

Analysis Of Retail Managed Funds as at March 2016 – Marketer View

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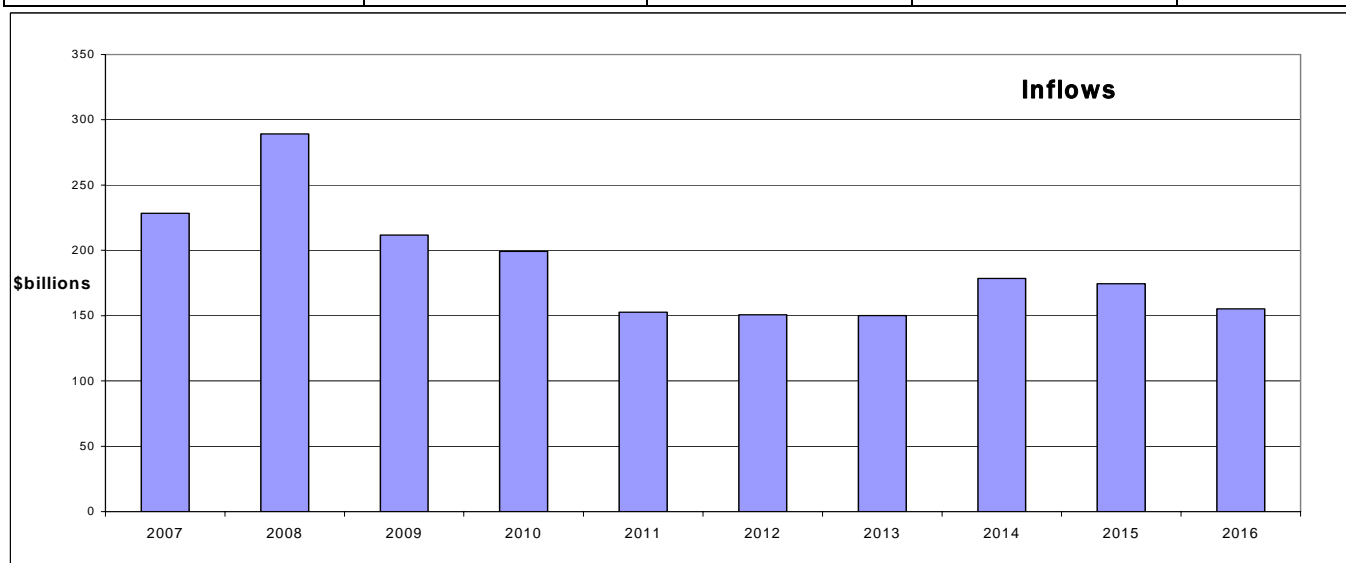
\$12.8bn Fall in Retail Managed Funds during March Quarter 2016

Overall Retail Managed Funds ended the year to March little changed, only marginally down by 0.7% at \$745.1bn. During the March quarter they declined 1.7% with around half this fall due to investment markets, which remain volatile and directionless, reversing part of the strong performance they experienced in the December quarter. Over the past year virtually all of the leading companies reported modest reductions in their funds under management however, as previously mentioned, an exception was Macquarie up 21.4% due to the \$10.4bn internal transfer last quarter into their Wrap Solutions platform of assets previously reported outside of Retail business.

Gross Inflows fell 14.6% to \$32.7bn during the March 2016 quarter while year on year they were down 11.1%. Inflows into all of the Retail sub-markets were lower led down by the Retirement Income market which saw a 24.2% annual Inflow decrease while the main Superannuation market experienced a more moderate 7.3% reduction. Unit Trusts & Investment Funds Inflows were 3.6% lower.

Funds Under Management								
\$millions	Mar-16		Dec-15		Mar-15		Growth Rates	
							Qtrly	Annual
AMP	138,757	18.6%	141,857	18.7%	142,969	19.0%	-2.2%	-2.9%
National Australia / MLC	104,265	14.0%	106,654	14.1%	109,527	14.6%	-2.2%	-4.8%
Commonwealth / Colonial	102,737	13.8%	104,220	13.8%	105,030	14.0%	-1.4%	-2.2%
BT Financial	76,913	10.3%	79,321	10.5%	80,682	10.7%	-3.0%	-4.7%
Macquarie	57,655	7.7%	58,557	7.7%	47,493	6.3%	-1.5%	21.4%
ANZ Wealth	46,020	6.2%	47,025	6.2%	48,664	6.5%	-2.1%	-5.4%
IOOF	32,282	4.3%	33,091	4.4%	34,432	4.6%	-2.4%	-6.2%
Mercer	21,332	2.9%	21,722	2.9%	21,920	2.9%	-1.8%	-2.7%
StatePlus	16,023	2.2%	16,111	2.1%	16,104	2.1%	-0.5%	-0.5%
Perpetual	9,569	1.3%	9,743	1.3%	9,978	1.3%	-1.8%	-4.1%
Badges	67,499	9.1%	68,094	9.0%	64,749	8.6%	-0.9%	4.2%
Others	72,061	9.7%	71,479	9.4%	69,156	9.2%	0.8%	4.2%
Totals	745,111	100.0%	757,874	100.0%	750,702	100.0%	-1.7%	-0.7%

Analysis By Market								
Superannuation & Rollovers	351,798	47.2%	359,056	47.4%	364,044	48.5%	-2.0%	-3.4%
Retirement Income	189,467	25.4%	191,513	25.3%	190,747	25.4%	-1.1%	-0.7%
Cash Trusts	6,438	0.9%	6,611	0.9%	6,669	0.9%	-2.6%	-3.5%
Unit Trusts & Investment Funds	190,440	25.6%	193,620	25.5%	182,053	24.3%	-1.6%	4.6%
Investment Bonds	6,967	0.9%	7,073	0.9%	7,190	1.0%	-1.5%	-3.1%
Totals	745,111	100.0%	757,874	100.0%	750,702	100.0%	-1.7%	-0.7%



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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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