

## HOUSE OF REPRESENTATIVES STANDING COMMITTEE ON ECONOMICS

### REVIEW OF THE FOUR MAJOR BANKS AND OTHER FINANCIAL INSTITUTIONS SUPERANNUATION SECTOR – IOOF

**IOOF18QON: Dr LEIGH:** Chant West—and that is a one-year return. Do you have any evidence that IOOF superannuation funds outperformed the median over a five-year period?

**Mr Mota:** Yes, I do. I'd have to provide you with that, but we do.

**Dr LEIGH:** What is that based on?

**Mr Mota:** I'd have to do check which survey it is. In terms of the peer group analysis, yes, they are in the first or second quartile.

**Dr LEIGH:** Who was your peer group in that?

**Mr Mota:** Again, I'd have to check. As a business, we would see the entire industry, including industry funds, as our peer group.

**Answer:** The Chant West survey referred to by Renato Mota was the 'Growth (61-80%) Multi-Manager Survey' featured in an article in the Australian Financial Review on 27 July 2019 (Attachment IOOF18.1QON). According to the article, the survey consisted of 65 products, made up of over 40 industry funds and a mix of corporate, government and master (retail) trusts. The IOOF fund featured in the Top 10 was the IOOF Balanced Investor Trust, which is IOOF's MySuper product.

Performance data from the SuperRatings Fund Crediting Rate Survey (a net of tax and fees survey) for the period ending 30 September 2019 is summarised in the table below and detailed further in Attachment IOOF18.2QON.

As at 30 September 2019		SuperRatings Fund Crediting Rate Survey IOOF performance and quartile ranking							
SuperRatings Survey	Trust	1 Year		3 Years		5 Years		7 Years	
		Return (%)	Quartile	Return (% pa)	Quartile	Return (% pa)	Quartile	Return (% pa)	Quartile
Growth (77-90)	IOOF MultiMix Growth Trust	8.6	2nd	10.0	1st	9.3	1st	11.1	1st
Balanced (60-76)	IOOF MultiMix Balanced Growth Trust	8.3	2nd	8.8	2nd	8.1	2nd	9.5	2nd
	IOOF Balanced Investor Trust (MySuper)	8.4	1st	8.1	3rd	7.8	2nd	-	-
Conservative Balanced (41-59)	IOOF MultiMix Moderate Trust	7.5	2nd	7.0	2nd	6.5	2nd	7.4	2nd
Capital Stable (20-40)	IOOF MultiMix Conservative Trust	6.3	2nd	5.1	2nd	5.0	2nd	5.5	2nd
Secure (0-19)	IOOF MultiMix Capital Stable Trust	6.2	1st	4.2	1st	4.2	1st	4.5	1st

Returns are after all investment management and platform fees and tax  
MultiMix returns are 'Corporate 100' returns which use a representative platform fee of 0.32% to June 2017 and 0.18% thereafter  
MySuper uses a platform fee of 0.35%

As an example of the peer groups included in these surveys, the 'Balanced (60-76%)' category in this table records the performance of 206 products over one year (this number drops to 150 products with seven year performance). This consists of 12 corporate products, 11 government products, 90 industry fund products and 93 master trust (retail) products.

Performance data from the Chant West Implemented Consulting Survey (a gross of tax and fees survey) for the period ending 30 September 2019 is summarised in the table below and included in Attachment IOOF18.3QON.

Gross returns as at 30 September 2019

Chant West Implemented Consulting Survey  
IOOF performance and quartile ranking

Chant West Survey	Trust	1 Year		2 Years		3 Years		5 Years		7 Years	
		Return (%)	Quartile	Return (% pa)	Quartile						
<b>High Growth (81 - 100%)</b>	<b>IOOF MultiMix Growth Trust</b>	10.2	1st	12.8	1st	11.8	1st	11.2	1st	13.1	1st
<b>Growth (61 - 80%)</b>	<b>IOOF MultiMix Balanced Growth Trust</b>	9.9	1st	11.5	1st	10.5	1st	9.9	1st	11.5	1st
<b>Balanced (41 - 60%)</b>	<b>IOOF MultiMix Moderate Trust</b>	9.0	1st	9.4	1st	8.5	1st	8.2	1st	9.2	1st
<b>Conservative (21 - 40%)</b>	<b>IOOF MultiMix Conservative Trust</b>	7.9	2nd	7.2	1st	6.6	1st	6.5	1st	7.3	1st

Source: Chant West Pty Limited ([www.chantwest.com.au](http://www.chantwest.com.au))

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The Chant West 'Growth (61-80%)' category in this table measures the performance of 13 products (none of which are industry funds) over one, two, three, five and seven years.