

RAINMAKER
INFORMATION

INDUSTRY INTELLIGENCE

Celebrating
25 YEARS

We are living in an ETF world

Presented by

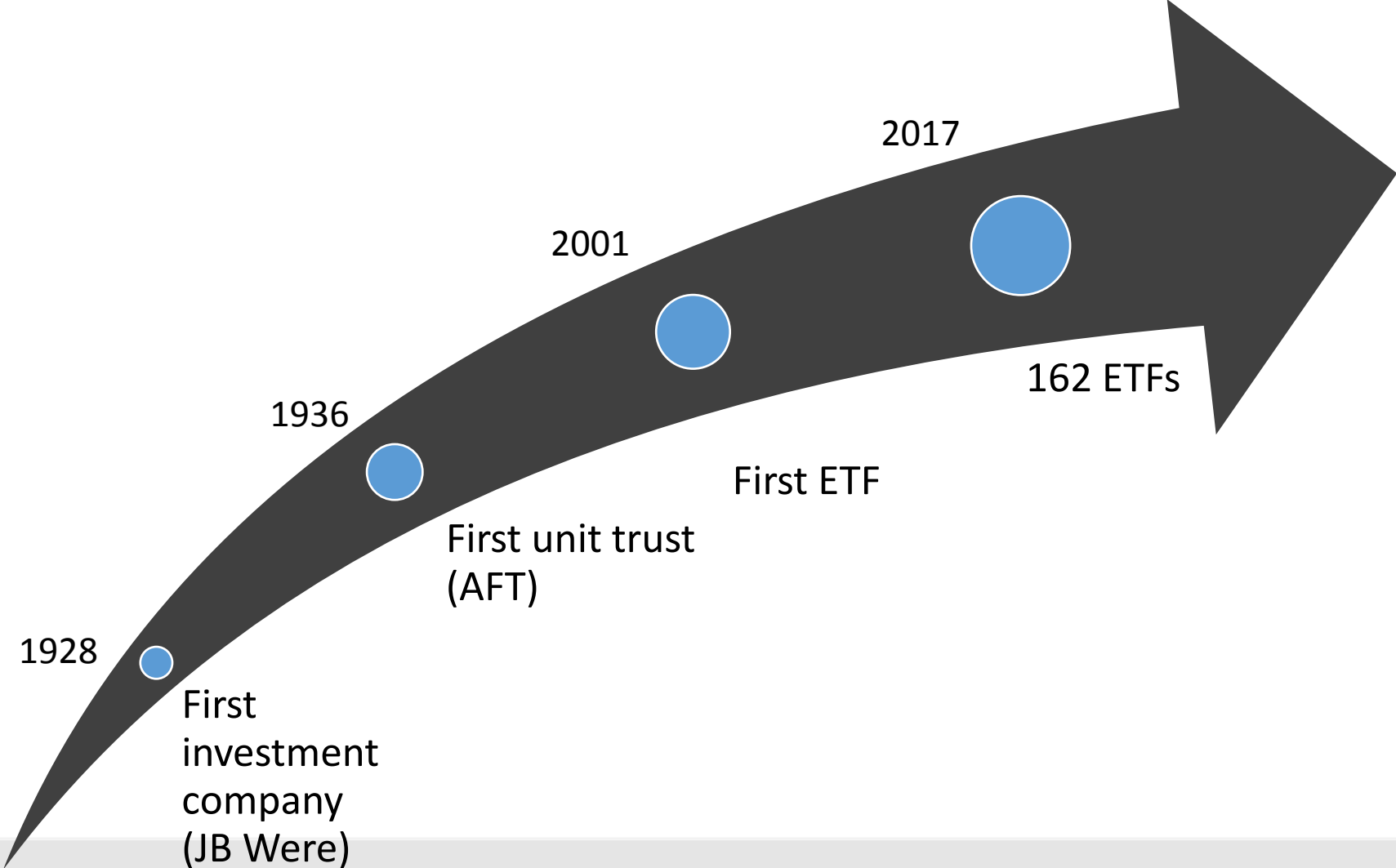
John Dyall

Head of Investment Research, Rainmaker

We now live in a distribution channel agnostic world

#shifthappens

INDUSTRY SNAPSHOT



In the past 4 years (to 30 June):

ASX200 grown: 9.2% a year

MSCI All Countries grown: 11.8% a year

Bloomberg Ausbond Com grown: 4.7% a year

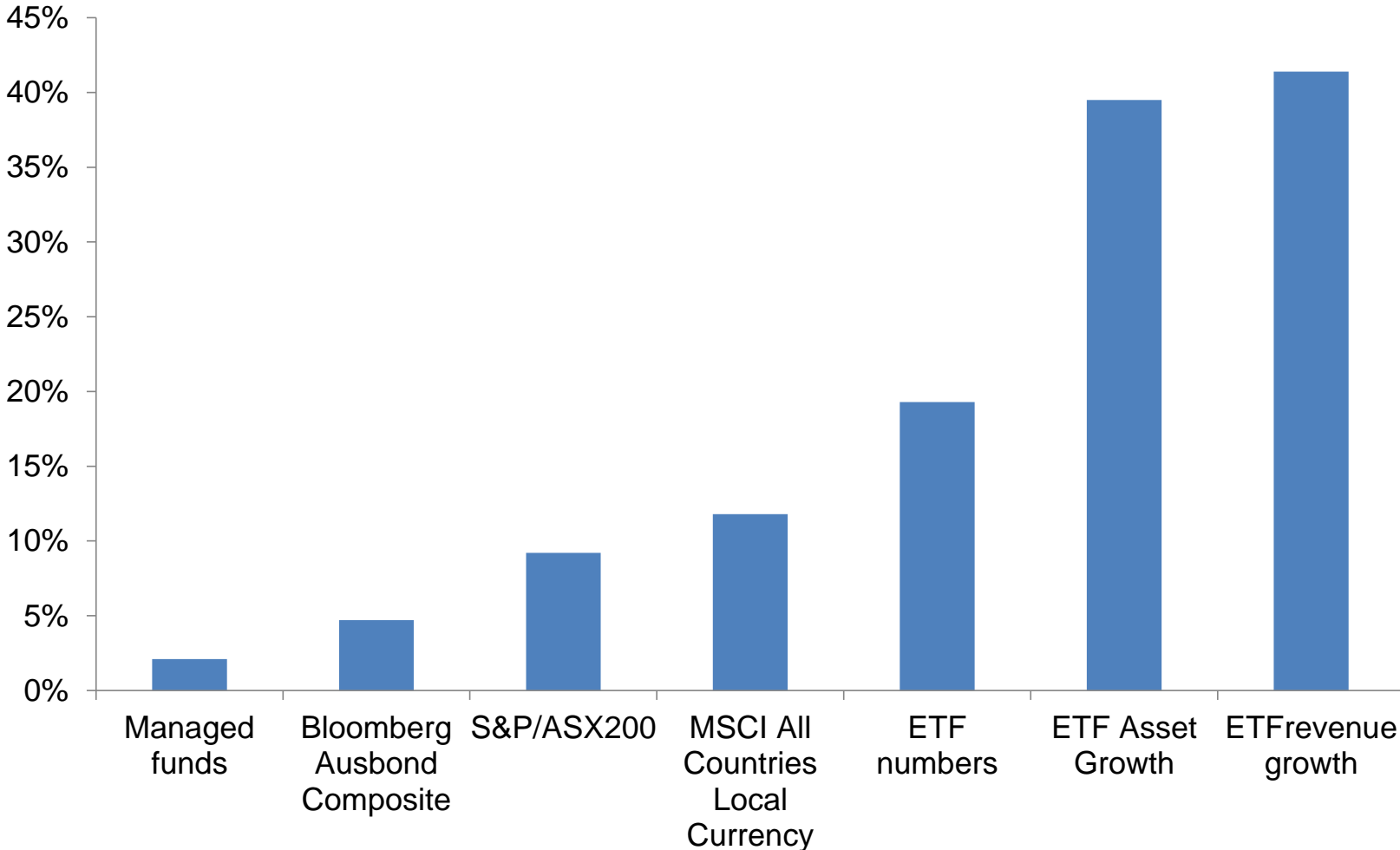
Managed funds grown: 2.1%pa (4 years to March 2017)

In the past 4 years:

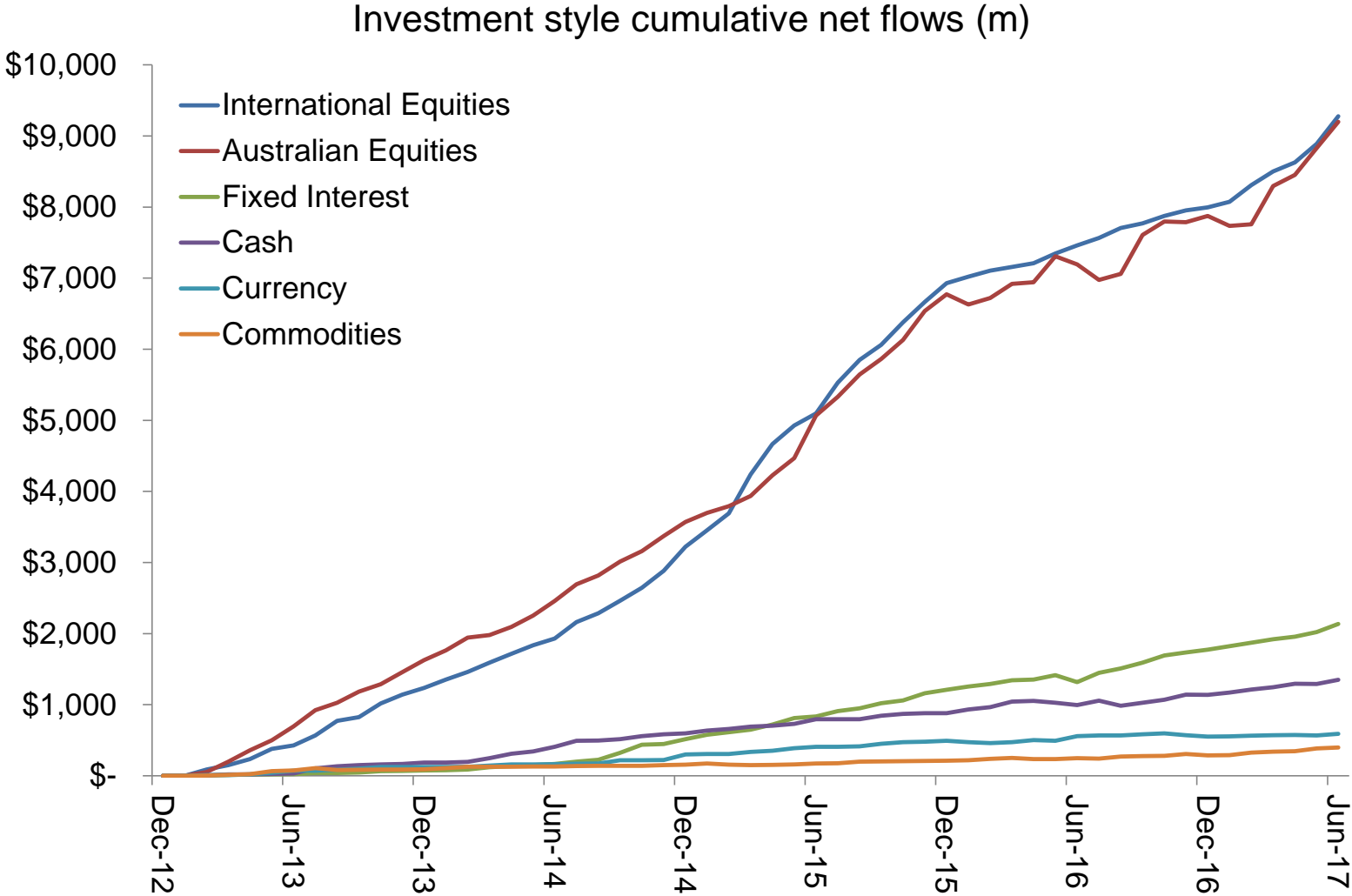
ETF product numbers grown:	19.3% a year (to 162)
ETF assets grown:	39.5% a year to \$29.2 billion
ETF product revenue grown:	41.4% a year to \$97 million

INDUSTRY SNAPSHOT

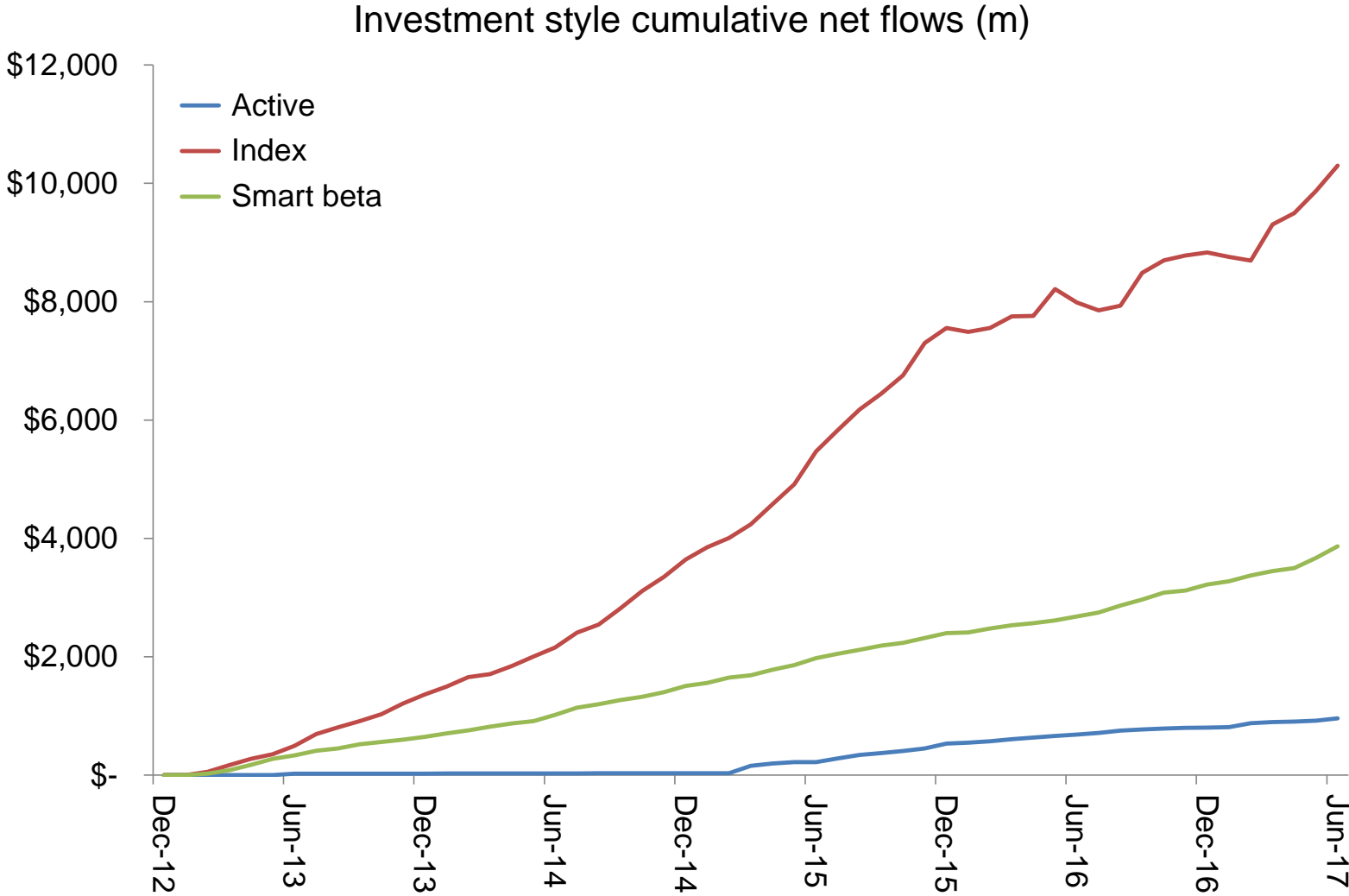
Four year annualised



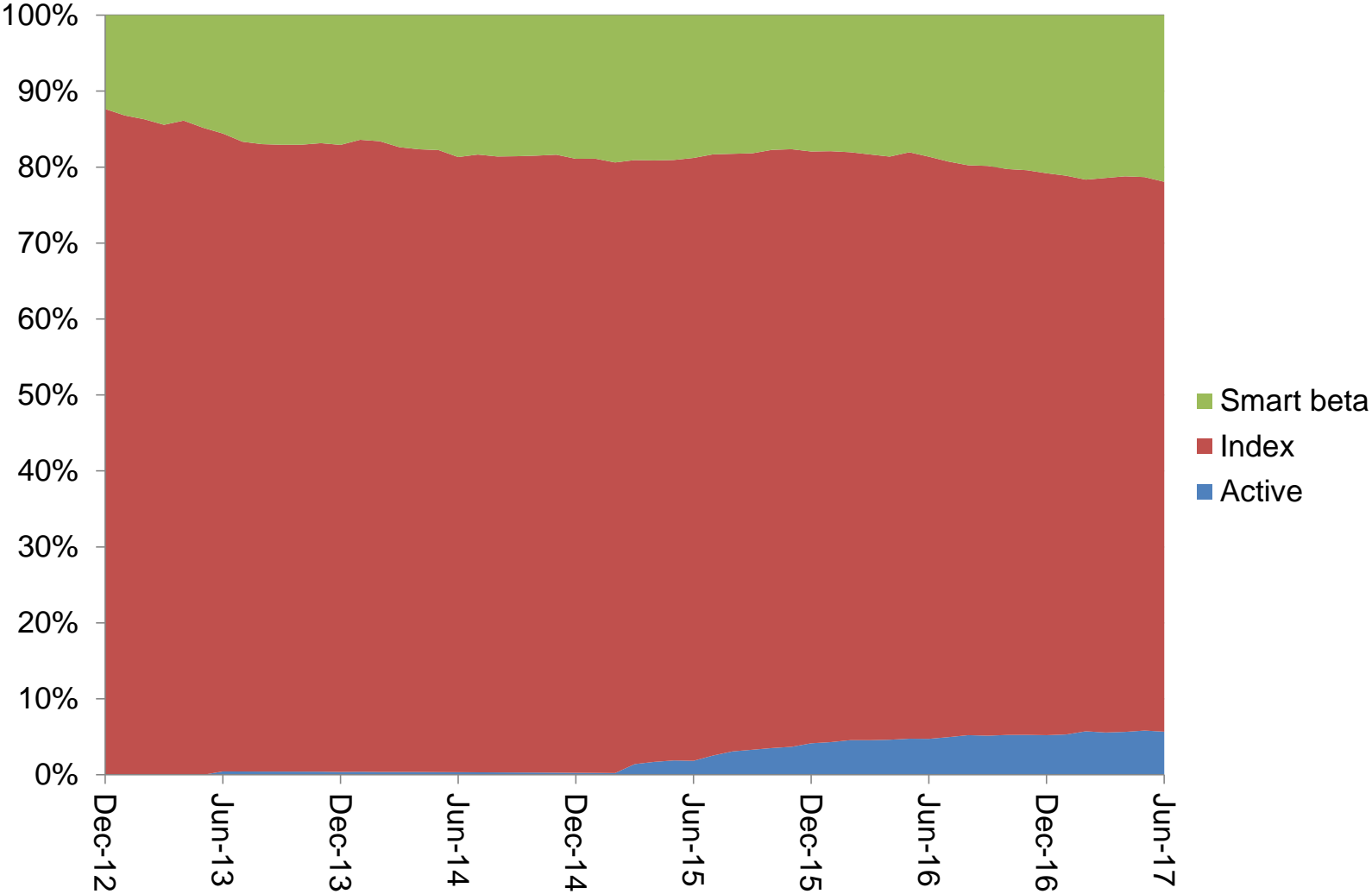
INDUSTRY SNAPSHOT- ASSET CLASSES



INDUSTRY SNAPSHOT- INDEX, SMART BETA OR ACTIVE?

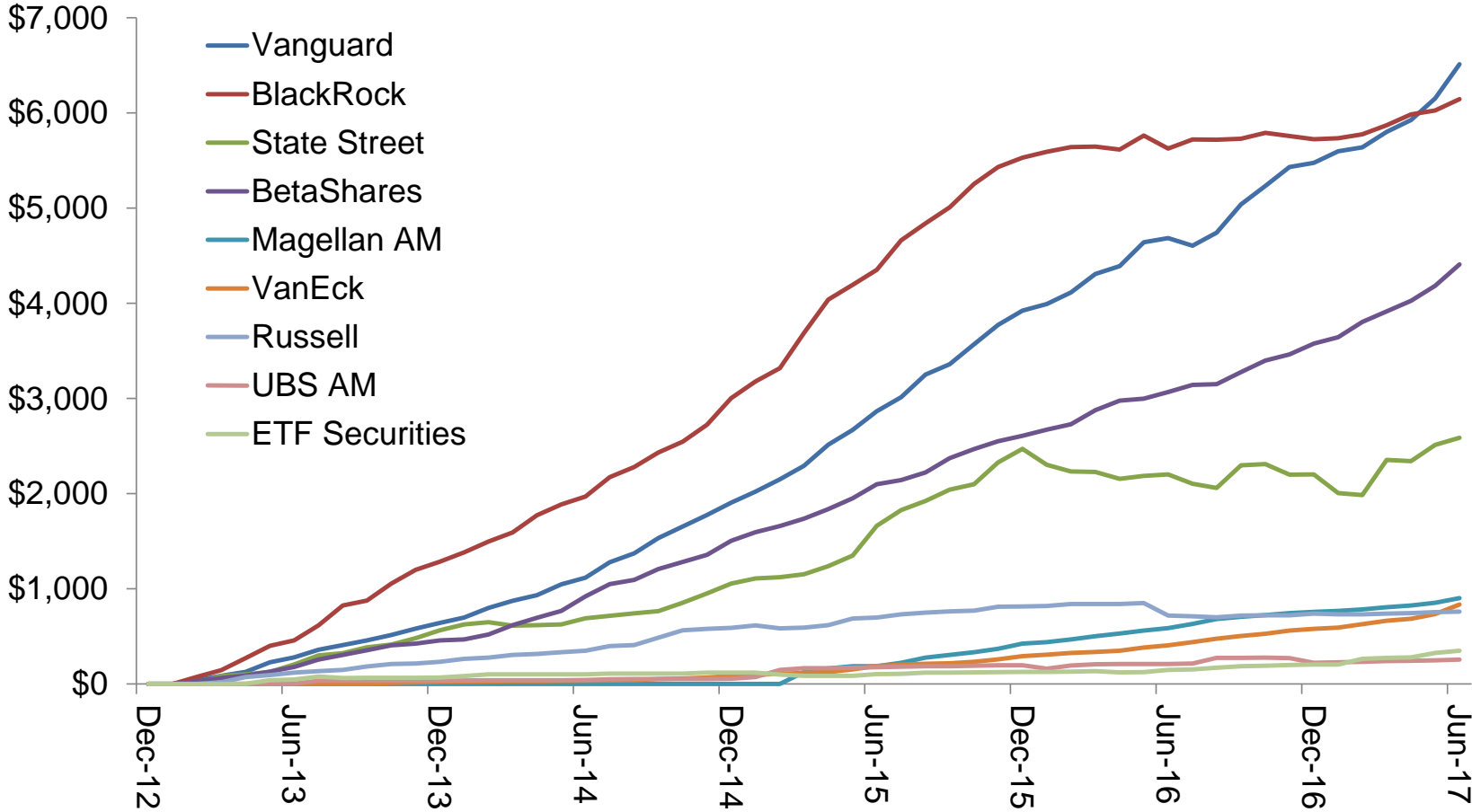


INDUSTRY SNAPSHOT- INDEX, SMART BETA OR ACTIVE?

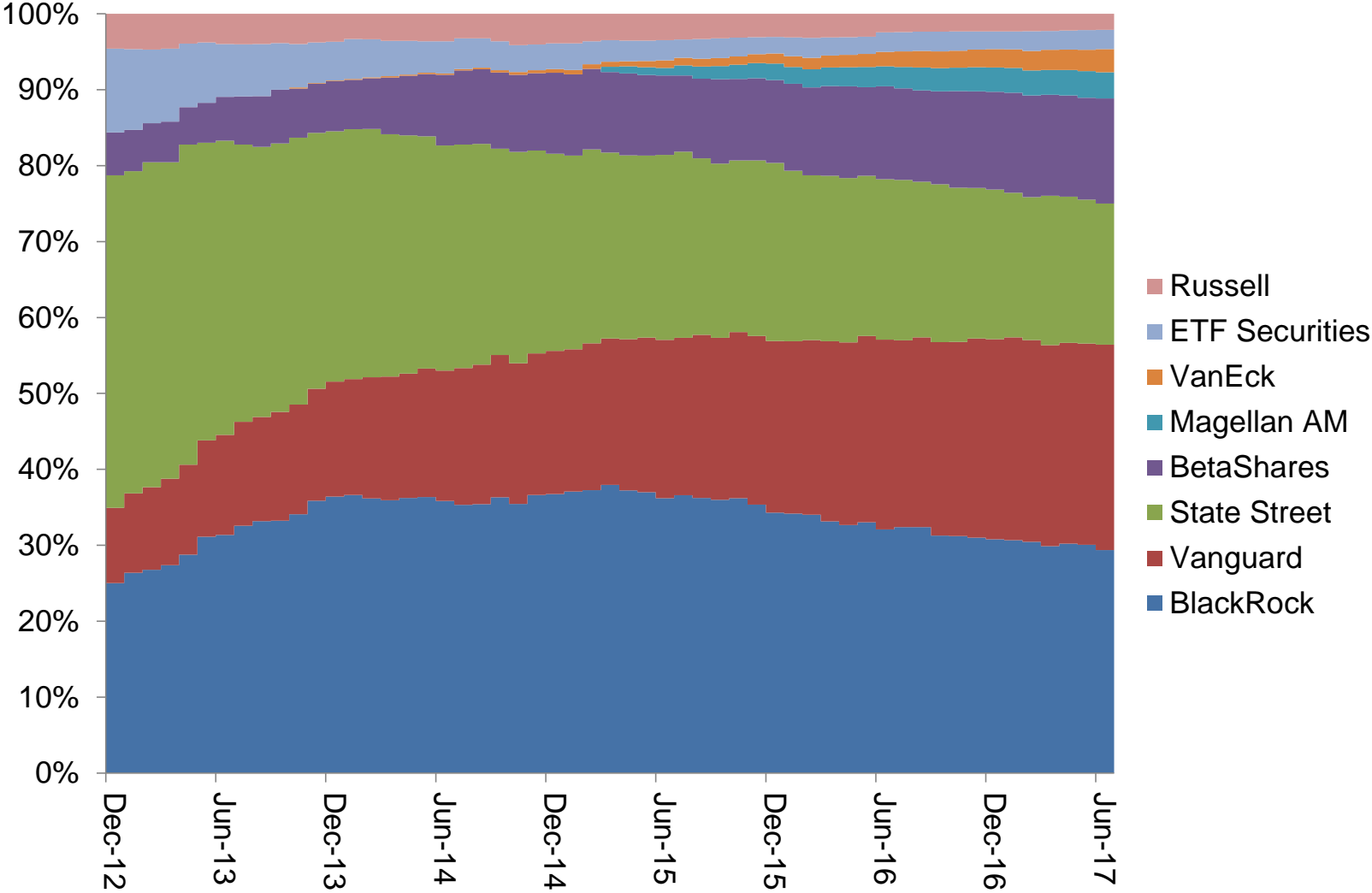


INDUSTRY SNAPSHOT- MANAGERS

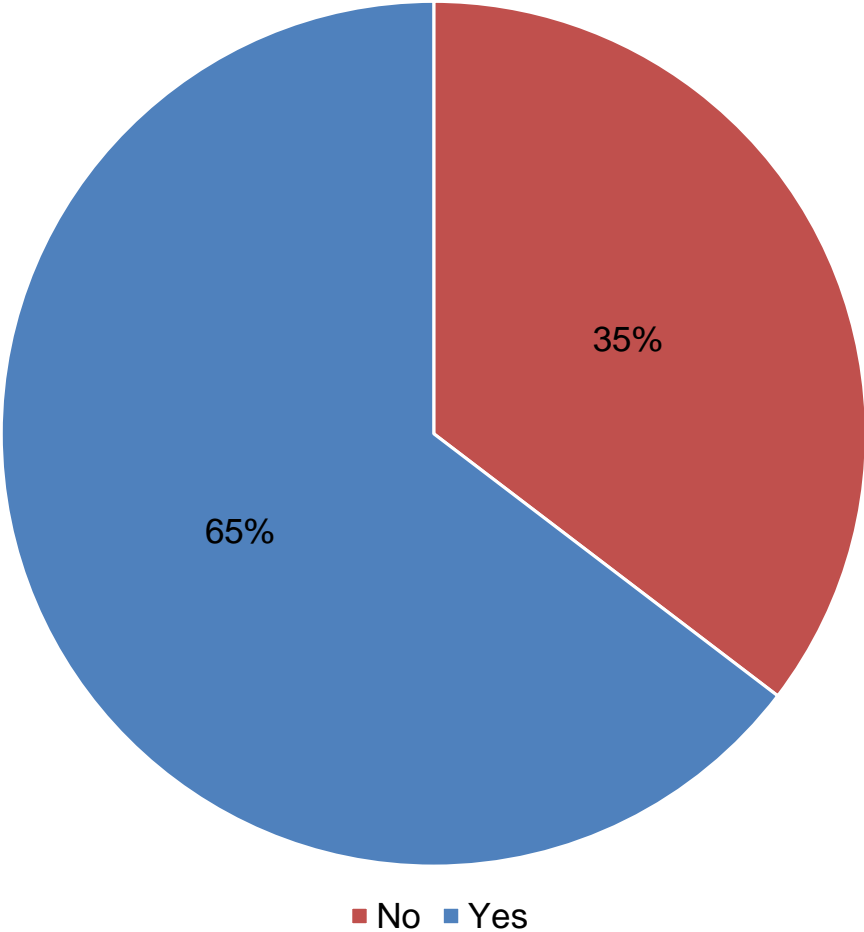
Top 8 manager net flows (m)



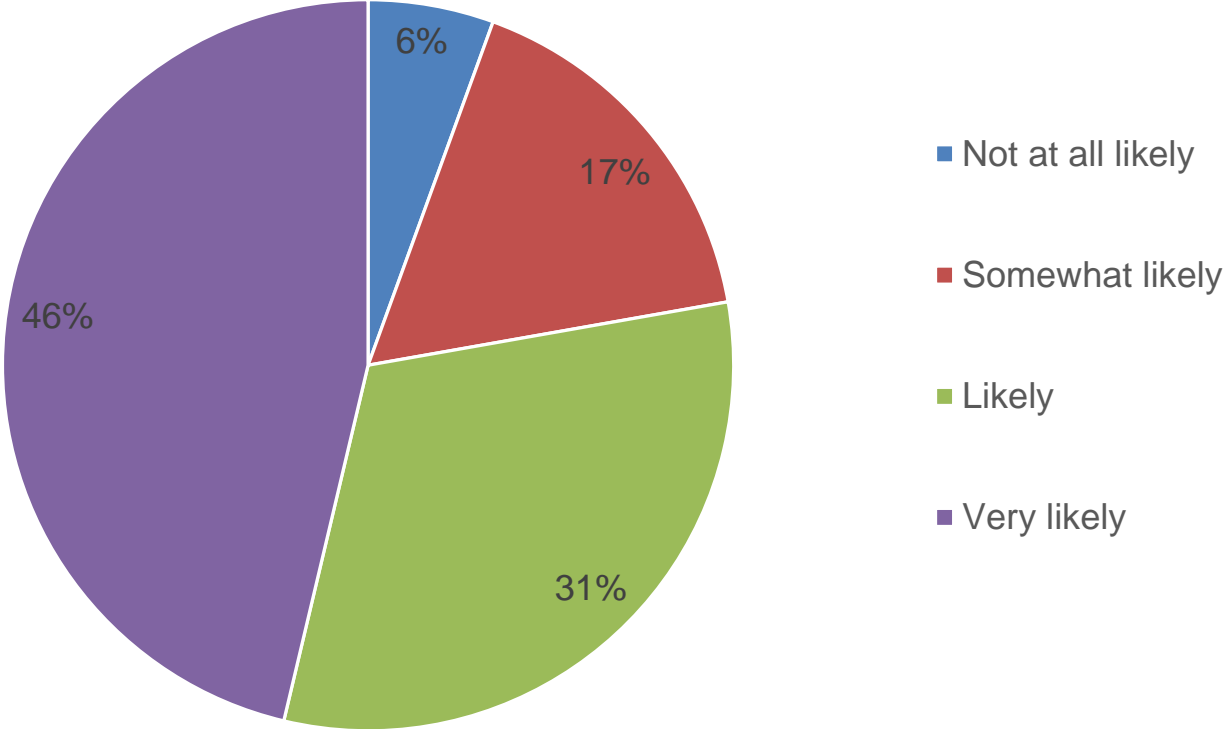
INDUSTRY SNAPSHOT- MANAGERS



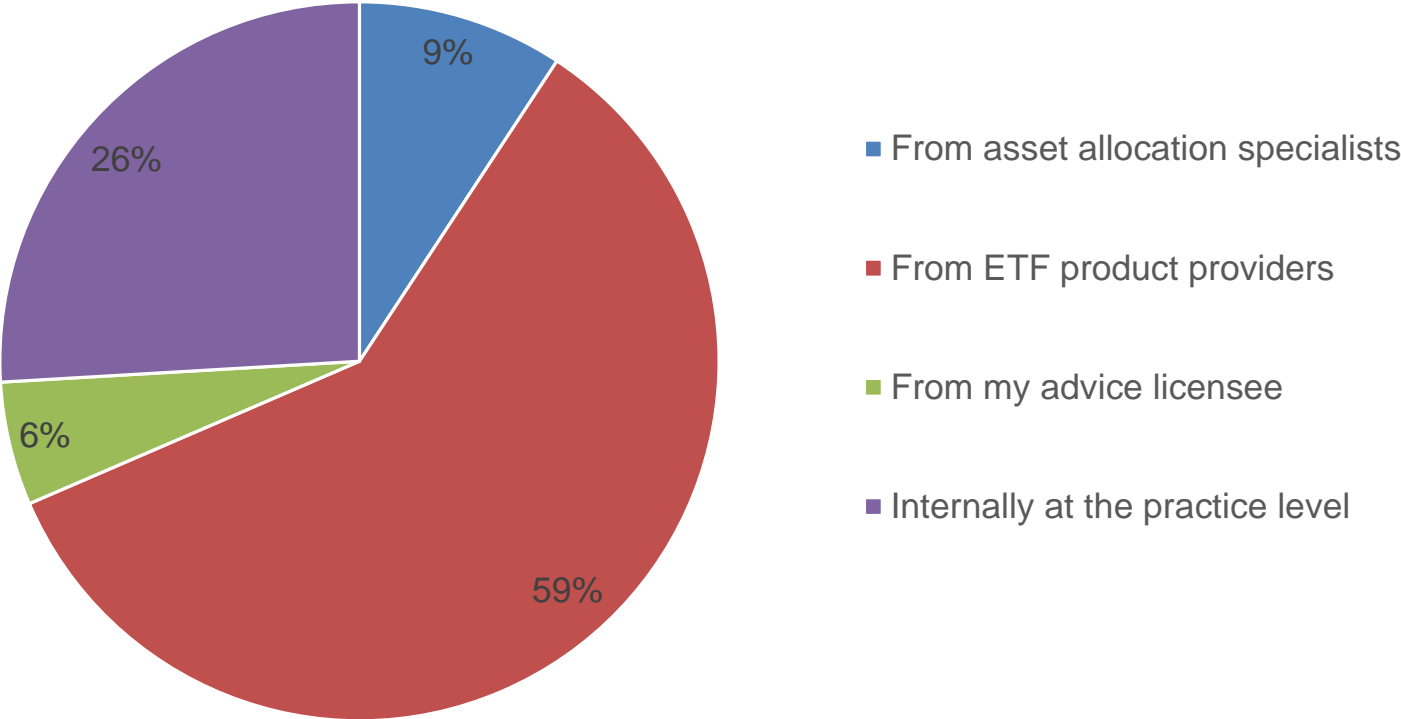
Q2: Do you currently provide ETF services?



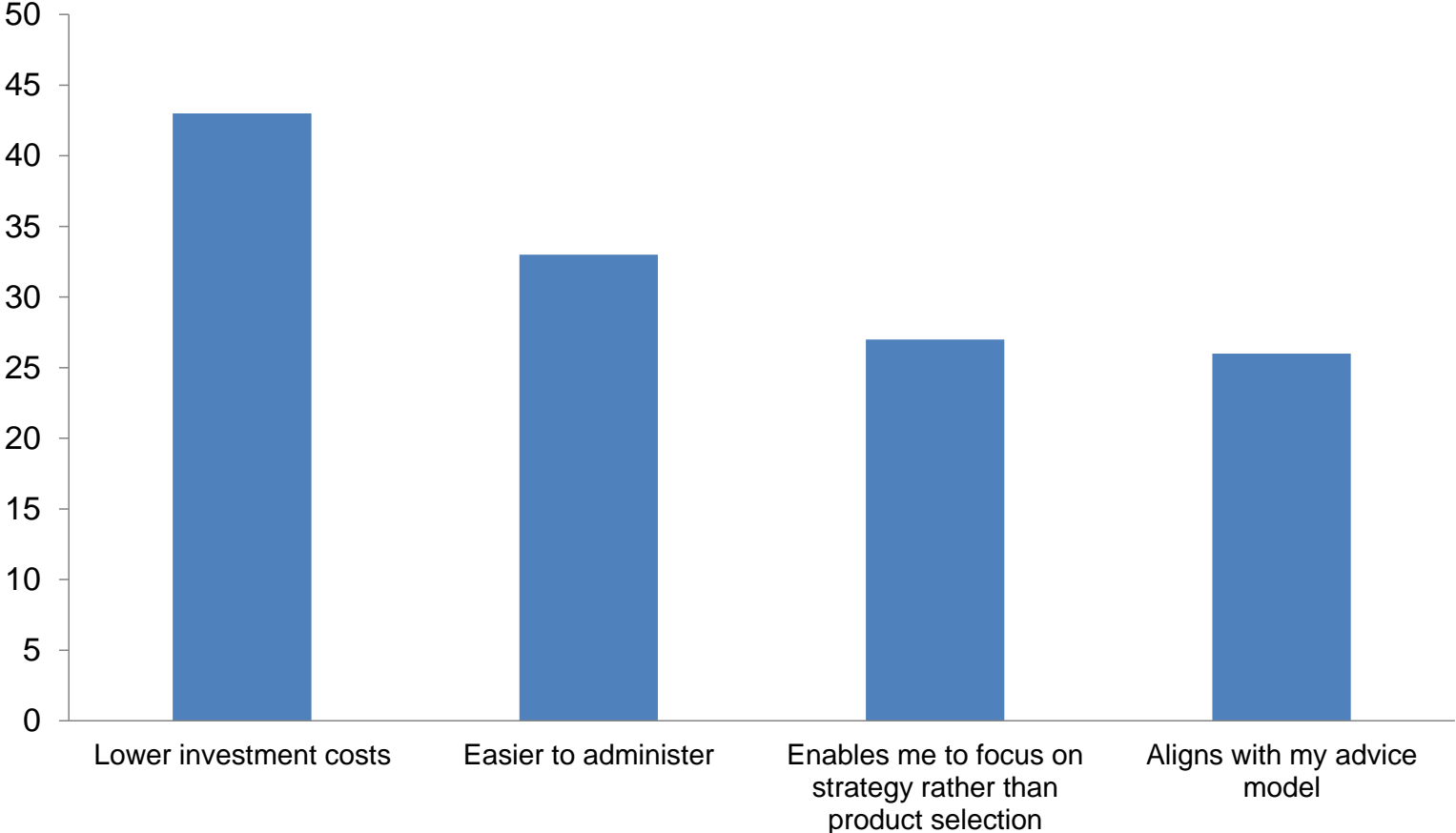
Q9: How likely are you to increase your level of investments in ETFs going forward?



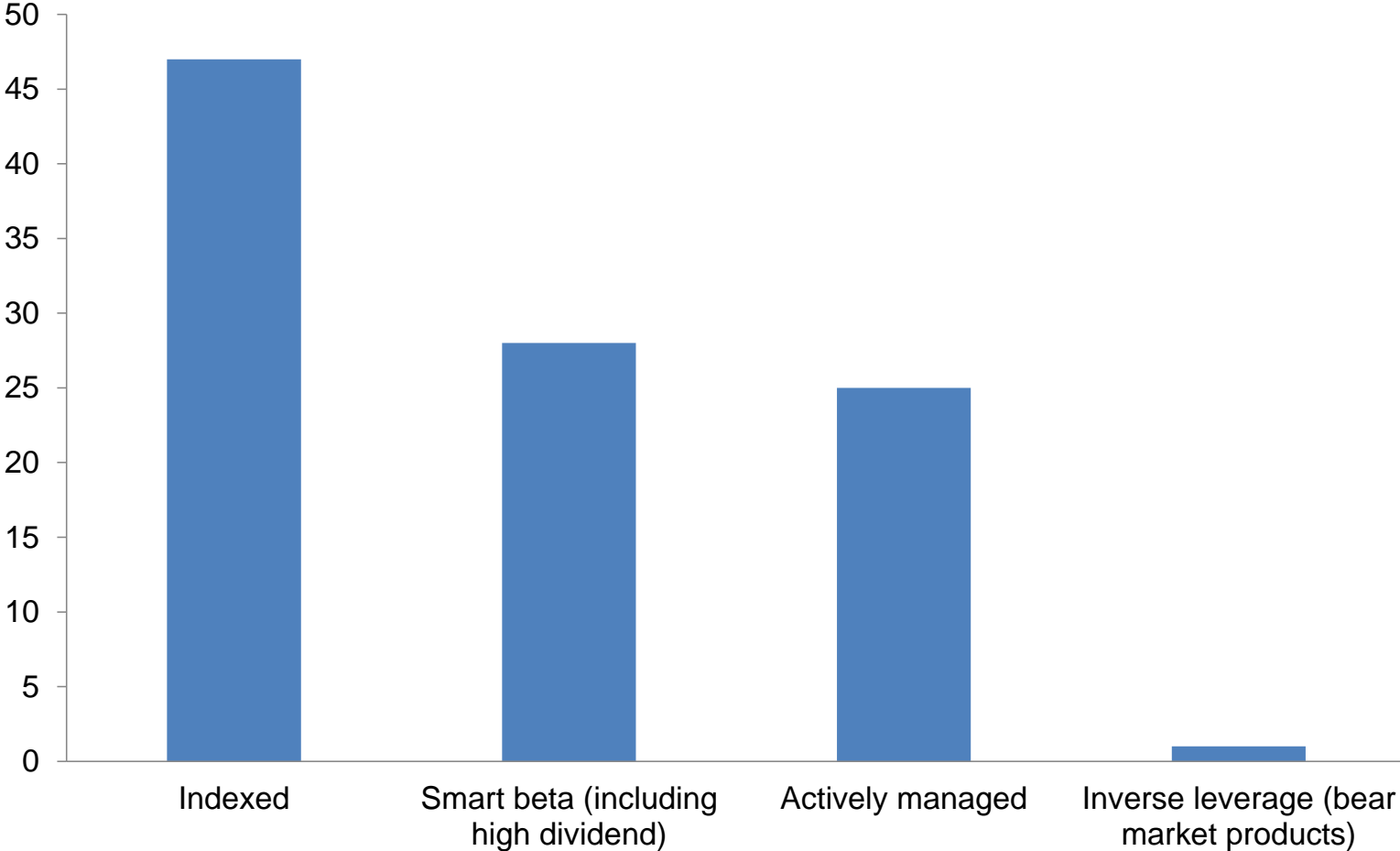
Q10: What is your primary source of information on how to use ETFs in client portfolios?



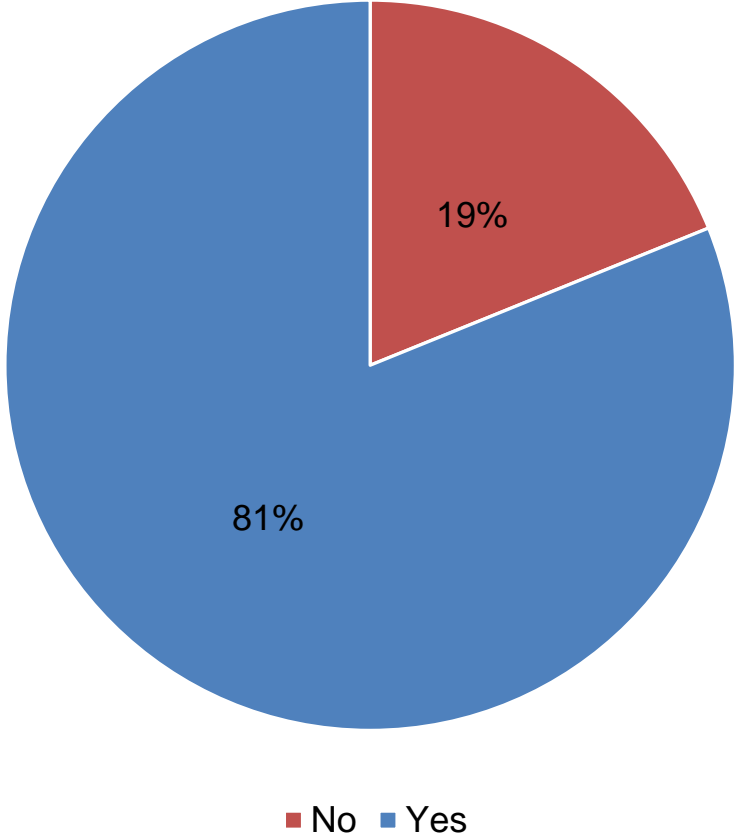
Q14: What do you believe are the main benefits of investing in ETFs?



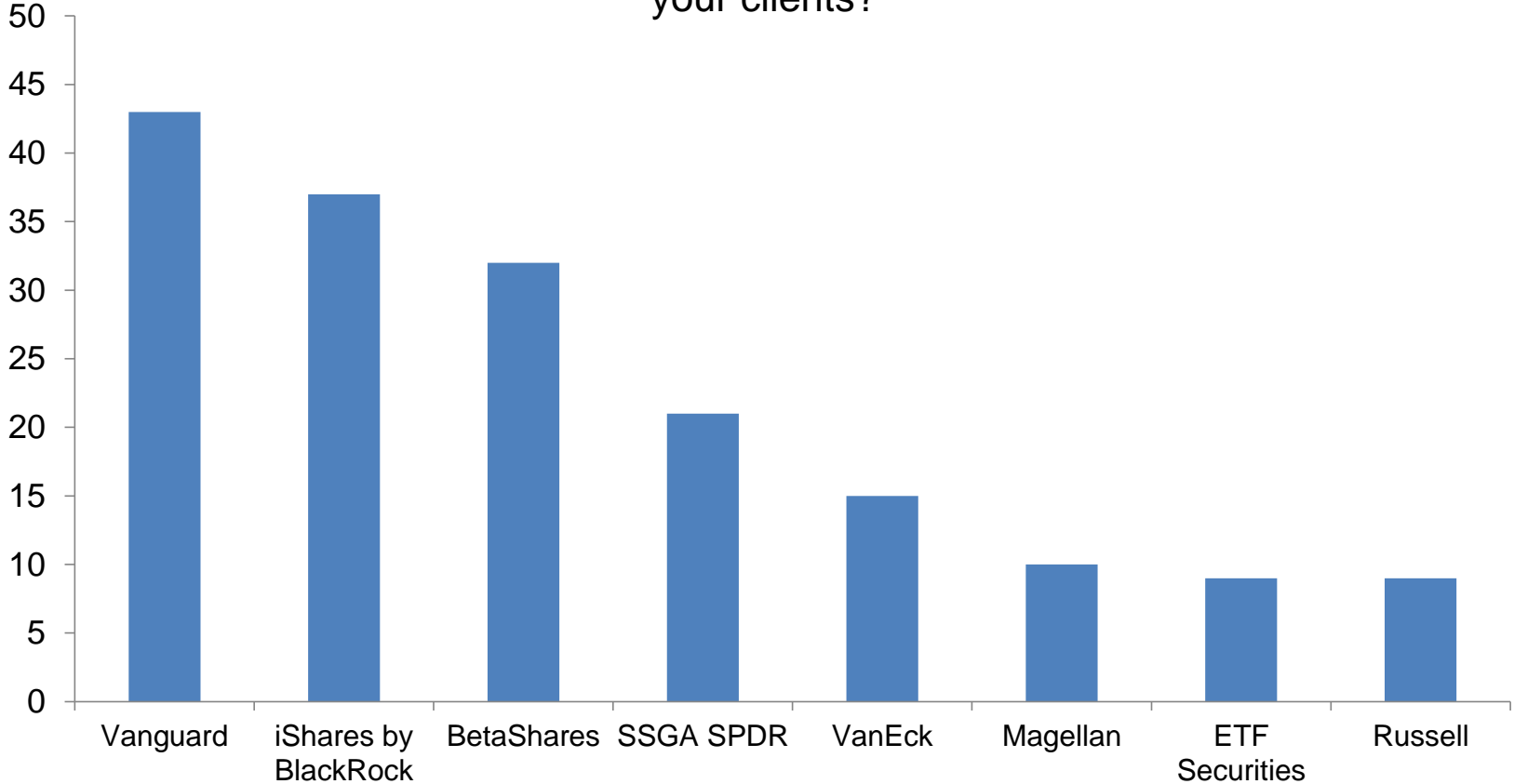
Q15: What types of ETFs are used by your clients?



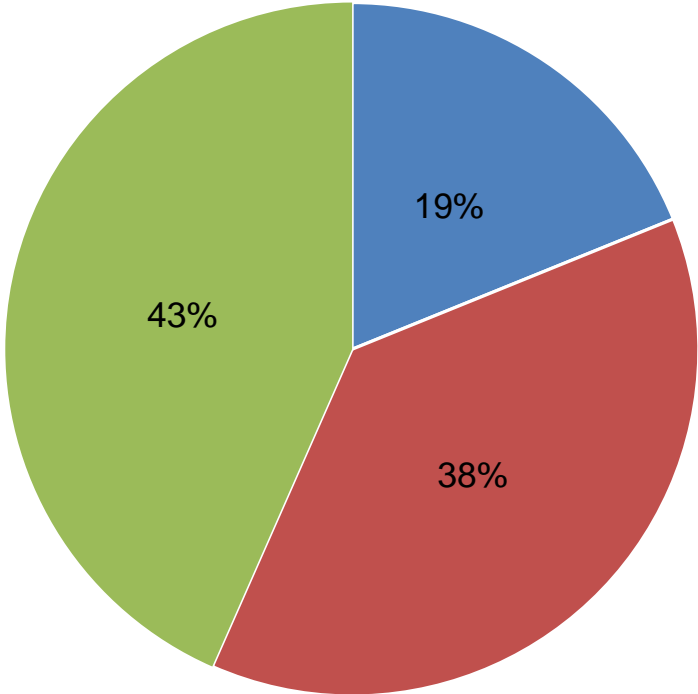
Q17: Do you use ETFs to actively manage your clients' exposures to asset classes and/or risk factors?



Q18: Which ETF providers' products have you recommended to your clients?



Q20: How important is it to have a positive investment rating on ETF products you recommend?



■ Not important ■ Somewhat important ■ Very important

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Thank you