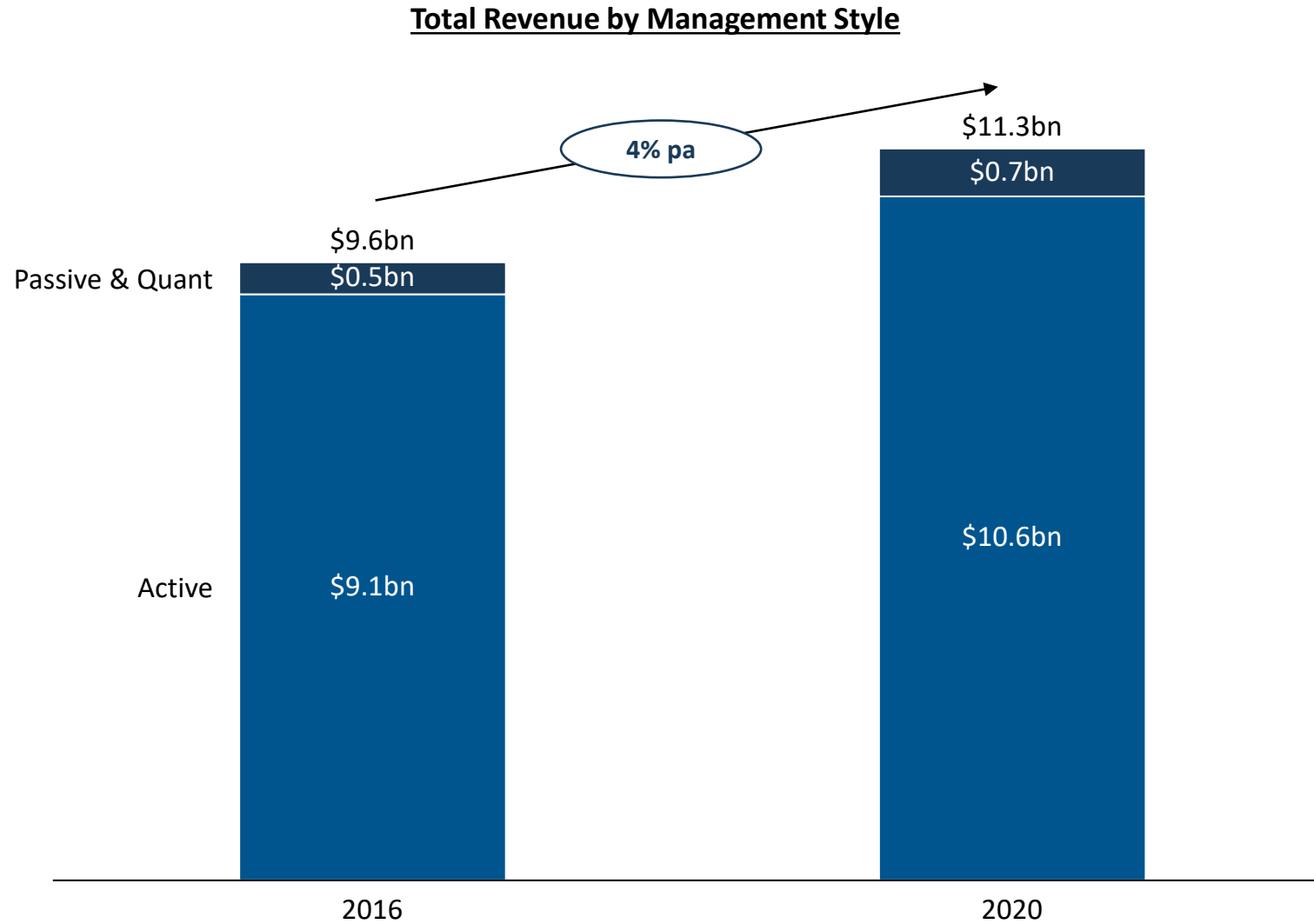
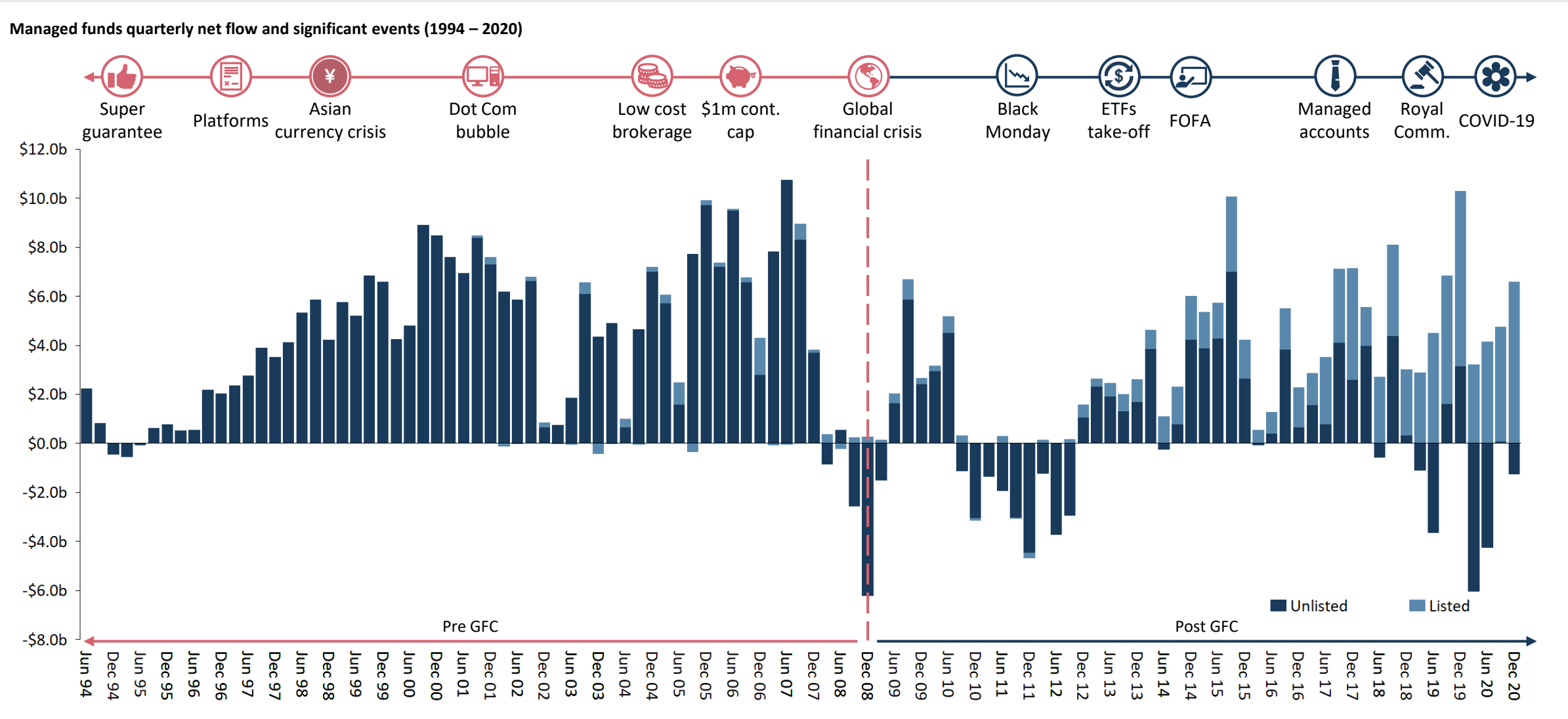


# Inflection Points for Asset Managers

# What inflection point ? Now over \$10bn p.a. active management revenue ...



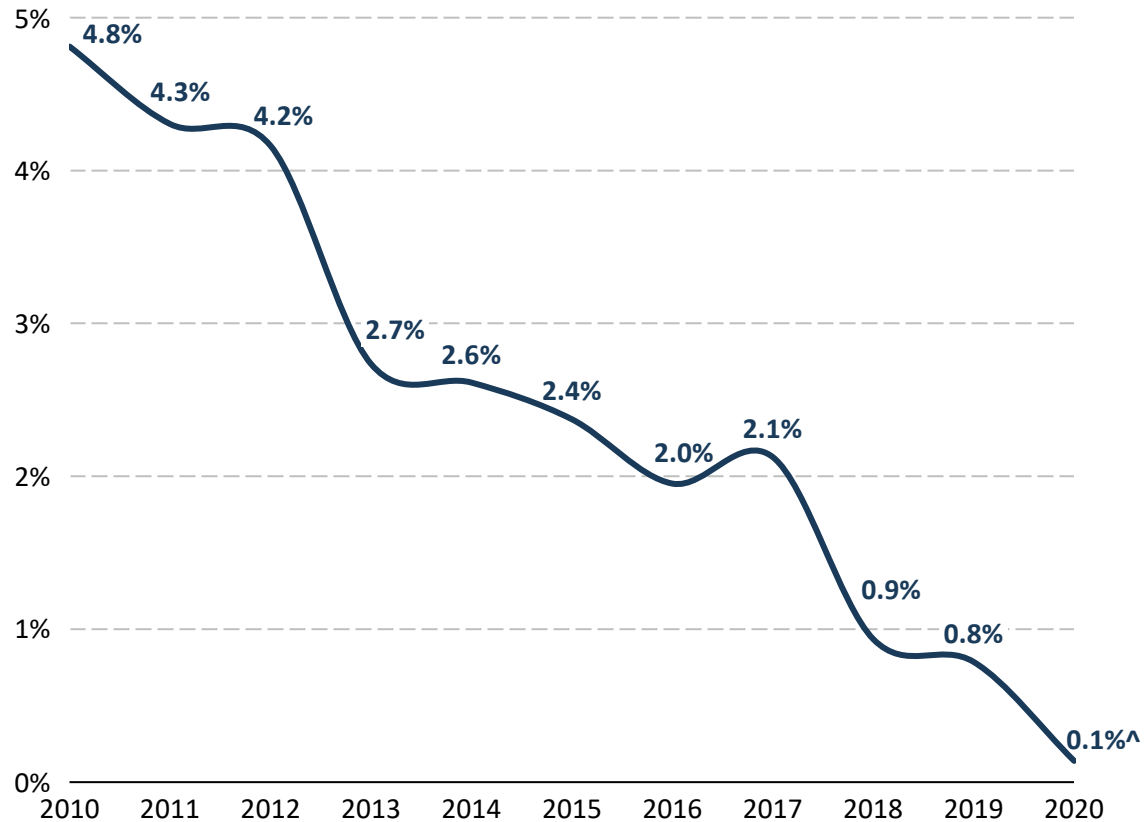
# Retail: growth interrupted



Source: NMG Consulting, Morningstar, ASX

# Super: underlying decline in inflows

**Net Flows\* / AUM in the Superannuation Market**



**Drivers of Asset Management Revenue**

## Positive Drivers

- ▶ Investment returns
- ▶ Contributions

## Negative Drivers

- ▶ Pension payments
- ▶ Industry fund consolidation
- ▶ Internalisation

# How to prosper in a more competitive market ?

**1. Compete Harder in Core Markets**

**2. Target Fast Growing Segments**

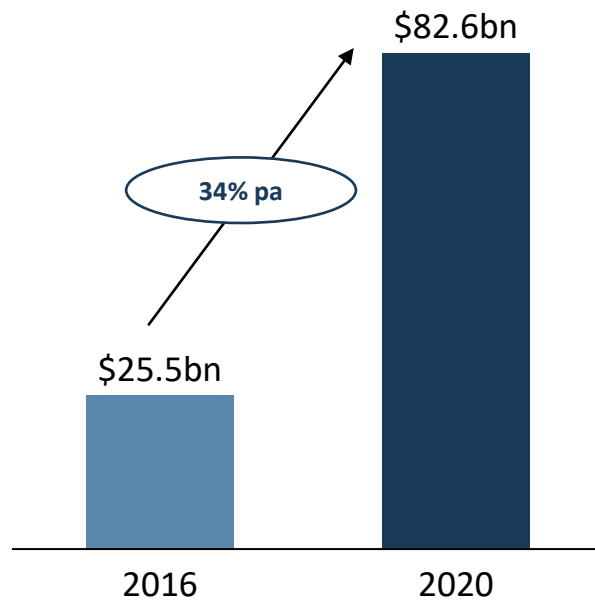
**3. Innovate for Future Growth**

# 1. Competing more effectively in slower growing markets

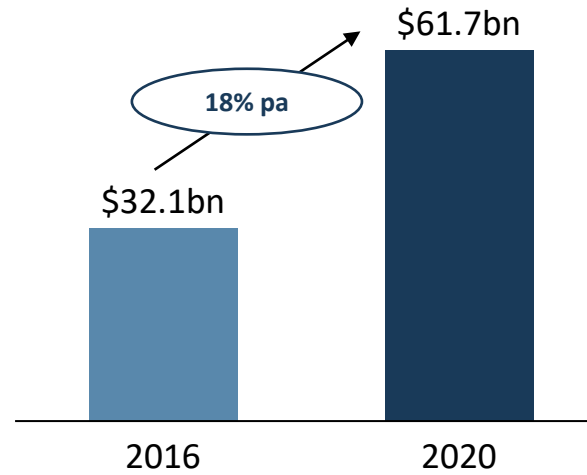


## 2. Pockets of Growth

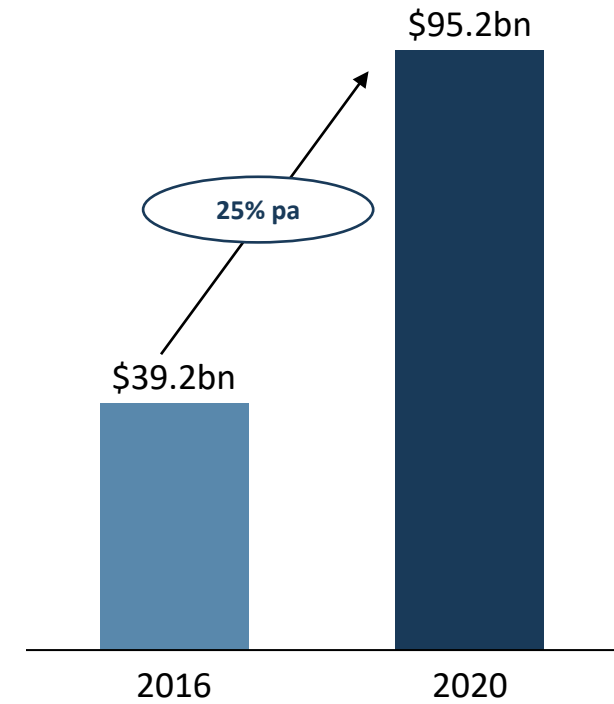
### ETFs FUM



### ESG FUM



### Managed Accounts FUM



### 3. Innovate to meet future client needs





# Key Decisions

- **ESG strategy – how deep**
- **Pockets of growth – which ones**
- **Technology – data-driven distribution**

# Thank you

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For more information,  
visit [www.nmg-consulting.com](http://www.nmg-consulting.com)

