

## Analysis Of Unitised Wholesale Funds as at September 2011

Release Date: 9 December 2011

### \$21.2bn Fall in Unitised Wholesale Funds during September Quarter 2011

Overall Wholesale funds under management at the end of September totalled \$250.0bn, down by 4.6% over the past year. During the September quarter alone funds fell by 7.8%, their worst quarterly performance since the height of the GFC at the end of 2008 as fear spread of a second and potentially far worse financial crisis, this time caused by not just insolvent companies but insolvent countries. Despite all this gloom and doom on investment markets some Wholesale fund managers still reported increases in business with Schroders, Vanguard, Macquarie and National Australia / MLC all recording positive annual funds growth rates.

Reported Gross Inflows decreased 8.1% to \$21.3bn during the latest quarter while over the whole of the past twelve months they were down by 4.1%. Going against this generally negative trend increases in Inflows year on year were achieved by State Street (44.3%), Macquarie (33.8%), IOOF (28.5%) as well as Commonwealth / Colonial (8.6%) while by contrast AMP (-40.6%), Russell (-38.2%) and BT (-26.4%) saw theirs fall.

Funds Under Management								
<i>\$millions</i>	Sep-11		Jun-11		Sep-10		Growth Rates	
							Qtrly	Annual
National Australia / MLC	27,509	11.0%	29,113	10.7%	26,357	10.1%	-5.5%	4.4%
AMP	24,810	9.9%	27,023	10.0%	30,066	11.5%	-8.2%	-17.5%
Vanguard Investments	23,060	9.2%	24,919	9.2%	21,411	8.2%	-7.5%	7.7%
Macquarie	14,759	5.9%	14,779	5.4%	14,125	5.4%	-0.1%	4.5%
Commonwealth / Colonial	14,227	5.7%	15,712	5.8%	15,152	5.8%	-9.5%	-6.1%
IOOF	13,095	5.2%	13,558	5.0%	13,092	5.0%	-3.4%	0.0%
Platinum Asset Management	12,118	4.8%	13,345	4.9%	14,096	5.4%	-9.2%	-14.0%
Schroders Australia	10,100	4.0%	10,336	3.8%	8,774	3.3%	-2.3%	15.1%
Perpetual	9,095	3.6%	10,348	3.8%	11,268	4.3%	-12.1%	-19.3%
BlackRock	8,558	3.4%	9,865	3.6%	10,326	3.9%	-13.2%	-17.1%
Others	92,646	37.1%	102,212	37.7%	97,246	37.1%	-9.4%	-4.7%
<b>Totals</b>	<b>249,977</b>	<b>100.0%</b>	<b>271,209</b>	<b>100.0%</b>	<b>261,912</b>	<b>100.0%</b>	<b>-7.8%</b>	<b>-4.6%</b>
Analysis By Market								
Unitised Wholesale Investment	225,648	90.3%	245,278	90.4%	237,845	90.8%	-8.0%	-5.1%
Unitised Wholesale Superannuation	24,228	9.7%	25,826	9.5%	23,976	9.2%	-6.2%	1.1%
Unitised Wholesale Pension	102	0.0%	104	0.0%	92	0.0%	-2.3%	11.1%
<b>Totals</b>	<b>249,977</b>	<b>100.0%</b>	<b>271,209</b>	<b>100.0%</b>	<b>261,912</b>	<b>100.0%</b>	<b>-7.8%</b>	<b>-4.6%</b>

# Media Release

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Fund Inflows										
\$millions	Quarter Ended				Year Ended				Growth Rates	
	Sep-11		Jun-11		Sep-11		Sep-10		Qtrly	Annual
Macquarie	4,593	21.6%	3,590	15.5%	14,107	17.3%	10,545	12.4%	27.9%	33.8%
Vanguard Investments	2,701	12.7%	2,436	10.5%	7,494	9.2%	7,675	9.0%	10.9%	-2.4%
Commonwealth / Colonial	2,160	10.1%	2,561	11.0%	8,948	10.9%	8,243	9.7%	-15.7%	8.6%
National Australia / MLC	1,661	7.8%	1,632	7.0%	5,387	6.6%	5,411	6.3%	1.8%	-0.4%
IOOF	974	4.6%	1,019	4.4%	4,254	5.2%	3,310	3.9%	-4.4%	28.5%
AMP	902	4.2%	906	3.9%	3,779	4.6%	6,359	7.5%	-0.4%	-40.6%
Lazard Asset Management	840	3.9%	780	3.4%	2,367	2.9%	0	0.0%	7.8%	N/A
State Street Global Advisors	743	3.5%	760	3.3%	2,026	2.5%	1,404	1.6%	-2.2%	44.3%
Russell Investment Management	527	2.5%	673	2.9%	2,076	2.5%	3,357	3.9%	-21.7%	-38.2%
BT Investment Management	465	2.2%	389	1.7%	3,177	3.9%	4,316	5.1%	19.7%	-26.4%
Others	5,726	26.9%	8,434	36.4%	28,140	34.4%	34,666	40.6%	-32.1%	-18.8%
<b>Totals</b>	<b>21,292</b>	<b>100.0%</b>	<b>23,179</b>	<b>100.0%</b>	<b>81,755</b>	<b>100.0%</b>	<b>85,286</b>	<b>100.0%</b>	<b>-8.1%</b>	<b>-4.1%</b>

  

Analysis By Market										
Unitised Wholesale Investment	20,830	97.8%	22,013	95.0%	78,586	96.1%	81,490	95.5%	-5.4%	-3.6%
Unitised Wholesale Superannuation	456	2.1%	1,144	4.9%	3,132	3.8%	3,783	4.4%	-60.2%	-17.2%
Unitised Wholesale Pension	7	0.0%	22	0.1%	38	0.0%	13	0.0%	-69.2%	192.3%
<b>Totals</b>	<b>21,292</b>	<b>100.0%</b>	<b>23,179</b>	<b>100.0%</b>	<b>81,756</b>	<b>100.0%</b>	<b>85,286</b>	<b>100.0%</b>	<b>-8.1%</b>	<b>-4.1%</b>

Fund Net Flows									
\$millions	Quarter Ended				Year Ended				
	Sep-11		Jun-11		Sep-11		Sep-10		
Lazard Asset Management	602	N/A	520	N/A	1,716	N/A	0	0.0%	
Macquarie	424	N/A	223	N/A	645	N/A	-1,254	N/A	
Schroders Australia	193	N/A	714	N/A	1,265	N/A	2,992	85.9%	
IOOF	135	N/A	-244	N/A	299	N/A	-223	N/A	
Investa	100	N/A	0	N/A	452	N/A	-85	N/A	
State Street Global Advisors	63	N/A	61	N/A	-82	N/A	-2,725	N/A	
BNP Paribas Fortis	60	N/A	170	N/A	478	N/A	1,224	35.1%	
National Australia / MLC	52	N/A	927	N/A	1,843	N/A	2,888	82.9%	
GMO Australia	33	N/A	-231	N/A	-281	N/A	-945	N/A	
BT Financial	31	N/A	1	N/A	36	N/A	18	0.5%	
Others	-6,239	N/A	-2,327	N/A	-14,409	N/A	1,594	45.8%	
<b>Totals</b>	<b>-4,546</b>	<b>N/A</b>	<b>-185</b>	<b>N/A</b>	<b>-8,038</b>	<b>N/A</b>	<b>3,484</b>	<b>100.0%</b>	

  

Analysis By Market									
Unitised Wholesale Investment	-4,239	N/A	-993	N/A	-9,037	N/A	2,765	79.4%	
Unitised Wholesale Superannuation	-310	N/A	788	N/A	976	N/A	739	21.2%	
Unitised Wholesale Pension	3	N/A	19	N/A	24	N/A	-20	N/A	
<b>Totals</b>	<b>-4,546</b>	<b>N/A</b>	<b>-185</b>	<b>N/A</b>	<b>-8,037</b>	<b>N/A</b>	<b>3,484</b>	<b>100.0%</b>	

### 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. The Media Release is designed to give managing directors, marketing managers and other senior managers a timely and comprehensive overview of the performance of companies in the Retail Funds Management market.

### Data Collection and Estimation Techniques

Data is collected from over 100 companies in the managed funds market covering funds under management (reported in this media release), gross inflows (reported in this media release), 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' similar products. New and closed products are included to ensure the comprehensive coverage. 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 and Product.

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Plan For Life provides a number of different data applications and analyses based on the quarterly data collection.

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|----------------------------------|---|
| 1) Retail Data                   | 5) Customer Segmentation Analysis               |
| 2) Wholesale Data                | 6) Forecasts & Projections                      |
| 3) Mezzanine Data                | 7) Master Fund Product Databases and Comparator |
| 4) Distribution Channel Analyses | 8) Life Insurance Statistics                    |

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