

Analysis Of Retail Managed Funds as at December 2015 – Marketer View

Release Date: 16 March 2016

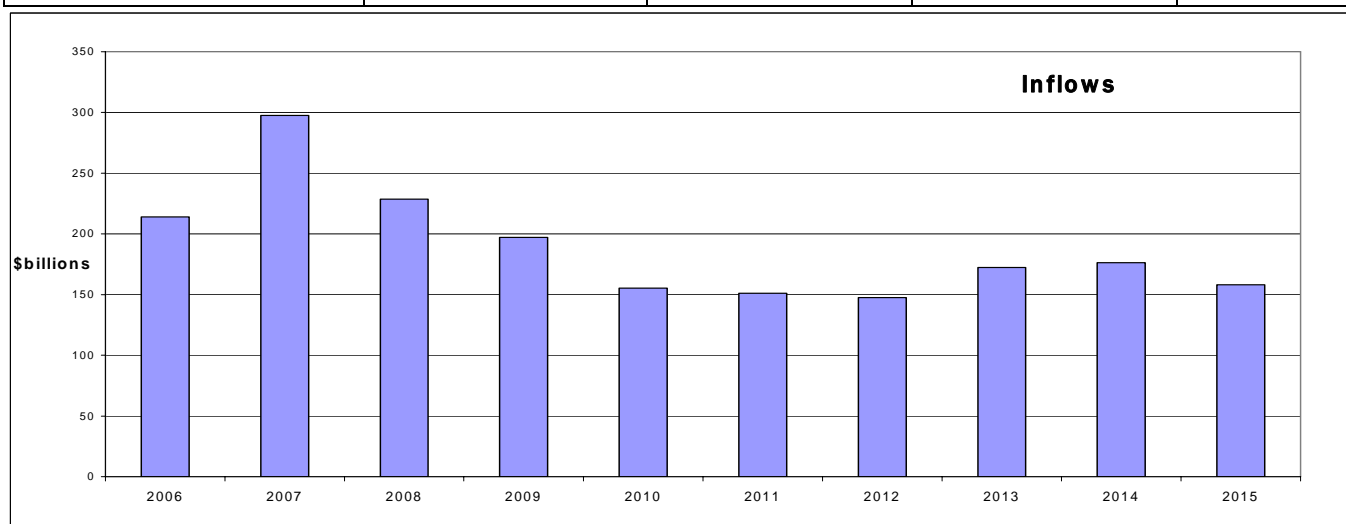
\$32.5bn Growth in Retail Managed Funds during December Quarter 2015

Retail Managed Funds ended 2015 on a positive note, up 4.5% during the December quarter. The 2015 calendar year was one of solid consolidation with total funds under management increasing by 7.5% to \$748.8bn. Half this growth was as a result of positive, but at times rather jittery, investment earnings on underlying markets that are still underpinned by unprecedented low interest rates. While subsequently markets then turned south in early 2016 they have since recovered indicating just how uncertain investment conditions are at present. All leading companies reported increases in their Retail funds under management with some of the better performances recorded by Macquarie (40.9%), Commonwealth / Colonial (5.1%), Perpetual (4.8%), AMP (4.7%), BT (4.2%) and Mercer (4.2%). It should be noted the large jump in Macquarie funds recorded in the December quarter was mainly due to an internal transfer of \$10.4bn into the Macquarie Wrap Solutions platform of assets they previously managed outside of their reported Retail business.

Gross Inflows for 2015 totalled \$158.0bn, down 10.4% on the 2014 total. During the December quarter Inflows were 8.3% lower than those reported in the corresponding September quarter.

Funds Under Management								
\$millions	Dec-15		Sep-15		Dec-14		Growth Rates	
							Qtrly	Annual
AMP	141,857	18.9%	138,517	19.3%	135,549	19.5%	2.4%	4.7%
National Australia / MLC	106,654	14.2%	103,887	14.5%	103,351	14.8%	2.7%	3.2%
Commonwealth / Colonial	104,220	13.9%	101,042	14.1%	99,125	14.2%	3.1%	5.1%
BT Financial	79,321	10.6%	77,113	10.8%	76,138	10.9%	2.9%	4.2%
Macquarie	58,557	7.8%	45,811	6.4%	41,548	6.0%	27.8%	40.9%
ANZ Wealth	47,025	6.3%	46,099	6.4%	46,223	6.6%	2.0%	1.7%
IOOF	33,091	4.4%	32,544	4.5%	32,519	4.7%	1.7%	1.8%
Mercer	21,722	2.9%	21,394	3.0%	20,850	3.0%	1.5%	4.2%
StatePlus	16,111	2.2%	15,813	2.2%	15,424	2.2%	1.9%	4.5%
Perpetual	9,743	1.3%	9,428	1.3%	9,299	1.3%	3.3%	4.8%
Badges	68,194	9.1%	64,996	9.1%	60,058	8.6%	4.9%	13.5%
Others	62,349	8.3%	59,702	8.3%	56,813	8.2%	4.4%	9.7%
Totals	748,844	100.0%	716,344	100.0%	696,896	100.0%	4.5%	7.5%

Analysis By Market								
Superannuation & Rollovers	350,446	46.8%	342,265	47.8%	338,769	48.6%	2.4%	3.4%
Retirement Income	191,513	25.6%	185,977	26.0%	180,299	25.9%	3.0%	6.2%
Cash Trusts	6,611	0.9%	6,841	1.0%	6,281	0.9%	-3.4%	5.2%
Unit Trusts & Investment Funds	193,202	25.8%	174,242	24.3%	164,519	23.6%	10.9%	17.4%
Investment Bonds	7,072	0.9%	7,019	1.0%	7,028	1.0%	0.8%	0.6%
Totals	748,844	100.0%	716,344	100.0%	696,896	100.0%	4.5%	7.5%



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About the Media Release

The Media Release is provided by Plan For Life, Actuaries and Researchers. Plan For Life 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.

Marketer View

This Marketer View Media Release considers market share from the perspective of the company which badges, distributes and/or directly markets the product. The Marketer View separates any badged / white labelled products from the administrator and assigns those funds to the actual companies that distribute and market the product. Please note that for some products (e.g. BT Wrap) the actual detailed marketer splits have not been provided to Plan For Life so instead aggregate estimates of the proportion of these products funds attributable to badges/marketers/originators have been made based on information provided by the respective administrators. We will continue where possible to endeavour to obtain detailed splits in this regard so that funds can be more precisely attributed to each marketer. Marketer View funds and flows will be lower than the corresponding administered figures for those organisations where badging is a large part of their activities (please refer to the Administrator View Media Release for further details of administered funds and flows).

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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