

## Analysis of Wrap, Platform and Master Trust Managed Funds at 31 December 2009

Release Date: 26 March 2010

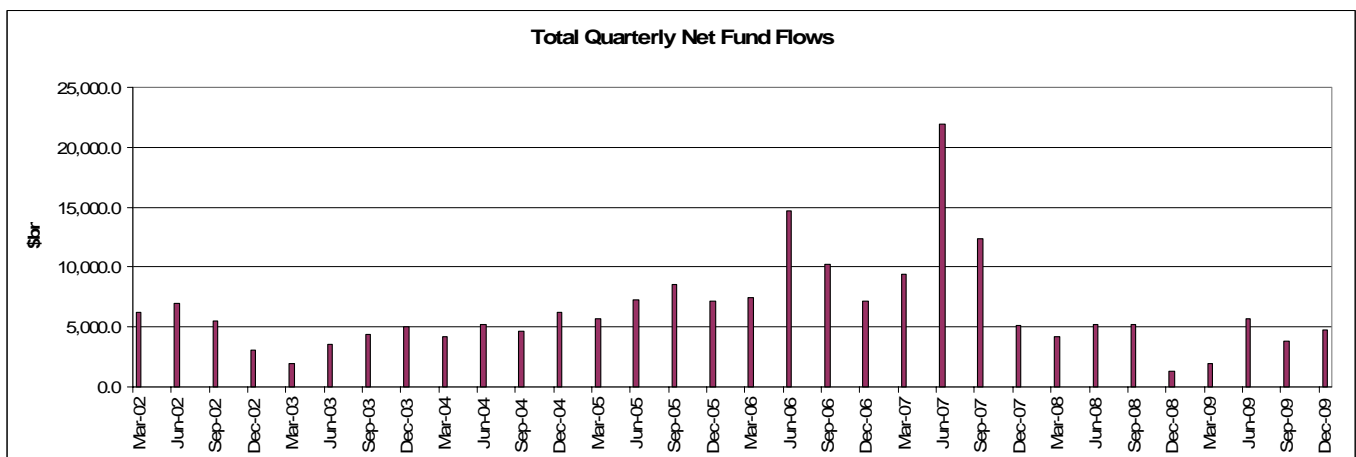
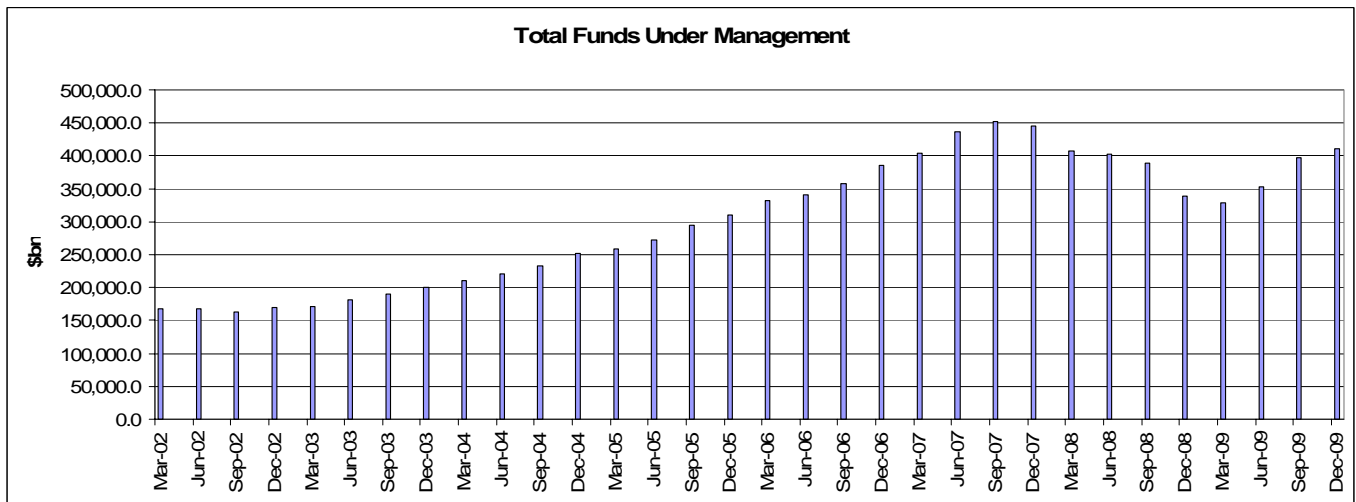
### \$71.4bn Rise in Funds Under Management over the year to December 2009

The total Masterfund market, comprising Platforms, Wraps and Master Trusts, grew 21.1% over the year to 31<sup>st</sup> December 2009 to stand at \$410.3bn, with a jump of \$12.4bn in the December 2009 quarter alone. Inflows of \$87.4bn were well below the previous year's result of \$99.2bn, while Outflows of \$71.2bn were likewise down on the \$83.3bn recorded in the year to December 2008. Most major companies reported medium to high growth over the year.

**Wraps**, with \$116.6bn in Funds Under Management, comprise 28.4% of the total market, marginally up on the 28.3% market share a year ago with growth of 21.8% in Funds Under Management over the year. Inflows of \$33.9bn comprised 38.8% of the total, while comparatively larger Outflows gave Wraps 36.0% of Net Fund Flows with \$5.8bn. BT Financial (\$29.3bn), Macquarie (\$23.4bn) and National Australia / MLC (\$10.4bn) are the leading players in this market.

**Platforms** comprise 56.8% of this market, with \$232.9bn in Funds Under Management, up 23.2% over the year. Inflows of \$42.2bn made up 48.3% of all Inflows, although significant Outflows of \$33.8bn were also experienced. Five groups hold over \$20bn in Platform Funds Under Management, led by National Australia / MLC (\$64.4bn) and Commonwealth / Colonial (\$43.2bn).

**Master Trusts'** declining market share reached 14.8% this quarter with \$60.7bn in Funds Under Management, and only attracted 12.9% of total Inflows with \$11.3bn over the year.



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Note: all Masterfund products have been categorised as Wraps, Platforms or Master Trusts based on our working definitions of each product type, as outlined under each table.

## Total Masterfund Market

Funds Under Management							
<i>\$millions</i>	Dec-09		Dec-08		Dec-07		Annual Growth
National Australia / MLC Group	76,839	18.7%	61,293	18.1%	83,685	18.8%	25.4%
AMP Group	50,337	12.3%	41,773	12.3%	54,114	12.2%	20.5%
Commonwealth / Colonial Group	47,039	11.5%	37,041	10.9%	48,410	10.9%	27.0%
BT Financial Group	44,625	10.9%	36,994	10.9%	22,325	5.0%	20.6%
ING Australia Group	37,455	9.1%	30,645	9.0%	39,595	8.9%	22.2%
AXA Australia Group	26,313	6.4%	22,138	6.5%	24,026	5.4%	18.9%
Macquarie Group	23,979	5.8%	19,610	5.8%	27,401	6.2%	22.3%
IOOF Group	23,190	5.7%	20,304	6.0%	28,389	6.4%	14.2%
Mercer	15,924	3.9%	13,487	4.0%	15,556	3.5%	18.1%
Perpetual Group	8,096	2.0%	6,862	2.0%	9,052	2.0%	18.0%
Others	56,482	13.8%	48,765	14.4%	92,500	20.8%	15.8%
<b>Totals</b>	<b>410,278</b>	<b>100.0%</b>	<b>338,913</b>	<b>100.0%</b>	<b>445,053</b>	<b>100.0%</b>	<b>21.1%</b>
Analysis By Market							
Wrap	116,635	28.4%	95,784	28.3%	126,562	28.4%	21.8%
Platform	232,905	56.8%	189,113	55.8%	251,102	56.4%	23.2%
Master Trust	60,737	14.8%	54,016	15.9%	67,389	15.1%	12.4%
<b>Totals</b>	<b>410,278</b>	<b>100.0%</b>	<b>338,913</b>	<b>100.0%</b>	<b>445,053</b>	<b>100.0%</b>	<b>21.1%</b>
Fund Flows - Year Ended							
<i>\$millions</i>	Inflows Dec-09		Outflows Dec-09		Net Flows Dec-09		
BT Financial Group	13,409	15.3%	11,559	16.2%	1,850	11.4%	
Commonwealth / Colonial Group	11,632	13.3%	8,858	12.4%	2,774	17.1%	
National Australia / MLC Group	11,545	13.2%	9,245	13.0%	2,300	14.2%	
AMP Group	10,404	11.9%	8,047	11.3%	2,357	14.5%	
Macquarie Group	6,831	7.8%	3,857	5.4%	2,974	18.4%	
ING Australia Group	6,294	7.2%	4,184	5.9%	2,111	13.0%	
AXA Australia Group	4,761	5.4%	3,702	5.2%	1,059	6.5%	
IOOF Group	3,945	4.5%	4,224	5.9%	-279	-1.7%	
Mercer	2,157	2.5%	2,223	3.1%	-67	-0.4%	
Perpetual Group	807	0.9%	1,075	1.5%	-267	-1.6%	
Others	15,618	17.9%	14,226	20.0%	1,392	8.6%	
<b>Totals</b>	<b>87,403</b>	<b>100.0%</b>	<b>71,200</b>	<b>100.0%</b>	<b>16,204</b>	<b>100.0%</b>	
Analysis By Market							
Wrap	33,909	38.8%	28,079	39.4%	5,829	36.0%	
Platform	42,233	48.3%	33,840	47.5%	8,394	51.8%	
Master Trust	11,261	12.9%	9,281	13.0%	1,981	12.2%	
<b>Totals</b>	<b>87,403</b>	<b>100.0%</b>	<b>71,200</b>	<b>100.0%</b>	<b>16,204</b>	<b>100.0%</b>	

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## Wraps

Funds Under Management							
<i>\$millions</i>	Dec-09		Dec-08		Dec-07		Annual Growth
BT Financial Group	29,258	25.1%	24,043	25.1%	10,338	8.2%	21.7%
Macquarie Group	23,353	20.0%	19,031	19.9%	26,602	21.0%	22.7%
National Australia / MLC Group	10,367	8.9%	8,528	8.9%	11,476	9.1%	21.6%
AMP Group	7,002	6.0%	5,633	5.9%	7,803	6.2%	24.3%
AXA Australia Group	3,175	2.7%	2,660	2.8%	175	0.1%	19.3%
netwealth	1,824	1.6%	1,302	1.4%	1,622	1.3%	40.1%
Mercer	1,811	1.6%	1,662	1.7%	2,262	1.8%	9.0%
ING Australia Group	1,560	1.3%	1,364	1.4%	1,940	1.5%	14.4%
First Quest Capital	294	0.3%	261	0.3%	362	0.3%	12.8%
Suncorp Group	179	0.2%	172	0.2%	309	0.2%	4.4%
Others	37,812	32.4%	31,130	32.5%	63,673	50.3%	21.5%
<b>Totals</b>	<b>116,635</b>	<b>100.0%</b>	<b>95,784</b>	<b>100.0%</b>	<b>126,562</b>	<b>100.0%</b>	<b>21.8%</b>

Fund Flows - Year Ended						
<i>\$millions</i>	Inflows		Outflows		Net Flows	
	Dec-09		Dec-09		Dec-09	
BT Financial Group	10,722	31.6%	9,755	34.7%	967	16.6%
Macquarie Group	6,706	19.8%	3,705	13.2%	3,001	51.5%
AMP Group	1,724	5.1%	1,430	5.1%	294	5.0%
National Australia / MLC Group	1,523	4.5%	1,330	4.7%	193	3.3%
AXA Australia Group	781	2.3%	669	2.4%	113	1.9%
netwealth	438	1.3%	290	1.0%	148	2.5%
ING Australia Group	156	0.5%	198	0.7%	-42	-0.7%
Mercer	106	0.3%	204	0.7%	-98	-1.7%
First Quest Capital	31	0.1%	44	0.2%	-12	-0.2%
Suncorp Group	18	0.1%	23	0.1%	-6	-0.1%
Others	11,704	34.5%	10,432	37.2%	1,272	21.8%
<b>Totals</b>	<b>33,909</b>	<b>100.0%</b>	<b>28,079</b>	<b>100.0%</b>	<b>5,829</b>	<b>100.0%</b>

**Wrap** products have been defined as Masterfunds through which investors can invest in direct shares, and which generally charge one consolidated fee.

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## Platforms

Funds Under Management							
<i>\$millions</i>	Dec-09		Dec-08		Dec-07		Annual Growth
National Australia / MLC Group	64,394	27.6%	50,924	26.9%	69,386	27.6%	26.5%
Commonwealth / Colonial Group	43,179	18.5%	33,079	17.5%	42,708	17.0%	30.5%
AMP Group	28,377	12.2%	23,700	12.5%	31,379	12.5%	19.7%
ING Australia Group	25,868	11.1%	21,386	11.3%	28,973	11.5%	21.0%
IOOF Group	23,190	10.0%	20,304	10.7%	27,994	11.1%	14.2%
AXA Australia Group	18,948	8.1%	15,647	8.3%	18,830	7.5%	21.1%
Mercer	14,113	6.1%	11,825	6.3%	13,293	5.3%	19.3%
Perpetual Group	8,096	3.5%	6,862	3.6%	9,052	3.6%	18.0%
Suncorp Group	2,394	1.0%	1,354	0.7%	1,917	0.8%	76.7%
Bendigo Bank Group	272	0.1%	263	0.1%	323	0.1%	3.5%
Others	4,075	1.7%	3,769	2.0%	7,248	2.9%	8.1%
<b>Totals</b>	<b>232,905</b>	<b>100.0%</b>	<b>189,113</b>	<b>100.0%</b>	<b>251,102</b>	<b>100.0%</b>	<b>23.2%</b>

Fund Flows - Year Ended						
<i>\$millions</i>	Inflows		Outflows		Net Flows	
	Dec-09		Dec-09		Dec-09	
Commonwealth / Colonial Group	11,450	27.1%	8,131	24.0%	3,319	39.5%
National Australia / MLC Group	9,943	23.5%	7,638	22.6%	2,305	27.5%
AMP Group	5,607	13.3%	4,629	13.7%	977	11.6%
ING Australia Group	4,303	10.2%	3,212	9.5%	1,091	13.0%
IOOF Group	3,945	9.3%	4,224	12.5%	-279	-3.3%
AXA Australia Group	2,987	7.1%	1,921	5.7%	1,067	12.7%
Mercer	2,051	4.9%	2,019	6.0%	31	0.4%
Perpetual Group	807	1.9%	1,075	3.2%	-267	-3.2%
Suncorp Group	672	1.6%	303	0.9%	370	4.4%
Bendigo Bank Group	21	0.1%	41	0.1%	-20	-0.2%
Others	447	1.1%	647	1.9%	-199	-2.4%
<b>Totals</b>	<b>42,233</b>	<b>100.0%</b>	<b>33,840</b>	<b>100.0%</b>	<b>8,394</b>	<b>100.0%</b>

**Platform** products have been defined as Masterfunds which have multiple divisions – generally Super, Allocated Pension and Investment divisions.

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## Master Trusts

Funds Under Management							
<i>\$millions</i>	Dec-09		Dec-08		Dec-07		Annual Growth
AMP Group	14,957	24.6%	12,440	23.0%	14,933	22.2%	20.2%
BT Financial Group	11,502	18.9%	9,320	17.3%	9,123	13.5%	23.4%
ING Australia Group	10,027	16.5%	7,895	14.6%	8,682	12.9%	27.0%
State Super Financial Services	6,283	10.3%	6,682	12.4%	6,930	10.3%	-6.0%
AXA Australia Group	4,190	6.9%	3,831	7.1%	5,022	7.5%	9.4%
Commonwealth / Colonial Group	3,860	6.4%	3,962	7.3%	5,701	8.5%	-2.6%
National Australia / MLC Group	2,078	3.4%	1,841	3.4%	2,823	4.2%	12.9%
Suncorp Group	1,771	2.9%	2,880	5.3%	3,801	5.6%	-38.5%
Plan B Group Holdings	1,642	2.7%	1,257	2.3%	1,650	2.4%	30.6%
Zurich Australia	689	1.1%	625	1.2%	872	1.3%	10.2%
Others	3,737	6.2%	3,281	6.1%	7,852	11.7%	13.9%
<b>Totals</b>	<b>60,737</b>	<b>100.0%</b>	<b>54,016</b>	<b>100.0%</b>	<b>67,389</b>	<b>100.0%</b>	<b>12.4%</b>

Fund Flows - Year Ended						
<i>\$millions</i>	Inflows		Outflows		Net Flows	
	Dec-09		Dec-09		Dec-09	
AMP Group	3,074	27.3%	1,987	21.4%	1,086	54.8%
BT Financial Group	2,327	20.7%	1,194	12.9%	1,133	57.2%
ING Australia Group	1,836	16.3%	774	8.3%	1,062	53.6%
State Super Financial Services	1,068	9.5%	1,467	15.8%	-400	-20.2%
AXA Australia Group	992	8.8%	1,113	12.0%	-121	-6.1%
Plan B Group Holdings	463	4.1%	292	3.1%	171	8.6%
Suncorp Group	431	3.8%	650	7.0%	-219	-11.0%
Commonwealth / Colonial Group	182	1.6%	727	7.8%	-545	-27.5%
Zurich Australia	155	1.4%	164	1.8%	-9	-0.4%
National Australia / MLC Group	80	0.7%	277	3.0%	-197	-9.9%
Others	654	5.8%	636	6.9%	18	0.9%
<b>Totals</b>	<b>11,261</b>	<b>100.0%</b>	<b>9,281</b>	<b>100.0%</b>	<b>1,981</b>	<b>100.0%</b>

Master Trust products encompass the remaining Masterfund products.

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This Media Release considers market share from the Marketer View of the company which distributes or markets the product. This view separates any badged / white labelled products from the Administrator and assigns the funds to the companies that distribute the product.

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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- |                                  |   |
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| 3) Mezzanine Data                | 7) Master Fund Product Databases and Comparator |
| 4) Distribution Channel Analyses | 8) Life Insurance Statistics                    |

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