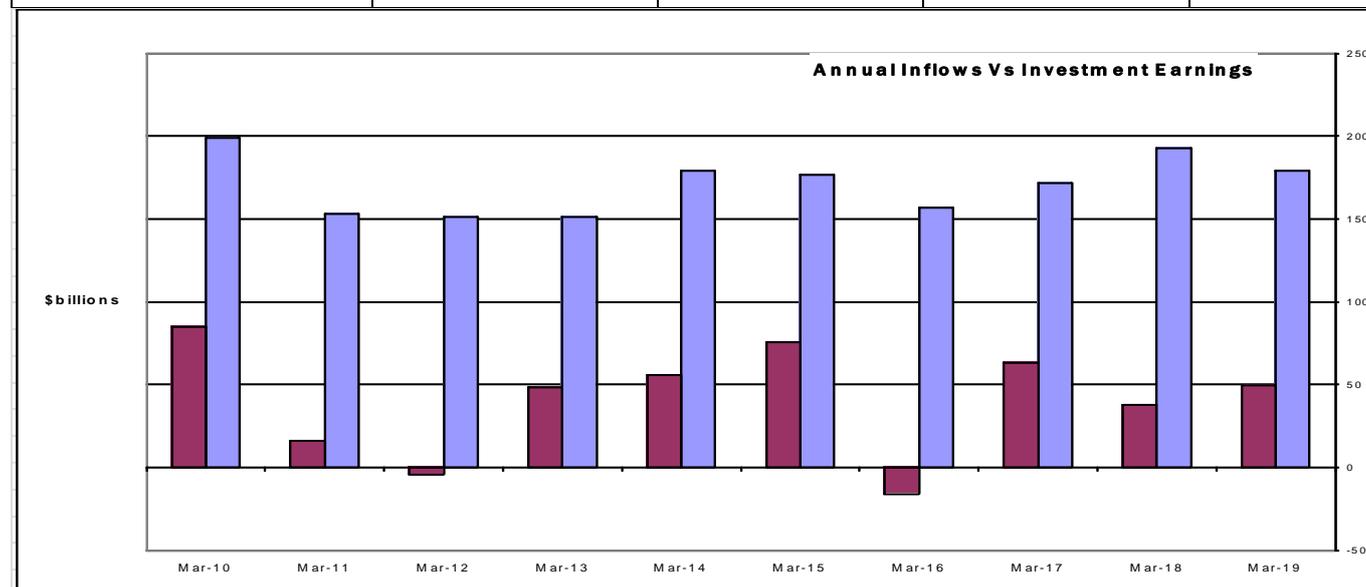
Overall Retail Managed Funds ended the year to March up 5.5% to total \$945.2bn. During the March quarter they rebounded 5.7% as underlying global investment markets recovered from their late 2018 sell-off. Over the past year almost all leading companies posted increases in their funds under management led by the double digit percentage growth rates reported by netwealth and Macquarie. Mercer, Commonwealth / Colonial, IOOF, AMP and BT also managed to record some more modest rises in funds under management.

Gross Inflows fell 12.2% to \$39.3bn during the March 2019 quarter while year on year they were 7.3% lower. Annual Inflows into most of the Retail sub-markets declined with those of the main Superannuation market dropping 14.0%. Retirement Income Inflows were virtually flat, up just a marginal 0.7%, while those into Unit Trusts & Investment Funds declined a modest 2.8%. Cash Trust and Insurance Bond Inflows were down more significantly by 10.6% and 15.3% but in both these cases off relatively low to very low bases.

Funds Under Management								
\$millions	Mar-19		Dec-18		Mar-18		Growth Rates	
							Qtrly	Annual
BT Financial	162,520	17.2%	152,703	17.1%	158,396	17.7%	6.4%	2.6%
AMP	155,980	16.5%	148,866	16.7%	149,701	16.7%	4.8%	4.2%
Commonwealth / Colonial	144,608	15.3%	136,864	15.3%	137,588	15.4%	5.7%	5.1%
National Australia / MLC	116,743	12.4%	110,962	12.4%	115,920	12.9%	5.2%	0.7%
Macquarie	84,625	9.0%	81,317	9.1%	76,949	8.6%	4.1%	10.0%
ANZ Wealth	40,787	4.3%	38,863	4.3%	41,128	4.6%	5.0%	-0.8%
IOOF	38,568	4.1%	36,382	4.1%	36,691	4.1%	6.0%	5.1%
Mercer	24,111	2.6%	22,726	2.5%	22,888	2.6%	6.1%	5.3%
netwealth	22,062	2.3%	19,906	2.2%	16,916	1.9%	10.8%	30.4%
StatePlus	18,648	2.0%	17,961	2.0%	18,262	2.0%	3.8%	2.1%
Others	136,560	14.4%	127,460	14.3%	121,840	13.6%	7.1%	12.1%
<b>Totals</b>	<b>945,211</b>	<b>100.0%</b>	<b>894,009</b>	<b>100.0%</b>	<b>896,280</b>	<b>100.0%</b>	<b>5.7%</b>	<b>5.5%</b>

Analysis By Market								
Superannuation & Rollovers	437,023	46.2%	411,638	46.0%	416,373	46.5%	6.2%	5.0%
Retirement Income	210,009	22.2%	199,628	22.3%	204,638	22.8%	5.2%	2.6%
Cash Trusts	5,861	0.6%	5,725	0.6%	5,645	0.6%	2.4%	3.8%
Unit Trusts & Investment Funds	284,940	30.1%	269,834	30.2%	262,157	29.2%	5.6%	8.7%
Investment Bonds	7,378	0.8%	7,185	0.8%	7,467	0.8%	2.7%	-1.2%
<b>Totals</b>	<b>945,211</b>	<b>100.0%</b>	<b>894,009</b>	<b>100.0%</b>	<b>896,280</b>	<b>100.0%</b>	<b>5.7%</b>	<b>5.5%</b>



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The Media Release is provided by Strategic Insight, Actuaries and Researchers. Strategic Insight are specialists in providing accurate statistical information and analyses covering the financial services, funds management and life insurance markets. This Media Release is designed to give managing directors, marketing managers and other senior managers a timely and comprehensive overview of the performance of individual companies and the overall market.

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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](mailto:Daniel.Morris@strategic-i.com)

Tel: +61 3 9886 4400

Address: 217 Blackburn Road, Mt Waverley VIC 3149

Website: [www.strategic-i.com.au](http://www.strategic-i.com.au)