



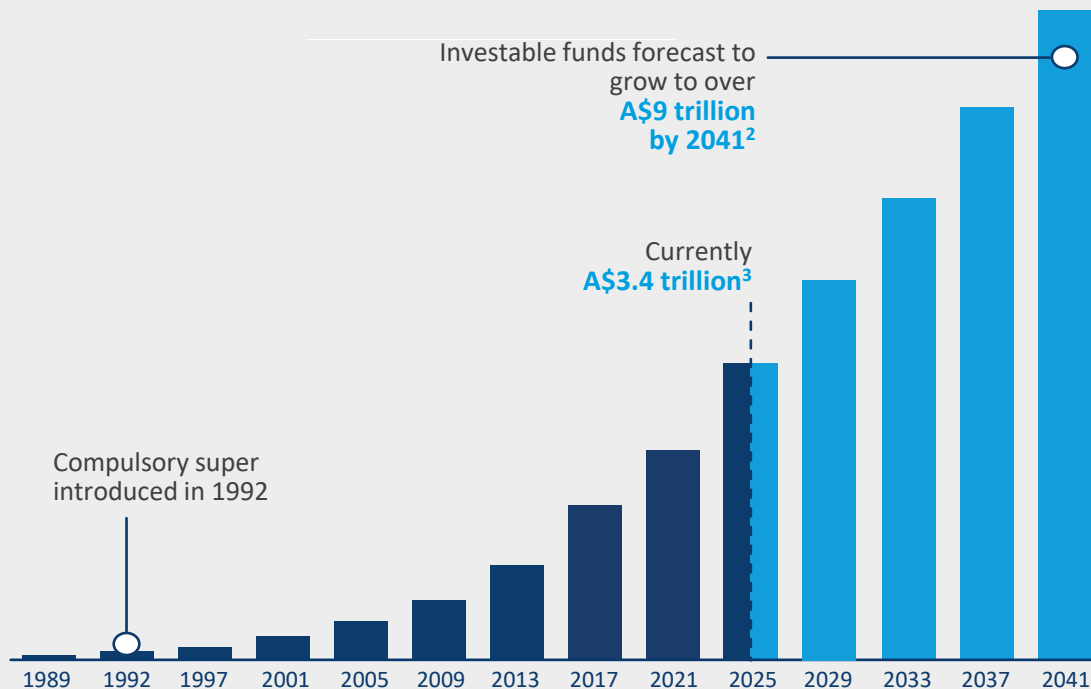
# ASX Investment Products

## Australia represents a growth opportunity for global fund managers, underpinned by compulsory pension savings

Access the 5<sup>th</sup> largest and most successful pensions market globally<sup>1</sup>

- > Large domestic investor base
- > Strong track record of growth
- > 1<sup>st</sup> globally for allocation to listed equities
- > 1<sup>st</sup> globally for pension asset growth at 11.3% p.a.
- > Robust economy and well-regulated financial markets

### Australian Superannuation Sector Growth Trajectory



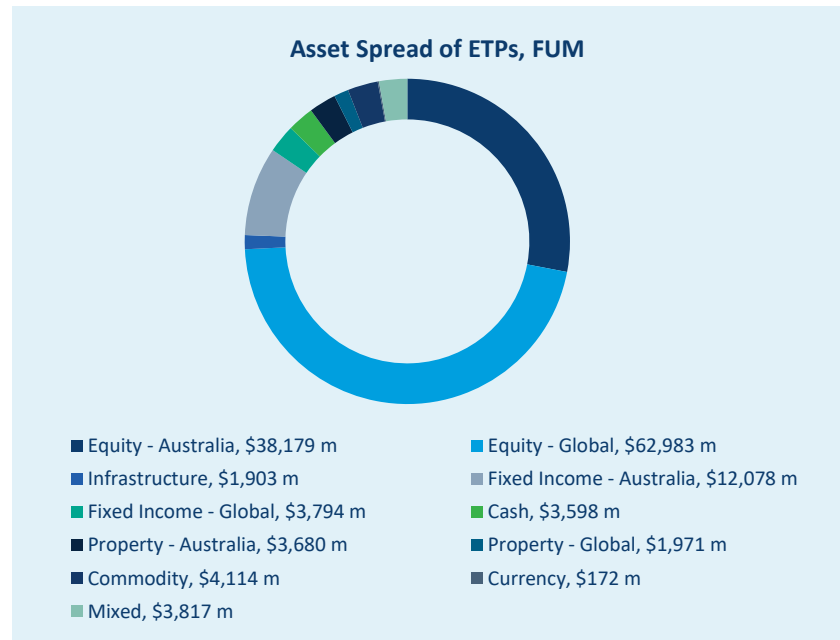
<sup>1</sup>Willis Towers Watson Global Pension Assets Study 2022 (growth in USD terms over 20 years).

<sup>2</sup>Deloitte: Dynamics of the Australian Superannuation System, December 2021.

<sup>3</sup>APRA: Quarterly superannuation performance statistics highlights, March 2022.

# ETP market snapshot

ETPs statistics	Feb 23	% change YOY
Market Cap (\$bn)	136	7.1%
Number admitted	283	16%
12 month avg transactions per month	479k	1.7%
12 month avg value traded per month (\$b)	9.41	9.7%

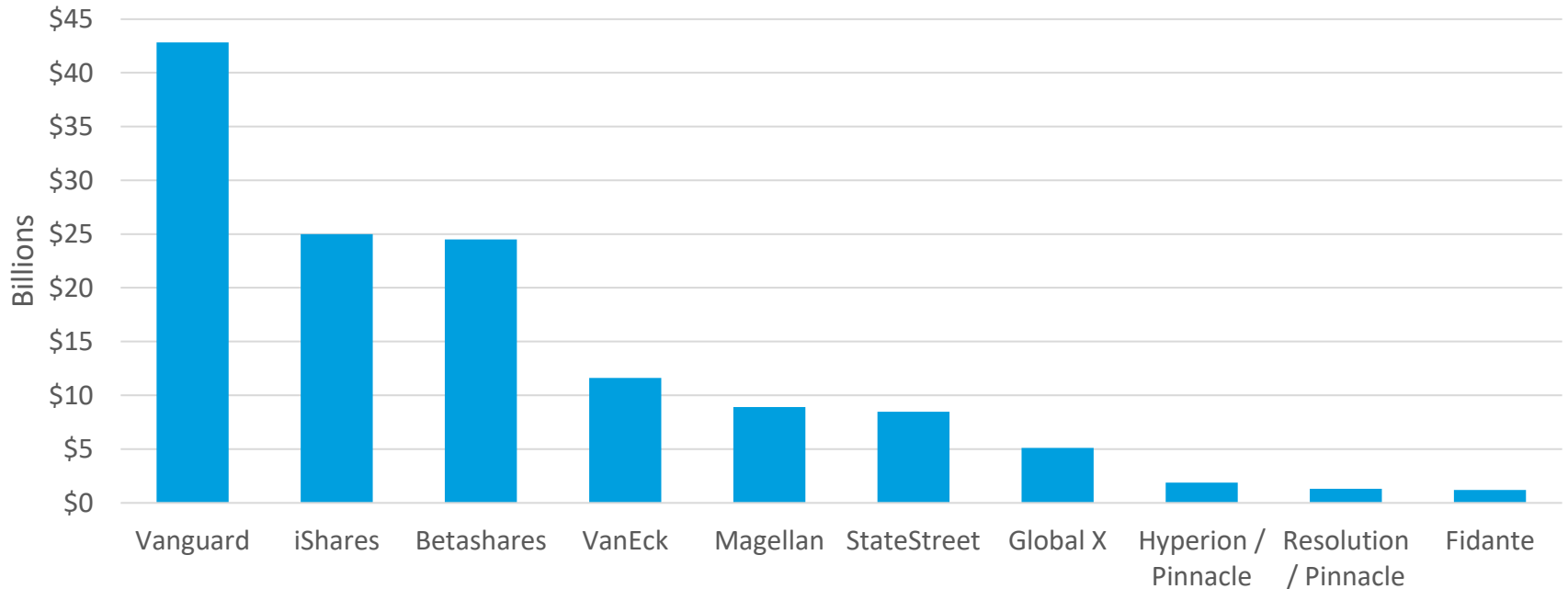


Source: ASX Investment Products Report – February 2023

# Who issues ETFs in Australia?

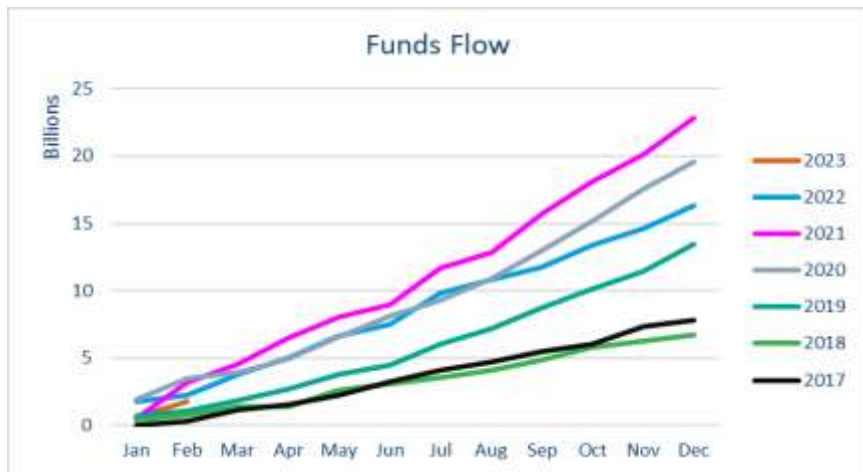
The top 4 issuers have ~75% of the total market

## Top 10 issuers by ETF funds under management



Source: ASX Investment Products Report – February 2023

# 2021 was the strongest year on record for ETP flows and growth



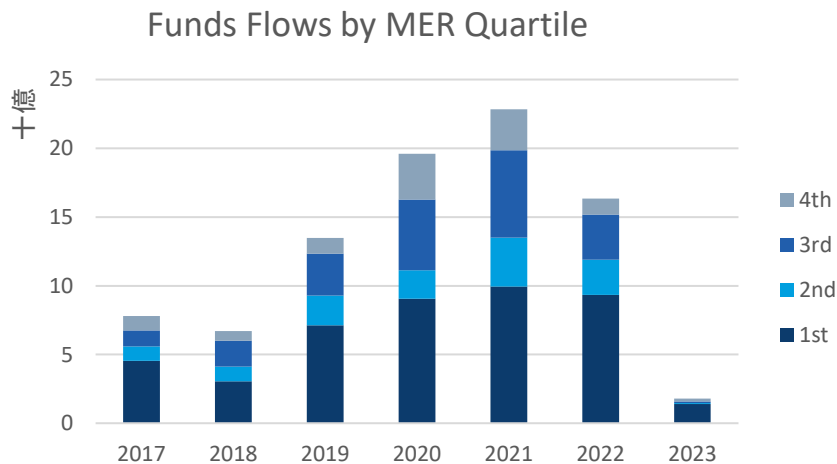
Note: Funds Flow is the cash flow that flows into and out of ETPs, measured on a monthly basis using the number of units changed times using the end of month closing price. Funds flow doesn't measure the performance of ETPs.

Source: ASX

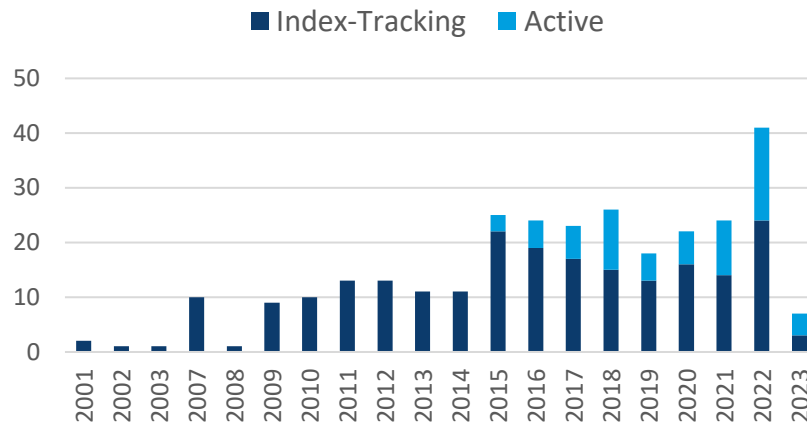
# Low cost ETFs have been winning the largest share of inflows

## However, more expensive ETPs are growing their market share

### Inflows by Management Cost Quartile



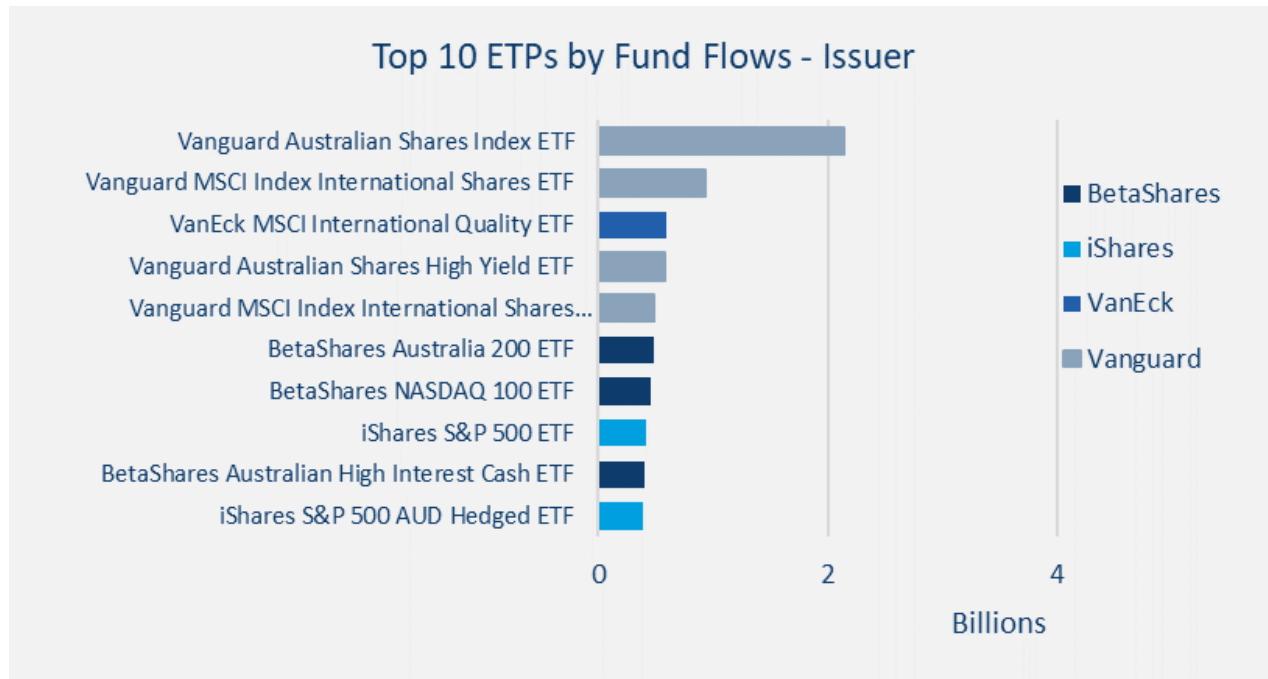
### ETP admissions by investment style



Note: Management Costs are the explicit costs of holding ETFs

Source: ASX

# Top 10 ETPs by Fund Flows – 12 months to February 2023



Source: ASX Internal Reports – March 2023