

Media Release – 24 October 2023

## Insignia Financial Managed Account solutions surpass \$6 billion

Insignia Financial today announced its Managed Account solutions have exceeded \$6 billion in funds under management (FUM).

Insignia Financial offers a range of Managed Account solutions to meet the diverse needs of clients, including Managed Discretionary Accounts (MDAs) and Separately Managed Accounts (SMAs).

Over the past 12 months, the firm's managed accounts have experienced significant growth of more than 42%. Growth continued throughout the year, with September 2023 experiencing record monthly net flows of \$248m into Insignia Financial's MDA and SMA solutions.

The firm's Managed Account solutions are offered via Insignia Financial's proprietary products, Expand Extra and MLC Wrap, along with select external platform providers. To date, Expand Extra, has received more than 55% of total FUM through its various MDA solutions. Growth in the MLC Asset Management managed SMAs available on MLC Wrap continued with FUM exceeding \$1.3 billion.

**Insignia Financial Chief Distribution Officer, Mark Oliver, said:** "We are pleased to see the uptake in our Managed Account solutions, as advisers look for ways to streamline operations and generate improved outcomes for clients. Their continued growth demonstrates the important role managed accounts play for financial advisers and their clients."

According to analysis from Investment Trends, in 2023, more than half (56%) of financial advisers are utilising managed accounts in their client portfolios, an increase from 26% in 2017<sup>1</sup>. A key driver in the uptick in managed accounts can be attributed to how the use of managed accounts can help advisers to generate more consistent outcomes for clients in times of volatility.

Mr Oliver added: "Insignia Financial is well positioned to support the growth in the use of managed accounts. Advisers are increasingly adopting our Wrap platform solutions to provide more choice and value to clients. Along with increased administration efficiencies and portfolio risk mitigation, the broad range of investment options offered in our Managed Account solutions allow advisers to design unique portfolios tailored to clients' individual needs.

"We will continue to grow our offering over the next 12 months in response to increasing demand from licensees for tailored services to meet varying client needs. In October, this continues with Expand Extra enabling third-party MDA operators to provide MDA services. The Expand platform is intuitive, contemporary, and agile making it easy for advisers to support their clients and respond to their evolving needs and providing greater access to more managed investments."

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<sup>1</sup> SPDR ETFs/Investment Trends Managed Accounts Report 2023

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**About Insignia Financial Ltd**

Insignia Financial has been helping Australians secure their financial future since 1846. During that time, we have grown substantially to become one of the largest groups in the Australian financial services industry.

Insignia Financial provides advisers and their clients with the following services:

- **Platforms** for advisers, their clients and hundreds of employers in Australia
- **Advice** services via our extensive network of financial advisers; and
- **Asset Management** products that are designed to suit any investor's needs.

Further information about Insignia Financial can be found at [www.insigniafinancial.com.au](http://www.insigniafinancial.com.au)