



Media Release

MLC Asset Management, Managed Account Strategies reach \$1 billion milestone

27 April 2023

MLC Asset Management's (MLC¹) Managed Account Strategies have surpassed \$1 billion in funds under management (FUM) in less than three years since inception.

Designed to suit a range of needs, MLC Managed Account Strategies provide transparent, diversified solutions for clients with different goals, time horizons and fee expectations. The range of Managed Account Strategies was recently expanded to include conservative and high growth options in response to market demand from advisers².

MLC General Manager Direct Capabilities and Specialist Investment Services, Jason Komadina, says "We are thrilled with the success and popularity of these strategies, which combine our best thinking on asset allocation with a disciplined investment process.

"Our goal with these strategies was to create a high performing solution that would be easy for advisers to work with and explain to clients. We have found this is in line with the broader industry wanting to make the advice journey more efficient and seamless for both advisers and their clients," he said.

Australians now have a new high of over \$144.5 billion invested in managed accounts³, highlighting the continued momentum of this investment vehicle. In particular, SMAs dominate the managed account sector with a 52%⁴ market share.

MLC Portfolio Manager, Anthony Golowenko, said: "It's exciting to see the managed accounts industry go from strength to strength. Advisers value the access these strategies provide to their clients, so advisers can professionally manage strategies with transparency and facilitate direct ownership of underlying investments.

"Our highly experienced and passionate team of investment professionals tailor and manage the multi-asset diversified strategies to deliver consistent outcomes for clients. We see this \$1 billion as the beginning of our Managed Account Strategies journey.

"Through our active approach we moved to increase the resilience of our portfolios last year in the face of rapid interest rate rises, particularly in our diversified fixed income capability. It's this great flexibility that sees us well equipped to position the portfolios for what could be a more turbulent year ahead."

Within the MLC Asset Management business there are more than 100 investment professionals across ten teams⁵ who manage \$83.6 billion.

MLC's Managed Account Strategies combine MLC's long standing investment expertise with the benefits and efficiencies of a managed account structure and have been given an Outstanding rating by independent research firm SQM Research⁶, the only manager to receive this rating for multi-asset managed accounts nationally. MLC Managed Account Strategies were also awarded winner of the Multi Asset Class in the Institute of Managed Account Professionals' Managed Accounts Awards 2022⁷.

¹ References to MLC mean the MLC Asset Management business unit which in the case of the MLC Asset Management Managed Account Strategies includes MLC Asset Management Services Limited (MSL), investment manager of MLC Managed Account Strategies and MLC Asset Management Pty Limited (MLCAM), distributor of MLC Managed Account Strategies.

² <https://www.mlc.com.au/our-investment-managers/mlc-managed-account-strategies/portfolios>

³ As at 31 December 2022, The Institute of Managed Account Professionals (IMAP), <https://www.imap.asn.au/publications/perspectives/114-perspectives-autumn-2023/1117-imap-fumcensus-dec-2022.html>

⁴ As at 20 December 2022, Rainmaker Information, <https://www.rainmaker.com.au/media-release/smas-dominating-the-managed-accounts-market>

⁵ As at 23 February, 2023.

⁶ <https://www.mlc.com.au/our-investment-managers/mlc-managed-account-strategies/overview>

⁷ <https://www.mlc.com.au/our-investment-managers/mlc-managed-account-strategies/portfolios>

Both Premium Model and Value Model Portfolios are now available via the MLC Wrap, MLC Navigator, Macquarie Wrap, BT Panorama, HUB24, CFS FirstChoice, Rhythm, Grow Wrap, and Voyage platforms.

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Note to editors:

To find out more about MLC Managed Account Strategies, visit:
<https://www.mlcam.com.au/managed-account-strategies>

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MLC Managed Account Strategies are available via multiple investment platforms. Please refer to the MLC Asset Management website (www.mlcam.com.au) for a full list of platform availability. You should obtain a Product Disclosure Statement relating to the relevant investment platform and consider it before making any decision about whether to acquire or continue to hold interests in the portfolios that adopt the Managed Account Strategies. MLCAM may use the services of any member of the Insignia Financial Group of companies where it makes good business sense to do so and will benefit customers. Amounts paid for these services are always negotiated on an arm's length basis.

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